

Established Italian Single-Serve Coffee Producer with Strong Retail Position



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An established Italian coffee producer with over 20 years of experience, specializing exclusively in the single-serve segment (pods and compatible capsules). The company has built a strong competitive position through a focused strategy, high-quality production, and long-standing relationships within the large-scale retail (GDO) channel.

Investment Highlights

- **Pure-Play Single-Serve Specialist**
Fully dedicated to pods and capsules, including compostable solutions compatible with all major global systems.
- **Strong Retail Positioning**
Approximately 70% of sales generated through own-brand products in large-scale retail, complemented by private label partnerships.
- **Diverse & Premium Product Portfolio**
 - Italian-style blends with strong consumer appeal
 - Premium espresso lines
 - Single-origin & specialty coffees
 - Organic & Fair Trade-certified products
- **Established Market Presence with International Expansion**
Leading regional player in Italy with a growing international footprint, including compatibility with U.S. systems.
- **State-of-the-Art Production Facilities**
Continuous investments in advanced machinery supporting scalability and efficiency.
- **Visible Growth Trajectory**
Revenue expected to reach ~€10.5 million by 2026, driven by capacity expansion and market demand.

Growth Strategy

- Expansion of production capacity via €1M machinery investment plan
- Strengthening presence in international markets
- Increasing penetration in premium and sustainable coffee segments
- Scaling private label partnerships with large retailers

TARGET PRICE

EUR 5,500,000

GROSS REVENUE

EUR 10,500,000

EBITDA

EUR 500,000

BUSINESS TYPE

Food & Beverage

COUNTRY

Italy

BUSINESS ID

L#20261040

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