

PRESS RELEASE

## INVEST CORPORATE FINANCE ADVISED THE ITALIAN GROUP CRISTALLINA IN A FUNDRAISING OF €15M

**Paris, september 6, 2019:** Invest Corporate Finance advised the Italian group Cristallina, operating several Alpine mineral water springs, in a fundraising of €15m subscribed by Indigo Capital and Orienta Partners, an Italian club-deal investment company. This transaction enables the group to complete the roundtable organised in August 2018 pursuant to the sale of Goccia di Carnia and Pejo springs, two leading regional bottled water brands, to Cristallina by Sorgenti Italiane (AVM Group).

In 2018, the group posted sales of €33m with a high profitability.

**Claude BREUIL, Managing Partner at Invest Corporate Finance,** explains: « *We are very pleased to have advised this transaction in Italy for Cristallina and its shareholders, which are aiming to become a leading player in the mineral water industry* ».

### Deal participants:

- **Seller M&A counsel:** INVEST CORPORATE FINANCE (Bertrand Le Galcher Baron, Claude Breuil, Manon Ardouin)
- **Seller legal counsel:** LCA STUDIO LEGALE (Riccardo Massimilla)
- **AVM Group legal counsel:** Orrick Herrington & Sutcliffe LLP (Attilio Mazzilli)
- **Investor :** INDIGO CAPITAL (Monique Deloire, Martin Bellé), ORIENTA PARTNERS (Mario Gardini, Augusto Balestra, Lorenzo Isolabella)
- **Investor legal counsel:** GITTI & PARTNERS (Vincenzo Giannantonio, Giacomo Pansolli, Valentina Compiani)

**About Cristallina**

Created in August 2018 by a group of Italy-based private investors, Cristallina is a mineral water holding company that owns 2 leading bottled water brands: Goccia di Carnia and Pejo, mainly distributed in Northern Italy.

**About Indigo Capital ([www.indigo-capital.fr/](http://www.indigo-capital.fr/) )**

Indigo Capital SAS is an independent and leading investment management firm providing bond financing and junior capital to mid-sized businesses. Indigo Capital SAS operates in France and Europe across all industry sectors and typically invests between 5 and 40 million euros per transaction. Since 2000, Indigo Capital SAS has arranged close to fifty transactions alongside the leading French and European private equity funds, management teams and corporates, for a cumulated invested amount of c. 800 million euros. Based in Paris, the team is composed of 8 investment professionals and covers continental Europe.

**About AVM group ([www.avmgestioni.com](http://www.avmgestioni.com) )**

AVM Group is an independent Private Equity player, active in Italy for more than 20 years. AVM Group operates through AVM Gestioni SGR SpA, an EuVECA Management Company specializing in the aggregation of SMEs with the aim of strengthening their competitive positioning and, consequently, their valuation.

**About Orienta Partners ([www.orientapartners.it](http://www.orientapartners.it) )**

Independent company, expert in structuring investments in Club Deal for SME-ETI. In the last 24 months, the Orienta Partners team has completed 7 Club Deal transactions in the industrial, digital and infrastructure industries for a cumulative amount of around 70 million euros. Based in Milan, the team is composed of 6 professionals.

**About Invest Corporate Finance ([www.invest-cf.com](http://www.invest-cf.com) )**

Part of the independent financial corporation Allinvest, Invest Corporate Finance develops advisory activities in financial engineering for listed and non-listed companies and their familial or financial shareholders. The Invest Corporate Finance team consists of 25 professionals and has carried out more than 400 operations (LBO, capital increase, cession, acquisition...) in the mid-market sector (PME-ETI) since 2006, of which close to fifty were at an international level (primarily in Asia, in the US and in Europe).

**Media contact**

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