

# Dairy Processing Factory



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## Dairy Processing Factory

We are delighted to present to you a business with an impressive history and incredible growth prospects. Founded in 1994, this business has built its reputation on the quality of its products and trusted relationships with its customers. A history of success and progressive development.

Initially focused exclusively on production for the prestigious company DELACO, the business later diversified its operations, responding to customer demand by opening 26 proprietary stores starting in 2007. A subsequent strategic move in 2008 was the inauguration of a new production unit, a project worth 3.2 million euros, co-financed through the SAPARD program. This modern production complex, completed in 2009, is equipped with state-of-the-art facilities and covers an area of approximately 11,000 square meters.

### Products and Services

With a diverse portfolio of dairy products, including sour cream, cheese, feta cheese, processed cheese, sheep cheese, curd cheese, drinking milk, yogurt, buttermilk, butter, mozzarella, and fresh cheese, the business enjoys a strong market presence and consolidated relationships with its suppliers and customers.

### Operations

Currently, the business operates efficiently, focusing on the collection of raw milk and its processing in its own factory. Approximately 5000 liters of milk are collected daily from the county area, supplemented by imported milk managed by a trusted Romanian broker.

After collection, the milk undergoes processing in the business's modern factory, equipped with state-of-the-art technology. Processing is tailored to the specific requirements of both the company's own stores and customers nationwide.

The finished products are distributed either to the 26 proprietary stores or to wholesale customers using the company's specialized fleet of vehicles. Approximately 85% of the production is allocated to the proprietary stores, which attract around 200,000 customers monthly. Additionally, wholesale customers, with a collaboration spanning over 15-20 years, represent an important segment of the business. These well-established operations not only demonstrate the efficiency of the business but also the strong relationships it maintains with its customers.

### Tangible and intangible assets

The business is based on a solid mix of tangible and intangible assets including the Old Processing Plant and the New Processing Plant, its own shops, fleet of vehicles, permits and licences.

Additionally, adjacent lands have been acquired, expanding the property to approximately 4 hectares.

Possibility of acquiring approximately 80 hectares of land near the factory for development purposes.

### TARGET PRICE

EUR 3,820,000

### GROSS REVENUE

EUR 2,494,775

### EBITDA

EUR 187,416

### BUSINESS TYPE

Manufacturing

### COUNTRY

Romania

### BUSINESS ID

L#20261011

## Market and development potential

With the demand for dairy products steadily growing, both domestically and internationally, the business has significant potential for expansion also due to its geographical positioning. Moreover, their strong customer relationships and well-established reputation in the industry puts them in an advantageous position to capitalise on these opportunities in the long term.

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