

Intex plans to tap PE route

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Intex Technologies, a mobile phones and electronics company with revenues of Rs 600 crore is considering to tap the private equity route to raise funds.

Ramesh A Vasvani, executive vice chairman, Intex Technologies told The Tribune that it will be giving the mandate to an investment banker for raising funds through private equity for the company's expansion plans through the amount was not disclosed.

Intex remains an unlisted company and its funding has been mainly through internal accruals, banks and vendor support.

The company has been growing at a compounded annual growth rate (CAGR) of 40 per cent over last five years and has a turnover of Rs 600 crore. The company expects to close the current financial year with a revenue of Rs 800 crore, Vasvani said.

On the proliferation of numerous brands in the mobile phone segment, Vasvani said that there are 30-35 homegrown players and this phenomenon will be replaced by consolidation as some brands will die a natural death while others may be bought over. Intex has around 2-2.5 per cent market share in mobile phones.

He said the company has been increasing its penetration in smaller towns which have shown strong growth and is offering a value for money proposition. Computer peripherals and mobile handsets have become the largest verticals for the company in terms of revenues.