

**Strategy, Preparation of financial statement analysis, valuation, Information memorandum, future projections, identification of investors, Marketing their products for a Maharashtra company that manufactures kitchen appliances, stainless steel fabrication, and sensor hand wash stations- 150 million INR.**

**The Maharashtra based company manufactures kitchen equipment and deals with stainless steel fabrication, commercial kitchen appliances and hand wash station industries.**

**Company overview:**

The company was established in 2004 and has grown as a major and preferred brand in fabrication of commercial Kitchen stainless steel equipment. With over 14 years of experience, they offer a complete package from Production, Installation to after Sales Services and Project Management to attain the highest level of customer satisfaction through superior products and services. With over 100+ Highly experienced staff including skilled workers, designers, production managers, accounts, admin and sales executives, the company is successfully working on building customer loyalty, trust and respect.

Innovations with Excellence, Customer Delight and Continuous Improvisation are few crucial steps in their success story.

**Management profile:**

The company's director and managing director are one of the pioneers in developing the commercial kitchen equipment industry in India. The director has a vast experience of 35+ years in the hospitality industry and is an Engineer with more than 3 decades of experience. He is a first generation entrepreneur who with his knowledge, vision and pertinacity established the company and became amongst one of the most respected and reputed names in the industry. His expertise in the field is par excellence and this helps the team in innovation and continuous improvement.

**Company Financial Snapshot:**

**Amount in Million INR**

Particulars	FY 2017	FY 2018	FY 2019	FY 2020
Total Revenue	38,829,323.25	75,821,670.71	50,262,152.11	38,480,850.36
PAT	428,300.45	925,140.34	782,115.20	965,246.06

**Global market overview:**

- The global **stainless steel** market size was valued at INR 111.4 billion in 2019 and is anticipated to witness a CAGR of 6.3% in terms of revenue from 2020 to 2027.
- Rising demand for consumer goods is likely to drive market growth as stainless steel is resistant to corrosion, exhibits high toughness and ductility, and requires low maintenance.
- The global **commercial kitchen appliances** market size was valued at INR 79.72 billion in 2019 and is expected to grow at a compound annual growth rate (CAGR) of 6.7% from 2020 to 2027.
- The market is poised to witness substantial growth in the coming years owing to the growth of the travel and tourism industry and the rising attractiveness of Quick Service Restaurants (QSRs) among millennials.
- The global **hand wash station** market size was valued at INR 919.4 million in 2019, and is estimated to reach INR1,482.3 million by 2027 with a CAGR of 4.4% from 2021 to 2027.
- Outbreak of respiratory infection based pandemic diseases such as H1N1, COVID-19 and general hygiene increased the demand for hand wash station among general public and governments