MAESTRI ARTIGIANI ITALIANI

COMPANY PROFILE

FOOD, WINE, AND COFFEE-ROASTING EXCELLENCE SINCE 1976

1. COMPANY PROFILE AND MISSION

> **Maestri Artigiani Italiani** was founded 45 years ago, born from an Umbrian family’s passion for coffee. It began as an artisanal coffee roastery and later expanded its operations to include gift sets and seasonal presents.

To this day, the company operates with the mission of selecting, promoting, and distributing the excellence of Italian food, wine, and coffee-roasting traditions across international markets. Maestri Artigiani Italiani combines the authenticity of artisanal processes with a modern logistical and commercial organization capable of meeting the rigorous standards required by large-scale retail and the global Ho.Re.Ca. sector.

Our Core Values

Quality and Authenticity
Rigorous selection of raw materials and protection of traditional "Made in Italy" recipes.

Supply Chain Traceability
Control and transparency throughout every stage of the supply chain.

International Reliability
Professional management of customs procedures, multilingual labeling, and export packaging.

Protecting "Made in Italy"
Active efforts to combat imitation phenomena to guarantee 100% Italian products.

2. BRAND PORTFOLIO AND COMMERCIAL OFFERING

The offering is structured around two main brands coordinated under the institutional umbrella of Maestri Artigiani Italiani (**maestriartigiani.com**) alongside additional supplementary brands:

2.1 Caffè Europa

caffeeuropa.eu

Brand dedicated to the culture of traditional Italian espresso. Production is based on slow, calibrated roasting processes that enhance the aroma, body, and *crema* typical of authentic Italian coffee.

- **Ho.Re.Ca. Line:** 1 kg coffee bean bags with aroma-preservation valve and 3 kg flavor-seal canisters designed for high-end bars, hotels, and restaurants.
- **Retail / Mass Market Line:** Whole bean and ground coffee in vacuum-sealed packaging (including organic, vegan, gluten-free, and wood-fired roasted varieties).
- **Single-Serve Line:** Compostable ESE pods (44mm and 38mm) and capsules compatible with major systems.

2.2 Speciale Italia

specialeitalia.eu

The gastronomic selection that brings together the finest Italian regional specialties to offer a complete and elegant culinary experience in foreign markets.

- **Extra Virgin Olive Oil:** Cold-extracted from 100% Italian olives, available in retail formats and tins for the foodservice sector.
- **Artisanal Pasta:** Made from selected durum wheat semolina, slow-dried, and bronze-die extruded.
- **Sauces and Preserves:** Truffle sauce, porcini mushroom sauce, spices, and soups.
- **Confectionery and Baked Goods:** Traditional baked products and long-shelf-life holiday sweets.

Dedicated Brands and Special Lines

To complement its core brands, the company utilizes—as needed—historic and dedicated brands for specific product lines and sales channels:

- **Antica Confiseria Perugia:** Brand dedicated to confectionery specialties for holidays and special occasions, such as Panettone, Pandoro, chocolate, and artisanal nougat (*torrone*).
- **Antico Caffè del Corso and Umbria Caffè:** Historic brands dedicated to curated selections of blends and ancient artisanal coffee-roasting recipes.
- **Antico Casato:** Special line for the promotion of selected traditional specialties and authentic gastronomic delicacies.

3. PRODUCT SUMMARY SHEET AND EXPORT TARGETS

Brand / Line	Product Type	Market Target	Export Formats
Caffè Europa - Ho.Re.Ca.	Coffee Beans (Selected Blends)	Restaurants, Hotels, Bars, Catering	1 kg Bags / 6 kg Cartons
Caffè Europa - Single-Serve	Capsules and ESE Pods (44mm and 38mm)	Retail, Offices, B2B Distribution	Boxes of 10 / 50 / 100 units
Speciale Italia - Condiments	EVOO, Balsamic Vinegar, Pesto, Spices, Sauces	Gourmet Shops, Premium Mass Market, Delicatessens	250ml / 500ml Bottles, Tins, 180–500g Jars
Speciale Italia - First Courses & Preserves	Bronze-Die Extruded Pasta	Premium Supermarkets, Food Service	500g Packs

4. QUALITY STANDARDS AND INTERNATIONAL COMPLIANCE

The company operates in full compliance with international food safety regulations and guarantees maximum documentary support to overseas partners:

- **HACCP and EU Regulations:** Strict application of hygiene and health self-control plans across the entire production chain.
- **Custom Multilingual Labeling:** Labels prepared with nutritional values, ingredients, and allergens compliant with local regulations of the destination country (including US FDA, Gulf Countries, and Asia-Pacific standards).
- **Complete Export Documentation:** Production batch traceability along with health, phytosanitary, and origin certificates (EUR.1) issued promptly with every shipment.

5. LOGISTICS SERVICES AND COLLABORATION MODELS

- **Shipping Solutions:** Consolidated small and medium-sized shipments (LCL - Groupage) or full container loads (FCL).
- **Export Packaging and Palletization:** Reinforced secondary packaging and standard Euro-pallet or US-pallet stacking to prevent damage during long sea or air freight transit.
- **Private Label / OEM:** Capability to develop customized lines or dedicated recipes for major retail chains or foreign restaurant groups.

6. INTERNATIONAL PRESENCE

Current Markets & Expansion	Target Markets of Interest
Germany, France, United Kingdom, USA, Canada.	China, Japan, South Korea, United Arab Emirates, rest of Europe.

Trade Shows and Events: We have always participated in international trade shows such as CIBUS, TuttoFood, and others, and we plan to participate in additional international trade shows in 2027, including Fancy Food and Anuga.

7. PRODUCT REQUIREMENTS AND CERTIFICATIONS

- IFS Food
- Certification

8. MARKETING MATERIALS AND SALES SUPPORT

- **In-Store / Ho.Re.Ca. Support:** Supply of branded espresso cups, point-of-sale displays, totems, tasting samples, or brochures in local languages (English, French, German, etc.).
- **Training:** Coffee masterclasses for partner baristas abroad via webinars.

9. Corporate Information and Contacts

COMPANY NAME
Maestri Artigiani Italiani S.r.l.

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MAIN WEBSITE
www.maestriartigiani.com

WEB DIVISIONS
www.caffeeuropa.eu | www.specialeitalia.eu