60-Year-Old Corrugated Packaging & Eco-Logistics Manufacturing Business

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60-Year-Old Corrugated Packaging & Eco-Logistics Manufacturing Business

The organization is a long-established Italian manufacturer specializing in integrated corrugated cardboard packaging, high-definition display printing, and heavy-duty paper-based logistics solutions. Operating continuously out of Italy, for over 70 years, the group serves as a full-service packaging partner—handling the entire lifecycle of industrial and retail packaging from raw paper transformation and structural engineering to precision die-cutting, high-volume flexographic printing, and custom digital prototyping. By integrating raw material converting with finished-goods conversion on a single industrial footprint, the company delivers end-to-end supply chain packaging designed to optimize transport efficiency, minimize product damage, and ensure strict adherence to international environmental regulations.

Key Operational Footprint & Infrastructure

- **Manufacturing Capacity:** Operates across a modern industrial site spanning approximately **150,000 m²**, featuring over **48,000 m² to 50,000 m²** of fully covered production, converting, and warehousing facilities.

- **Daily Output & Converting Capability:** Features an integrated production capacity capable of converting and processing over **150 to 200 metric tons** of corrugated paperboard daily, translating to tens of millions of square meters of packaging material annually.

- **Workforce:** Powered by a specialized workforce of **50 to 99 skilled employees**, including dedicated structural designers, CAD/CAM technicians, graphics specialists, and plant machinery operators.

- **Logistics & Radius:** Positioned strategically near major Italian transit corridors, serving primary industrial and agricultural clients within an optimized **200 km distribution radius** to minimize transport emissions and deliver rapid turnaround times.

Core Business Divisions & Product Portfolio

1. Standard & Custom Corrugated Packaging

- **High-Volume Shipping Containers:** Production of single-, double-, and heavy-duty triple-wall corrugated boxes (American RSC/FEFCO standards) designed for stacking strength and puncture resistance.

- **Die-Cut & Structural Design:** Custom-engineered packaging tailored to product geometry, including automated assembly lines, self-locking containers, micro-flute e-commerce boxes, and tear-strip opening features.

TARGET PRICE
EUR 65,000,000

GROSS REVENUE
EUR 54,000,000

EBITDA
EUR 7,000,000

BUSINESS TYPE
Manufacturing

REAL ESTATE
Not Included

REASON FOR SELLING
Retirement

COUNTRY
Italy

BUSINESS ID
L#20261117

- **Flexographic & Digital Printing:** Multi-color high-definition flexo printing for mass manufacturing alongside direct-to-corrugated digital printing for high-resolution graphic applications.

2. Digital Printing, Point-of-Sale (POS) & Prototyping

- **Retail & Floor Displays:** Structural engineering and production of counter displays, freestanding floor displays (FSDUs), and promotional signage for direct-to-retail placement.

- **Rapid Prototyping & Short-Run Orders:** Equipped with digital cutting plotters and large-format digital presses, allowing the company to produce functional sample prototypes within **24 to 48 hours** and handle small-batch production runs with zero upfront tooling or die-plate costs.

3. ECOPAL & Advanced Logistics Solutions

- **100% Recyclable Cardboard Pallets:** Lightweight, high-strength corrugated and honeycomb paper pallets designed to replace traditional timber pallets. Capable of supporting dynamic loads of up to **1,500 kg**, these units offer up to an **80% reduction in weight** compared to wood, leading to reduced freight costs and lower carbon emissions.

- **Paper Honeycomb & Protective Accessories:** High-rigidity paper honeycomb panels, corner protectors, edge guards, and custom shock-absorbing inserts designed to eliminate plastic expanding foam (EPS) from transport packaging.

Revenue

Sales:

- **2022:** € 58M
- **2023:** € 51M
- **2024:** € 51M
- **2025:** € 54M

EBITDA

EBITDA:

- **2022:** € 10M
- **2023:** € 14M
- **2024:** € 8M
- **2025:** € 7M

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