

Autor Foods invoices 23M€ after growing 30% each year during the last three years

- The company, specialized in the production of cooked pulses and organic pulses, exports almost 45% of its production to countries around the world.
- With more than a century of history, the company has positioned itself as one of the main operators in Europe thanks to its large production capacity.

Autol (La Rioja), January 12, 2024. The **Autor Foods** company, specialized in the production of cooked and organic pulses, has closed the 2023 fiscal year with a turnover of more than 23 million euros. A figure with which the company marks a historical record and with which it also successfully completes its '30-3 Challenge', thanks to which **it has grown at a rate of 30% annually over the last three years.**

This milestone represents the commitment of [Autor Foods](#) to **excellence in the production and marketing of high-quality pulses**, its commitment to sustainability and constant innovation in the food industry thanks to its own R&D department. Thus, the company, with **more than 100 years of experience in the sector**, has managed to consolidate its prominent position in the market, positioning itself as a **benchmark in the production of cooked and organic pulses.**

José Luis Díez, director of Autor Foods, has expressed his satisfaction for having achieved the "30-3 Challenge" and for the company's notable trajectory: **"This achievement is the result of the hard work of the entire team, thanks to the perfect coordination between the commercial and production departments; and the positive response from the market".**

Also to the investments made, which have been allocated to **"the modernization of part of the machinery of the last phase of production with the installation of new palletizing robots and the implementation of new technological solutions to integrate production and distribution operations".**

Likewise, Díez has warned that, after meeting this growth objective, there is still room for improvement. **“I am convinced that we will continue to grow, but we will do so in a calm way that allows the entire company to move in the same direction”**, he maintains, since they continue to bet on sustained and sustainable growth.

This strategic program by Autor Foods, designed to accelerate the company's growth and consolidate its position as a leader in the legumes sector, has also contributed **to placing the company among the main and most important operators in Europe after having increased its capacity of production, which is already one of the largest that exists on the entire continent.**

EXPORT. Exporting has been one of the tools that Autor Foods has used to complete its '30-3 Challenge', as they have reinforced **their role as a professional exporter. Thus, the company already exports 45% of its production to more than thirty countries.** In this sense, Díez explains that both his website, enabled in several languages; and their activity on professional social networks such as [LinkedIn](#) have also been decisive when it comes to capturing leads. In fact, the good results achieved in their online strategies has pushed them **to start operating on the Alibaba platform, which currently constitutes the largest B2B market in the world.**

“Of course, innovation has also been a key aspect in recent years; just like the private label.” At this point, the managing director of Autor Foods remembers that about 40% of its pulses are sold under its **brands Picuezo Selección, Picuezo, Rabinad BIO and Rabinad;** while 60% are sold under private label. Being **experts in MDD**, this part of the business has been especially favored as there is a clearly favorable trend for private label brands due to the current economic context marked by inflation. A complicated situation that, however, has not been an impediment for Autor Foods to achieve its objectives.

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