



Sector
Electronic Systems and Design Manufacturing

Investment Date
May 2011

Exit Date
Dec 2014

Investment Amount
\$15.1 million

Gross Rupee IRR
14.5%

Cash Rupee Multiple
1.6x

Company Description

- SFO is an end to end electronic solutions provider offering concept-to-design, engineering, manufacturing, testing, embedded software solutions and products to leading Original Equipment Manufacturers (OEMs) worldwide
- Focused on providing outsourced design and manufacturing services in the healthcare, energy, telecom, defence, industrial automation, and aerospace sectors
- Established relationships with key marquee customers

Investment Rationale

- Capitalize on the growing demand for Contract Manufacturing Services as well as OEMs services from simple manufacturing of components to more complex manufacturing and design services including building of complete products
- SFO focus on software
 - Dedicated Offshore Development Centres providing customised software development services for engineering applications

Value-Added Activity

- Provided assistance in strategic management, capital structuring, financial planning and new business opportunity evaluation
- Helped the company improve its financial control and information systems
- Assisted in implementing independent profit centre based approach for its business vertical
- Full exit in Dec 2014 by way of sale of the software division to a strategic player