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Mohawk Industries Inc.'s acquisition of Eliane S/A Revestimentos Cerâmicos

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Demarest and Machado Meyer advised on the deal

Mohawk Industries, Inc. executed the acquisition of 100% of Eliane S/A Revestimentos Cerâmicos for approximately \$250 million

This transaction represents Mohawk's first acquisition in the Brazilian ceramic tile industry.

Located in Cocal do Sul (SC), Eliane is one of the largest manufacturers of ceramic tile in the country. Eliane has a diversified portfolio of products, including wall tile, floor tile, glazed and unglazed porcelain tile and other specialty products.

The company has 4 industrial facilities in Santa Catarina and 1 in Bahia, with total production capacity of over 36 million m² per annum



The company's products are distributed through more than 15,000 points of sale in Brazil.

Eliane is Brazil's largest ceramic tile exporter, with presence in more than 80 countries and in 2017 the company recorded R\$942 million revenues.

Mohawk is the largest manufacturer, distributor and marketer of ceramic tile in the world, with total production capacity of approximately 250 million m² per annum and gross revenues of US\$3.4 billion in this segment. Additionally, Mohawk is a leading global producer of carpet, laminate and sheet vinyl. In October 2018, Mohawk had a market value of US\$11.1 billion.

Demarest advised Mohawk Industries Inc. with Paulo Frank Coelho da Rocha (Picture), Carlos Eduardo Marino Orsolon, Beatriz de S. Nogueira Buchaim, João Paulo Minetto and Seonmin Han.

Machado Meyer advised Eliane S/A Revestimentos Cerâmicos with Fernando Tonanni, Mauro Cesar Leschziner, Diana Henne e Ivana Coelho Bomfim, Gabriel Esteves Alves De Carvalho, Isabela Cruz Sánchez and Larissa Pimentel.

Involved fees earner: **Paulo Coelho da Rocha - Demarest; Beatriz de S. Nogueira Buchaim - Demarest; João Paulo Minetto - Demarest; Seonmin Han - Demarest; Carlos Eduardo Marino Orsolon - Demarest;** Fernando Tonanni - Machado, Meyer, Sendacz e Opice; Larissa Pimentel - Machado, Meyer, Sendacz e Opice; Mauro Cesar Leschziner - Machado, Meyer, Sendacz e Opice; Diana Henne - Machado, Meyer, Sendacz e Opice; Isabela Cruz Sanchez - Machado, Meyer, Sendacz e Opice; Ivana Bomfim - Machado, Meyer, Sendacz e Opice; Gabriel Esteves Alves De Carvalho - Machado, Meyer, Sendacz e Opice;

Law Firms: **Demarest;** Machado, Meyer, Sendacz e Opice;

Clients: Mohawk Industries; Eliane S/A Revestimentos Cerâmicos;