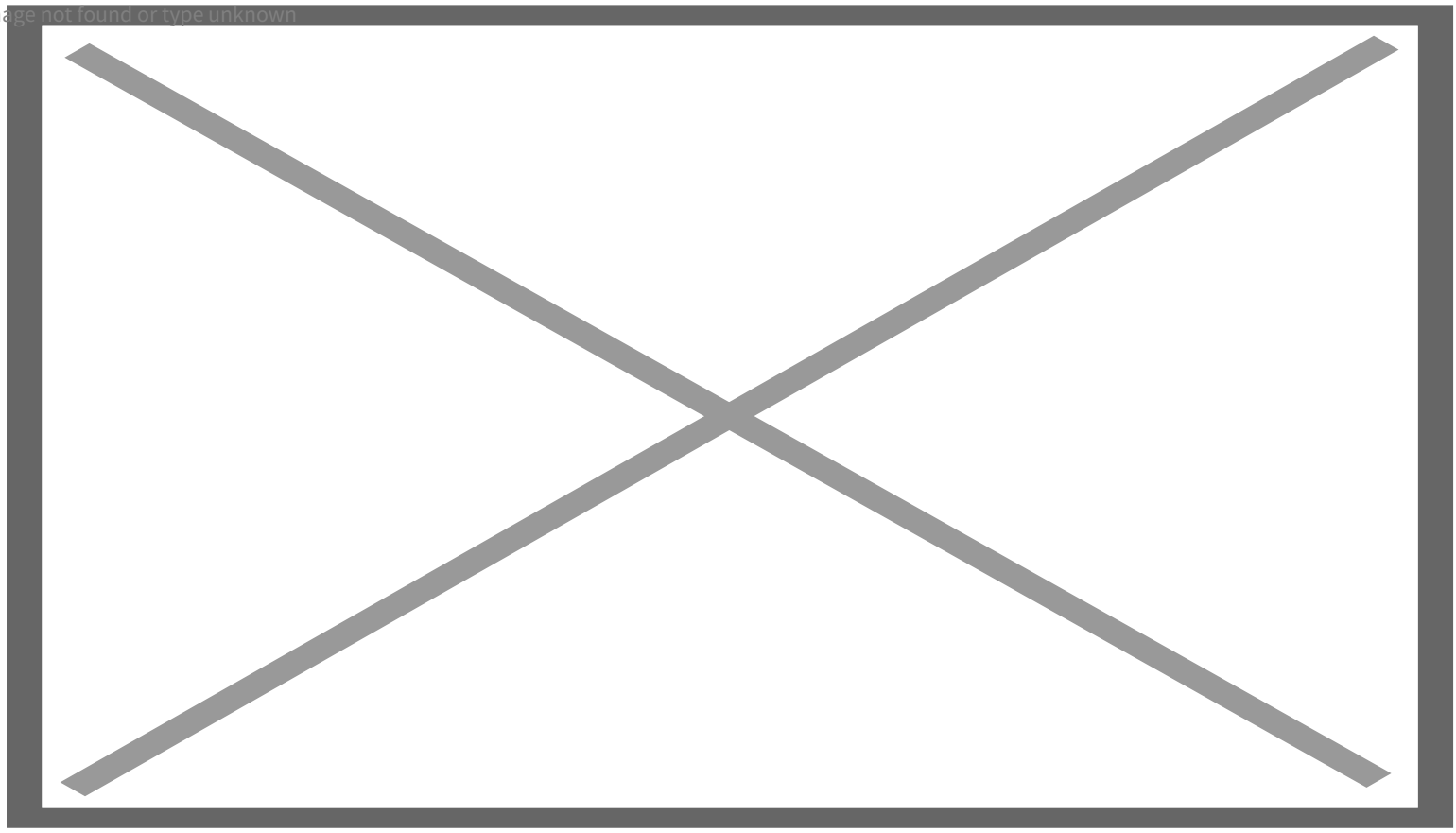
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拥有 80

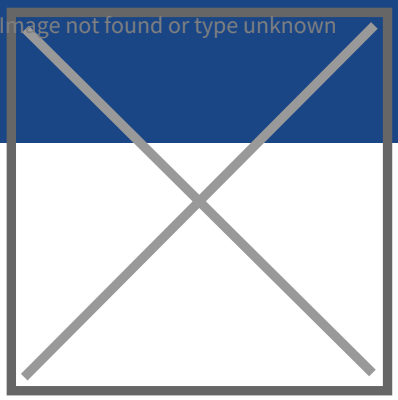
年历史的优质矿泉水水源

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该公司位于意大利中部，已有 80
多年的历史，专门从事中型矿泉水的种植、提取和装瓶。生产设施为公司所有，配备了
PET 设备，取代了玻璃和纸箱包装系统。
这种水的特点是矿物质含量均衡且对人体有益，在 “健康与保健
“领域具有独特的定位。
该公司开发的产品使用回收和可回收材料，是少数几家提供完全由 100%
再生材料制成的包装（包括瓶子、瓶盖、标签和二次包装）的生产商之一。

TARGET PRICE

$ 9,000,000

GROSS REVENUE

$ 1,120,000

EBITDA

$ 168,000

BUSINESS TYPE

食品及饮料

COUNTRY

意大利

BUSINESS ID

L#20251059

要点

- 采用可持续包装的天然气泡 PET 水
- 活跃渠道：GDO、Ho.R.Ca.和其他渠道（供应商、食堂、自动分销商等）
- 在水文地质声誉较高的地点建立认证机构
- 环保承诺：CORIPET 成员，100% 再生包装
- 息税折旧摊销前利润增长，非饱和产业结构

设施与地理

该公司拥有一座工业单体厂房，位于水文地质质量较高的丘陵地区，设备齐全：

- 自动 PET 瓶装生产线
- 控制质量和微生物分析的内部实验室
- 用于储存和配送的物流区和仓库

该水源地享有专属特许权，2023 年续约，为期约 20 年（共 200 公顷，其中 54
公顷为所有权）。 目前，在已开发的 18 口油井中，有两口正在使用。
这种富含钙和镁的水既能提供大量的矿物盐，又能保持低矿物质水特有的清淡口感。

所有权

- 由一家从事矿泉水业务的意大利控股公司 100%
  持有，该公司是一家以国外为基地的国际工业集团的一部分。
  反过来，控股公司的配额多年来一直由两位外国企业家持有，他们扎根意大利，
  从事各种商业和房地产活动，在海外也有廉价的交易机会：
- 向战略或金融合作伙伴开放，以支持增长，并可选择多数股权

财务要点

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REGISTERED OFFICE
AT 40TH WALL STREET, SUITE #2725, NEW YORK, NEW YORK 10005, UNITED STATES OF AMERICA

2022 2023 2024 2025 2026e 2027e

销售额 304 877 603 1120 2 730 4 360

同比销售额 – + 188% – 31% – 86% + 144% + 60

Ebitda 45 135 (854) 168 410 655

息税折旧摊销前利润率 + 15% + 15% – 142% + 15% + 15% + 15%

*在最初阶段仅限于管理剩余的商业活动之后，该公司于 2023
年获得了多年期取水特许权。 2023-2024 年是公司重组年；从 2025
年开始，公司启动了业务发展计划。

2025-2027 年业务计划
* 国际业务拓展和已签合同的国家（如中国）
* 输入通道 Ho.Re.Ca. 从 2027 年起，在北欧、美国和中国建立玻璃生产线和目标市场
* 生产能力从一班制过渡到三班制
* 通过新包装和体育赞助进行营销和形象提升

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