

# 天然气泡碳酸矿泉水来源



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这个独一无二的机会让我们拥有了一项稀有且不可替代的自然资产：世界上为数不多的天然碳酸矿泉水资源之一。这种地质稀有性是无法复制、合成或替代的。

#### 主要亮点

- 从源头流出的水是完全碳酸化的，不需要人工处理。CO2 注射。
- 1947 年，皇家命令宣布它为矿物药用植物。
- 它的纯净、健康和奢华特性使其跻身全球瓶装水的最高级别。
- 水源位于西班牙一个受保护的天然公园内。
- 它的年产量为 3,000 万升，并有扩建的潜力。
- 另外还有一个 3 500 升/小时的第二水源。
- 可在境内建立第三个 12 500 升/小时的水源。
- 水的质量得到了认可，具有官方药用地位，并多次获得顶级厨师颁发的地区质量奖（2018-2024 年）。
- 它的定位是高端和豪华市场。
- 全世界只有不到 20 个可比来源，99% 的气泡水都是人工碳酸水，这表明没有直接竞争。
- 该产品的利润率很高，满负荷生产时每升超过 0.50 欧元，而同类高端品牌进入塑料瓶市场后，每升利润往往超过 1 欧元。
- 现有的生产线可以扩展和升级。

#### 增长潜力

- 进军塑料瓶市场，进行大规模分销。
- 开发定制的优质瓶设计，加强品牌影响力。
- 在欧洲、中东、日本和美国开展国内和国际销售。
- 全面投产后，预计销售潜力将超过 3000 万升/年。
- 利用新设备进行目标扩展，将单位成本最多降低 50%。

- 增加 PET 生产线后，工厂年产量可达 5000 万升以上

- 每年仅销售 2000 万升，每升 EBITDA 为 0.50 欧元至 1 欧元 = 每年 EBITDA 为 1000 万欧元至 2000 万欧元

- 这只占全球市场的极小份额 (<0.02%)，但却带来了巨大的上升空间

#### TARGET PRICE

\$ 14,500,000

#### BUSINESS TYPE

采矿业

#### COUNTRY

西班牙

#### BUSINESS ID

L#20250974

## 资产

组件	估计价值
有形资产和基础设施	350-450 万欧元
战略性品牌和市场定位	900万至1000万欧元
稀缺性与认证溢价	100 – 150 万欧元

这相当于未来息税折旧摊销前利润（EBITDA）的 0.7-1.4 倍，大大低于食品饮料战略收购的标准倍数（8-12 倍）。

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