Natural Mineral Water Portfolio

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Natural Mineral Water Portfolio

A portfolio of three natural oligomineral water sources with differentiated physico-chemical characteristics and potential for complementary product positioning. The portfolio comprises three anonymized water catchment units — A, B and C — all legally classified as oligomineral natural waters, with fixed residue at 180°C ranging from approximately 212 to 292 mg/L.

All three sources demonstrate a slightly alkaline pH of 7.46–7.74 and a low-sodium profile below 20 mg/L, supporting positioning across everyday hydration, wellness and low-sodium consumption segments.

KEY INVESTMENT HIGHLIGHTS

Investment Metric	Portfolio
Water Sources	3
Classification	Natural Oligomineral Water
Fixed Residue	212–292 mg/L
pH at Source	7.46–7.74
Sodium	<20 mg/L
Portfolio Structure	3 Anonymized Catchment Units
Geography	Italy
Product Positioning	Low-Sodium / Wellness / Everyday Hydration

DIFFERENTIATED WATER PROFILES

SOURCE A — ULTRA-LIGHT & LOW-SODIUM

Source A represents the lowest-mineralization profile within the portfolio, with fixed residue ranging from 212–279 mg/L and exceptionally low sodium of only 3.2–3.6 mg/L.

- Calcium: 75.0–82.4 mg/L
- Magnesium: 7.8–10.2 mg/L
- Bicarbonates: 213–232 mg/L
- Nitrates: approximately 2.2 mg/L
- pH: 7.60–7.74

Potential positioning: Premium ultra-light, low-sodium and wellness-oriented water.

Taste profile: Fresh, light and neutral.

SOURCE B — BALANCED & MAGNESIUM-RICH

Source B offers a more mineral-balanced profile, with fixed residue of 282–292 mg/L, together with comparatively higher levels of magnesium and bicarbonates.

- Magnesium: 21.0 mg/L
- Bicarbonates: 244 mg/L
- Calcium: 58.1 mg/L
- Sodium: 14.2–15.3 mg/L
- Nitrates: 2.2–2.5 mg/L
- pH: 7.46–7.66
- Free CO_2: 43.8 mg/L

TARGET PRICE
$15,000,000

GROSS REVENUE
$21,200,000

EBITDA
$2,600,000

BUSINESS TYPE
Food & Beverage

COUNTRY
Italy

BUSINESS ID
L#20261149

Potential positioning: Functional and balanced mineral-water proposition.

Taste profile: Full-bodied, rounded and balanced.

SOURCE C — STANDARD LOW-SODIUM

Source C provides a balanced oligomineral profile with fixed residue of approximately 285 mg/L, pH of approximately 7.50 and sodium below 20 mg/L.

- Balanced calcium and magnesium profile
- Bicarbonates present
- Nitrates: approximately 1.0 mg/L
- Electrical conductivity: approximately 453 μS/cm

Potential positioning: Broad consumer market, everyday table water and hydration.

Taste profile: Harmonious and refreshing.

STRATEGIC VALUE PROPOSITION

THREE COMPLEMENTARY PRODUCT PROFILES

The portfolio provides the potential to develop a multi-product natural mineral water platform, with each source addressing a distinct consumer proposition.

A — Ultra-Light / Low-Sodium
Designed around very low mineralization and exceptionally low sodium content.

B — Balanced / Magnesium-Rich
Differentiated through its higher magnesium and bicarbonate profile.

C — Mainstream / Low-Sodium
A balanced profile suitable for broad, everyday consumption.

This complementary structure could enable an investor or strategic buyer to develop multiple brands, SKUs or market propositions from a diversified source portfolio.

TRANSACTION OPPORTUNITY

The owners are considering a potential strategic transaction involving the natural mineral water portfolio.

Opportunity: Natural Mineral Water Source Portfolio
Assets: 3 anonymized water catchment units
Classification: Natural Oligomineral Water
Geography: Italy
Fixed Residue: 212–292 mg/L
Sodium: <20 mg/L
pH: 7.46–7.74
Potential Positioning: Wellness, Low-Sodium & Everyday Hydration

P&L Summary (€ Millions)	Year 1	% Rev	Year 2	% Rev	Year 3	% Rev
Gross Revenue	**€21.20**	100.0%	**€26.81**	100.0%	**€32.84**	100.0%
Cost of Goods Sold (COGS)	(€10.25)	48.3%	(€12.78)	47.7%	(€15.42)	47.0%
Gross Profit	**€10.95**	**51.7%**	**€14.03**	**52.3%**	**€17.42**	**53.0%**
Freight, Distribution & Storage	(€3.40)	16.0%	(€4.18)	15.6%	(€4.96)	15.1%
Field Sales & Channel Commissions	(€1.27)	6.0%	(€1.61)	6.0%	(€1.97)	6.0%
Brand Marketing & Trade Promotions	(€1.48)	7.0%	(€1.74)	6.5%	(€1.97)	6.0%
Concession & Catchment Royalties	(€0.42)	2.0%	(€0.54)	2.0%	(€0.66)	2.0%

P&L Summary (€ Millions)	Year 1	% Rev	Year 2	% Rev	Year 3	% Rev
G&A and Plant Management Overhead	(€1.78)	8.4%	(€2.05)	7.6%	(€2.30)	7.0%
EBITDA	**€2.60**	**12.3%**	**€3.91**	**14.6%**	**€5.56**	**16.9%**

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