2025

Business Plan Report

METTLER FASTENERS LIMITED

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Executive Summary

Mettler Industries established in the year 1997 as Proprietor Company and in 2003 converted to **Mettler Fasteners Private Limited**, and again in 2024 further converted to **Mettler Fasteners Limited**,

METTLER Brand is a premier manufacturer specializing in high-quality fastening solutions. Our product range includes GI Threaded Rods, studs, bolts, sheet metal press parts, and various custom fasteners. We cater to multiple industries, including automotive, construction, aerospace, and manufacturing, providing tailored solutions that address specific sector needs.

With a robust infrastructure, cutting-edge technology, and a commitment to quality, Mettler Fasteners has established a reputation for excellence. Our clientele includes major organizations such as Nuclear Power Corporation of India Ltd., Bharat Heavy Electricals Limited, and Indian Oil Corporation Limited. Our dedication to quality is reinforced by third-party inspections from renowned agencies like Bureau Veritas and SGS India Ltd.,

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Company Profile/Overview

Overview Marking a significant milestone in our journey toward industry leadership. As a premier manufacturer of high-quality GI Threaded Rods, studs, bolts, sheet metal press parts, and a comprehensive range of fastening solutions, Mettler Fasteners Limited has consistently demonstrated a commitment to excellence, innovation, and customer satisfaction. Over the 21 years, we have expanded our product portfolio and strengthened our presence across various industries, including automotive, construction, aerospace, and manufacturing.

Our company, registered under MSME with the registration number **UDYAM-MH-33-0005792**, and also approved registered in NSIC and is widely recognized for the quality and reliability of our products. The "METTLER" brand has become synonymous with excellence in fasteners, and our reputation extends globally as we export our products to six countries across the Middle East, Europe, and Asia. Our adherence to international standards and rigorous third-party inspections ensures that our products meet the highest levels of quality and performance, making us a trusted partner for clients worldwide.

Our Vision and Mission

Vision: To be a global leader in the fasteners industry, renowned for our innovative solutions, exceptional quality, and unwavering commitment to customer satisfaction. We aim to leverage growth opportunities through market expansion, product diversification, and strategic partnerships.

Mission:

- To deliver superior fastener products that meets and exceeds customer expectations.
- To continuously innovate and improve our processes and products.
- To foster a culture of excellence, integrity, and sustainability in all our operations.
- To build long-lasting relationships with our customers, employees, and stakeholders.

Product Range

Mettler Fasteners Limited offers a comprehensive range of fastening solutions, each designed to meet the specific needs of our diverse clientele. Our product lineup includes:

- **Threaded Rods:** Engineered for unparalleled strength and reliability, our threaded rods provide secure and durable connections, ideal for a wide range of applications.
- **Studs:** Manufactured to the highest standards, our studs excel in high-stress environments, delivering exceptional performance for critical applications.
- **Bolts:** Available in various sizes and specifications, our bolts are designed to offer superior holding power and durability, meeting the most rigorous project demands.
- **Nuts and Washers:** Expertly designed to complement our fasteners, our nuts and washers ensure secure and reliable assemblies.
- **Sheet Metal Press Parts:** Precision-engineered to meet specific industry requirements, these parts are critical in various applications across different sectors.

Quality Assurance at Mettler Fasteners Limited, quality is the cornerstone of our manufacturing process. We are dedicated to achieving the highest standards of quality control, ensuring that every product leaving our facility is meticulously inspected and tested. Our unwavering commitment to excellence includes:

- **Premium Material Selection:** We source only the finest raw materials from trusted suppliers to guarantee the durability and strength of our products.
- **Cutting-Edge Manufacturing Techniques:** Our state-of-the-art manufacturing facility utilizes the latest technologies and processes, enabling us to produce fasteners with unparalleled precision and consistency.
- **Stringent Testing Protocols:** Each product undergoes rigorous testing, including tensile strength tests, hardness tests, and corrosion resistance evaluations, to verify its performance and reliability.
- **International Standards Compliance:** Our products are manufactured in accordance with global standards and certifications, ensuring their suitability for worldwide markets.

We are proud to have been approved by third-party inspection agencies such as Bureau Verities Limited, Germanischer Lloyd's Inspection Limited, Intertake India Ltd., Quest Ltd., and SGS India Limited, among others, further validating our commitment to quality.

Infrastructure Mettler Fasteners Limited's infrastructure is a testament to our commitment to manufacturing excellence and innovation. Located in Atgaon, our facility spans 9,000 square feet, with a 4,500-square-foot industrial shed that houses our state-of-the-art office, inspection, and library rooms. Our advanced infrastructure includes:

- **Modern Machinery and Technology:** Our facility is equipped with the latest machinery, enabling efficient and precise production processes.
- **Dedicated R&D Department:** Focused on innovation and product development, our R&D team continuously works to enhance our product offerings and processes.
- **In-House Testing and Quality Assurance Laboratories:** We have dedicated spaces for rigorous testing and quality checks, ensuring that our products meet the highest standards.
- **Environmentally-Friendly Practices:** We are committed to sustainability, implementing environmentally responsible practices in our operations.

- **Skilled Workforce:** Our employees are trained in the latest manufacturing techniques, ensuring that we maintain our reputation for quality and reliability.

Key Achievements and Global Reach Mettler Fasteners Limited's commitment to quality and innovation has earned us a distinguished clientele, including some of India's most respected organizations:

- **Nuclear Power Corporation of India Ltd.**
- **Bharat Heavy Electricals Limited (BHEL), Ranipet, Trichy, Hyderabad, and Jhansi**
- **Indian Oil Corporation Limited, Panipat**
- **Cochin Shipyard Ltd., Kerala**
- **Mazgaon Dock Shipbuilders Limited, Mumbai**
- **Rashtriya Ispat Nigam Limited, Vishakhapatnam**
- **Rashtriya Chemical and Fertiliser Limited, Thal, Maharashtra**
- **Hindustan Organic Chemical Limited, Kerala**
- **Fertiliser and Chemicals of Travancore Limited, Kerala**
- **Brahmaputra Valley Fertilizer Corporation Limited, Assam**
- **Other local players in India**

Our global reach extends to six countries across the Middle East, Europe, and Asia, where we have established ourselves as a reliable supplier of high-quality fastening solutions. Our products undergo third-party inspections to ensure compliance with international standards, allowing us to compete effectively in the global market.

Our Philosophy At Mettler Fasteners Limited, we believe in a customer-centric approach where the needs and expectations of our clients drive our operations. Our core philosophy is based on:

- **Quality:** Delivering products that meet the highest standards of quality and performance.
- **Innovation:** Continuously exploring new technologies and methods to improve our products and services.

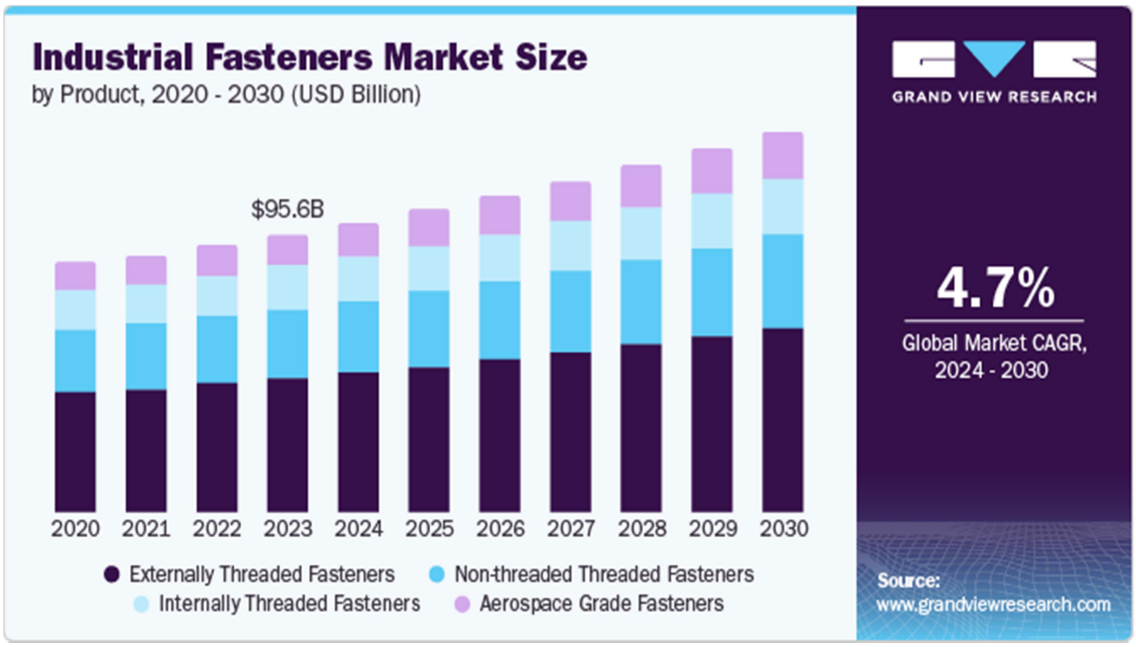
- **Integrity:** Conducting our business with honesty, transparency, and ethical practices.
- **Sustainability:** Committing to environmentally responsible practices and contributing to a sustainable future.
- **Excellence:** Striving for excellence in everything we do, from product development to customer service.

Mettler Fasteners Limited is dedicated to building a better future through high-quality fasteners, exceptional service, and a commitment to innovation and sustainability.

Industry and Market Analysis

Global Fasteners Market

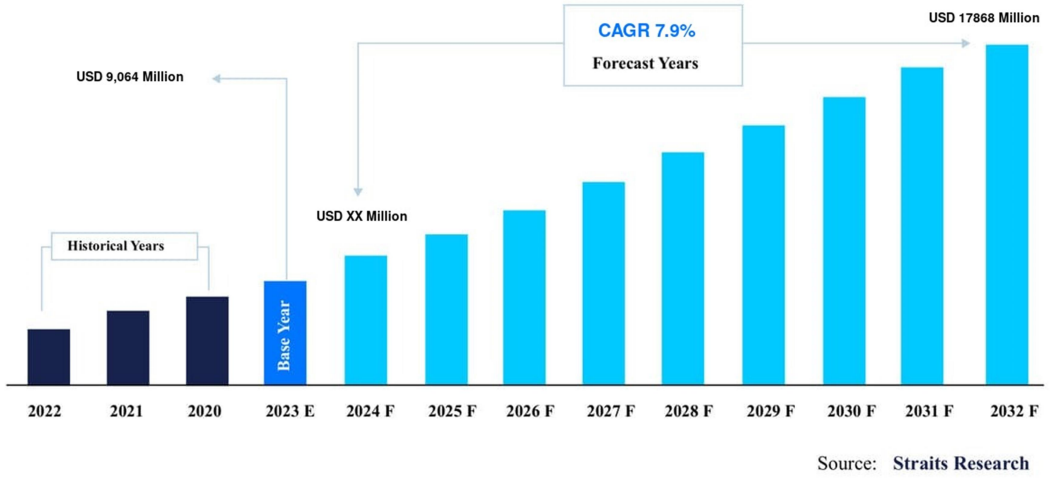
The global fasteners market is experiencing robust growth, driven by increasing demand across industries such as automotive, construction, aerospace, electronics, and machinery. Valued at approximately USD 80 billion in 2023, the market is expected to grow at a compound annual growth rate (CAGR) of 4-5% from 2023 to 2030. Key growth factors include the rise of industrialization, infrastructure development, and the adoption of advanced materials in fastener manufacturing.



The global industrial fasteners market size was estimated at USD 95.57 billion in 2023 and is expected to grow at a CAGR of 4.7% from 2024 to 2030. The market growth is

driven by increasing construction activities, automotive production, and industrial manufacturing. [Source: Market Research Future]

Indian Fasteners Market



The Indian industrial fasteners market was valued at USD 9,064 million in 2022 and is projected to reach USD 17,868 million by 2030, registering a CAGR of 7.9% during the forecast period (2023-2030). [Source: Straits Research]

TAM, SAM, SOM Analysis

- **Total Addressable Market (TAM):** USD 132.12 billion (Global Fasteners Market)
- **Serviceable Available Market (SAM):** USD 17.87 billion (Indian Fasteners Market)
- **Serviceable Obtainable Market (SOM):** Estimated at USD 0.0291 USD Billion (Based on Mettler Fasteners Limited's Revenue Projection)

Market Metric	Amount (USD Billion)	Percentage of TAM (%)
Total Addressable Market (TAM)	132.12	100%
Serviceable Available Market (SAM)	17.87	13.53%
Serviceable Obtainable Market (SOM)	0.0291	0.02%

Problem & Solution

Industry Challenges

- **Quality Consistency:** Maintaining high-quality standards across varied applications.
- **Supply Chain Efficiency:** Managing raw material procurement and delivery schedules.
- **Market Competition:** Navigating competitive pressures and price fluctuations.

Mettler Fasteners' Solutions

- **Quality Assurance:** Rigorous testing protocols and adherence to international standards.
- **Advanced Manufacturing:** Utilization of state-of-the-art machinery and technology.
- **Customer-Centric Approach:** Custom solutions and reliable delivery schedules to meet diverse needs.

Our Services

- **Product Offerings:** Comprehensive range of fasteners, including GI Threaded Rods, studs, bolts, nuts, screws, and washers.
- **Custom Solutions:** Tailored fasteners to meet specific industry requirements.
- **Third-Party Inspections:** Ensuring product quality and compliance with global standards.

Competitor Analysis

Comparative Analysis Table

Company	Key Products	Market Presence	Key Differentiators
Sundram Fasteners Ltd.	Fasteners, Automotive Components	Global	Extensive R&D, Diverse Product Range
Sterling Tools Ltd.	Fasteners, Tools	Global	Strong Distribution Network
Viraj Profiles Ltd.	Fasteners, Stainless Steel Products	National	Comprehensive Product Portfolio
GS Auto Ltd.	Fasteners, Auto Parts	Global	Focus on Automotive Industry
Deepak Fasteners Ltd.	Fasteners, Specialty Components	National	Competitive Pricing, Strong Domestic Presence
Agrawal Fasteners Ltd.	Fasteners, Bolts	National	Established Domestic Market Position

Go-to-Market Strategy

Market Penetration

- **Expand into New Markets:** Target untapped regions both domestically and internationally.
- **Increase Brand Presence:** Enhance visibility through digital marketing and industry events.

Product Diversification

- **Introduce New Products:** Expand product line to include complementary items such as nuts and bolts.
- **Innovation:** Invest in R&D for new materials and designs.

Strategic Partnerships

- **Collaborate with Distributors:** Forge partnerships to enhance market reach and distribution efficiency.
- **Industry Alliances:** Engage with key industry players for joint ventures and technology sharing.

Financial Projections and Fund Requirements

Financial Projections (2024-2029)

Amt. in Lakhs INR

P&L	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	**400.00**	**1,040.00**	**4,160.00**	**8,320.00**	**10,400.00**
	-	-	-	-	-
GI Threaded Rod	200.00	710.00	2,840.00	5,680.00	7,100.00
B7 Studbolt	150.00	210.00	840.00	1,680.00	2,100.00
Sheet Metal Press Parts	50.00	120.00	480.00	960.00	1,200.00
Cost of services	**410.00**	**842.40**	**3,328.00**	**6,572.80**	**8,112.00**
	-	-	-	-	-
GI Threaded Rod	146.00	575.10	2,272.00	4,487.20	5,538.00
B7 Studbolt	123.00	170.10	672.00	1,327.20	1,638.00
Sheet Metal Press Parts	41.00	97.20	384.00	758.40	936.00
	-	-	-	-	-

The financial projections outlined here provide a comprehensive view of the company's anticipated performance over the next five years. These projections are derived from the expected revenue, cost of services, gross margins, operating expenses, EBITDA, depreciation, and profit before and after taxes. Each component is analyzed to provide a clear understanding of the company's financial trajectory.

Revenue Projections The revenue forecast reflects a substantial growth trajectory, projecting an increase from ₹500.00 lakhs in Year 1 to ₹10,400.00 lakhs in Year 5. The revenue streams are divided into three primary product lines: GI Threaded Rods, B7 Studbolts, and Sheet Metal Press Parts.

- **GI Threaded Rods:** This product line contributes the largest share of revenue, beginning with ₹300.00 lakhs in Year 1 and escalating to ₹7,100.00 lakhs by Year 5. The projected CAGR (Compound Annual Growth Rate) is aggressive, reflecting the company's strategy to capture a significant market share in this segment.

- **B7 Studbolts:** Starting at ₹150.00 lakhs in Year 1, the revenue from this line is expected to grow to ₹2,100.00 lakhs by Year 5. This represents steady growth, driven by increasing demand in construction and infrastructure projects.

- **Sheet Metal Press Parts:** Although the smallest contributor initially, with ₹50.00 lakhs in Year 1, it is expected to reach ₹1,200.00 lakhs by Year 5. The growth in this segment indicates the company's focus on diversifying its product portfolio.

Cost of Services The cost of services is aligned with the projected increase in revenue, starting at ₹410.00 lakhs in Year 1 and growing to ₹8,112.00 lakhs by Year 5. The cost components are directly tied to each product line:

- **GI Threaded Rods:** The cost of producing GI Threaded Rods is expected to rise from ₹246.00 lakhs in Year 1 to ₹5,538.00 lakhs in Year 5, maintaining its position as the primary cost driver.

- **B7 Studbolts:** The cost associated with B7 Studbolts is projected to grow from ₹123.00 lakhs in Year 1 to ₹1,638.00 lakhs by Year 5, reflecting a consistent cost-to-revenue ratio.

- **Sheet Metal Press Parts:** The cost for this segment increases from ₹41.00 lakhs in Year 1 to ₹936.00 lakhs by Year 5, indicating controlled cost management despite revenue growth.

Gross Margins The gross margin is a critical indicator of the company's profitability, with margins improving year over year from 18% in Year 1 to 22% by Year 5. The gross margin growth indicates the company's effective cost management and pricing strategies. This improvement suggests the company will achieve greater economies of scale and operational efficiencies as it expands.

- **Year 1:** Gross margin is projected at ₹90.00 lakhs (18% of revenue).

- **Year 5:** Gross margin is expected to increase to ₹2,288.00 lakhs (22% of revenue).

This upward trend in gross margins is promising, suggesting the company's potential to enhance profitability as it scales its operations.

Operating Expenses Operating expenses are projected to increase in tandem with revenue growth, starting at ₹62.85 lakhs in Year 1 and rising to ₹754.20 lakhs in Year 5. The expenses encompass various categories, including salary, advertisement, audit fees, bank charges, factory expenses, transport expenses, and others. The controlled

increase in operating expenses reflects the company's commitment to maintaining cost efficiency while scaling operations.

- **Salaries:** Salaries constitute a significant portion of the operating expenses, starting at ₹10.00 lakhs in Year 1 and increasing to ₹120.00 lakhs by Year 5. This aligns with the company's growth and the need to attract and retain top talent.

- **Factory and Office Expenses:** Factory electricity, factory wages, and office rent are substantial contributors to operating expenses. These are expected to increase as production capacity and office space expand to accommodate growing operations.

EBITDA EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) is a key measure of operational performance. The projections show a strong growth in EBITDA, from ₹27.15 lakhs in Year 1 to ₹1,533.80 lakhs in Year 5. The EBITDA margin improves significantly over the five years, starting at 5.43% in Year 1 and increasing to 14.75% by Year 5.

This improvement in EBITDA margin indicates better profitability and operational efficiency, suggesting that the company is expected to manage its costs effectively while growing its revenue base.

Depreciation Depreciation expenses are projected to decline over the five years, from ₹26.10 lakhs in Year 1 to ₹120.45 lakhs in Year 5. This decrease reflects the company's strategy to optimize its capital expenditures and maximize the lifespan of its assets.

Profit Before Taxes (PBT) The company's Profit Before Taxes (PBT) is anticipated to grow from ₹1.05 lakhs in Year 1 to ₹1,413.35 lakhs by Year 5. The PBT margin shows a consistent increase from 0.21% in Year 1 to 13.59% in Year 5, signaling strong financial health and an effective growth strategy.

Profit After Tax (PAT) Profit After Tax (PAT) mirrors the growth in PBT, with the company expecting to see an increase from ₹1.05 lakhs in Year 1 to ₹1,413.35 lakhs in Year 5. The PAT margin follows a similar upward trajectory, improving from 0.21% to 13.59% over the five-year period.

Insights and Interpretation

The financial projections present a promising outlook for the company, with robust revenue growth supported by effective cost management and operational efficiency. The steady improvement in gross margins, EBITDA, and PBT reflects the company's strategic focus on scaling operations while maintaining profitability.

The decline in depreciation expenses is particularly noteworthy, indicating prudent capital management. The projections suggest that the company is well-positioned to capitalize on market opportunities and achieve sustainable growth over the next five years.

Moreover, the improving EBITDA and PAT margins highlight the company's potential to deliver strong financial performance, making it an attractive proposition for investors and stakeholders. These projections, however, are based on current assumptions and market conditions. Therefore, ongoing monitoring and adjustments may be necessary to align with changing market dynamics and internal developments.

Overall, the financial projections indicate that the company is on a solid path to achieving its growth objectives, supported by a well-thought-out financial strategy and operational discipline.

Valuation Analysis

Valuing a startup, particularly in its early stages, involves a combination of methodologies to arrive at a fair and comprehensive estimate. The valuation of a startup not only serves as a benchmark for potential investors but also helps in determining the equity dilution required for raising capital. In this analysis, three distinct methods have been employed to assess the pre-money valuation: the Berkus Method, the Cash Flow Requirement Method, and the Venture Capital Method. Each method provides a different perspective, considering various factors such as the startup's development stage, cash flow needs, and expected returns for investors.

1. Berkus Method

The Berkus Method is a widely used approach for valuing early-stage startups, especially those that are either pre-revenue or in the very early stages of generating

revenue. This method assigns a financial value to five critical elements of a startup, each representing a major area of risk that the startup faces. The maximum value assigned per element is typically Rs. 3.5 crores (approx. $500,000), reflecting the potential of the startup in mitigating these risks.

Key Elements and Assigned Values:

- **Sound Idea (Basic Value):**
    - **Value Assigned:** ₹1.0 Crore
    - The fundamental concept or idea behind the startup is crucial. If the idea is innovative and has significant market potential, it receives a higher valuation. In this case, a value of ₹1.0 crore has been assigned, acknowledging the strength and viability of the idea.
- **MVP (Minimum Viable Product):**
    - **Value Assigned:** ₹1.0 Crore
    - A well-developed MVP reduces proprietary risk by demonstrating that the idea can be translated into a functional product. The startup has been valued at ₹1.0 crore for having an MVP, which showcases the potential to move forward with product development.
- **Quality Management Team:**
    - **Value Assigned:** ₹1.0 Crore
    - The execution of the startup's vision heavily depends on the capability of the management team. A strong, experienced, and cohesive management team reduces execution risk. Here, a value of ₹1.0 crore has been allocated, recognizing the quality of the leadership.
- **Strategic Relationships:**
    - **Value Assigned:** ₹1.5 Crore
    - Strategic relationships with partners, suppliers, or customers reduce market risk by ensuring better market access and enhanced business

opportunities. The startup has been given ₹1.5 crores, reflecting the strength and utility of these relationships.

- **Product Rollout or Sales:**
    - **Value Assigned:** ₹2.0 Crores
    - The ability to roll out the product or achieve early sales is critical in reducing production risk. This startup has been assigned ₹2.0 crores in this area, indicating strong potential for scaling up its product or service offerings.

Total Pre-money Valuation via Berkus Method: ₹6.5 Crores

The Berkus Method gives a total pre-money valuation of ₹6.5 crores. This valuation reflects the startup's potential to mitigate key risks through its idea, MVP, management team, strategic relationships, and early product rollout.

2. Cash Flow Requirement Method

The Cash Flow Requirement Method focuses on the startup's immediate financial needs over the next 12 months and the equity dilution acceptable to the founders or existing shareholders. This method is particularly useful for understanding how much capital needs to be raised and how it affects the company's valuation.

Key Calculations:

- **Cash Required for the First 12 Months:** ₹1.2 Crores
- **Percentage Stake Willing to Dilute:** 24%
- **Post-Money Valuation:** ₹5.1 Crores
    - The post-money valuation is calculated based on the capital required and the stake dilution.
- **Less: Funds Required:** ₹1.2 Crores
- **Pre-Money Valuation:** ₹3.8 Crores

Total Pre-money Valuation via Cash Flow Requirement Method: ₹3.8 Crores

This method values the startup at ₹3.8 crores pre-money, based on the capital requirements and the equity dilution the founders are willing to accept. It reflects a

more conservative approach, aligning the valuation closely with the immediate financial needs of the startup.

3. Venture Capital Method

The Venture Capital Method is often employed by investors looking to realize returns when a liquidity event, such as an acquisition or IPO, occurs. This method uses the expected exit value and the required return on investment (ROI) to determine the post-money valuation, which is then adjusted to derive the pre-money valuation.

Key Calculations:

- **Exit Value:** ₹104.0 Crores
    - The exit value is based on the projected revenue in the 5th year multiplied by the revenue multiple of similar startups.
- **Expected ROI:** 7.5x
    - The expected ROI represents the multiple of the investment that investors anticipate at the time of the liquidity event.
- **Post-Money Valuation:** ₹13.9 Crores
    - The post-money valuation is derived by dividing the exit value by the expected ROI.
- **Less: Investment Required:** ₹1.2 Crores
- **Pre-Money Valuation:** ₹12.7 Crores

Total Pre-money Valuation via Venture Capital Method: ₹12.7 Crores

The Venture Capital Method assigns a pre-money valuation of ₹12.7 crores, reflecting the startup's potential to achieve substantial returns for investors at the time of a liquidity event.

Summary and Weighted Average Valuation

Each of the three methods provides a different perspective on the startup's valuation:

- **Berkus Method:** ₹6.5 Crores
- **Cash Flow Requirement Method:** ₹3.8 Crores

- **Venture Capital Method:** ₹12.7 Crores

To arrive at a balanced and fair valuation, a weighted average of these methods is considered:

- **Weighted Average Pre-Money Valuation:** ₹7.67 Crores

This weighted average gives a comprehensive view of the startup's value, considering its current stage, cash requirements, and future potential.

Final Valuation and Equity Dilution

Given the pre-money valuation of ₹7.67 crores, the amount required to raise is ₹1.21 crores. At this valuation, the equity dilution required would be approximately 15.84%.

Fund Requirements

For the effective scaling and modernization of the manufacturing operations, a total fund requirement of ₹121.43 Lakhs has been identified. This capital is essential for acquiring new machinery, renovating existing infrastructure, and installing sustainable energy solutions. The detailed breakdown of the fund utilization is provided below, ensuring transparency and clarity in how the capital will be deployed to achieve the company's growth objectives.

1. New Machinery

The largest portion of the fund, amounting to ₹55.00 lakhs, will be allocated to the purchase and installation of new machinery. These investments are critical for enhancing production capacity, improving operational efficiency, and ensuring high-quality output. The specific machinery and associated costs are as follows:

- **Wire Drawing and Straighten and Cutting Machine:** ₹15.00 lakhs
    - This machine is essential for the initial processing of wire, ensuring it is drawn, straightened, and cut to precise lengths. It forms the foundation of the production line, handling the raw material before it undergoes further processing.
- **Thread Rolling Machine and Suitable Rolling Die:** ₹18.00 lakhs
    - The thread rolling machine is a key piece of equipment for creating threads on bolts and screws. It ensures precision and consistency, which are crucial for the quality and functionality of the final products.
- **Centrals Grinder (2 Nos):** ₹4.00 lakhs
    - Two central grinders will be purchased to enhance the finishing process of various components, ensuring they meet the required specifications and standards.

- **Bar Cutting Machine / Band Saw Machine:** ₹1.00 lakh
    - This machine is necessary for cutting bars into required lengths and shapes, serving as an integral part of the production process.
- **Bar Chamfering Machine (2 Nos):** ₹4.50 lakhs
    - Chamfering machines will be utilized to smoothen the edges of bars, reducing sharpness and improving safety and ease of handling.
- **Forging Press for Nuts and Bolts:** ₹5.00 lakhs
    - The forging press will be used to form nuts and bolts, ensuring they have the required strength and durability for their intended applications.
- **Nut Tapping Machine:** ₹1.50 lakhs
    - This machine will be used to cut internal threads in nuts, a critical process in fastener manufacturing.
- **Lathe Machine:** ₹1.00 lakh
    - A lathe machine is needed for shaping materials, a versatile tool in the manufacturing process.
- **Electric Fitment and Other Miscellaneous Expenses:** ₹2.00 lakhs
    - This budget covers the installation of electrical components and other miscellaneous costs associated with setting up the new machinery.
- **EOT Cranes and Other Handling Systems:** ₹3.00 lakhs
    - The installation of EOT (Electric Overhead Traveling) cranes and handling systems is crucial for the efficient movement of heavy materials and components within the factory.

2. Renovation and Other Infrastructure

An allocation of ₹15.00 lakhs will be directed towards the renovation and enhancement of the existing infrastructure. This investment will ensure that the physical environment of the factory is conducive to efficient operations and meets modern standards.

- **Building Repair and Maintenance:** ₹4.00 lakhs
    - Regular maintenance and necessary repairs of the factory building are essential for ensuring a safe and efficient working environment.
- **Office / Mezzanine Floor / Store Room:** ₹6.00 lakhs

- The creation of additional office space, mezzanine floors, and storage rooms will support the administrative and operational needs of the company.

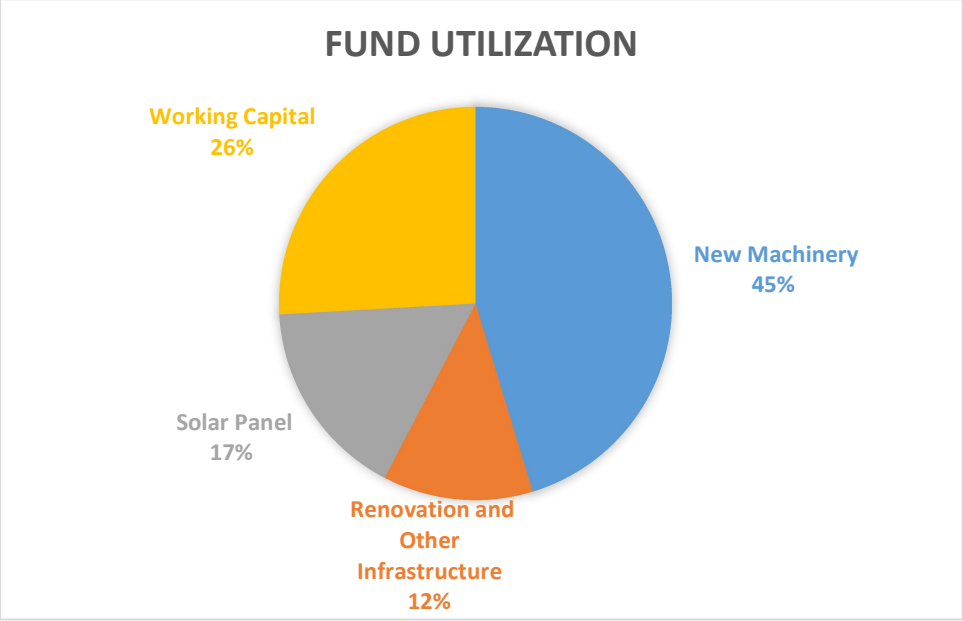
- **Other Cement Work and Water Tank, etc.:** ₹3.00 lakhs
    - This includes various construction activities such as cement work and the installation of a water tank to improve the factory's infrastructure.

- **Other Front Work on Gate:** ₹2.00 lakhs
    - Renovation of the factory's entrance and gate area will enhance the overall appearance and security of the premises.

3. Solar Panel Installation

A significant portion of the fund, ₹20.00 lakhs, will be utilized for the installation of a 50kW solar panel system on the rooftop of the factory. This investment is part of the company's commitment to sustainability and cost efficiency.

- **Solar Panel (50kW at Roof Top of Factory):** ₹20.00 lakhs
    - The solar panel installation will reduce dependency on conventional energy sources, lower electricity costs, and contribute to environmental sustainability by harnessing renewable energy.



4. Working Capital Requirement

The projected operating expenses for the first six months amount to ₹31.425 lakhs. These expenses cover a wide range of costs necessary for maintaining smooth

business operations during this critical period. Here's a detailed breakdown and description of the key components:

The total fund requirement of ₹31.425 lakhs is essential for covering the operating expenses over the first six months. This budget ensures that all critical areas of the business, from production to administration and logistics, are adequately funded, allowing the company to maintain steady operations and pursue growth opportunities. Adequate funding will help prevent any disruptions in the business processes, ensuring a strong start and positioning the company for future success.

Total Fund Requirement

The total fund requirement for these investments is **₹121.43 lakhs**. This capital will be crucial in modernizing the company's operations, increasing production capacity, improving infrastructure, and implementing sustainable energy solutions. By carefully allocating funds across these critical areas, the company aims to enhance its competitive advantage, operational efficiency, and overall growth potential.

Year 3 Expansion Plan

- **Objective:** Achieve significant growth through capacity expansion and increased revenue.
- **Expansion Cost:** ₹23 crore
    - **Fund Allocation:**
        - **Land, Building, and Machinery:** ₹15 crore
        - **Working Capital:** ₹8 crore

Debt-Free Status

- **Current Financial Health:** The company has been debt-free from banks and NBFCs since 2018, demonstrating strong financial discipline and stability.

Revenue Projection

- **Expected Revenue by Year 3:** ₹41.60 crore
- **Funding Requirement Justification:** To reach the projected revenue of ₹41.60 crore in the third year, securing the full ₹23 crore for expansion is essential. Raising only ₹1.21 crore would not be sufficient to achieve the revenue target.

Team Profile

Key Personnel

- **Mr. Hitesh Joshi (CEO):** B.Com from Mumbai University with 25 years of experience in marketing and production.
- **Ms. Priyal H Joshi (Director):** CA, B.Com, Oversee, Production and Marketing.
- **Mrs. Neeta H Joshi (Director):** BA, D.Ed, with 25 years in Admin and HR.
- **Mrs. Shobhana H Joshi (Director):** Managing day-to-day affairs of the company.
- **Amit Gaikwad (Vice President):** B.Com, handling Export Marketing
- **Vijaypratap Shukla (Works Manager):** 25 years of experience in production planning and procurement.

Traction and Achievements











"Best Business Performance Award" received from **Mr Dinesh Nandwana, CMD and Rajiv Sharma, State Head of Vakrange Limited and Maharastra Udyog Sanman**

- **Major Orders Executed:**
    - 1.25 Crore INR order from BHEL (single order valued at INR 77 Lakhs) and NPCIL.
    - 1.50 Crore INR export order for GI Threaded Rods and Bolt Nuts to Kuwait.
- **Export Reach:** Ssuccessfull exports to United Kingdom, Kuwait, Saudi Arabia, Sri Lanka, Egypt and Belgium.

Milestones

- **1997:** Started with Mettler Industries as Proprietor ship concern
- **2003:** Establishment of Mettler Fasteners Private Limited.
- **2006:** METTLER Brand - Trademark Registration
- **2012:** Received certificate for LEADERS OF TOMORROW from INDIAMART
- **2015:** Received Best Business performance Award from Vakrangee Ltd.,
- **2018:** Achieved INR 60 Lac turnover with a team of 8.
- **2020:** Received a Certificate of Nomination from India 5000 best MSME Award.
- **2023:** Supply with BHEL Ranipet – Single Largest order of Rs 77.00 Lac
- **2024:** Transition to a Public Limited Company and major export achievements.
- **2024:** Received a Certificate from Maharashtra Udyog Sanman 2024

Operational Plan

Manufacturing Facilities

- **Location:** Atgaon, 9000 sq. ft. plot with 4500 sq. ft. industrial shed.
- **Features:** Advanced machinery, R&D department, in-house testing labs.

Quality Control

- **Premium Material Selection:** Sourced from trusted suppliers.
- **Manufacturing Techniques:** State-of-the-art technology.

- **Testing Protocols:** Tensile strength, hardness, and corrosion resistance.

Sustainability Initiatives

- **Eco-Friendly Practices:** Reduction of waste and implementation of green manufacturing.

Conclusion and Closing

Mettler Fasteners Limited is poised for significant growth with its robust product lineup, advanced infrastructure, and strategic vision. Our commitment to quality, innovation, and customer satisfaction positions us as a leader in the fasteners industry. We seek investment to expand our operations, enhance our technological capabilities, and penetrate new markets.

With a solid track record, experienced team, and a clear growth strategy, Mettler Fasteners is well-positioned to achieve its goals and deliver exceptional value to stakeholders.

CONTACT DETAILS:-

Corporate and Sales Office:-

Mettler House, Plot No 126, Atgaon Industrial Complex, Village Atgaon – Taluka Shahpur, District : Thane 421 601 Maharashtra State
Cell :- 8591817004
Email – sale.mettler@gmail.com

Production Facility at :-

Plant – I	**Plant – II (Proposed)**
Plot No 126 , II Phase, Atgaon Industrial Complex, Village Atgaon – Taluka Shahpur District : Thane 421 601 Maharashtra State Cell :- 9869656106 Email :- mfplatgaon@gmail.com	Survey No 326 / 2 Village – Tuse – Taluka Wada District Palghar – 421 303 Maharashtra State Cell :- 9869656106 Email : mfplatgaon@gmail.com

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