



IRCA, an Advent International portfolio company, and Domori, a company of the Polo del Gusto Group, announce the Acquisition of the exclusive global rights for Domori Professional by IRCA

None (TO), July 15 th, 2024 – IRCA, an international leader in chocolate, creams, fruit, pistachios, decorations, and other high-quality food ingredients, has acquired Domori Professional, granting IRCA the exclusive rights to use the Domori brand in the B2B channel, offering a full assortment of the premium Domori branded professional products. The agreement was effective as of 1 st July 2024 and the distribution will be fully rolled out from 1 st January 2025.

Domori, founded by Gianluca Franzoni in 1997 in Italy, is a pioneer in the world of chocolate that focuses on making chocolate with the purest cocoa through a gentle custom-made roasting process, particularly promoting the usage of Criollo cocoa (a rare and high-quality variety of cocoa). Domori is a vertically integrated premium chocolate manufacturer which is dedicated to innovation to create excellent products for its customers. Domori is a leading brand in the world of super-premium chocolate, with cocoa plantations in South and Central America.

The addition of the Domori Brand further elevates the IRCA Group's premium product offering and brand portfolio, which also includes Dobra, known for premium chocolate decorations; Ravifruit, offering high-quality fruit purees; and Cesarin, the specialist in candied and semi-candied fruit.

Annika Engelbrecht, Group CMO of IRCA, comments:

"We are pleased to welcome the Domori brand into the IRCA Group, which is the perfect addition to our existing product offering. The Domori B2B portfolio consists of a wide range of premium chocolate products, coupled with deep expertise in the field of cocoa processing from the cocoa bean to the final product and supported by its management of the supply chain. This acquisition adds a truly high-end chocolate range to our portfolio. We look forward to extending the reach of Domori products in the B2B channel."

Janluca de Waijer, CEO of Domori, comments:

"Our mission is to get our brand to the hearts of the consumer through our extraordinary quality and taking the raw material, the cacao, to places where the chocolate industry has never been before. Working with IRCA Group will allow our brand to be globally available to the top professional users and create numerous touchpoints for our brand."

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Advent International

Advent International Founded in 1984, Advent International is one of the largest and most experienced global private equity investors. The firm has invested in 420 private equity investments across 43 countries and as of December 31, 2023, had over €84 billion in assets under management.* With 15 offices in 12 countries, Advent has established a globally integrated team of over 300 private equity investment professionals across North America, Europe, Latin America, and Asia. The firm focuses on investments in five core sectors, including business and financial services; health care; industrial; retail, consumer, and leisure; and technology. For 40 years, Advent has been dedicated to international investing and remains committed to partnering with management teams to deliver sustained revenue and earnings growth for its portfolio companies.

For more information, visit Website: www.adventinternational.com

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* Assets under management include assets attributable to Advent advisory clients as well as employee and third-party co-investment vehicles.

IRCA Group

IRCA Group is an international leader in chocolate, creams, fruit, pistachios, decorations, and other high-quality food ingredients and supplies the professional channels across the world. The Group, originating from a family-run company founded in Italy in 1919, today distributes its products across more than 100 countries and runs 21 production facilities in Europe, United States, and Vietnam. Over 2,000 employees contribute every year to launching innovative products tailored to the latest industry trends, supplying a wide range of unique solutions to customers globally through its brands IRCA, Dobra, JoyGelato, Ravifruit and Cesarin. IRCA Group offers an unparalleled "one-stop shop" approach for delivering quality solutions for all quality ingredient needs.

Domori

Domori is a premium chocolate manufacturer, leading the recovery of the pure essence of noble cocoa with passion and aiming at the involvement of all the key players in its world: growers, production technicians, distribution networks, media, customers, and consumers. It is at the forefront of innovating cocoa excellence and was able to save the finest variety of cacao (Criollo) in the world from extinction. Domori was founded in 1997 by Gianluca Franzoni and is part of the "Polo del Gusto", the Holding founded and managed by Riccardo Illy, who unites brands of excellence of the food and beverage sector.

Polo del Gusto

Founded in 2019 and chaired by Riccardo Illy, Polo del Gusto is an independent Holding that brings together top brands in the Food & Beverage sector. Currently, besides Domori, it includes the following companies: Achillea (100% organic fruit juices/soft drinks), Agrimontana (processed fruit), Dammann Frères (fine teas), Pintaudi (biscuits). Additionally, Domori has acquired two historic English chocolate brands, Prestat (2019) and Rococo



Chocolates (2022). Today, the Polo del Gusto continues to handpick standout Companies that share an idea of development linked to the four pillars of Disruptive Quality: unique products, superior raw materials, better production processes, and sustainability. In September 2023, Polo del Gusto officially launched the Incantalia project, a new retail brand that will develop into a network of stores in Italy, abroad, and online. The first Incantalia store opened in Trieste.

Advent / IRCA

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For further information:

Download the Press Kit:

[Press Kit IRCA Group & Domori](#)

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Linkedin:

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