

瓷砖和屋面瓦工业平台



MERGERSCORP

这是一个绝无仅有的机会，可以收购巴西南部陶瓷瓦片和屋顶瓦片行业中具有战略地位的工业平台。

该公司拥有一个全面运营的工业基地，装机容量巨大，房地产价值可观，通过运营重组和商业优化，还有很大的上升潜力。

目前，该企业的运营效率低于最佳水平，这为投资者提供了一个难得的机会，以大大低于重置成本的估值收购工业资产，同时受益于即时的可扩展性和运营扭亏为盈的潜力。

这项交易对寻求进入巴西建筑材料行业的战略买家、工业运营商和注重扭亏为盈的投资者尤其具有吸引力。

投资亮点

关键指标	
工业用地面积	64,000 m²
已建工业区	14,770 m²
作业场区	6,000 m²
房地产评估价值（2026 年）	4,420 万雷亚尔
估计资产总值	6,500 万雷亚尔
估计净债务	1 900 万雷亚尔
生产能力利用率	~50% 闲置容量
交易结构	100% 股权出售

机构质量工业平台

公司拥有完整的工业生态系统，包括

- 瓷砖生产设施
- 屋面瓦生产作业
- 工业仓库和棚屋
- 行政和技术支持基础设施
- 能源和公用事业系统
- 现有业务执照和许可证

该平台已全面投入运行，能够支持立即扩大生产规模，只需有限的额外资本支出

TARGET PRICE

\$ 65,000,000

GROSS REVENUE

\$ 55,000,000

EBITDA

\$ 11,000,000

BUSINESS TYPE

制造业 - 建筑材料与木材

COUNTRY

巴西

BUSINESS ID

L#20261063

3 至 5 年

当前的机会使投资者可以绕过开发周期，立即获得运营中的工业资产。

即时可扩展性

该公司目前的运营能力大大低于已安装的生产能力，因此有很大的上升空间：

- 提高利用率
- 固定成本摊薄
- 提高运行效率
- 商业重组
- 优化产品组合
- 扩大分销网络

产业结构已经存在，只需增加少量的资本性支出即可实现增长。

优越的工业区位置

公司位于巴西南部重要的物流走廊沿线，有高速公路直达，具有强大的地区连接能力和高效的配送能力。

资产描述	详细信息
土地总面积	64,000 m ²
工业建筑区	14,770 m ²
作业场区	6,000 m ²
基础设施	完全集成的工业厂房
许可证状态	有效的操作许可证

市场定位

公司通过以下方式为建筑材料市场提供服务：

- B2B 商业分销
- 国内市场销售额
- 出口业务

该业务在其细分市场中保持着悠久的运营历史和公认的市场地位。

财务和业务背景

该公司在历史上曾创造过相关行业的收入，但由于以下原因，目前的息税折旧摊销前利润（EBITDA）为负值：

- 运行效率低下
- 未充分利用的装机容量

- 成本结构失衡
- 商业优化机会

重要的是，当前的业绩反映的是运营状况，而不是业务或工业平台的结构限制。

业务改进

- 提高产能利用率
- 提高生产效率
- 降低固定成本和可变成本

商业优化

- 分销渠道重组
- 优化产品组合
- 提高利润率举措

战略协同效应

- 纵向一体化机会
- 制造业整合潜力
- 采购协同效应
- 交叉销售机会

指示性估价

估值指标	
房地产评估价值	4,420 万雷亚尔
估计企业价值	~6,500 万雷亚尔
估计净债务	1 900 万雷亚尔

最终交易估价可能会因以下因素而有所不同：

- 战略协同效应
- 交易结构
- 负债假设
- 投资者简介

参数 / 指标	保守情景	基本情景	乐观情景
/	65,000,000	65,000,000	65,000,000
/	巴西南部 / 制造业	巴西南部 / 制造业	巴西南部 / 制造业
	55,000,000	70,000,000	85,000,000
	约44,000,000美元	约52,500,000美元	约61,200,000美元
	11,000,000	17,500,000	23,800,000
	~20%	~25%	~28%

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