

## ELECTRICAL SWITCHGEAR MANUFACTURING

Investment Opportunity: 51% Equity Stake

## ADVERTISEMENT: Acquire a Controlling Interest

Invest ₹4-4.5 Crores for a 51% controlling stake in an 18+ year-old ISO/IEC Certified Bangalore-based manufacturer. Unlock 27% projected growth!

Total Company Valuation

₹8-9 Crores

Financial Advisory By:  
CA Dhiraj Ostwal  
www.cadhirajostwal.com

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## Executive Summary

## Investment Proposition

Total Company Valuation

₹8-9 Cr

Enterprise Value

Stake Available

51%

Controlling Interest

## Business Highlights

18+

Years of Vintage

₹23.5 Cr

Current Revenue (FY 2024-25)

27%

Projected Growth (YoY)

## Investment Rationale

- Seeking a strategic partner to unlock exponential growth.
- Partnership will focus on technology enhancement and product innovation.
- Capital infusion to scale operations and penetrate untapped sectors.

## Product Portfolio

## LT Switchboards

Low Tension Panels compliant with IEC 61439 Standards. Custom-engineered solutions for Indoor &amp; Outdoor use.

## Air Insulated Busducts

High-efficiency power distribution systems for industrial and commercial applications.

## DG Control Panels

Diesel Generator control and monitoring systems with automated switching.

## Instrumentation Panels

Process control and monitoring panels for industrial automation and precision applications.

## Industry Applications

Data Centers

Hospitals

Manufacturing

Commercial Buildings

Power Utilities

R&amp;D Centers

Hospitality

Infrastructure

## Quality Assurance &amp; Certifications



ISO 9001:2015

International Quality Management System



IEC 61439

ASTA UK (Intertek) Certified Standards



CPRI Certified

Short Circuit Test Certification

## Core Competitive Advantages

## SAFETY FIRST

Uncompromising commitment to safety standards.

## CUSTOMER DRIVEN

Tailored solutions meeting specific customer requirements.

## INNOVATION

Continuous innovation in product design.

## Strategic OEM Partnerships

ABB

Schneider Electric

Legrand

Rittal Integrator

## Client Portfolio &amp; Market Recognition

## Key Performance Metrics

50-60%

Customer Repeat Rate

100+

Active Client Base

95%+

Client Satisfaction Score

## Prestigious Clientele (Example)

Bosch

Motorola

Ashok Leyland

WeWork

BEL

RMZ Corp

ABB

Toyota

## Client Testimonial Summary

"Very professional... exemplary in courtesies and professionalism."

Clients consistently highlight our technical expertise, commitment to quality, and on-time deliveries.

## Top Revenue Segment (FY25)

Sector	% of Sales
Real Estate Development	20%
International Projects	14%

## Financial Overview &amp; Projections

## Key Financial Metrics (₹ Crores)

Particulars	FY 23-24 (Audited)	FY 24-25 (Provisional)	FY 25-26 (Estimates)
Revenues	20.05	23.55	30.00
Revenue Growth (%)	23.08%	17.46%	27.47%
EBITDA Margin (%)	4.61%	4.71%	5.80%
PAT (Profit After Tax)	0.62	0.67	1.02

## Current Order Position (FY 2025-26)

₹5 Cr

Executed Sales (YTD)

₹5 Cr

Confirmed Orders on Hand

₹20 Cr

Expected Pipeline Orders

## Financial Highlights

- Consistent Revenue Growth: CAGR of ~22% over the last 3 years.
- Strong Balance Sheet: Tangible network growing steadily.
- Healthy Leverage: Debt-to-network ratio maintained at 0.66.

## Operational Infrastructure &amp; Assets

## Manufacturing Capabilities

10,000

sq ft Modern Facility (Bangalore)

50+

Skilled Technical Professionals

## Key Assets &amp; Leases

## Facility &amp; Leases

10,000 sq ft factory on 5-year lease. Office on 10-year lease for stability. Facility is expansion ready.

## Technology &amp; Systems

Uses industry-standard ERP Software for operations. Comprehensive Quality Assurance SOPs and modern testing equipment.

## Intangible Value Drivers

- In-house Design Capability and custom engineering expertise.
- Strong Brand Reputation for quality and service.
- 50-60% Repeat Business demonstrating deep customer relationships.

## Strategic Growth Plan

Revenue Growth: 22% CAGR (FY23-26)

Achieved through a focus on enhanced sales, new sector penetration, operational optimization, and quality improvements.

## Target Industry Sectors for Expansion

Pharmaceutical

Automobile Sector

IT/Software Companies

Commercial Fitouts

Consultants &amp; PMC

Renewable Energy

## Competitive Positioning

Quality Leadership

Premium products with superior performance

Speed Advantage

Faster delivery than competitors

Service Excellence

Industry-leading after-sales support

## Valuation &amp; Investment Highlights

## Investment Proposition Summary

Total Enterprise Value (5-6x EV/EBITDA multiple)

₹8-9 Crores

## Investment Justification

- Controlling Stake: 51% equity provides strategic control and decision-making power.
- Proven Foundation: 18+ years of proven track record and established business model.
- Financial Health: Strong fundamentals with a 22% CAGR and improving margins.
- Blue-chip Clientele: Strong bonds with clients like Bosch, Toyota, and ABB.

## Valuation Methodology

Valuation is based on the EV/EBITDA multiple using the FY 2025-26 projected EBITDA of ₹1.74 Crores. A conservative multiple range of 5-6x was used for the MSME electrical switchgear sector.

## Next Steps &amp; Process

## Investment Process Steps

- Initial Discussion & NDA
- Comprehensive Due Diligence
- Site Visit & Client Meetings
- Term Sheet Negotiation
- Transaction Closure

## Contact Information

M&A Advisory: CA Dhiraj Ostwal  
Location: Bangalore - 560 078

Confidential contact details available upon NDA signing.

## Important Disclaimers

## Confidentiality &amp; Accuracy

This document is confidential and may not be reproduced without written consent. Information is accurate as of the date but subject to change.

## Forward-Looking Statements

Projections involve risks; actual results may differ due to market or regulatory changes. Past performance is not indicative of future results.