

100 jaar oude Italiaanse tomatenproducent



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Een kans om een toonaangevende Italiaanse producent van hoogwaardige producten op basis van tomaten over te nemen met een sterke naamsbekendheid, verticaal geïntegreerde activiteiten en een aanzienlijke internationale aanwezigheid.

Het bedrijf is actief in de volledige waardeketen – van de inkoop van grondstoffen tot afgewerkte merkproducten – en bedient wereldwijd zowel de detailhandel als foodservicekanalen.

Sterke merkwaarde & marktherkenning

- Premium positionering in de categorie Italiaanse tomatenconserven
- Erkende productinnovatie, waaronder bekroonde SKU's in 2025
- Gevestigde reputatie voor kwaliteit en authenticiteit
- Hoge consumententrouw op binnenlandse en internationale markten

Internationale voetafdruk

- Exportgericht bedrijf met sterke penetratie in Europa, Noord-Amerika en andere internationale markten
- Goed gevestigd netwerk van distributeurs
- Groeiende aanwezigheid in eerste klas winkelketens

Verticaal geïntegreerde activiteiten

- Controle over inkoop, verwerking en verpakking
- Strategische productiefaciliteiten in Italië
- Sterke relaties met landbouwleveranciers
- Efficiënte toeleveringsketen met kwaliteitscontrole in elke fase

Financiële prestaties

- Consistente omzetgroei ondersteund door premium positionering

BUSINESS TYPE

Agrarische bedrijven

COUNTRY

Italië

BUSINESS ID

L#20261008

- Aantrekkelijke EBITDA-marges vergeleken met sectorgemiddelden
- Sterk kasstroomprofiel
- Veerkrachtige prestaties in zowel huismerk- als merksegmenten

Groeikansen

- Uitbreiding naar nieuwe exportmarkten
- Verdere penetratie in Noord-Amerika en Azië
- Productlijnitbreidingen en premium innovaties
- Strategische partnerschappen met wereldwijde winkelketens
- Operationele efficiëntieverbeteringen

Producten

- Premium tomaten passata
- Gepelde en in stukjes gesneden tomaten
- Specialiteiten met kersentomaten
- Biologische en speciale productlijnen
- Private label productie voor internationale retailers

Concurrentievoordelen

- Sterke inkooprelaties met Italiaanse boeren
- Positionering van topkwaliteit
- Schaalbare productiecapaciteit
- Langdurige klantrelaties
- Erkende productinnovatie (2025 categorieprijswinnaar)

Internationale Private Label-klanten

- E.Leclerc

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

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