

Ceramic Tiles & Roofing Tiles Industrial Platform



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An exclusive opportunity to acquire a strategically positioned industrial platform operating in the ceramic tiles and roofing tiles sector in Southern Brazil.

The company owns a fully operational industrial base with substantial installed capacity, significant real estate value, and strong upside potential through operational restructuring and commercial optimization.

Currently operating below optimal efficiency levels, the business presents investors with a rare opportunity to acquire industrial assets at a valuation significantly below replacement cost while benefiting from immediate scalability and operational turnaround potential.

The transaction is particularly attractive for strategic buyers, industrial operators, and turnaround-focused investors seeking exposure to Brazil’s construction materials sector.

TARGET PRICE

\$65,000,000

GROSS REVENUE

\$0

EBITDA

\$0

BUSINESS TYPE

Manufacturing

COUNTRY

Brazil

BUSINESS ID

L#20261063

Investment Highlights

Key Metrics

Industrial Land Area	64,000 m ²
Built Industrial Area	14,770 m ²
Operational Yard Area	6,000 m ²
Real Estate Appraisal Value (2026)	R\$ 44.2 Million
Estimated Total Asset Value	R\$ 65 Million
Estimated Net Debt	R\$ 19 Million
Production Capacity Utilization	~50% Idle Capacity
Transaction Structure	100% Equity Sale

Institutional-Quality Industrial Platform

The company operates a complete industrial ecosystem including:

- Ceramic tiles production facilities
- Roofing tiles manufacturing operations
- Industrial warehouses and sheds
- Administrative and technical support infrastructure
- Energy and utility systems
- Existing operational licenses and permits

The platform is fully operational and capable of supporting immediate production scale-up with limited additional capital expenditure

Estimated Greenfield Timeline:

3 to 5 years

The current opportunity allows investors to bypass the development cycle and gain immediate access to an operating industrial asset.

Immediate Scalability

The company currently operates significantly below installed production capacity, creating substantial upside through:

- Increased utilization rates
- Fixed cost dilution
- Operational efficiency improvements
- Commercial restructuring
- Product mix optimization
- Distribution network expansion

The industrial structure already exists, allowing growth with marginal incremental CAPEX requirements.

Prime Industrial Location

Located in Southern Brazil along an important logistics corridor with direct highway access, the company benefits from strong regional connectivity and efficient distribution capabilities.

Asset Overview

Asset Description	Details
Total Land Area	64,000 m ²
Industrial Built Area	14,770 m ²
Operational Yard Area	6,000 m ²
Infrastructure	Fully Integrated Industrial Plant
Licensing Status	Valid Operating Licenses

Market Positioning

The company serves the construction materials market through:

- B2B commercial distribution
- Domestic market sales
- Export operations

The business maintains an established operational history and recognized market presence within its segment.

Financial & Operational Context

The company has historically generated relevant sector revenues but is currently operating with negative EBITDA due to:

- Operational inefficiencies
- Underutilized installed capacity
- Cost structure imbalance
- Commercial optimization opportunities

Importantly, current performance reflects operational conditions rather than structural limitations of the business or industrial platform.

Operational Improvement

- Capacity utilization increase
- Production efficiency enhancement
- Fixed and variable cost reduction

Commercial Optimization

- Distribution channel restructuring
- Product portfolio optimization
- Margin enhancement initiatives

Strategic Synergies

- Vertical integration opportunities
- Manufacturing consolidation potential
- Procurement synergies
- Cross-distribution opportunities

Indicative Valuation

Valuation Metrics

Real Estate Appraisal Value R\$ 44.2 Million

Estimated Enterprise Value ~R\$ 65 Million

Estimated Net Debt R\$ 19 Million

The final transaction valuation may vary depending on:

- Strategic synergies
- Transaction structure
- Liability assumptions
- Investor profile

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