

# 30-Year-Old Confectionery Factory





## 30-Year-Old Confectionery Factory

### Business description

The company was founded in 1993, located in the central Federal District, south of Moscow. The facility has the capacity to produce 9,538 tons of products per year. The production consists of 6 main lines:

- Marshmallow Production Line
- Marmalade Production Line
- Waffle Production Line
- Pasta Production Equipment
- Production of Mini Marshmallows
- Souffle production

### Manufactured products

It is a regional leader in the production of confectionery products. At the moment, the factory produces more than 100 items (SKUs). The company's pool also includes 2 main brands. The production produces assorted candies, marmalade, pastilles and waffle products;

### Geography of supplies

The factory sells products in 14 regions of Russia, and also exports to the Republic of Belarus. The sale takes place in the largest partner networks of the federal level.

### Indicators and prospects

Despite the pandemic and the general decline in market demand, the company managed to increase revenue by 26.9% in 2020. Since 2018, the Company has been increasing the share of sales of products with high margins. The share of such products has grown from 70% to 89% by 2021. Revenue growth was achieved when production lines were not fully loaded. With full capacity utilization, there is a potential for production growth of more than 4 times.

### GROSS REVENUE

TBA

### EBITDA

TBA

### BUSINESS TYPE

Manufacturing

### ESTABLISHED

1993

### FACILITIES

- Land plot. Area: 24,000 m2. -  
Production complex. Area of  
11,000 m2.

### COUNTRY

Russia

### BUSINESS ID

L#20220396

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