

Artá Capital has reached an agreement to acquire 100% of Ferreira de Sá

Madrid, June 9, 2023

Artá Capital has reached an agreement to acquire 100% of the share capital of Ferreira de Sá. The company is one of the European leaders in the design, manufacturing, and distribution of luxury rugs, with a B2B model targeting professional clients and specialized groups of the luxury furniture sector. Ferreira de Sá reported c. 25 million euros in revenue in 2022, having doubled its size in the last two years.

In October 2019, Sherpa Capital acquired Ferreira de Sá with the objective of transitioning the company from a family-owned business to a professionalized entity, driving its growth through an internationalization strategy with the support of the founding family. Since then, leveraging its deep technical know-how, high-quality products, personalized customer service, competitive delivery times and a more structured commercial strategy, Ferreira de Sá has been able to generate over 80% of its sales outside of Portugal, achieving a strong leadership position in major European countries, particularly in Italy, France, Germany, and Switzerland.

The company aims to further strengthen its international presence in Europe and the Middle East, while expanding its footprint in the United States, which is a key element of the new strategic plan. Ferreira de Sá will continue to be led by Calixto Valentí, who has been the CEO since 2022, along with the current management team, which has extensive experience in the sector.

About Ferreira de Sá

Based in Espinho, Portugal, and founded in 1946 by the Ferreira de Sá family, the company is one of the market leaders in the design, manufacturing, and distribution of luxury rugs, always remaining true to its roots by using the finest raw materials and artisanal techniques (hand-knotted and hand-woven). Ferreira de Sá has also developed a new automated production method (robot-tufting) that combines the latest technology with traditional Portuguese craftsmanship, achieving high efficiency in the production process while maintaining a high level of quality and design.