

イタリアンコーヒーカップ





互換性のあるコーヒーカプセルのB2B生産に特化したイタリア企業の全株式の競争的売却プロセスが進行中である。

事業はプライベートブランド部門のみで、国際的なロースター、ディストリビューター、コーヒーブランドにサービスを提供している。

同社は、持続可能性、革新性、オーダーメイドの技術的ソリューションに重点を置き、ミディアムからプレミアム品質帯に位置している。

- 国際的な大手コーヒーメーカーのB2B/プライベートブランド独占製造
- アルミニウム製やコンポスタブルタイプなど、すべての主要システムに対応するカプセル
- 独自のクローズド・システム・カプセル・ライン、すでにアジア市場で活躍中
- オプション追加：強力なブランドと忠実な顧客を持つ歴史ある焙煎施設（1967年創業）。
- 独自のコーヒー加工技術の社内エンジニアリング会社
- 真空パック式脱気サイロ12基（各1,200 kg）
- 5つの大容量包装ライン（アルミ、コンポスタブル、IML）
- 独自のクローズド・システム・ライン
- エンド・オブ・ライン業務の自動化
- オプションの焙煎ユニット（統合され、歴史的なブランドで運用される）

TARGET PRICE

\$ 0

GROSS REVENUE

\$ 6,700,000

EBITDA

\$ 1,020,000

BUSINESS TYPE

製造業

COUNTRY

イタリア

BUSINESS ID

L#20250883

- 認証BRC、BIO、HALAL、UTZ/レインフォレスト
- 持続可能、生分解性、バイオベースの素材に基づくプレミアム・ポジショニング
- 各分野に精通した経営陣
- カスタム・カプセルとシステム設計のための実証済みの能力

主要財務-2023年度

インジケーター	価値
収入	670万ユーロ
EBITDA	102万ユーロ（～15%のマージン）
EBIT	€460k
純利益	€227k
純財務ポジション（PFN）	€232k
輸出シェア	63%

オプションの焙煎装置は140万ユーロ以上の追加収益をもたらし、利益率はプラスとなる。

- 多様で忠実な顧客ポートフォリオ
- 売上の80%以上が長期顧客から
- ヨーロッパとアジアにおける強力な国際的プレゼンス
- 中高級プライベートブランド部門に注力
- カプセル製造会社の完全株式売却
- 投資家のニーズに合わせた柔軟な構造
- 焙煎事業をアドオンとして含めるオプション

- 経営陣は買収後の残留に前向き

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