

顶级黑鱼子酱生产商



MERGERSCORP

该公司是一家历史悠久、垂直整合的高端黑鱼子酱生产商和全球分销商，业务涵盖鲟鱼养殖、专业加工以及多渠道国际分销。通过将自有水产养殖资产与全球直接商业化相结合，该公司已构建了一个可扩展的平台，为全球顶级酒店客户、零售合作伙伴及终端消费者提供服务。

得益于一贯稳健的运营执行力——2022 2025 便是明证——该公司在2025年实现了4向52供应了 8.鱼子酱。

为了获取更多的加工和供应利润，确保长期生物物质供应，并加速商业扩张，公司正在筹集470实施有针对性的垂直整合和资产收购。

- 2025实现 40022年至2025年期间 CAGR 75%
- 直销业务覆盖52，以等旗舰企业客户为支柱。
- - HORECA 60%
作为核心业务支柱，为豪华酒店、高端餐饮场所及高端航空餐饮提供服务。
 - 25在高端精品店、美食店和豪华百货超市建立了销售渠道。
 - B2C 15%
快速扩张的面向消费者的数字渠道，不仅创造了高毛利率，还带来了强劲的复购率。
- 先进的养殖条件支持全年鲟鱼养殖和捕捞，消除了季节性瓶颈，确保了稳定的供应。

TARGET PRICE

\$ 4,700,000

GROSS REVENUE

\$ 4,000,000

EBITDA

\$ 100,000

BUSINESS TYPE

食品及饮料

COUNTRY

西班牙

BUSINESS ID

L#20261132

- 黑鱼子酱的生产需要鲟鱼长达数年的成熟周期（通常需要7至10年才能达到可捕捞的成熟期），复杂的养殖工程技术，以及必须严格遵守国际法规（《濒危野生动植物种国际贸易公约》），这些因素共同构成了阻碍新市场参与者进入的强大护城河。
- 严格专注于奢侈美食细分市场，拥有经过验证的多渠道定价能力及品牌公信力。
- 该公司目前将约**50%**外包给第三方合作伙伴。通过有针对性的收购将这些生产量内部化，为立即提升利润率和实现全面质量控制提供了一条清晰且低风险的实施路径。

公司已制定了一项明确的战略，目标 **100%**，并将资本**配置**重点放在以下四项关键举措上：

1. 收购运营中的鱼场和已成年的牲畜，以取代第三方采购，从而获取整个价值链的利润，并降低生物供应风险。
2. 在中东欧这些成本效益高的市场中，针对性地收购现有的水产养殖资产，以具有吸引力的估值扩大生物量产能。
3. 对现有生产设施进行投资，以实现基础设施现代化、提高产出率并提升加工吞吐量。
4. 在全球范围内扩大在HORECA市场的份额，同时大力拓展高利润的面向消费者的在线业务。

该公司正在寻求**470**

，欢迎能够支持其长期国际扩张的行业战略投资者和财务投资者参与。

募集资金将直接用于上游水产养殖领域的并购、设施升级以及全球商业规模的扩大。符合资格的投资者在签署标准《保密协议》（NDA）后，可通过虚拟数据室（VDR）查阅详细的运营模式、经审计的历史财务报表及交易文件。

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