

ITALIAN COFFEE FOR HORECA . SINCE 1948

Get the distributor brochure & discover the partnership opportunity with us



A Milanese family roastery with a complete HoReCa range, serving distributors in over fifteen countries. Four generations of the same family, the same address, the same focus.

A Milanese family roastery, four generations on.

Founded in **1948** by Giulio Ottolina, Caffè Ottolina has remained a family business for four generations, combining the **roasting traditions** with the standards of a **modern industrial** operation. We buy high quality green coffee from origin, roast and process to order in our 3,500 m² **Milan facility** and supply HoReCa partners in more than **fifteen countries**.

1M+ kg

COFFEE ROASTED
EVERY YEAR

3,500 m²

PRODUCTION
FACILITY, MILAN

15 COUNTRIES

SERVED
WORLDWIDE

800+

HORECA VENUES IN
LOMBARDY



THE DISTRIBUTOR PARTNERSHIP

Flexible pricing, built for volume

List prices are a starting point. We negotiate based on volume, frequency and commitment.

Private label from low minimums

Custom blends, your branding, formats from 125g to 1kg. Minimum thresholds are low enough for market testing.

A complete HoReCa range

Beans, capsules, pods, sugar, chocolate, equipment: one invoice, one relationship.

Marketing and training support

Merchandising, brand assets, POS collateral and barista training to help your channels sell.

RECOGNITIONS & CERTIFICATIONS

[HISTORIC TRADEMARK OF ITALY]

[ISO 9001:2015 - SINCE 1998]

[ISO 22000:2018 - SINCE 2016]

[RAINFOREST ALLIANCE CERTIFIED - SINCE 2007]

All coffee processed to order.

We keep minimal stock. Every shipment is roasted and packed to your schedule.

Three lines, nine professional blends.

Slow drum-roasted in Milan from beans sourced thoroughly at origin. Every batch is tested for consistency before it ships.



LINEA GREEN

Rainforest Alliance Certified blends.

Certified at origin. Roasted to order in Milan.

SUBLIME - 100% ARABICA

Sweet, delicate, minimal bitterness. The lightest cup in the range — for venues that lead on refinement.

AUDACE

Full-bodied and creamy, no sharp acidity.

EXCELSO

Intense, robust, with a bold finish. Built for high-turnover espresso bars.

LINEA PREMIUM

The Founding Blends

The recipes that started Ottolina in 1948. Refined over four generations, soul preserved.

PURO ARABICA - 100% ARABICA

Clean, bright, refined aroma and peculiar aromatic acidity.

CLASSICA

Chocolaty, mild, with a slight acidity. The blend most of our distributor partners lead with.

FORTISSIMA

Sweet aroma, creamy, smooth. A crowd-pleaser across espresso and milk drinks.

LINEA VALUE

Consistent Volume, No Compromise

Blended for strength and reliability at scale.

BUONGIORNO

Strong, bitter tones — built for cappuccino and latte at volume.

CREMOSO

Strong, creamy and persistent. Performs across espresso and milk-based menus.

GRINTOSO

Full-bodied, earthy, bold. A southern Italian espresso style — the strongest cup in the range.

AVAILABLE FORMATS

Beans / ground / 1kg / 500g / 250g / 125g / capsules / ESE pods / tins

Speak with our Export team or visit us in Milan

We work directly with distributors.
Send a note, request samples,
or book a 30-minute call
to discuss your market.



YOUR CONTACT

Davide Ottolina
Export Director

davide@ottolina.it
+39 02 730032

VISIT US IN MILAN
Via Decemviri 20/24
20137 Milano - ITALY

Tours of the roastery available by appointment for distributor partners and prospective buyers — meet the family, see production and taste the range at origin.

WHAT WE'LL SEND

- **Full product catalogue & pricing**
Complete Green, Premium and Value Line specs with current trade pricing.
- **Sample pack across all three lines**
Beans and ground samples to evaluate cup quality side-by-side.
- **Distributor terms & private-label**
Thresholds MOQs, lead times and the volumes that unlock bespoke blends.
- **Marketing assets and POS toolkit**
Merchandising, brand assets, point-of-sale collateral for your channels.



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More info about the Rainforest Alliance on ra.org

[OTTOLINA.IT](https://www.ottolina.it)