

100-jähriger italienischer Tomatenproduzent



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Eine Gelegenheit, einen führenden italienischen Hersteller von Premium-Tomatenprodukten zu erwerben, der über einen hohen Wiedererkennungswert der Marke, vertikal integrierte Aktivitäten und eine bedeutende internationale Präsenz verfügt.

Das Unternehmen ist über die gesamte Wertschöpfungskette hinweg tätig – von der Beschaffung der Rohstoffe bis hin zu den fertigen Markenprodukten – und beliefert sowohl den Einzelhandel als auch den Foodservice weltweit.

Starker Markenwert & Marktbekanntheit

- Premium-Positionierung in der Kategorie italienische Tomatenkonserven
- Anerkannte Produktinnovation, einschließlich preisgekrönter SKUs im Jahr 2025
- Etablierter Ruf für Qualität und Authentizität
- Hohe Kundentreue auf den nationalen und internationalen Märkten

Internationaler Fußabdruck

- Exportorientiertes Geschäft mit starker Marktdurchdringung in Europa, Nordamerika und anderen internationalen Märkten
- Gut etabliertes Vertriebsnetz
- Wachsende Präsenz in Premium-Einzelhandelsketten

Vertikal integrierte Operationen

- Kontrolle über Beschaffung, Verarbeitung und Verpackung
- Strategische Produktionsstätten in Italien
- Starke Beziehungen zu landwirtschaftlichen Lieferanten
- Effiziente Lieferkette mit Qualitätskontrolle in jeder Phase

Finanzielle Leistung

BUSINESS TYPE

Landwirtschaftliche Betriebe

COUNTRY

Italien

BUSINESS ID

L#20261008

- Beständiges Umsatzwachstum durch Premium-Positionierung unterstützt
- Attraktive EBITDA-Margen im Vergleich zum Branchendurchschnitt
- Starkes Cash-Generierungsprofil
- Robuste Leistung sowohl im Eigenmarken- als auch im Markensegment

Wachstumschancen

- Expansion in neue Exportmärkte
- Weitere Marktdurchdringung in Nordamerika und Asien
- Produktlinienerweiterungen und Premium-Innovationen
- Strategische Partnerschaften mit globalen Einzelhandelsketten
- Verbesserung der betrieblichen Effizienz

Produkte

- Premium-Tomatenpassata
- Geschälte und gewürfelte Tomaten
- Spezialitäten aus Kirschtomaten
- Bio- und Spezialitätenproduktlinien
- Produktion von Eigenmarken für internationale Einzelhändler

Wettbewerbsvorteile

- Gute Einkaufsbeziehungen zu italienischen Landwirten
- Hochwertige Positionierung
- Skalierbare Produktionskapazität
- Langjährige Kundenbeziehungen
- Anerkannte Produktinnovation (Preisträger der Kategorie 2025)

Private Label Internationale Kunden

- E.Leclerc
- Carrefour
- DIA
- Jardin Bio
- Sainsbury's
- ASDA
- Morrisons
- Coles-Supermärkte
- Waitrose
- Kaufland

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