

20-Year-Old Established Swiss Italian Eco- friendly Packaging Manufacturing Business





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The firm is pleased to present an opportunity to acquire a **20-year-old, well-established Swiss-Italian manufacturing enterprise** specializing in **eco-friendly packaging solutions**. The company boasts a robust operational history, generating **strong recurring B2B revenue** from high-value global sectors including **Hospitality (HoReCa), Airlines, and Retail**. The organization is structured for **international scalability**, with a centralized Swiss headquarters supporting global operations.

Proposed Transaction Structure

The divestiture offers significant flexibility for the acquiring investor:

- **Core Acquisition:** Up to **100% equity** of the primary trading entity (Group Holding).
- **Optional Strategic Asset:** Optionally, a **51% share** in the proprietary, in-house Italian production unit, offering operational control over the core manufacturing process.

Key Financial and Operational Highlights

Metric	Details
Average Consolidated Revenue (2022–2024)	USD 2.63 Million
Gross Margin	Approximately 36%
Client Portfolio	Global presence across Europe, the US, Asia, and the Middle East , servicing Airlines, HoReCa, Retail, and Events.
ESG Alignment	The firm maintains dedicated product lines focused on biodegradable and compostable materials, meeting stringent sustainability criteria.
Geographic Structure	Switzerland (Group Headquarters & Administration), USA (Sales & Distribution), European Union (Core Production Facility).

Core Product Offerings

The company’s portfolio comprises high-quality, sustainable solutions essential for client operations and brand integrity:

- Custom-printed **premium napkin solutions**.
- **Sustainable food and beverage packaging**.

GROSS REVENUE
\$2,633,000

EBITDA
\$0

BUSINESS TYPE
Manufacturing

REASON FOR SELLING
Retirement

COUNTRY
Switzerland

BUSINESS ID
L#20250963

- Point-of-Sale (POS) materials designed to maximize **brand visibility** at the customer interface.

Target Market Penetration

The firm maintains deep penetration across several recession-resilient and high-growth sectors:

- **Hospitality Sector (HoReCa):** Hotels, Restaurants, and Professional Catering services.
- **Aviation and Maritime:** Airlines and Cruise Lines.
- **Corporate and Event Services:** Large-scale Corporate and Sport Events.
- **Retail:** Specialized and general retail channels.

Commitment to Sustainability

A fundamental competitive advantage is the company's full integration of Environmental, Social, and Governance (ESG) principles:

- Comprehensive product lines that are **fully biodegradable and compostable**.
- **In-house design capabilities** coupled with an **efficient, strategically located EU-based production unit**, ensuring superior quality control and reduced lead times.

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