



Christian Pichler

MANAGING DIRECTOR, BOARD MEMBE

DELMO/L'INTERFORM

<http://www.delmo.it> and www.linterform.it

BILATERAL MEETINGS

02:00 pm - 06:30 pm

DESCRIPTION DELMO started its activities in the dairy industry in 1975 as a company focused on the trade of dairy products between Germany in Italy. Over the years we increased our geographic reach, range of products as well as the services offered in order to fulfil the needs of our client base. While fostering and growing our trade activities with our traditional client base we have over time explored additional opportunities with new business partners to create value through participations in high-quality, small-sized companies, investments in selected real estate projects as well as the funding of attractive entrepreneurial initiatives. Since our foundation we have carried out our business activities following a very clearly defined set of business principles and strong dedication to our clients and business partners.

ORGANIZATION TYPE SMEs

AREAS OF ACTIVITIES AGRO-FOOD MANUFACTURING

OTHER SECTORS RELEVANT TO THE THEMATIC FOCUS OF THE EVENT

Business Request

TRADE OF DAIRY PRODUCTS AND COMMODITIES, INVESTMENTS IN REAL ESTATE, DAIRY-/FOOD-ADJACENT COMPANIES

What we offer:

- 40 years of experience in entrepreneurship, dairy trade and investments
- impeccable reputation as a reliable, proactive, long-term advisor and solution provider to our business partners
- professional backgrounds in consumer goods, management consulting, investment banking and private equity
- complementary skills in fields such as sales/marketing, merchandising, operations/logistics, business planning/corporate strategy and finance
- experience in multicultural environments and fluency in German, Italian, English, Spanisch and French

What we are looking for:

- distribution for dairy products and commodities or specialty/gourmet food products
- investment opportunities in dairy-/food-adjacent companies with impeccable reputation, management and business models
- investment opportunities in entrepreneurial activities with impeccable reputation, management and business models
- know-how for value investing in Latin America

KEYWORDS: DAIRY

PRODUCTS TRADE INVESTMENTS SALES/MARKETING MERCHANDISING FOOD OPERATIONS/LOGISTICS
BUSINESS PLANNING/CORPORATE STRATEGY FINANCE REAL ESTATE
