

## **Not gone with the wind**

By Mariana Monzani

After almost going bankrupt due to the 2008 crisis, the manufacturer of wind turbine blades Tecsis improves and goes up 384 places in the ranking of the biggest companies

In 2010, Tecsis from São Paulo, manufacturer of blades for wind turbines, was on the edge of bankruptcy. With the cancellation of orders from clients after the international financial crisis that blew up two years earlier, the company accumulated debt over US\$430 million. The company's founder, engineer Bento Koike, decided then to seek for help from a group of investors led by the investment boutique Estáter. The group acquired 80% of Tecsis, injected capital and changed the company's management. The results appeared on the balance sheet in 2012. And how they appeared: Tecsis had net revenues of US\$667 million, 164% growth in relation to the prior year – which advanced it from the 753<sup>rd</sup> to 369<sup>th</sup> place in the ranking of the largest companies in the country. Profit reached US\$34 million. The good performance was driven by the growth of the wind energy industry globally, above all in the United States. “The American market grew a lot and Tecsis acted rapidly to increase production and meet the demand,” says Pércio de Souza, Estáter's owner and chairman of the board of directors of Tecsis.

R\$250 million is how much Tecsis will invest in the construction of a new blade production plant in Camaçari, in Bahia state. The plant, which first step should be completed in the second semester of 2013, expects to meet demand for wind farms in the northeast.

77% of Tecsis revenue is derived from international sales. Among its clients are the American GE, the French Alstom, and the German Siemens. Tecsis is the second largest manufacturer of blades in the world, only behind the Danish LM Wind.

5,500 wind turbine blades were produced by Tecsis in 2012, growth in excess of 70% relative to the prior year. Lining up these blades they would cover 250km – the distance between the cities of São Paulo and Ubatuba in the north shore of the state.

---

Free translation from the original article as posted on the Portuguese section of our website.

Exame – 2013

[http://estater.com.br/sites/default/files/melhoresemaiores2013exame\\_0.pdf](http://estater.com.br/sites/default/files/melhoresemaiores2013exame_0.pdf)