

# Electrical Equipment

---

**FEBRUARY 2020**

---

**Matex Net Private Limited**  
**Special Assets Division**  
**Santhosh KP – 89398 05544**  
**[santhoshkp@matexnet.com](mailto:santhoshkp@matexnet.com)**



**Matex**<sup>B2b</sup>  
)System of Trust(

# Electrical Equipment Manufacturing Company

## Overview

Sector: Manufacturing

Industry: Electronics

Looking for (Transaction type): Complete Exit

City: Vapi, Gujarat

Customer base: Indian Navy and 25 Organizations

Nature of organization: Partnership

Establishment year: 1961

Reason for sale: All the partners are wanting to retire, and their heirs have diversified in other businesses.

## General Information

Our client is one of the leading Manufacturer and supplier of general goods for marine application, navigational lights, tube light fittings, deck light fittings in the country since the last 60 years.

They have pan India operations and have been working with the Indian Navy since the last 53 years. They have a range of over 1000+ products under their portfolio with great relations with leading ship manufacturers in the country.

Few of their products are as follows-

- Navigational Lights
- Signaling Lanterns and Torches
- Watertight Switches and Sockets
- Fire Fighting Helmets (one of the leading Supplier to the Navy)

## Highlights

- ❖ Established in the year 1961.
- ❖ Well established Factory at 3rd Phase, G.I.D.C., Vapi – 396195, Gujarat, India.
- ❖ Well trained staff.
- ❖ Manufacturing various items for Indian Naval Ships, such as Fluorescent Light Fittings, Weather Deck.
- ❖ Fittings, Bulk Head Fittings, Pendent Lights of Incandescent Lamps and CFL Lamps, Bearth Lights.
- ❖ Bunk Lights, Spot Lights, Automatic Emergency Lights, Relector Fittings, Flood Lights, Table Lights.
- ❖ Chart Table Lights, Navigational Lights.
- ❖ Aldies Lanterns, Signaling Torches, Morse Torch, 3 Colour Signaling Torch, Diver's Torch. etc.
- ❖ Water tight Switches, Switch Sockets, Inter lock Switches, Plugs, Morse Keyer Units, Junction Boxes,
- ❖ Distribution Boxes, Connection Boxes, Looping-in-Boxes, Fuse Panels, Power Panels etc.
- ❖ Various other items such as Contactors, Relays, Terminal Units, etc.

## Products



### NAVIGATIONAL LIGHTS

- For More than 50 Mtr. Ship's Length.
- For More than 20 mtr. And Less than 50 mtr. Ship's Length.
- For less than 20 mtr. Ship's Length or Motor Boat Light.

- Navigational Lights as per IRPC 72.
- Out of Polycarbonate reinforced materials.
- Easy to handle, operate, and change bulbs.
- Glass fresnel made out of Polished Acrelic Moulding.
- Tuff against Vibration & Shocks.
- Rain Proof.
- Passed through rigid environmental conditions.
- Minimum Weight.
- Every light is passed through Rigid Inspection.



### TUBE LIGHT FITTINGS



- Duly approved by DQAN.
- Passed through Type Test.
- Out of Corrosion Resistance Materials.
- Robust, Vibration Proof.
- Best Power Factor & Light Output.
- And EMC Protected.
- Light Weight.
- Easy Changeability, and Interchangeability.
- Easy to Repair.
- Proven Technology.



### SIGNALING LANTERNS & TORCHES

- Aldis Lanters
- 3 Colour Light
- Right Angle Torch
- 3 Colour Torch.
- Hood Signaligh Torch
- Rubber Cover Torch
- Increased Safety Torch
- Under Water Torch

#### ALDIS LANTERN & 3 COLOUR LANTERN

- Out of Al. Alloy materials. Perfect Signals.
- Good range, with 5' cable.
- Easy to Operate.
- Colour Signal as per BS 1376.
- Available with Wooden Case.
- Available with Colour Filters.
- Available with Battery if required.

#### TORCHES

- Manufactured out of Robust Plastic / Naval Brass.
- Having Good Lights.
- Perfect Circle Light.
- Weather Proof, Vibration Proof, Water tight.
- Best for Repair Team.
- Utilization of full capacity with required lights
- Two Cell / Three Cells Torches.
- Light Weight. Easy to work & Repair.
- Provision for Dim & Full light is there in **Head Lamp**.
- Easy to change bulbs.
- Three Colour for signaling.
- **UNDER WATER TORCH** without switch.



### WATER TIGHT SWITCHES. SWITCH SOCKETS. CHANGE OVER SWITCHES. INTERLOCK SWITCHES. AUXILARY SWITCHES. WATER TIGHT SOCKETS. WATER TIGHT PLUGS. EMERGENCY PLUGS, SOCKETS, SEATHS, PUSH BUTTONS.



- Out Al. Alloy Materials.
- Vibration Proof.
- Minimum Milivolt Drop.
- Robust, Shock / Bump Proof.
- Water Tight. Arrangements.
- With Water Tight Glands.
- Firm Fixing Arrangements.
- Corrossion Resistance Materials.
- Proven Technology.



**FLOOD LIGHTS  
DAMAGE CONTROL LIGHT  
HEAD LAMPS  
REFLECTOR FITTINGS  
35 / 20 DEGREE FLOOD  
LIGHTS.**

- Manufactured out of Aluminium LM6 and Naval Brass Castings.
- Heavy Duty.
- Robust.
- With Toughened Glass.
- Having Good Light Output.
- Ideal for Damage Control Purpose.
- Easy to Change Bulb.
- Interchangeability.
- Available in Portable, Fixed and Changing Direction.



**AUTOMATIC EMERGENCY  
LANTERN**

- Robust.
- Out of Al. Alloy Materials.
- Shock / Vibration Proof.
- Latest circuit.
- 110V / 127V / 230V.
- With Boost Charging, Normal Charging, Trickle Charging Facilities.
- Overcharging Protection.
- Lower Discharging Cut-off.
- Battery Position.
- With LED Display Facilities.
- Easy to Change Bulb & Locate Faults.

- CENTRALISED EMERGENCY SYSTEM
- INDIVIDUAL EMERGENCY SYSTEM
- PORTABLE EMERGENCY SYSTEM
- EMERGENCY SYSTEM IN HAZARDUS COMPARTMENT



- Manufacturing Wide Range of Ship's Lights.
- Out of Al. Alloy, Naval Brass, Poly
- Best Materials as per Customer's Requirement.
- Robust.

**OTHER LIGHTS FOR SHIPS.**

- Weather Deck Light Fittings.
- Bulk Head Light Fittings.
- Chart Table Light Fittings.
- Bunk Light Fittings.
- Pendent Light Fittings.
- Magazine Light Fittings.
- Drip Proof / Dust Proof / Water Tight.
- Shock & Vibration Proof.
- Good Light output.
- Easy to Repair and Change Bulbs.
- Interchangeability of Parts.
- Arrangement of Earthing.



- Manufacturing Various Type of Junction Boxes, Fuse Panels, Power Panels, Distribution Panels.
- Out of Al. Alloy / Brass / Nylon Case & Cover as per Customer's Requirement.
- W. T. & N. W. T. Enclosure with Naval Approved Glands.

- JUNCTION BOXES.
- FUSE PANELS.
- DISTRIBUTION BOXES.
- POWER PANELS.
- FUSE CARRIERS.
- EMERGENCY PLUGS / SOCKETS, KEYS ETC.



**"CEREMONIAL GARLAND LIGHTS"**

- Ceremonial Garland Lights are complete assembly of Garlands, Boom flood light assembly, Rigs for Connection, and Water Tight Plugs and Sockets etc.
- Manufactured as per per Naval Specification. Easy to Install, easy fitment, Quick removal And Easy to store.



- GLASS SHADES** • All types of Glass Shades, 'U' Shades, 'D' Shades.
- ACRELIC SHADES** • Every Type of Acrelic Shades, Moulded Shades,
- REFLECTORS ETC.** • Reflectors are Manufactured as per Customer's Specification.

## Details of the Machineries available

LIST OF MACHINERY WITH DETAILS			
AS ON 20TH AUGUST, 2018.			
SR.	DESCRIPTION OF MACHINERY		TECHNICAL DETAILS
1	BAKELITE MOULDING MACHINE		20 TONNES HAND OPERATED
2	BAKELITE MOULDING MACHINE		3 STATION ELE. OPERATED
3	LATHE MACHINE		6 Feet
4	LATHE MACHINE		6 Feet
5	LATHE MACHINE		6 Feet
6	RADIAL DRILL MACHINE		1 1/2 " CAPACITY
7	DRILL MACHINE		1 " CAPACITY
8	DRILL MACHINE		1/2 " CAPACITY
9	DRILL MACHINE		1/2 " CAPACITY
10	DRILL MACHINE		1/2 " CAPACITY
11	DRILL MACHINE		1/2 " CAPACITY
12	DRILL MACHINE		1/2 " CAPACITY
13	CNC ROUTER MACHINE		4 FEET
14	PNUMATIC PRESSING FOR SHADE		4 FEET
15	HAND PRESS FLY WHEEL		01 NO.
16	HAND PRESS FLY WHEEL		01 NO.
17	HAND PRESS FLY WHEEL		01 NO.
18	HAND PRESS FLY WHEEL		01 NO.
19	PADEL SHEARING MACHINE		3 FEET X 1 MM
20	POWER PRESS		10 TONNE
21	POWER HACKSAW		7" Ø
22	POWER BLADE		7" Ø
23	CIRCULAR SAW MACHINE		
24	SANDERING MACHINE		24"
25	WELDING RECTIFIER		600 AMPS
26	HORIZONTAL MILLING MACHINE		NO.1
27	MILLING ADDA		
28	TURNING ADDA		
29	BUFFING MACHINE		
30	BENCH GRINDER		8"
31	WOOD & PLASTIC SHEET CUTTING		8' x 4' x 3/8 "
32	HEATING OVEN 250°		3' X 3' X 2 1/2 "
33	HAND SHEARING MACHINE		9"
34	MANUAL SHEET ROLLING MACHINE		2' X 1.6 MM
35	TUBE LIGHT SHADE ASSY. BENCH		12'

## Financial Information

### Revenue and Profitability

Particulars as on	31.03.2017	31.03.2018	31.03.2019
Revenue	Rs. 1.8 Cr.	Rs. 1.1 Cr.	Rs. 2 Cr.
EBITDA	Rs. 20 Lakhs	Rs. 14 Lakhs	Rs. 30 Lakhs

## Debt / Liability

INR 36 Lakhs – Unsecured Loan.

## Customer/Client Information

Number of customers per month/year: 25 Organizations and Indian Navy

Average number of days customers pay in: 30 days

## Employee Information

Total number of employees: 15-20 employees

## Land Details

Purchased Land	Size (in Sq. feet)	Location Area
Yes	17000	Vapi

## **Additional Information**

Reason for sale: All the partners are wanting to retire, and their heirs have diversified in other businesses.

**Pending lawsuits/conflicts (If any): None**

## **Location**

G.I.D.C, Vapi, Gujarat.