

Available for Acquisition #22101



Premium Italian Regional Foods Importer
Critically Acclaimed, Industry Leading, Quality Products

ACT Client #22101

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ACT Capital Advisors is pleased to offer for acquisition a turnkey Italian Regional Foods Specialty Importer. Highly respected in its industry with numerous awards from NASFT SOFI for outstanding products, this company uses its long-standing supplier relationships throughout Italy to promote healthy, locally-grown foods and allow people in the United States to experience an Italian "Farm-To-Table" experience.

Investment Highlights

Turn-Key Fold-In of Product Lines: Importation of products have already passed the necessary barriers, allowing for an easy transition of ownership regarding importing and distributing Company branded products. With suppliers secured, buyers can easily bolt-on this product portfolio to an existing food import platform.

Scalability Through Larger/Broader Sales Channels: Company product lines have not yet reached maximum exposure or full potential. Scalability can happen seamlessly with a buyer's broader sales channels, both through distributors and direct to retail.

Designed/Conceptualized/Created Specialty Brand Products: The Company has spent years conceptualizing contemporary, more relevant, ingredients and foods fit for US markets, all while maintaining Italian cultural roots.

Joint Ventures with Large Retailers and Suppliers: The Company has remained nimble, creative, and able to partner with its retail customers and suppliers to create and design custom white label products either for special boutique or bulk consumption.

Bulk Import for Private Label: A lesser-known piece of the Company's business is its bulk import capabilities for white label purposes. However, the supplier channels are available and ripe for scale.

Long-Standing Supplier Relationships: Over decades, ownership has built a robust network of suppliers who share a mutual respect and admiration for the food and table experience.

Strong Performance During COVID-19 Pandemic: Consumer behavior and media marketing trends during COVID favored quality ingredients and cooking at home, further expanding the Company's customer base.

Increased Cultural Trend of "Farm-To-Table": Focus on quality ingredients, health trends and "Farm-To-Table" mentality suggest a very favorable outlook for industry growth.



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Summary Financial Performance

	2019	2020	2021	2022
Sales	\$3,402,133	\$3,556,101	\$3,615,550	\$3,746,050
Gross Profit	\$1,239,532	\$1,224,909	\$1,282,806	\$1,396,670
EBITDA (adj.)	\$848,949	\$828,398	\$845,516	\$940,538

Pro-Forma Financial Summary

	2023E	2024E	2025E	2026E
Sales	\$3,933,353	\$4,130,020	\$4,336,521	\$4,553,347
Gross Profit	\$1,466,503	\$1,539,828	\$1,616,820	\$1,697,661
EBITDA (adj.)	\$997,523	\$1,047,400	\$1,099,770	\$1,154,758

Contact Information:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to:

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