

100년 전통의 이탈리아 토마토 생산업체



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100

강력한 브랜드 인지도, 수직적으로 통합된 운영, 상당한 국제적 입지를 갖춘 이탈리아의 프리미엄 토마토 기반 제품 생산업체를 인수할 수 있는 기회입니다.

회사는 원자재 소싱부터 브랜드 완제품에 이르기까지 전체 가치 사슬을 운영하며 전 세계 소매 및 식품 서비스 채널에 서비스를 제공합니다.

강력한 브랜드 자산 및 시장 인지도

- 이탈리아 토마토 보존 식품 카테고리에서 프리미엄 포지셔닝
- 2025년 수상 경력에 빛나는 SKU를 포함한 제품 혁신 인정
- 품질과 신뢰성에 대한 명성 확립
- 국내 및 해외 시장의 높은 소비자 충성도

국제적 발자국

- 유럽, 북미 및 기타 국제 시장에 진출해 있는 수출 지향적 비즈니스
- 잘 구축된 유통업체 네트워크
- 프리미엄 리테일 체인에서 입지 확대

수직적 통합 운영

- 소싱, 처리 및 포장에 대한 제어
- 이탈리아의 전략적 생산 시설
- 농업 공급업체와의 긴밀한 관계
- 모든 단계에서 품질 관리가 가능한 효율적인 공급망

BUSINESS TYPE

농업 기업

COUNTRY

이탈리아

BUSINESS ID

L#20261008

재무 성과

- 프리미엄 포지셔닝을 통한 지속적인 매출 성장
- 업계 평균 대비 매력적인 EBITDA 마진율
- 강력한 현금 창출 프로필
- 개인 상표 및 브랜드 부문 모두에서 탄력적인 성능 제공

성장 기회

- 새로운 수출 시장으로의 확장
- 북미 및 아시아 지역에서의 추가 보급
- 제품 라인 확장 및 프리미엄 혁신
- 글로벌 리테일 체인과의 전략적 파트너십
- 운영 효율성 향상

제품

- 프리미엄 토마토 파스타
- 껍질을 벗기고 다진 토마토
- 방울토마토 특산품
- 유기농 및 스페셜티 제품 라인
- 해외 소매업체를 위한 개인 상표 제작

경쟁 우위

- 이탈리아 농부들과의 강력한 소싱 관계
- 프리미엄 품질 포지셔닝

- 확장 가능한 생산 능력
- 오랜 고객 관계 유지
- 제품 혁신 인정(2025년 부문 수상)

개인 상표 국제 고객

- E.Leclerc
- Carrefour
- DIA
- 자딩 바이오
- 세인즈버리
- ASDA
- Morrisons
- 콜스 슈퍼마켓
- 웨이트로즈
- 카우플란트

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