

“COMAVICOLA”
1956

The sea inspires us, quality sets us apart.

THE COMPANY

Comavicola has always operated in the marketing and distribution of food products, with a strong focus on the frozen seafood sector. Over the years, it has become a leader in Northern Italy in multichannel distribution, serving the large-scale retail trade (GDO), the food industry, wholesale, Ho.Re.Ca., and retail sectors.

Eight years ago, the company opened its operational headquarters in Pioltello, which includes a dedicated area for product processing. Its presence in the region is strengthened by strategic distribution and direct sales points, such as the fish markets in Milan.



Comavicola: Specialists in Frozen Seafood Products

We have always placed great importance on listening to our customers, offering expertise and experience to best meet their needs. This approach is one of the fundamental pillars of our work.



We source products from various fishing areas to best meet the needs of the market.

We ensure quality and safety through highly specialized technological services, delivered with professionalism and promptness.

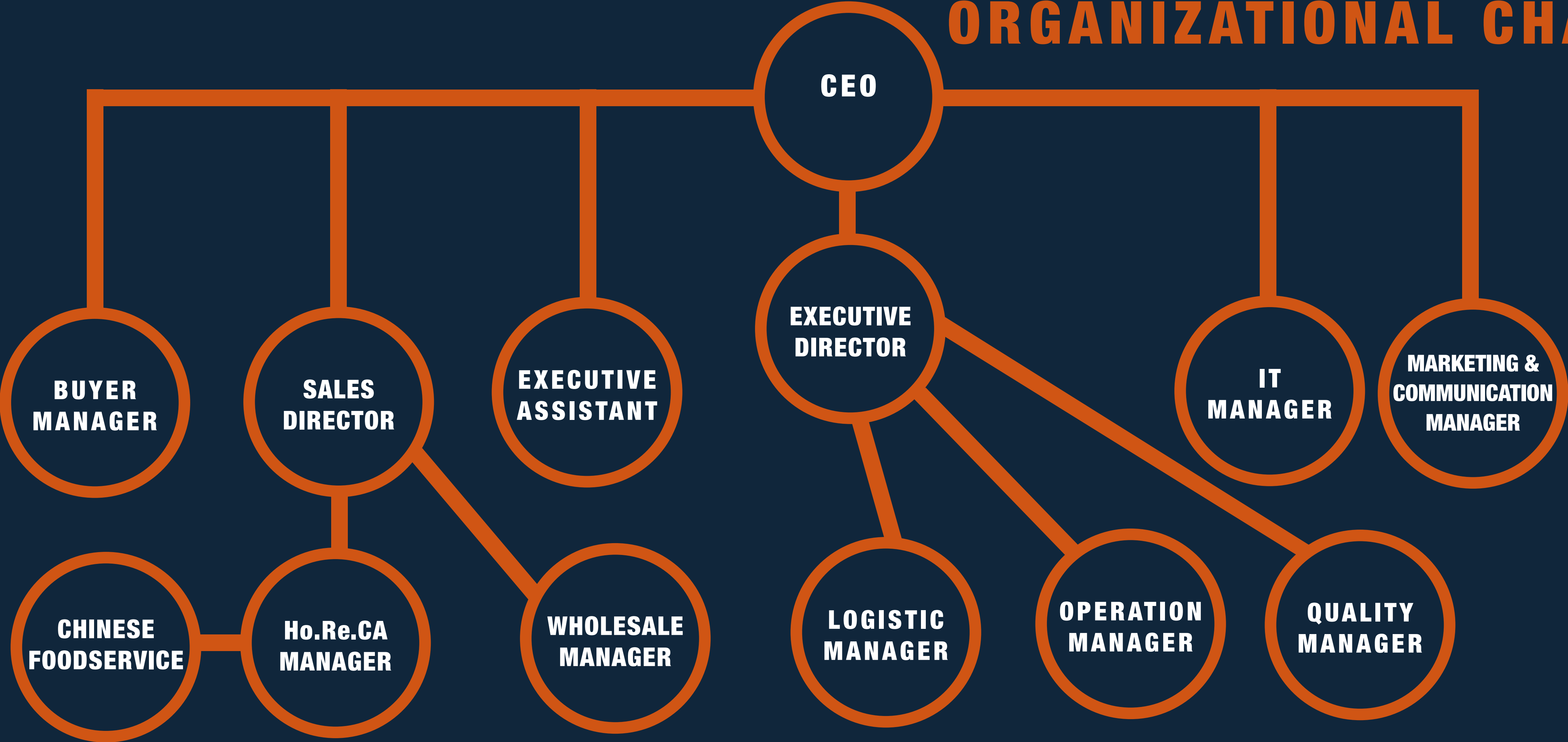
HERITAGE

Since 1956, the Villa family has founded and

Comavicola was founded in 1956 as a company specialized in the distribution of food products. From the very beginning, it demonstrated a strong entrepreneurial spirit, progressively expanding its operations and starting the import of frozen products from various parts of the world. This forward-thinking vision marked the beginning of an evolution in the distribution sector, with an increasing focus on the frozen seafood segment. Today, after nearly 70 years in business, the company remains entirely Italian-owned and is a leading player in Northern Italy for multichannel distribution of frozen seafood products.

With a modern structure, efficient logistics, and a future-oriented vision, Comavicola continues to invest in delivering quality, service, and reliability to all its commercial partners.

ORGANIZATIONAL CHART



TOTAL

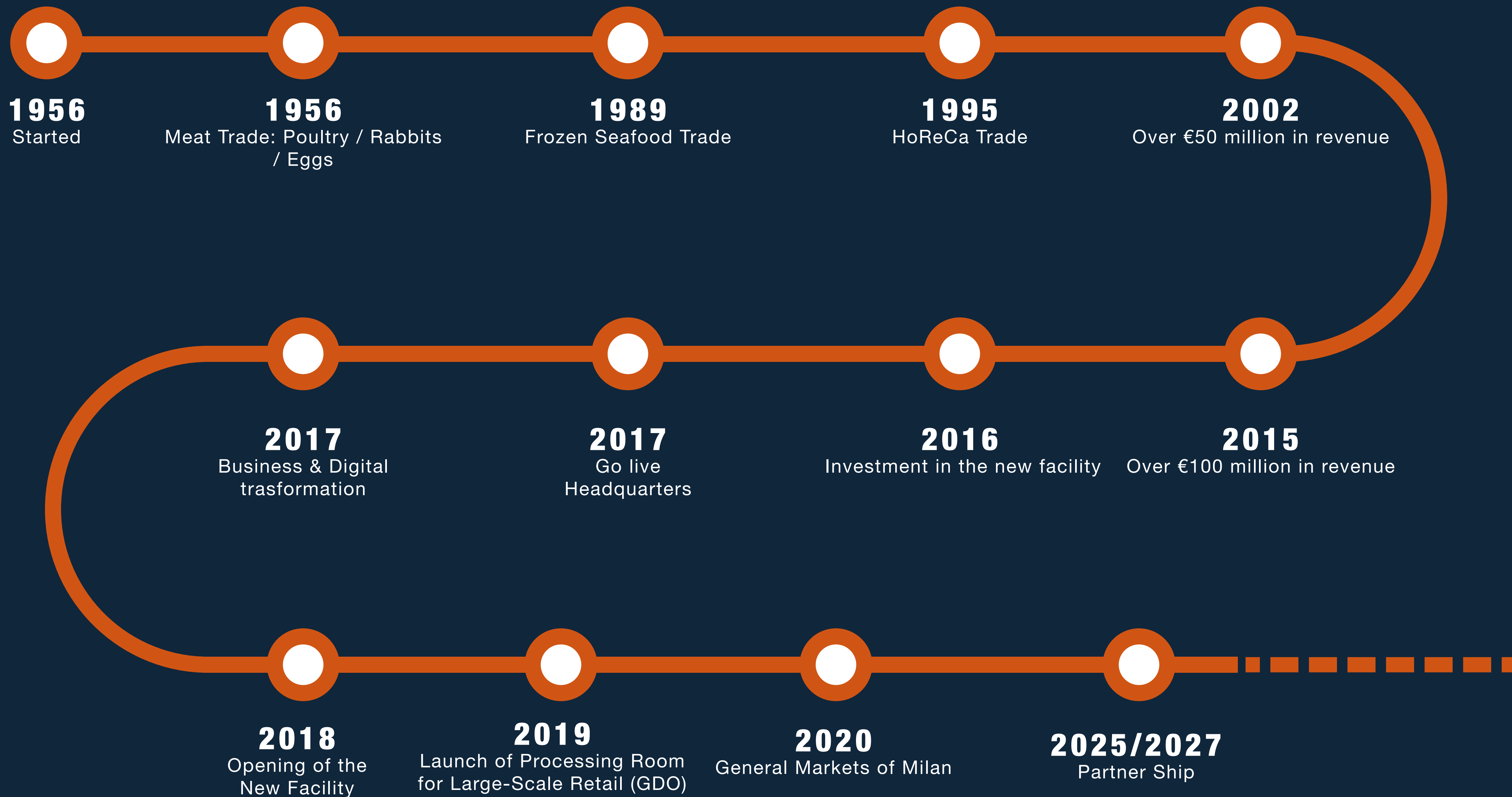
50
DIPENDENTI

13
AGENTI

30
COLLABORATORI

SINCE 1956

ROAD MAP



KEY NUMBER

REVENUE

**OLTRE
135 ML €**



SOURCES OF FUNDING

**> 50% CAPITALE
PROPRIO
= 40,1 ML DI EQUITY**



EMPLOYEES

**50 EMPLOYEES
13 SALES AGENTS
30 COLLABORATORS**



FOOD PRODUCTS

**> 1000 REFERENCE
> 750 REF.
FROZEN SEAFOOD**



CLIENTS

**> 2000 CLIENTS
LOW TURNOVER**



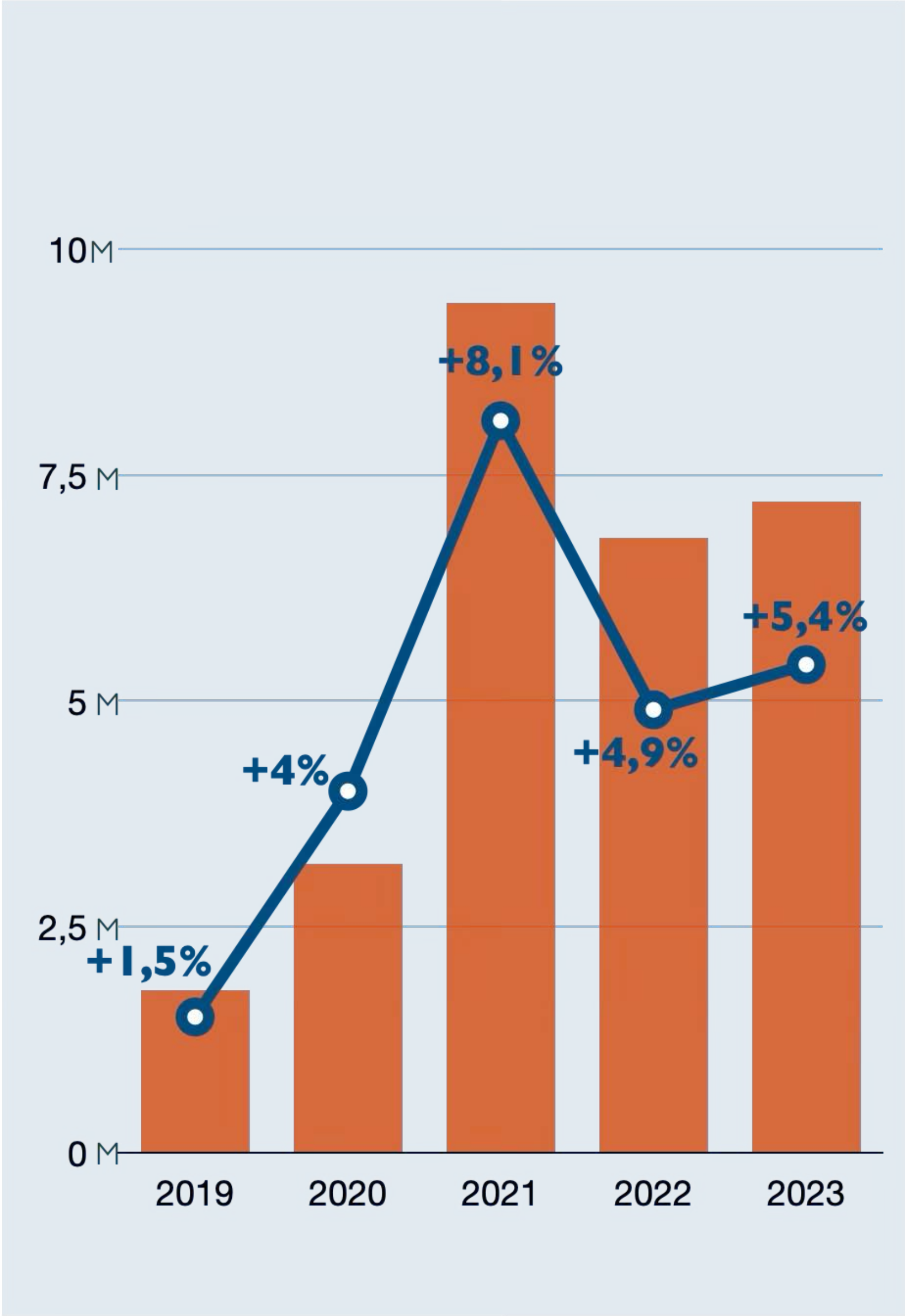
LOGISTICA

**(35 VEHICLES)
8 OWNED
27 Dedicated to
Third Parties**



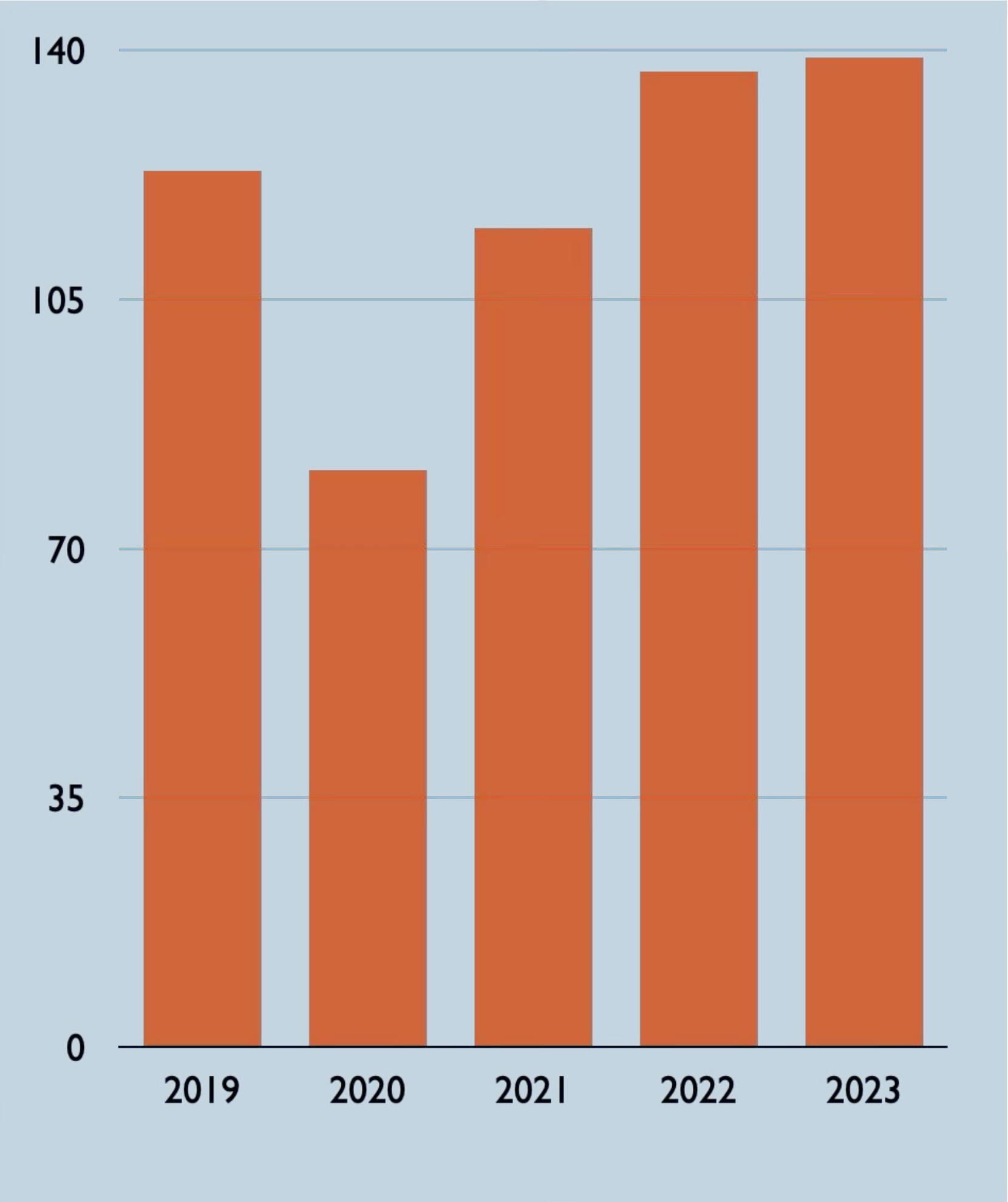
EBITDA (€/MIL)

The percentage refers to the ratio between EBITDA and revenue for the relevant fiscal year.



REVENUE (€/MIL)

The percentage refers to the revenue increase compared to the previous year.



HEADQUARTERS

Built Area: 9,478 sqm



Comavicola's new headquarters, located in Pioltello on the outskirts of Milan and inaugurated in September 2017, covers a total area of 32,045 sqm. It features 5,405 sqm of cold storage rooms, a 1,060 sqm food processing area, and a kitchen dedicated to show cooking and tastings, all supported by a more efficient and effective logistics system. The fully centralized and technologically advanced facility also includes a dedicated processing room and a cash & carry retail point.

TOTAL AREA 32.045 sqm

5405 sqm

Low-Temperature
Storage Area
-25°C e 0°C

1500 sqm

Processing Area

10.426 sqm

Area Piazzale e
visibilità interna

1942 sqm

Loading/Unloading
Dock Area

661 sqm

Technical Areas

8.743 sqm

Green Area

1000 sqm

Office

770 sqm

Ancillary Areas

1.721 sqm

Parking Area

INFORMATION SYSTEMS

In Comavicola's growth journey, technological innovation plays a strategic role. The introduction of advanced systems, such as the new Warehouse Management System (WMS), has enhanced operational efficiency through technologies like voice speaking, which supports warehouse operations.

Logistics has also been strengthened with the implementation of a Transport Management System (TMS), which optimizes deliveries by integrating maps, geolocation, and intelligent algorithms. The system enables real-time tracking, providing customers with timely updates on the status of their orders.

WMS
(JEElog di SIPE)

TMS (Roadnet)
plan and manage delivery routes for the
restaurant industry

Sistema Voice Picking
(VoCollect)
For warehouse goods handling

OPERATIONAL Parameters

6463

Pallet Positions:

5,931 side-by-side (Spalla/Spalla) positions
across 4 levels

532 drive-in positions across 3 levels

796

Ground-Level Picking Positions

30.000 / YEAR

Pallet Handling per Year
(+18,000 Tons/year)

300 / DAY

Average Inbound/Outbound Flow: Pallets per Day

500.000 / YEAR

Order Lines: 90% fulfilled using the
voice-picking system

22

Vehicles for Daily Deliveries to Over 250 Clients
(Home Delivery for the Restaurant Sector)

PROCESSING ROOM

**Over 30 machines
among the best on the
market**

The 1,500 sqm food processing area is equipped with around 30 state-of-the-art machines, including a multit-head weighing packaging machine by Ishida and a Multivac packaging machine—both ideal for meeting the high standards required by the large-scale retail (GDO) channel.

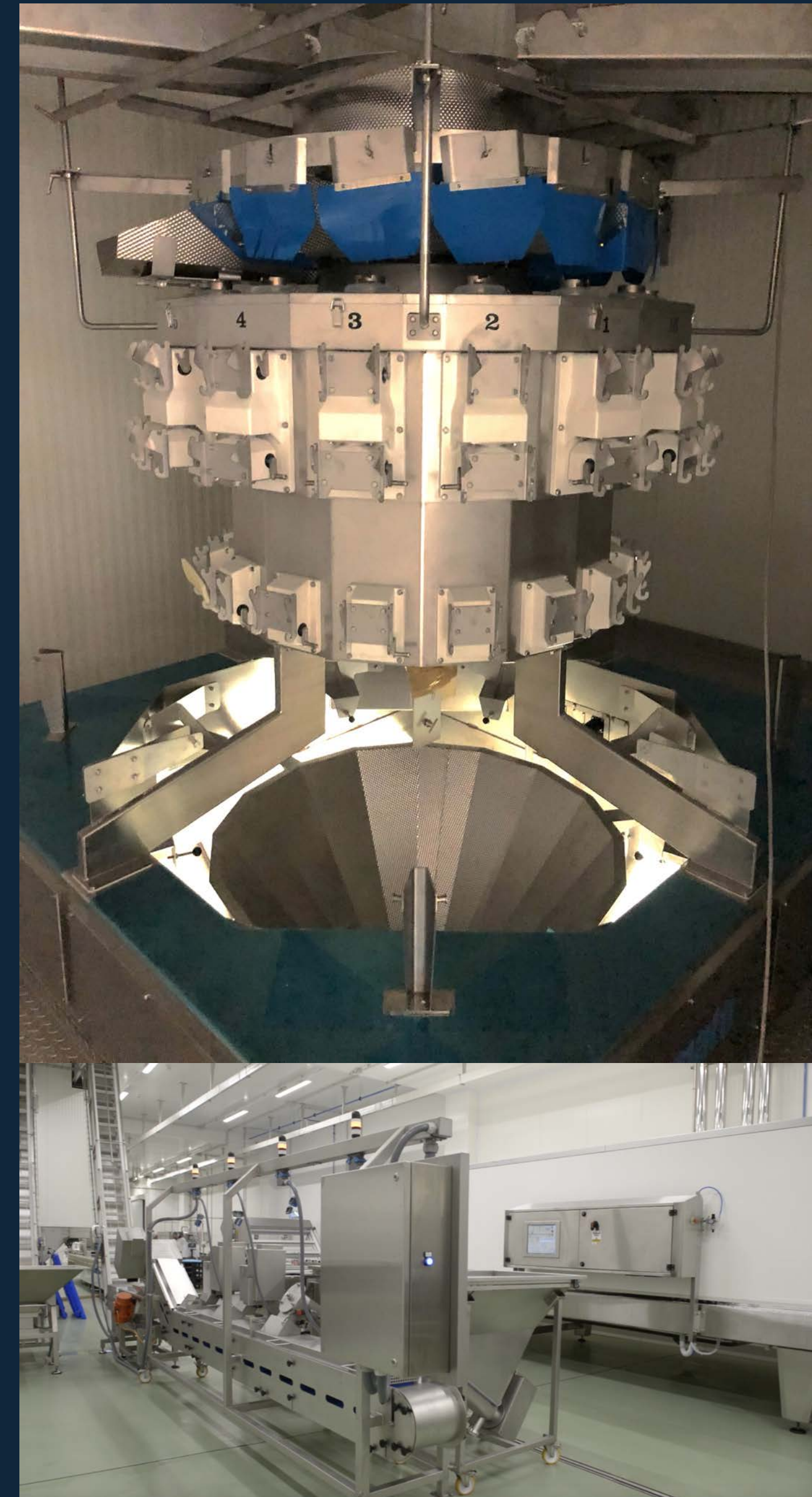
The operations are structured across three main lines:

“Mollame” Line: dedicated to the processing of cuttlefish, squid, and the curling of octopus.

“Cutting” Line: for tuna, swordfish, and other fillets.

“Mix” Line: for the preparation and packaging of premium-quality seafood salads and ready-made sauces.

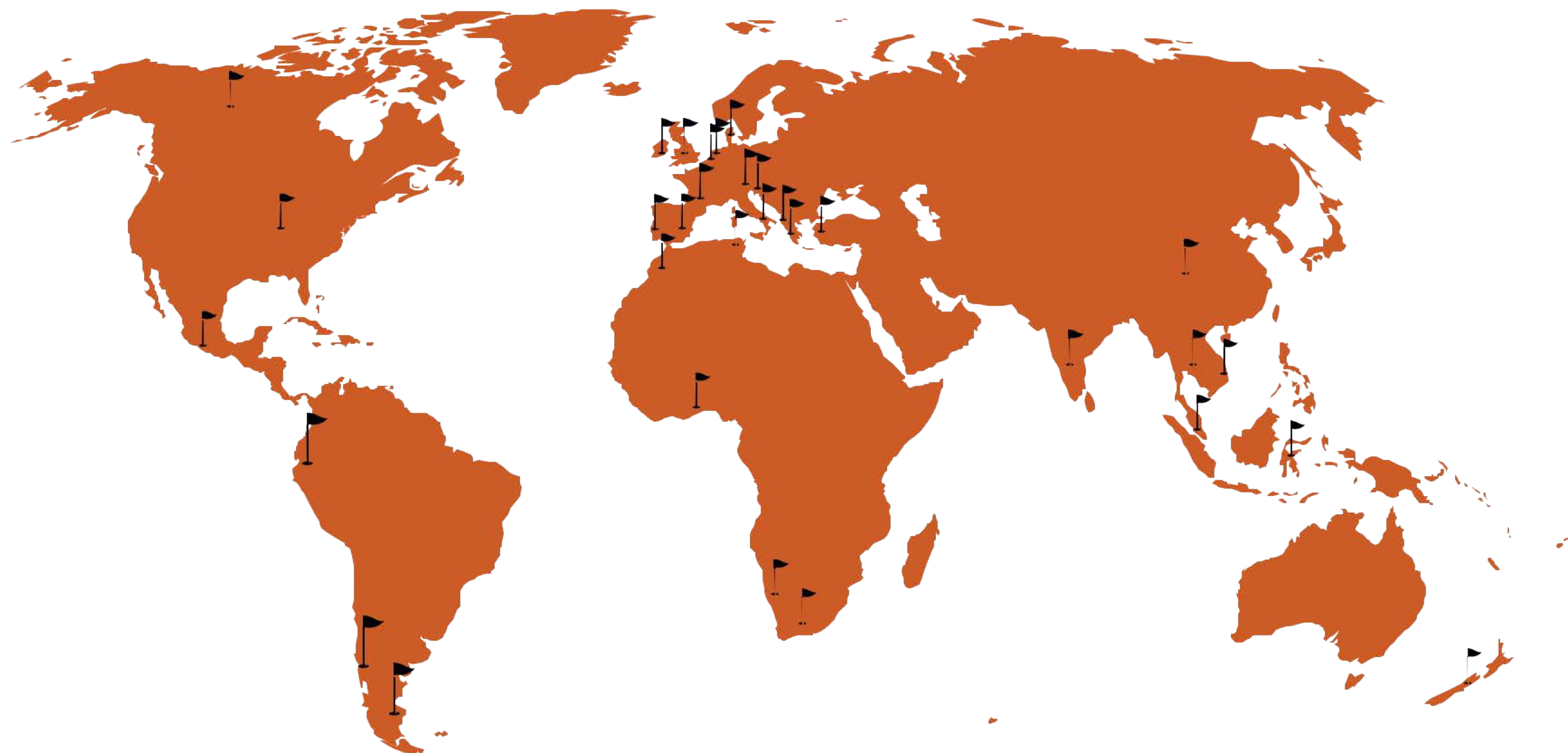
Each line is equipped with advanced control systems: all products undergo strict safety checks using metal detectors and X-ray machines to ensure the highest standards of food safety.



Procurement Map

We source the finest products from over 30 countries.

We have established long-standing and exclusive partnerships with the leading producers in the



Fornitori %

- Equador 24 %
- Thailand 21 %
- Spain 20 %
- Italy 7,7 %
- United Kingdom 4 %
- Oland 4 %

MOROCCO	VIETNAM	IRELAND
FRANCE	NAMIBIA	ARGENTINA
TUNISIA	BELGIUM	SLOVENIA
CINA	DANIMARC	USA
REPUBLIC OF COREA	NEW ZELANDD	GHANA
GREECE	CILE	ALBANIA
INDONESIA	INDIA	MESSICO
SOUTH AFRICA	CANADA	TURKEY
MALAYSIA	PORTUGAL	AUSTRIA

SEA FOOD PRODUCTS TOP QUALITY

We carefully select fishing areas for our sourcing.



Sicilian Red Prawn (Rubino di Sicilia)



Sashimi-Grade "Superfrozen" Tuna



Alaskan Black Cod (Sablefish)



Ecuadorian Vannamei Prawn Tails (Santa Maria)



Whole Langoustines Frozen On Board



Australian Amberjack Fillet



**Artisanal Moroccan Octopus
Cooked Octopus Tentacle – Morocco**



Sockeye Salmon Fillet – Canada



King Crab Claws



Center-Cut Fillet of Soaked and Desalted Cod



Canadian Scallops

FIERE

Seafood Exhibition



TUTTOFOOD
MILANO



BRAND

W H O L E S A L E / H o R e C a

BRAND

G D O

COMAVICOLA

1956

Da Comavicola nascono due nuove linee di prodotti ittici surgelati e preparati.

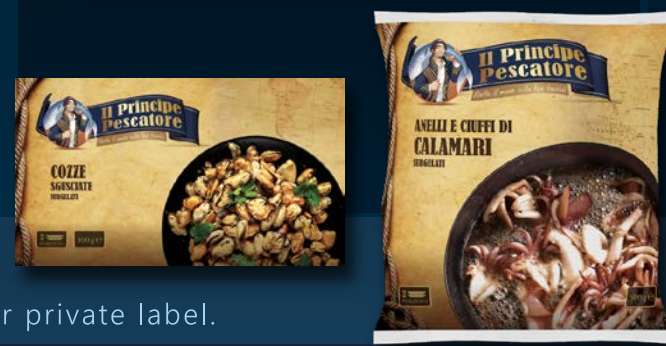


*Solo per palati esigenti e raffinati
esperienze gustative di qualità...*





*In ogni parte del mondo...
alla ricerca
delle migliori prelibatezze del mare.*



Disponibili anche per private label.



TOP PARTNER

W H O L E S A L E

H o . R e . C a





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