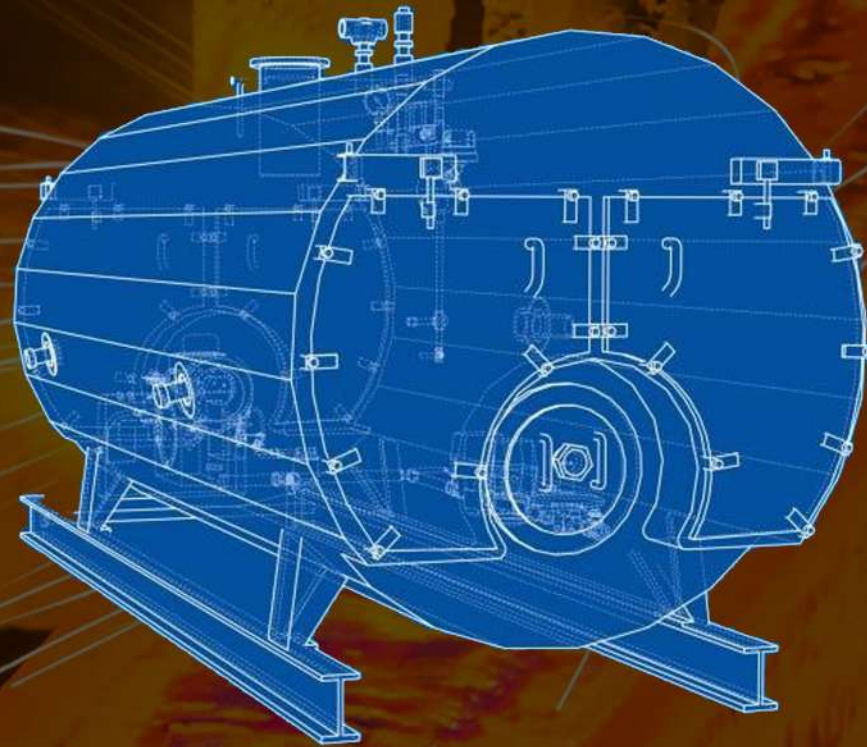




Ceramic Fiber Industry



INDUSTRIES

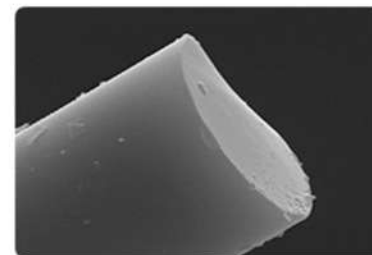
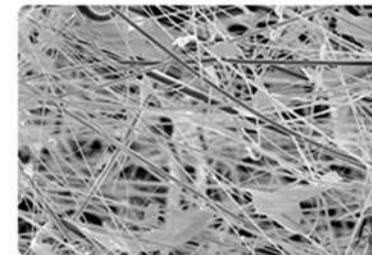
***Iron & Steel Industries | Non-Ferrous Industries | Ceramic & Tile |
Oil & Petrochemical Industries | Chemical Industries | Glass Industries |
Transportation Industries | Aluminum Industries | General Engineering***

What is Ceramic Fiber?

Ceramic fibre products are types of Alumina-Silicate fiber refractories, generally produced by melting and blowing high purity Kaolin melt or usually pure Alumina and Silica powders, in arc furnaces. Consequence fibres are white in colour, noncrystalline and glassy. They can be used as different types of thermal insulations in a wide range of applications, up to 1400°C.

Features of Ceramic Fiber

- ★ Light Weight
- ★ Thermal Stability
- ★ Application as fire protection
- ★ Excellent thermal insulating performance
- ★ High resistance to thermal shock
- ★ Low thermal conductivity
- ★ Low heat storage
- ★ Quick and simple installation
- ★ Removable insulating blankets
- ★ Capability of fabricate shaped refractories
- ★ Excellent sound absorption
- ★ High corrosion resistance
- ★ Resistant to most alkalines and acids
- ★ Chemical stability
- ★ A suitable replacement for asbestos





Iron & Steel Industry

- ▶ Hot-face lining for heat-treatment furnaces
- ▶ Back-up insulation for reheating furnaces
- ▶ Annealing furnace cover seals
- ▶ Covering casting nozzles

Non Ferrous Industries

- ▶ Melting furnace lining
- ▶ Holding furnace lining
- ▶ Investment casting molds wrappings
- ▶ Seals between sections of metal pouring equipment
- ▶ Filtration medium for separating nitrides & oxides from metal melts
- ▶ Filtration medium for separating slag from melts

Oil/Petrochemical Industries

- ▶ Boilers & heating centers
- ▶ Catalyst base and filter parts in refining hot gases
- ▶ Boiler header insulation
- ▶ High-temperature filtration of gases & liquids
- ▶ Reactors & cat crackers
- ▶ Burners insulation

Ceramic & Tile Industries

- ▶ Expansion joints and seals
- ▶ Lining of elevator furnaces and firing wagons
- ▶ Brick factories



Chemical Industries

- ▶ Reformer and cracker furnaces linings
- ▶ Filtration & catalyst carrier medium for radioactive particles
- ▶ High temperature sealing materials

Aluminum Industries

- ▶ Insulation for crucibles, canals and roofs of melting furnaces

Glass Industries

- ▶ Repairing fused cast bricks

Transportation Industries

- ▶ Acoustical & thermal insulation
- ▶ Brake friction pad
- ▶ Catalytic converters & exhaust pipe insulation

General Engineering

- ▶ Acoustic insulation of gas turbines
- ▶ Acoustic insulation of diesel engine exhausts
- ▶ Flexible high-temperature pipe insulation



Opportunity to Invest in a well established manufacturing company in India

The promoters are looking to buy a manufacturing company based in India, situated in Industrial Park in Rajkot, Gujarat. Company has been in existence for 15 years and is well known in its area of manufacturing. It has all the requisite certification in its field.

About Company

- ▶ Annual Revenue to the tune of around \$2.17 million.
- ▶ The company has its own land around 12000 sqm Total construction of around 6,400 sqm. This is valued around \$3.2 million.
- ▶ Plant and Machinery is around \$ 1 million
- ▶ There is building of labors accommodation valued around \$120,000.
- ▶ The company owns a windmill of 1.5 Mw and is valued around \$760,000.
- ▶ There are around 60 workers out of 40 are contracted workers.
- ▶ The power supply is thru a Hight Tension Supply of 33KV and the switchyard is also company owned.
- ▶ The company is debt free. Only loans are the car loans.
- ▶ The company PBITDA is around \$640,000.
- ▶ The inventory is around \$640,000 and Receivables are around \$760,000.



Investment Requirement

The expectation of the seller is to sell around \$6 million. We have approached banks to raise debt and one of the leading bank in principal have agreed to give debt of \$4.4 million and bring 20% equity. We are trying to negotiate on this. We are ready to pledge our property around \$380,000. We are looking for equity investor whom we can allocate Preferential shares and offer dividend with exit plan after 5 years. The rate of dividend can be agreed upon potential discussion.

Growth

Capacity Increase

We intend to take this company to \$8.9 million to 10 million in next 2 years. There are various allied product that company is not manufacturing today, which upon addition will generate additional revenue and also increase bottom line.

Market Share

The company in terms of quality and certification is top 4 in this industry. Company lacks aggressive marketing and this limitation is holding the growth of company.



Management Profile

The new promoters of the company has more than 25 years of experience in the field and also running varieties of businesses. The hands-on technical experience of promoters will be of immense help in increasing the production and quality of the product. The promoters have extensive industry contact and network that will be of an asset in improving the market share. The new promoters are already running a similar plant and are looking for expansion as there is limitation in their current set up to increase the capacity.

Pros of this deal

- A ready state of art facility, with well-constructed plant and ample space for capacity expansion.
- A well-established running business with a brand name.
- Pipeline of orders.
- Network of dealers of product pan India, around 300 dealers.
- All certification required for this industry.
- Scope for capital expansion with minimal investment.
- Opportunity to expand to other product.
- One of the lowest cost producer of product in India.
- Close proximity to one of the largest market.
- Good working environment for workers.



Arvind Patil

Arvind Patil, is having B.E. Electrical and Masters in Industrial Engineering and also holds Bachelor of Law. He have been running variety of business- ERP Software consultancy, Electronics Manufacturing services for last 25 years. He has a consultancy firm in US, an Export Import firm in US and Sand Quarry in Colombia. His ERP experience gives him immense experience in managing manufacturing processes, Supply chain, Quality Assurances. Being a serial entrepreneur he started manufacturing of Ceramic Fibre Board and Paper in partnership with Mr Zakir Shaikh at Pune in 2020. This manufacturing unit gave him the confidence and potential of this business, and this is the primary reason for this opportunity. Arvind Patil will be heading as CEP of the company looking into Supply Chain and Finance.

Ceramic Fiber Bulk



Ceramic Fiber Blanket



HeatShield Blanket



Ceramic Fiber Board



Ceramic Fiber Module



Ceramic Fiber Rope



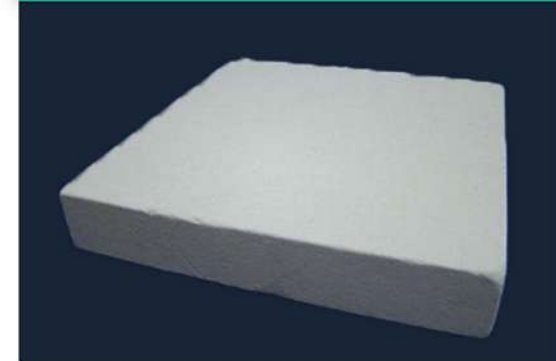
Ceramic Fiber Paper



Ceramic Chopped Fiber



Ceramic Fiber Board



New Launches

- Creating an application division that will undertake blankets application contract.
- Adding product like Ceramic Insulation Pad, ceramic cones, ceramic ropes.
- Mfg of bio degradable board's.
- Enhancing the current QC lab to be NAIBL accredited facility. This will be revenue generating centre instead of cosr cevtr8.
- Mfg of puff insulation product.



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INFINITE EPC
AN ISO 9001 & OHSAS 18001

ISGEC

JSW Steel Ltd.

KREPER Purj Lloyd

KAR Bakery Machineries

KSK
Power from knowledge

SHREE CEMENT LIMITED



K Corporation is looking ahead to invest \$ 1_2 Million for stake of 10_20% in the group structure and seeking retail or institutional investors/financers through K Corporation' offering best dividend on annual basis and exist along side making saleout stock as PLC expecting bonuses to the investment giving more higher returns.



A  Corporation Company



We are seeking partners/agencies globally in every country for services tie up

For any clarification or additional information on the transaction, kindly contact the following representative at Kochav Consulting Group India Pvt. Ltd.

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