

80-Year-Old High Quality Mineral Water Source & Bottling Facility





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The company active for more than 80 years and based in Central Italy, specializes in the cultivation, extraction, and bottling of medium mineral water. The production facility is company-owned and equipped with a PET plant, replacing glass and carton packaging systems. The water is characterized by a balanced and beneficial mineral profile, with a distinctive positioning in the “health & wellness” segment. The company has developed a product that uses recycled and recyclable materials, positioning itself among the few producers to offer packaging made entirely from 100% recycled materials, including bottles, caps, labels, and secondary packaging.

Keypoints

- Natural and sparkling PET water with sustainable packaging
- Active channels: GDO, Ho.Re.Ca., and alternative channels (vendors, canteens, automated distributors, etc.)
- Certified establishment in locations with a high hydrogeological reputation
- Environmental commitment: CORIPET member, 100% recycled packaging
- EBITDA growth, non-saturated industrial structure

Facility & Geography

The company has a single plant industrial, located in a hilly area high hydrogeological quality, equipped with:

- Bottling lines automatic PET
- Internal laboratories for control quality and microbiological analysis
- Logistics areas and warehouses for the storage and distribution

The source is covered by an exclusive concession, renewed in 2023 for approximately 20 years (200 hectares in total, 54 of which are owned). It currently supplies two active wells out of a total of 18 developed. The water, rich in calcium and magnesium, provides a high intake of mineral salts while maintaining the lightness typical of oligomineral waters.

Ownership

- 100% held by an Italian holding company active in mineral waters, part of an international industrial group with a foreign base. In turn the quotas the holding company has been held by two foreign entrepreneurs for many years rooted in Italy with various commercial and real estate activities and interests also cheap overseas Deal Opportunity:
- Opening up to strategic or financial partners to support growth, with majority option

Financial Highlights

| | 2022 | 2023 | 2024 | 2025 | 2026E |
|-------|-------|------|------|------|-------|
| 2027E | | | | | |
| Sales | 304 | 877 | 603 | 1120 | |
| 2,730 | 4,360 | | | | |

TARGET PRICE
EUR 9,000,000

GROSS REVENUE
EUR 1,120,000

EBITDA
EUR 168,000

BUSINESS TYPE
Food & Beverage

COUNTRY
Italy

BUSINESS ID
L#20251059

| | | | | | |
|---------------|-------|--------|--------|-------|-------|
| Sales YoY | - | + 188% | - 31% | - 86% | + |
| 144% | + 60% | | | | |
| EBITDA | 45 | 135 | (854) | 168 | 410 |
| 655 | | | | | |
| EBITDA Margin | + 15% | + 15% | - 142% | + 15% | + 15% |
| + 15% | | | | | |

*After an initial phase limited to the management of residual commercial activities, in 2023 the company obtained a multi-year concession for water extraction. The years 2023–2024 were dedicated to corporate reorganization; starting in 2025, the company launched a business development plan.

BUSINESS PLAN 2025-2027

- * International business expansion and national with already signed contracts (e.g. China)
- * Input into the channel Ho.Re.Ca. from 2027 with glass line and target in Northern Europe, USA, PRC
- * Increased production capacity with transition from 1 to 3 production shifts
- * Marketing and image enhancement with new packaging and sports sponsorship

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