

Deal Teaser



Submitted by

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Firm

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Jurisdiction

India

Title

Cable industry supplying Power cables, Control cables, Instrumentation cables, Fire Survival cables, Solar cables, Mining cables, Rubber cables, Composite cables, High Temperature Cables, Railway Power & Signalling Cables, A.B. cables, etc. looking for a joint venture/ technical collaboration partner.

Distressed Companies

No

Sector

Cables

Active Regions

India, UAE, Europe, South America

Do you have a direct mandate from the buyer or seller?

Yes

of Employees

101-250

Reason For Selling

It is more of a partnership offer than a sale. The firm is on the lookout for a foreign partner to enter into a Joint Venture for growth and development

Main Products

Company's main products are:

- LV Power Cables;;
- Control Cables;;
- Instrumentation Cables;;
- Elastomeric and Silicon Cables;;
- Solar Cables;
- High Temperature Cables;;
- Fire Survival Cables;;
- Railway Power & Signalling Cables;;
- Mining Cables;;
- Other Specialized Cables;

Legal Constraints

No they do not have any legal disputes etc that have significant impact on business

Revenue Target

The existing annual revenue of the firm is 28 mn USD

Business Description & Market Information

Established in the year 1982, predominantly caters to the needs of industry belonging to segments like Steel & Cement, Power & Renewable, Oil & Gas, Railways and Metro, etc. with a comprehensive portfolio of cables. The company is among the few players in the industry that provide end to end solutions from design & development to delivering the cables to its clients. The company's vision is to achieve healthy sales growth and be a solution provider by building competency in all types of cables supplying to customers, providing products that are cost effective and establishing a point of presence near to customer, satisfying all stakeholders profitably.

Transaction types considered

The ideal buyer should provide the business with

Type	Y e s	N o
They are inviting partners to invest in & co-own their existing business also other types of arrangements can be considered once the discussions progress to advanced stages between the two parties.		N o

Type	Y e s	N o
Its a company where all the partners/co-owners belong to the same family 1. Advanced & Latest Technology that is not available in India for manufacturing cables 2. Range of current & latest products offered to customers in developed markets to be offered to its local customers 3. Access to the existing markets of the overseas partner for its products 4. Joint development of new markets and verticals globally 5. Joint development of products that were earlier not part of their range 6. Global product quality, systems, best practices and benchmarking that the overseas partner should bring in 7. Equity Participation into the Joint Venture where the Indian partner will put in its existing business & the in-coming foreign partner will bring in investments (funds, technology, machines & similar fixed assets) to have mutually agreed joint ownership structure and management rights. 8. R&D capabilities for designing & developing products that customers are looking to implement in new platforms 9. To upgrade from a products (cables etc) company to a solutions (assemblies) company		N o

Additional Information

What is on offer to foreign partner ?

1. Entry into one of the biggest and promising markets in the world – India
2. A 35 year old, established & reputed company having established market presence, as its local partner (ready customer base for existing & new products)
3. Joint development of new markets and verticals globally
4. Joint development of products that were earlier not part of their range
5. To develop and manufacture quality products in India at low cost for its existing customers
6. Access to in-house testing machines & equipment. More such products can be developed depending on new & emerging requirements and trends

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