拥有120多年历史的意大

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一家总部位于意大利北部、在高端烈酒及蒸馏行业拥有悠久历史的公司，旗下拥有广受认可的传统品牌且收入稳定，现正寻求财务和/或产业合作伙伴，以支持其资本重组，并重新定位业务以实现新一轮增长。

该公司是一家历史悠久的酿酒厂，位于意大利主要的葡萄酒和烈酒产区之一，自19世纪末以来一直持续运营至今。
该企业自成立以来一直由同一个家族拥有，致力于生产、陈酿和分销优质格拉巴酒，其产品在国内市场享有盛誉，在海外市场的影响力也在不断提升，其中对欧洲的出口额占总收入的14%。

该品牌的商业价值和市场认可度依然完好无损。
核心资产未受公司当前财务困境的影响，其中包括一项历史悠久的商标、陈年酒窖、运营中的房地产以及正在陈化的酒类库存，这些资产蕴含着巨大的内在价值。

	2024	2023
收入	190万欧元	190万欧元
营业利润	(0.4百万欧元)	(0.6百万欧元)
总资产	570万欧元	
股东权益	0.6百万欧元	
员工	8（平均）	
欧盟出口份额	收入的14%	

该公司目前正处于财务和运营压力时期。
收入基本保持稳定，约为190万欧元，但持续的经营亏损和紧张的流动性状况，使得在短期内必须引入外部资本并进行债权人重组。

这种情况正是机遇所在：它使投资者能够以反映企业当前财务状况（而非其内在品牌价值）的估值，收购一家优质且由资产支撑的企业，并有可能——作为危机解决工具的一部分——建立一个重组后的业务范围，摆脱以往的负债。

由于资本公积足以抵消迄今为止的累计亏损，股东权益保持不变，为58.6万欧元。

TARGET PRICE

$ 2,500,000

GROSS REVENUE

$ 1,900,000

EBITDA

$ 400,000

BUSINESS TYPE

制造业

COUNTRY

意大利

BUSINESS ID

L#20261105

- 传承品牌：历史悠久的顶级格拉帕酒品牌（自1898年起），拥有难以复制的品牌资产和知名度：这是提升品牌价值和重塑品牌的核心驱动力。
- 实物资产基础：运营中的房地产以及凿建于凝灰岩中的陈年酒窖，这些资产已于2020年重新估值，既支撑了交易价值，也作为交易的抵押品。
- 滞销库存：代表高端定位产品的原材料，属于递延价值库存。
- 成熟的供应链：具备可投入使用的生产能力、商业网络以及在欧盟的出口业务，可作为重启计划的基础。
- 市场碎片化：高端格拉帕酒细分市场呈现碎片化态势：这对行业运营商而言，提供了推动整合与实现协同效应的产业逻辑。
- 基于价值的入场点：以特殊情况条款为条件的入场点，其下行风险由资产的实际价值提供保障，且有可能通过危机处置工具将历史债务进行隔离。

该交易可采用多种非排他性方案，并可根据投资者的具体情况量身定制：

1. 通过增加 资本和/或收购股权来支持 重组。
2. 通过正式的重组或危机解决机制，将品牌和运营转移至一个无负债的平台。
3. 用于支持企业在重组过程中维持运营的短期融资，可能享有优先偿还权。

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

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