

100-Year-Old Italian Tomato Producer



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An opportunity to acquire a leading Italian producer of premium tomato-based products with strong brand recognition, vertically integrated operations, and significant international presence.

The Company operates across the full value chain — from raw material sourcing to finished branded products — serving both retail and foodservice channels globally.

BUSINESS TYPE

Agricultural Enterprises

COUNTRY

Italy

BUSINESS ID

L#20261008

Strong Brand Equity & Market Recognition

- Premium positioning in the Italian tomato preserves category
- Recognized product innovation, including award-winning SKUs in 2025
- Established reputation for quality and authenticity
- High consumer loyalty in domestic and international markets

International Footprint

- Export-oriented business with strong penetration across Europe, North America, and other international markets
- Well-established distributor network
- Growing presence in premium retail chains

Vertically Integrated Operations

- Control over sourcing, processing, and packaging
- Strategic production facilities in Italy
- Strong relationships with agricultural suppliers
- Efficient supply chain with quality control at every stage

Financial Performance

- Consistent revenue growth supported by premium positioning

- Attractive EBITDA margins compared to industry averages
- Strong cash generation profile
- Resilient performance in both private label and branded segments

Growth Opportunities

- Expansion into new export markets
- Further penetration in North America and Asia
- Product line extensions and premium innovations
- Strategic partnerships with global retail chains
- Operational efficiency enhancements

Products

- Premium tomato passata
- Peeled and chopped tomatoes
- Cherry tomato specialties
- Organic and specialty product lines
- Private label production for international retailers

Competitive Advantages

- Strong sourcing relationships with Italian farmers
- Premium quality positioning
- Scalable production capacity
- Long-standing customer relationships
- Recognized product innovation (2025 category award winner)

Private Label International Clients

- E.Leclerc

- Carrefour
- DIA
- Jardin Bio
- Sainsbury's
- ASDA
- Morrisons
- Coles Supermarkets
- Waitrose
- Kaufland

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