

Matex

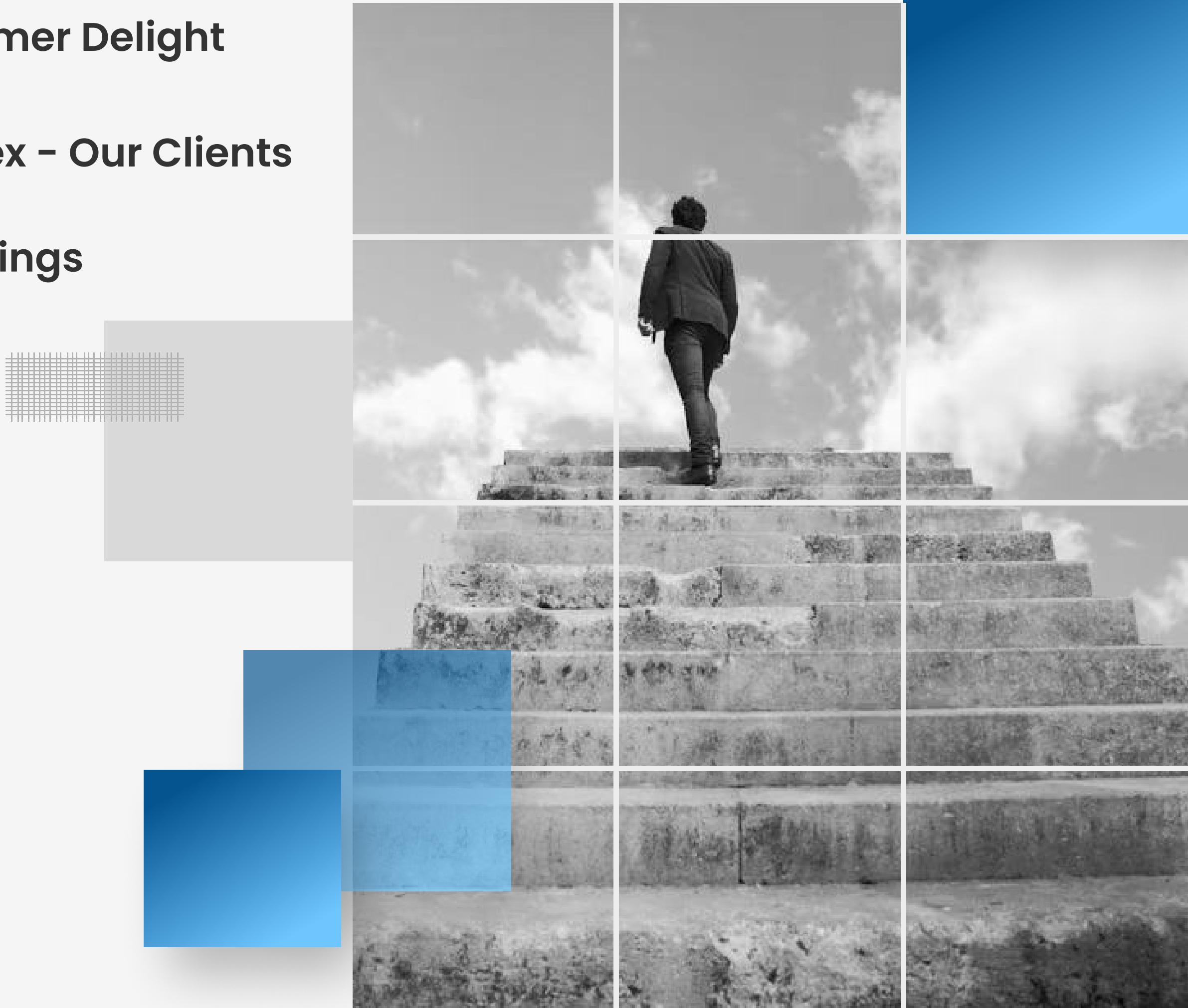
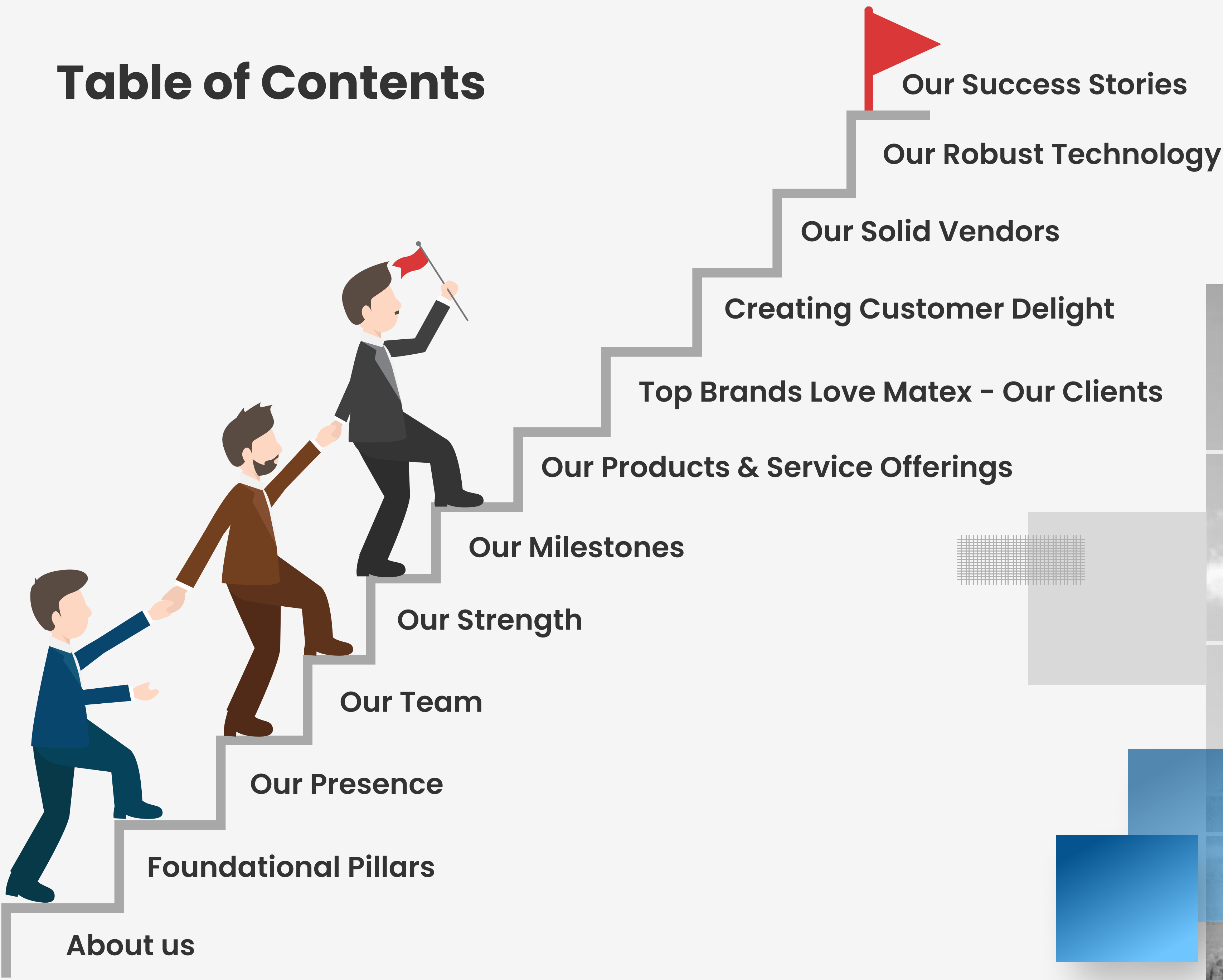
> Technologies <

*Providing “Digital Solutions” across the
“Value Chain”, enhancing your operational
efficiency and driving better results.*



www.matextechnologies.com

Table of Contents





since 1995

01

India's 1st Digital B2B Marketplace - **Since 1995**

02

India's largest private exchange player

03

Extensive **client base** of 800+ across industries

04

Active **vendor base** of 20000+ across all products & services

05

End-to-end solutions for business value chain (buying & selling)

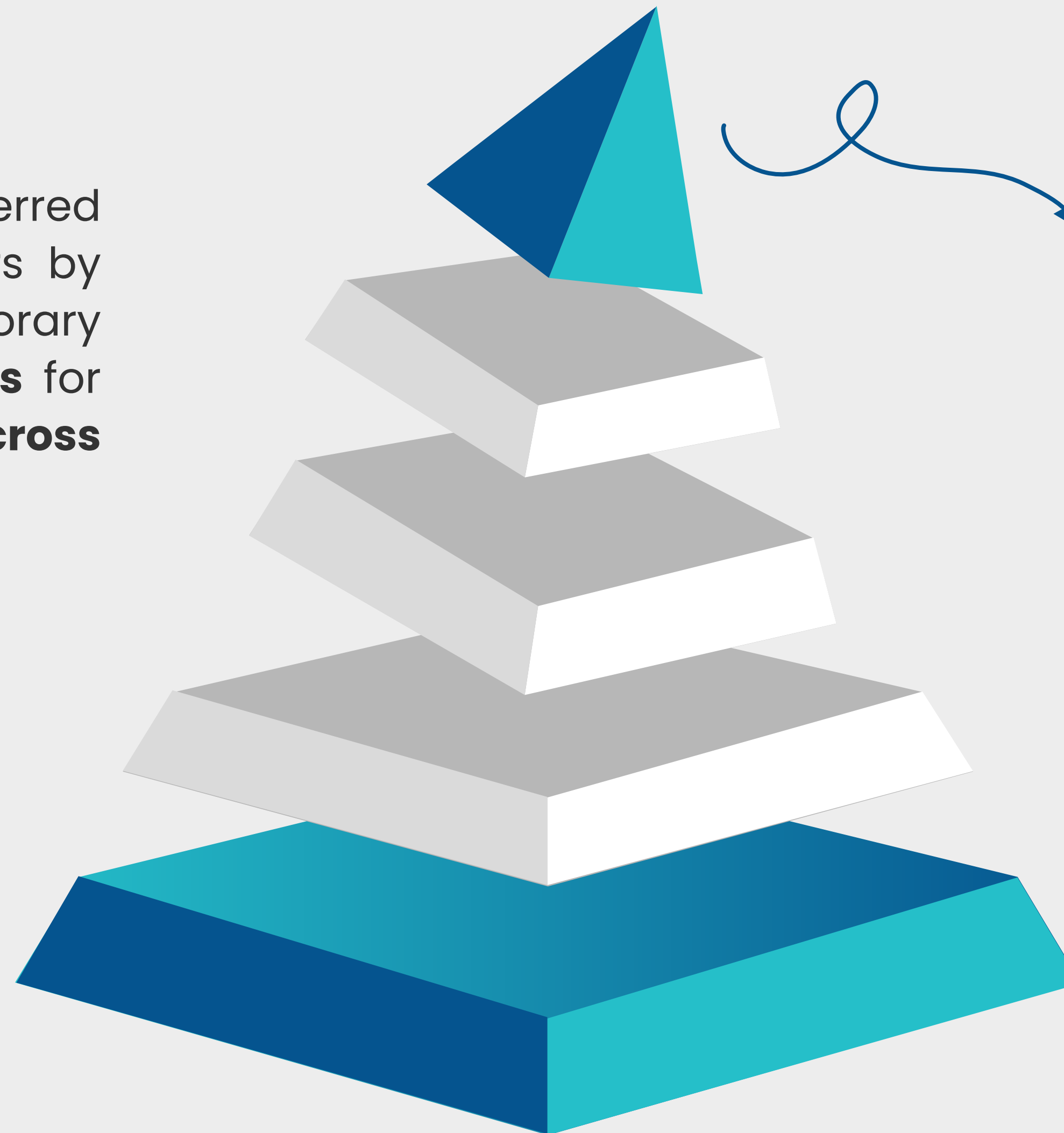
Foundational Pillars

Our Vision

To be the most preferred partner for our customers by providing contemporary **digital one-stop solutions** for products and services **across their value chain.**

Our Mission

Our Mission is to enhance **customer's efficiencies** across buying and selling through robust technology.



Our Values

- ★ Customer Delight
- ★ Commitment
- ★ Team work
- ★ Transparency
- ★ Professionalism

Committed to Building a Better Future

Our Presence



Pan India Presence at 15 Locations and International Presence at 6 locations



- | | |
|----------------|--------------|
| ★ New Delhi | ★ Chennai |
| ★ Kanpur | ★ Bangalore |
| ★ Kolkata | ★ Coimbatore |
| ★ Bhubaneshwar | ★ Hyderabad |
| ★ Raipur | ★ Madurai |
| ★ Ahmedabad | ★ Bhopal |
| ★ Surat | ★ Pune |
| | ★ Mumbai |

Our Founder

Jagannivasan S

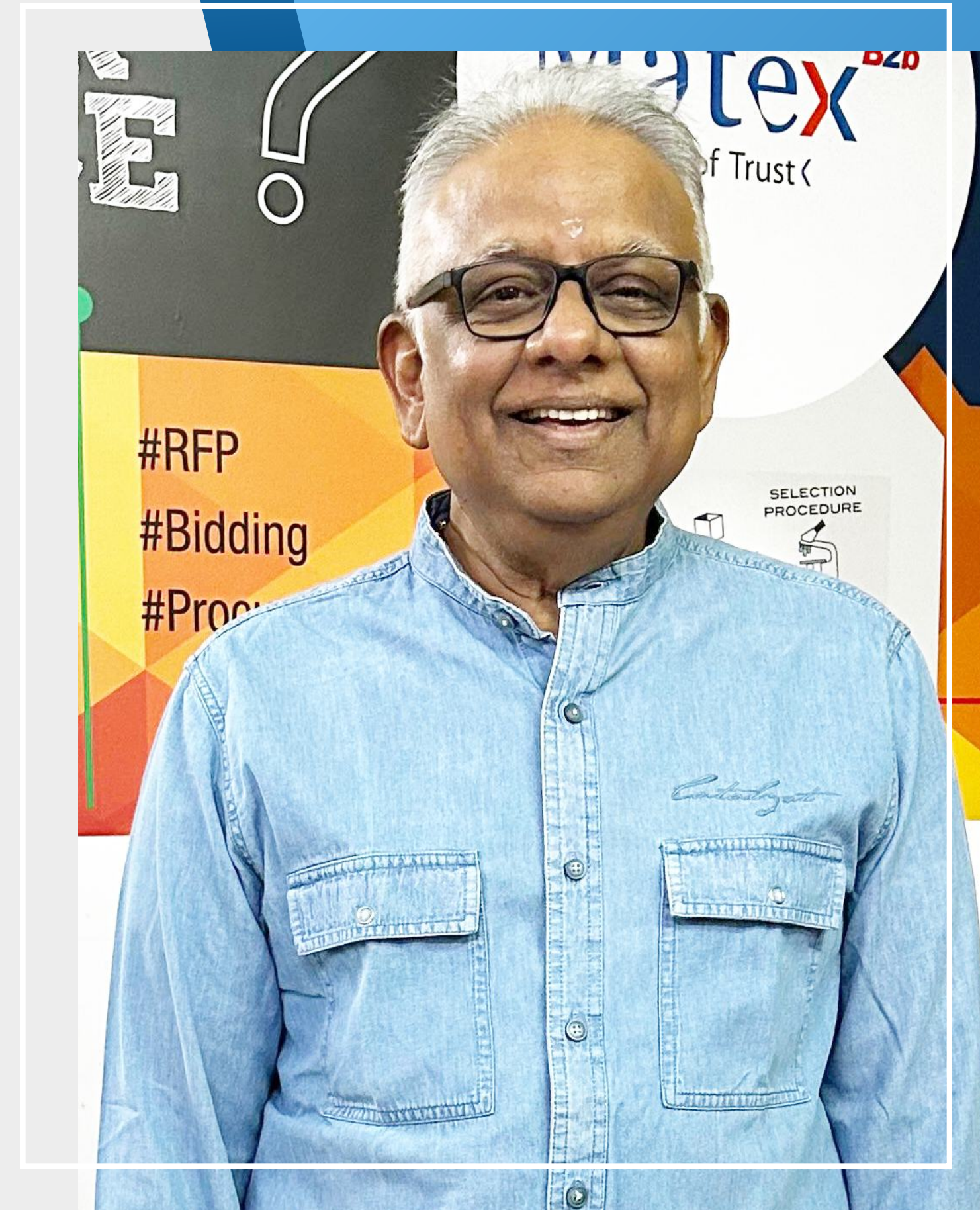
Founder of Matex Technologies

Our visionary founder, Jagan, established Matex in **1995** and pioneered the e-auction process for B2B industries.

With the advent of internet in the early 90's Jagan saw a good opportunity to **digitize** the commercial transactions in running a business,

He introduced technology solutions through **digital products** for procurement and surplus management, making Matex a trusted partner for over 800 manufacturing companies.

His pursuit of excellence keeps Matex at the forefront of industrial innovation and continues to drive Matex to new heights.



Our Board of Directors



Mr. Yogeshwaran Sundaresan

Managing Director

Mr. S. Yogeshwaran (Yogesh), Co-Founder & Managing Director of Matex Technologies and member of The Chennai Angels, has an MBA with over 28 years in financial services and leadership at Kotak Mahindra's Investment Banking Division. He co-promoted companies like Kuwy and Machinemaze, leveraging expertise in investment banking and entrepreneurship. Passionate about sustainable business growth and social initiatives, Yogesh supports startups and community causes.



Mr. K E Ranganathan

Director

Mr. Ranganathan, a Chartered Accountant, Company Secretary, and Fulbright Scholar, brings 40 years of corporate experience in management and legal compliance. With leadership roles at TVS and Murugappa Group, he excels in finance, sales, marketing, distribution, supply chain, IT, and HR. Since 2006, he has driven outstanding business results as Managing Director, leveraging international experience from Roca, Whirlpool, and Suzuki to navigate global markets effectively.



Mr. Krishna Shankar

Director

Mr. Krishna Shankar Venkataraman, Managing Director and CEO of Subramany Group since 1992, has made it India's largest exporter of natural fibers and transformed its logistics division. He has held key positions such as Honorary Secretary of the Tuticorin Chamber of Commerce & Industry and Past Chairman of CII Thoothukudi. Appointed by the Governor of Tamil Nadu to the Senate of Manonmaniam Sundaranar University, he has fostered professional development for students.

Strategic Leadership that Drives Innovation

Our Leadership Team



Mr. Raajesh Baabu
CFO



Mr. Sridhar K
Senior VP - IT



Mr. Raju Sethuraman
Head - Retail Assets



Mr. Joseph Dias
VP - Sales- Trading



Mr. Alindra Kumar
VP Sales - ProcTek



Mr. Venkata Shreeram
GM - Central Operations



Mr. Rajesh Nachimuthu
Tech Head - ProcTek

Driven by Passionate Professionals

Our Strength

01

Exceptional Operations with 130+ Professionals

Powered by a team of 130+ skilled professionals, ensuring smooth operations and exceptional service quality.



02

Innovative Technology Leadership

Our cutting-edge technology sets us apart in the industry, ensuring innovation and efficiency at every step.



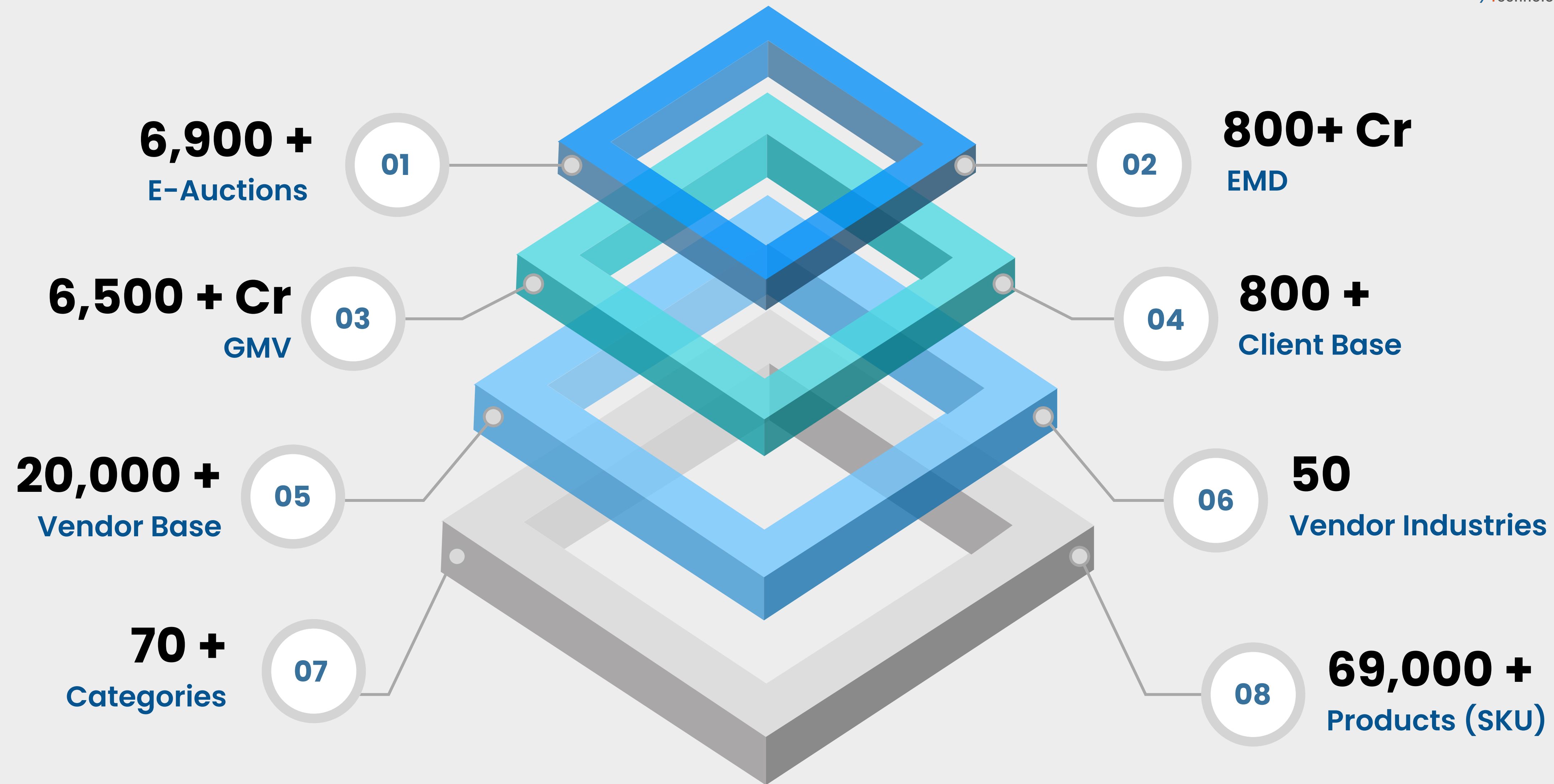
03

Commitment to Transparency and Excellence

We prioritize transparency in our operations, ensuring uncompromising quality and consistency to achieve excellence in customer satisfaction.

Our Strength lies in Our People, Processes and Technology

Our Milestones FY 23 - 24

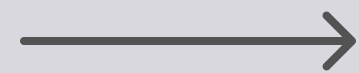


Promising Futures !



How We Support You

Our Products & Service Offerings



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Our Digital Products for Your **Buying** Needs

2 **Service**tek

Procurement of services like contract labor, security, canteen, approvals, licenses, facility management and more.



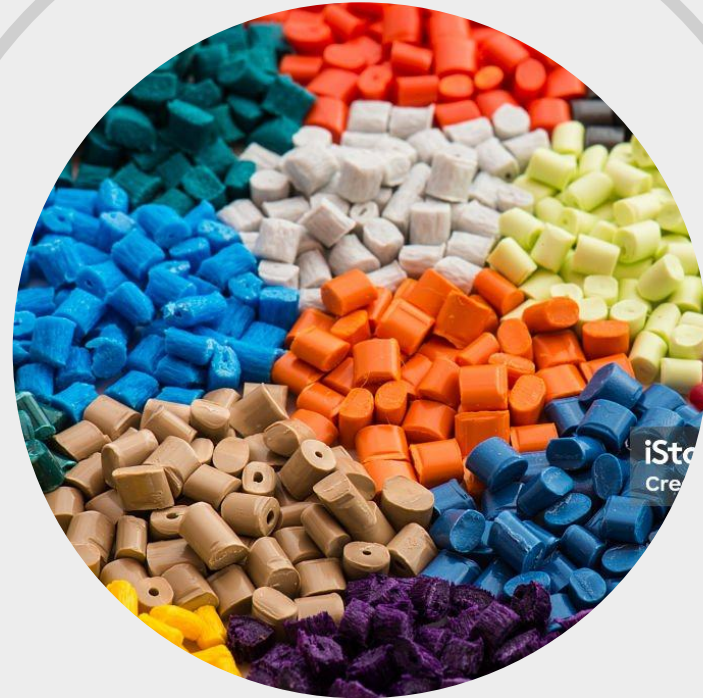
4 **Cluster**tek

Bulk procurement to leverage collective purchasing power for better pricing and terms.



1 **Proc**tek

Procurement of raw materials, spares, consumables, packaging materials and more.



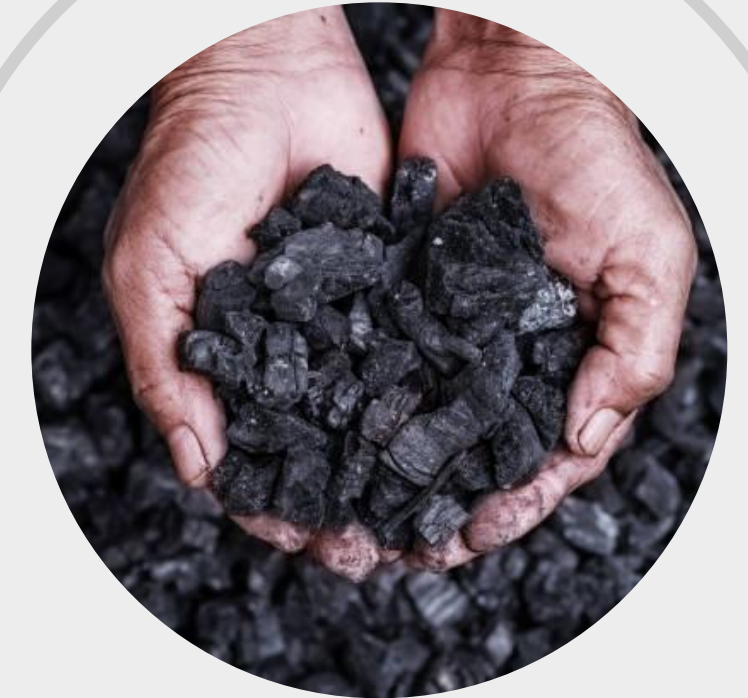
3 **Transport**tek

Logistics support by road and sea freight.



5 **Coal**tek

Bulk procurement of coal.

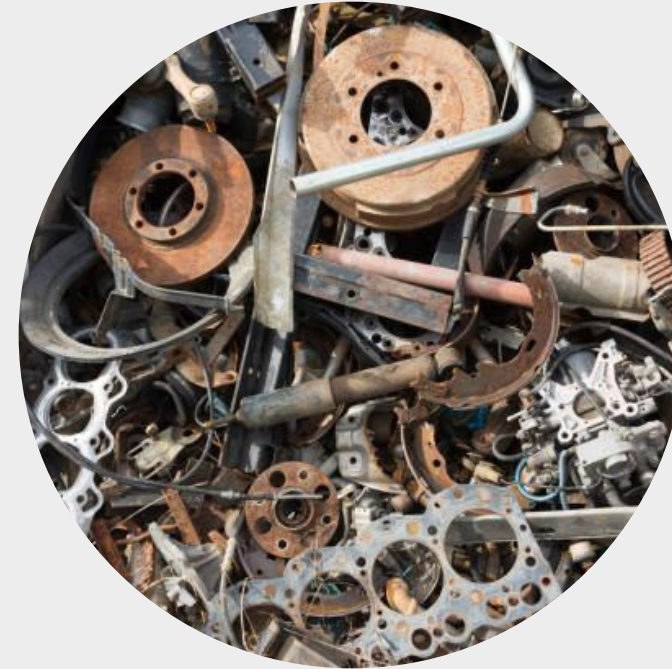


Effortless Procurement Through Matex

Our Digital Products for Your **Selling** Needs

1 **Valuetek**

Sale of manufacturing residue (scrap material) and generating higher value.



2 **Surplusrek**

Sale of surplus finished goods (slow-moving products and non-moving products) and surplus spares.



3 **Assetrek**

Sale of large high value assets bundled with plant & machinery, factory land and building.



Retail Assets

Mortgaged and Repossessed Assets

Properties – Land & Building

Sale of mortgaged properties, re-possessed assets



Gold

Sale of mortgaged gold



Automobile

Sale of used 2/4 wheelers, construction equipment



Insurance Salvage

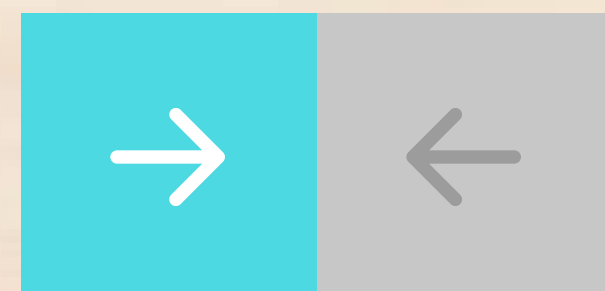
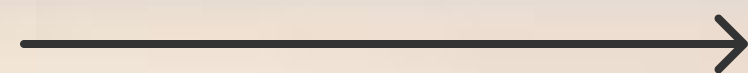
Disposal of salvage –motor & non-motor

Enjoy a Seamless Selling Experience Through Matex



Top Brands Love Matex

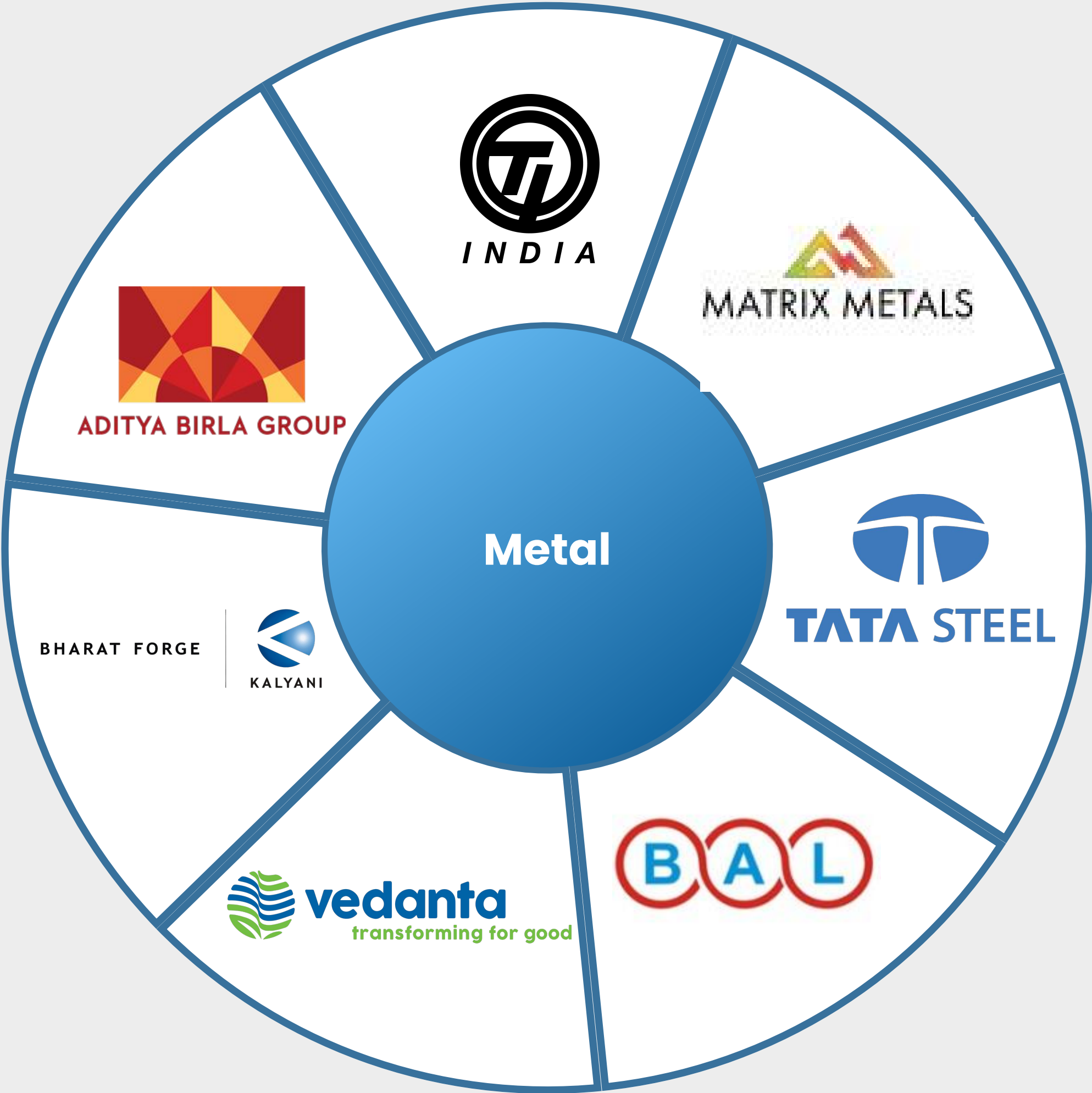
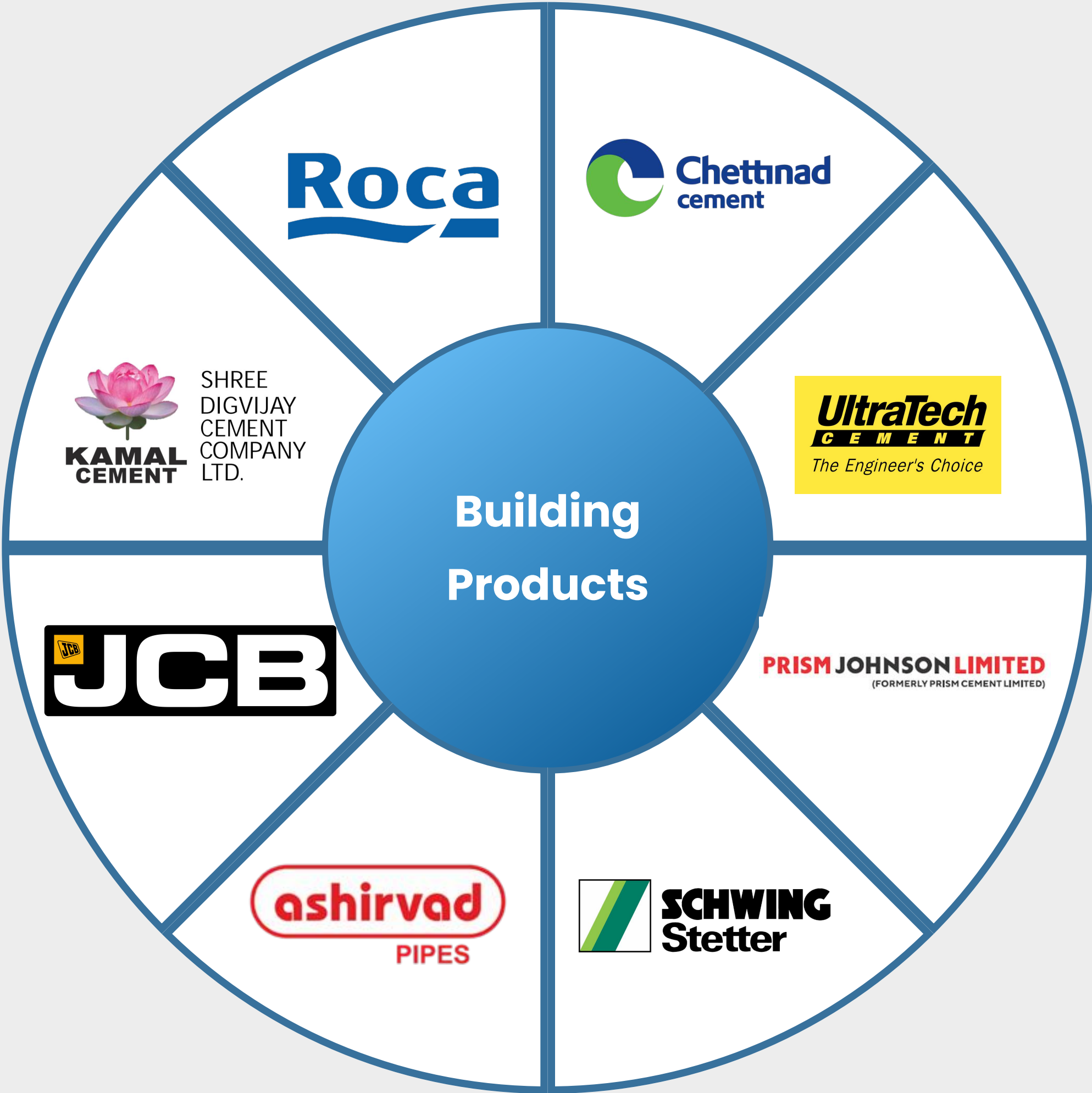
Meet Our Esteemed Clients



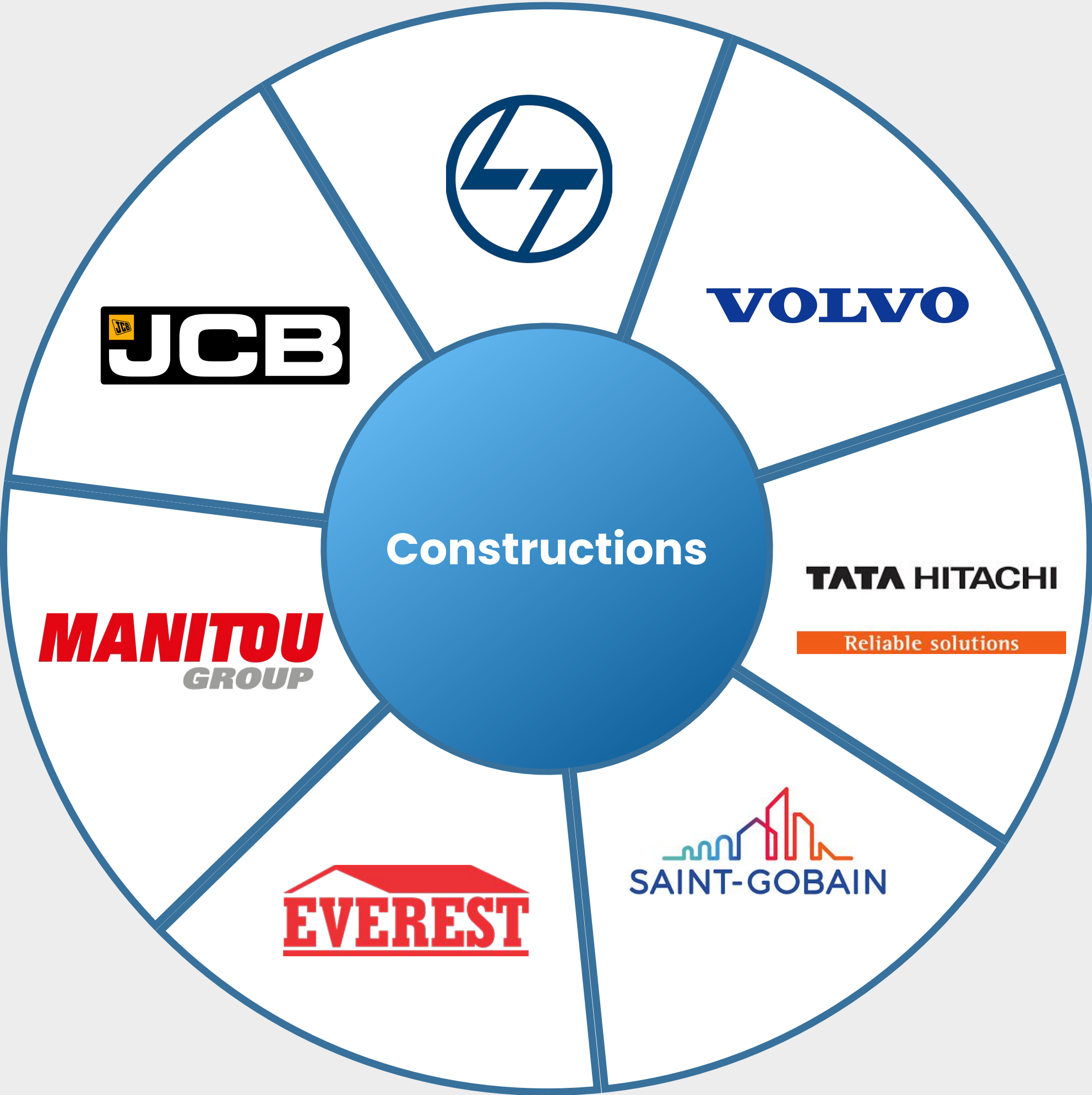
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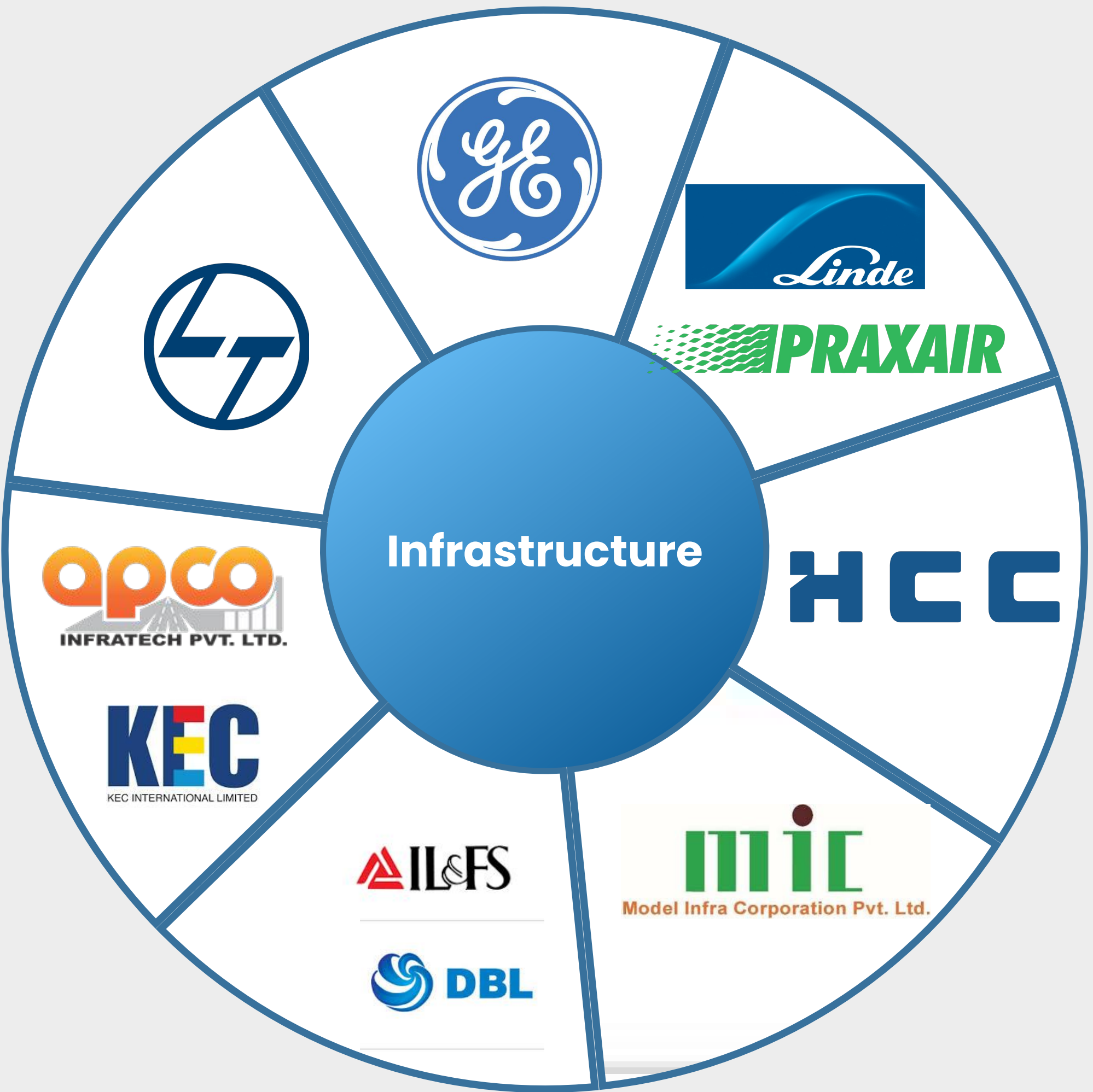
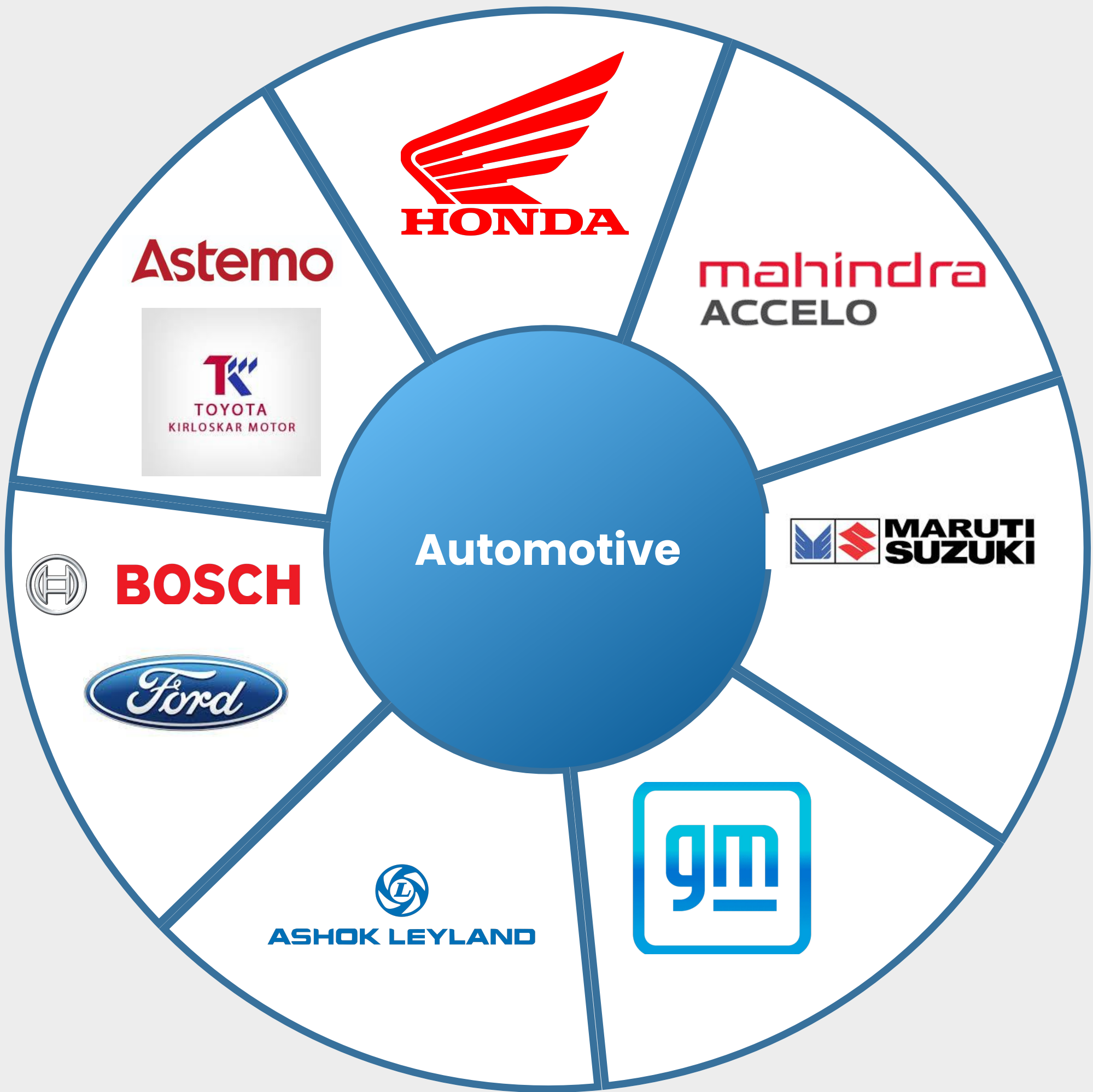
Top Brands Love MATEX



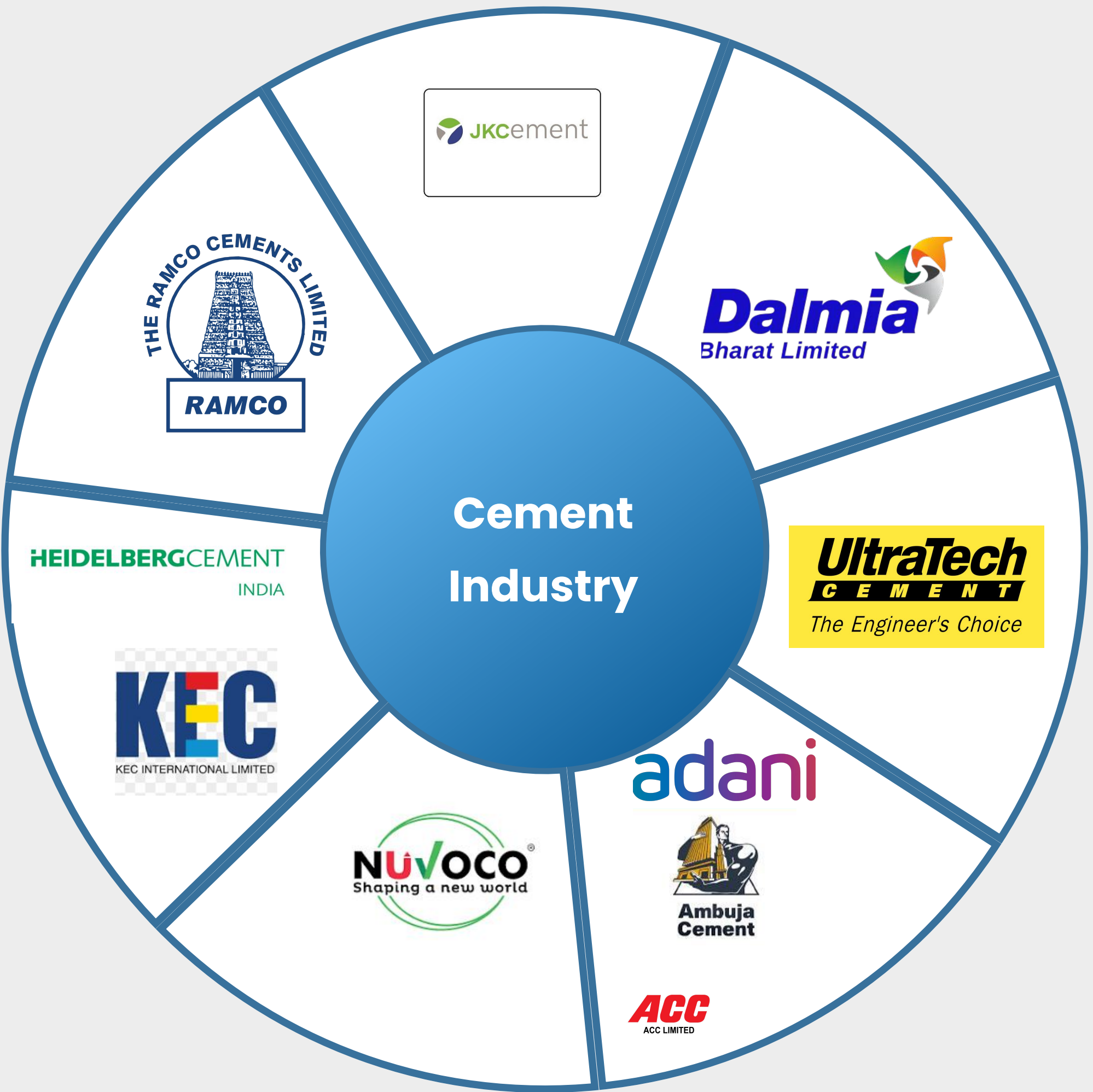
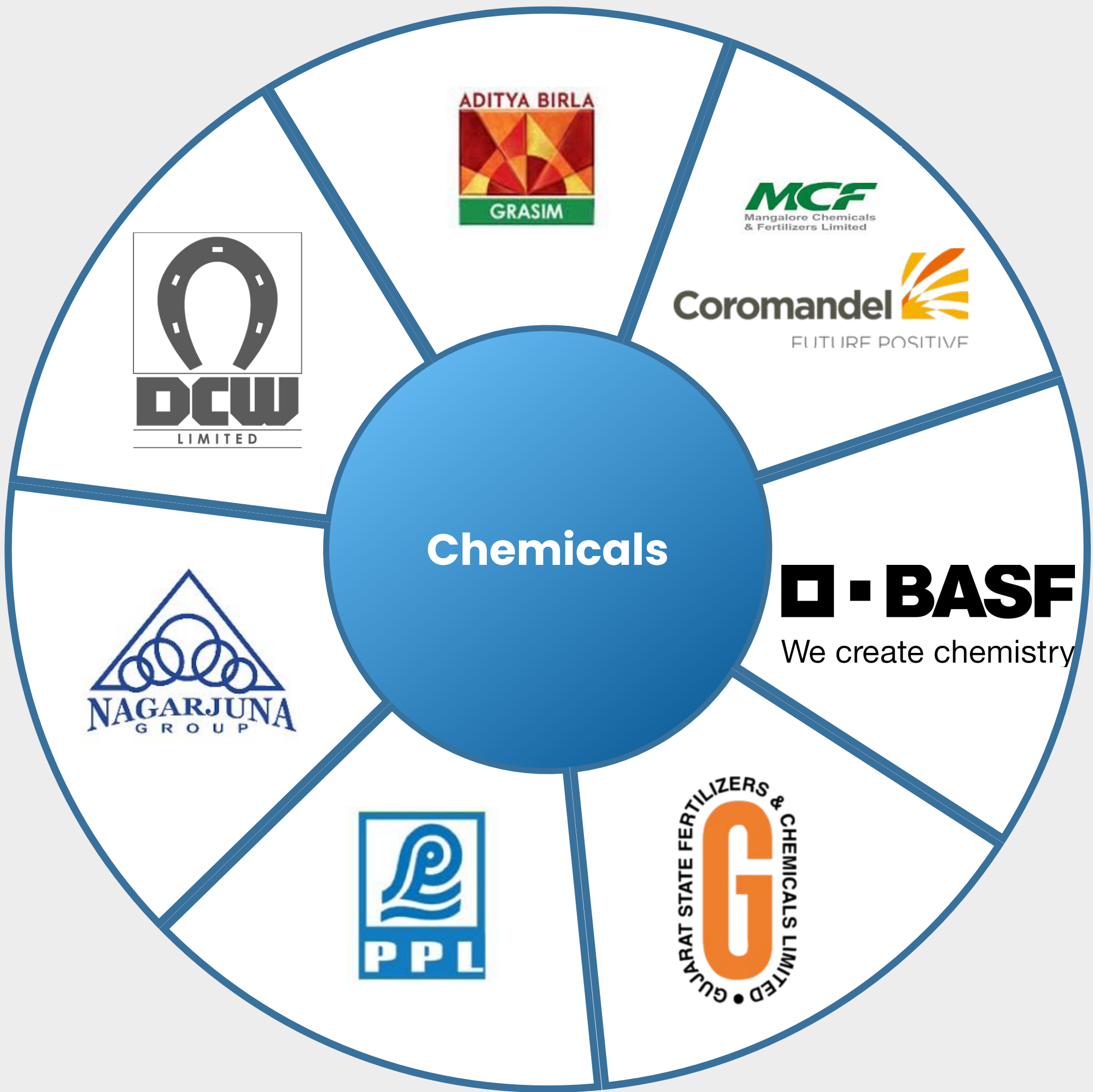
Top Brands Love MATEX



Top Brands Love MATEX



Top Brands Love MATEX



Creating Customer Delight

Why our customers love us?



01

Transparency in all actions and transactions fostering trust and fairness.

02

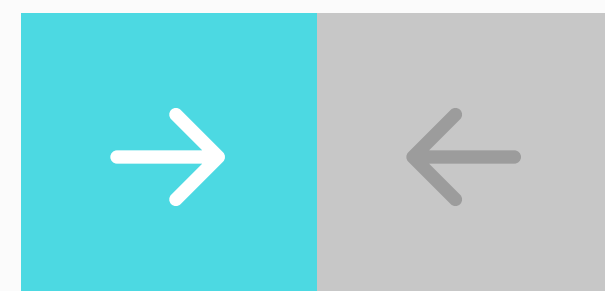
Good savings from competitive bidding, reduced overheads, and automation.

03

Easy-to-do processes ensure a user-friendly, hassle-free experience with streamlined steps.

A Whole New Revolution for Manufacturing Companies

Our Solid Vendors

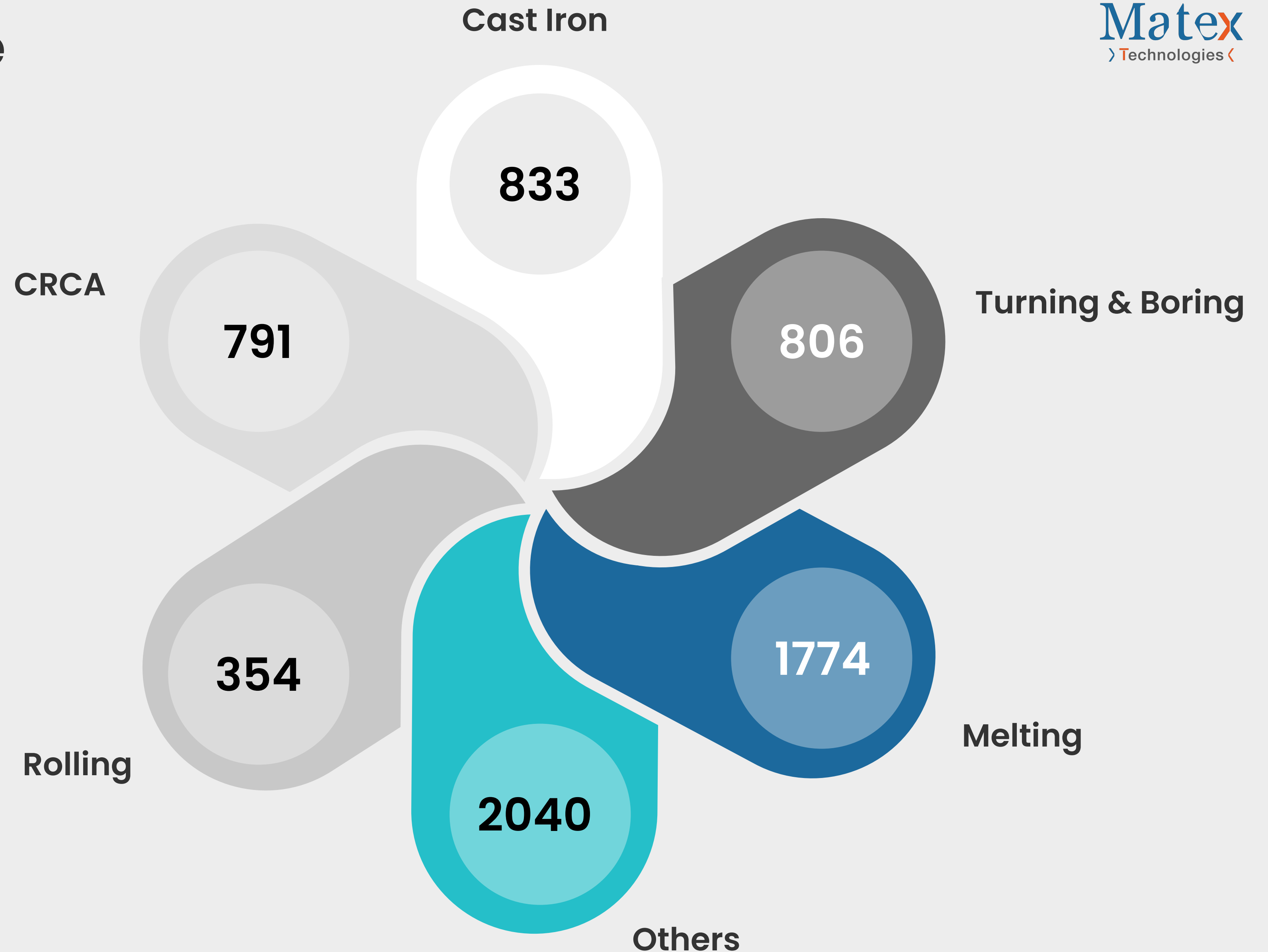


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Vendor Strength in the **Ferrous** Category

Ferrous products, are composed primarily of iron, which include materials such as mild steel, cast iron.

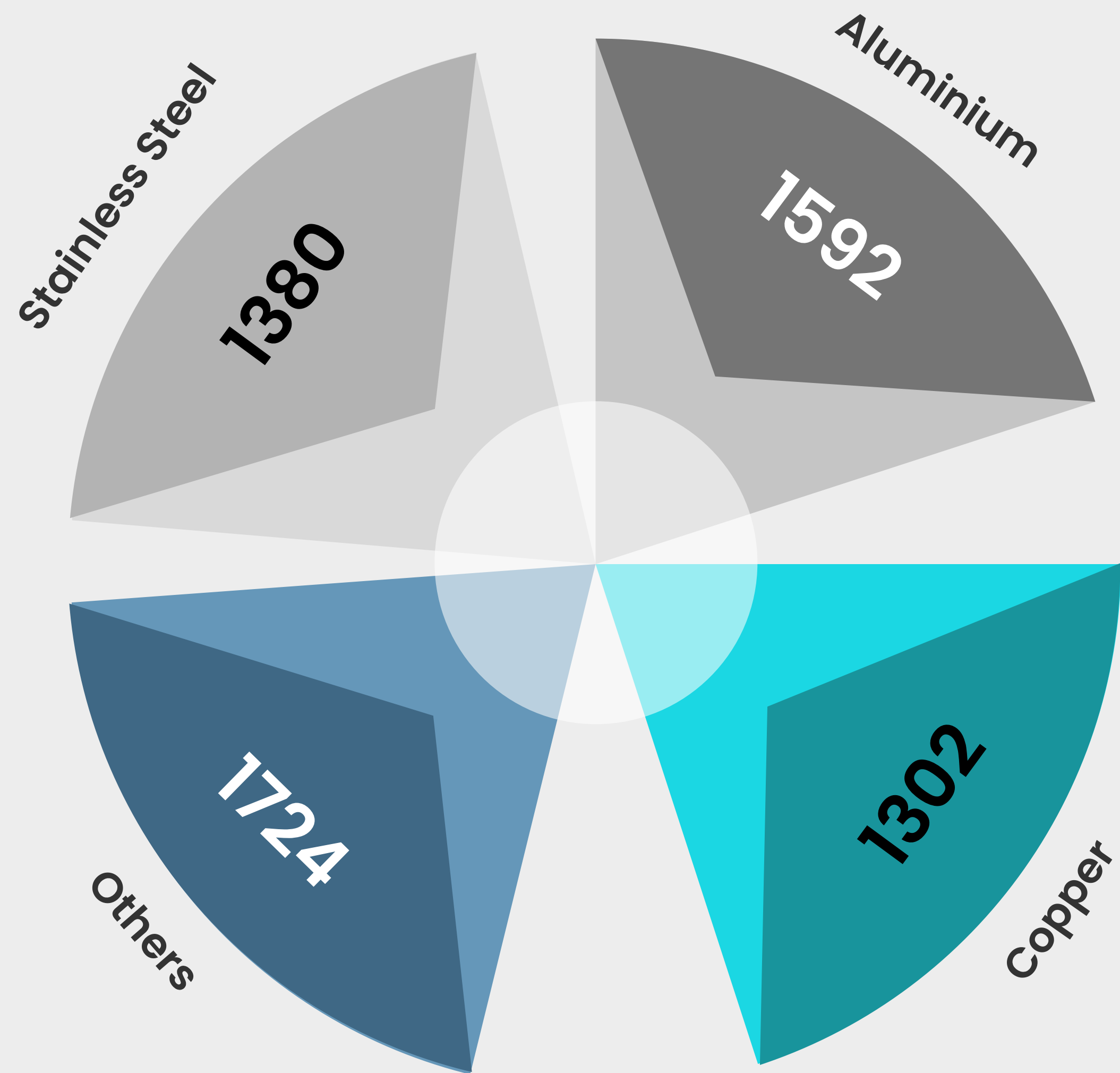
Here, we have highlighted our vendor strength in a few products and industrial processes commonly used in manufacturing and metal working.



Vendor Strength in the **Non-Ferrous** Category

Non-ferrous metals are metals that do not contain iron in significant amounts.

Highlighting our vendor strength in non-ferrous products.

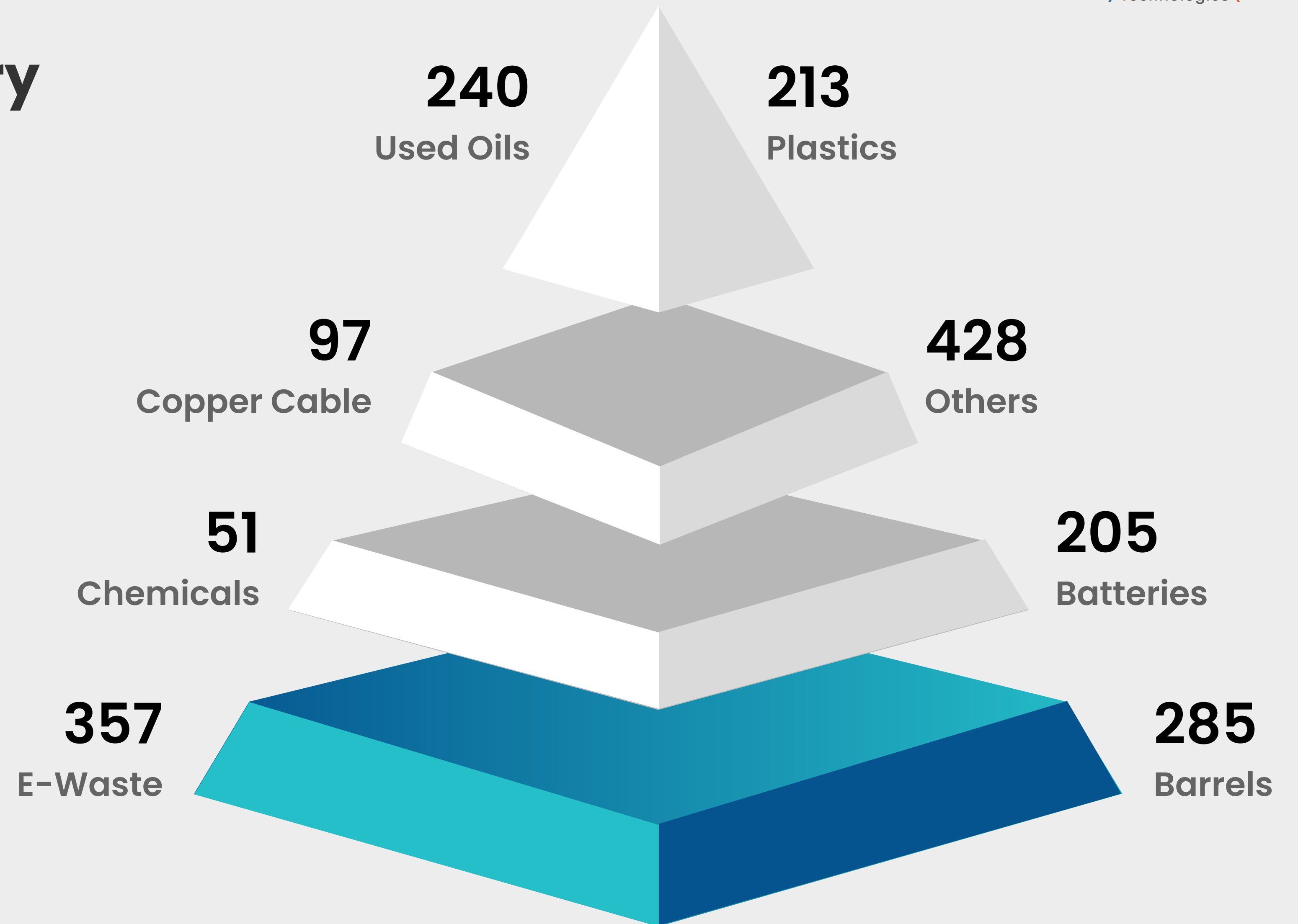


Vendor Strength in the **PCB Compliant** Category

Sectors handling hazardous materials like electronic waste, batteries, and used oils require Pollution Control board (PCB) certification to comply with environmental regulations and ensure safe recycling practices.

This certification is crucial for businesses, trading and disposing of these materials to mitigate environmental risks. Our platform enables you to source or dispose of hazardous materials confidently, adhering to regulatory standards.

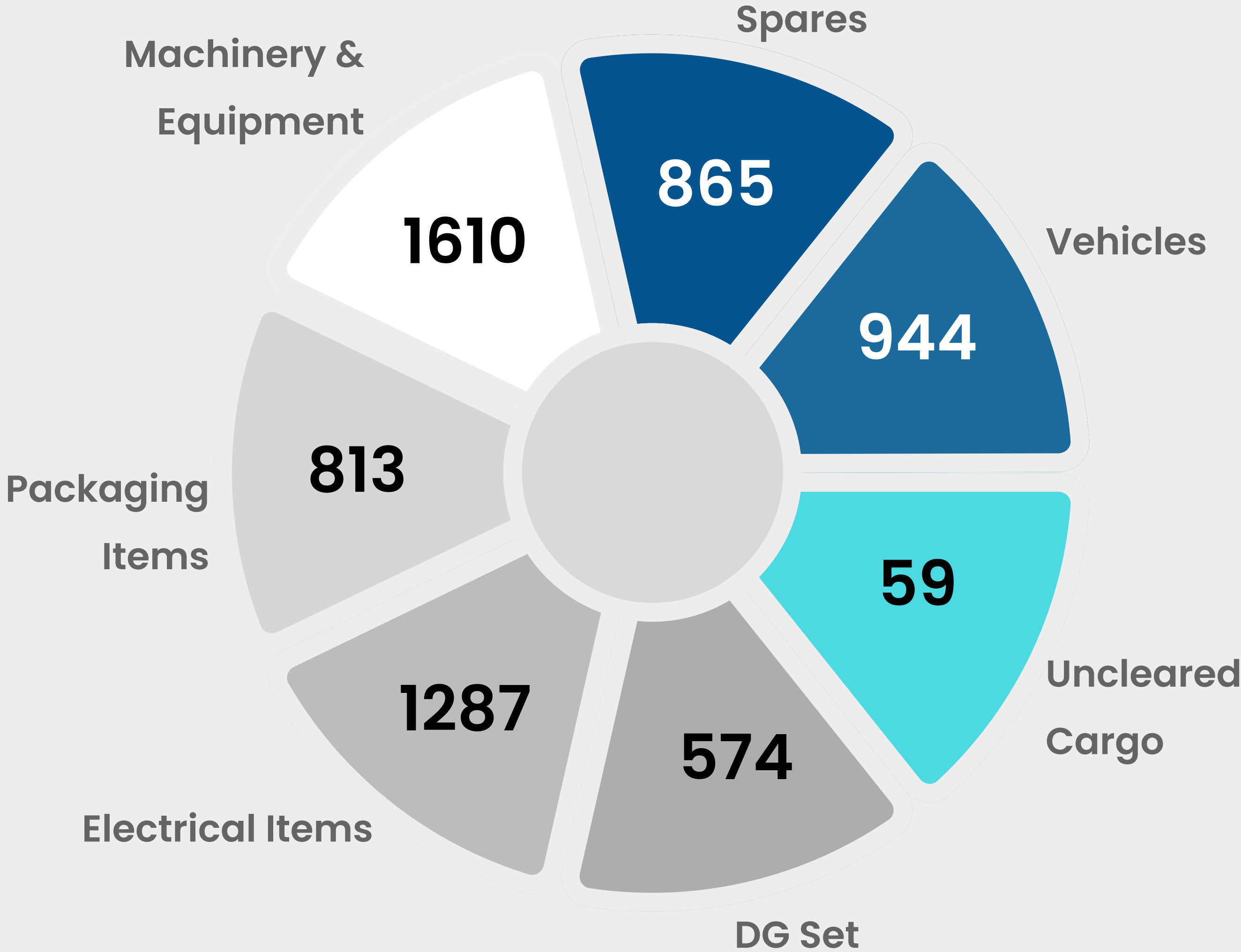
Highlighting vendors supporting PCB compliant products



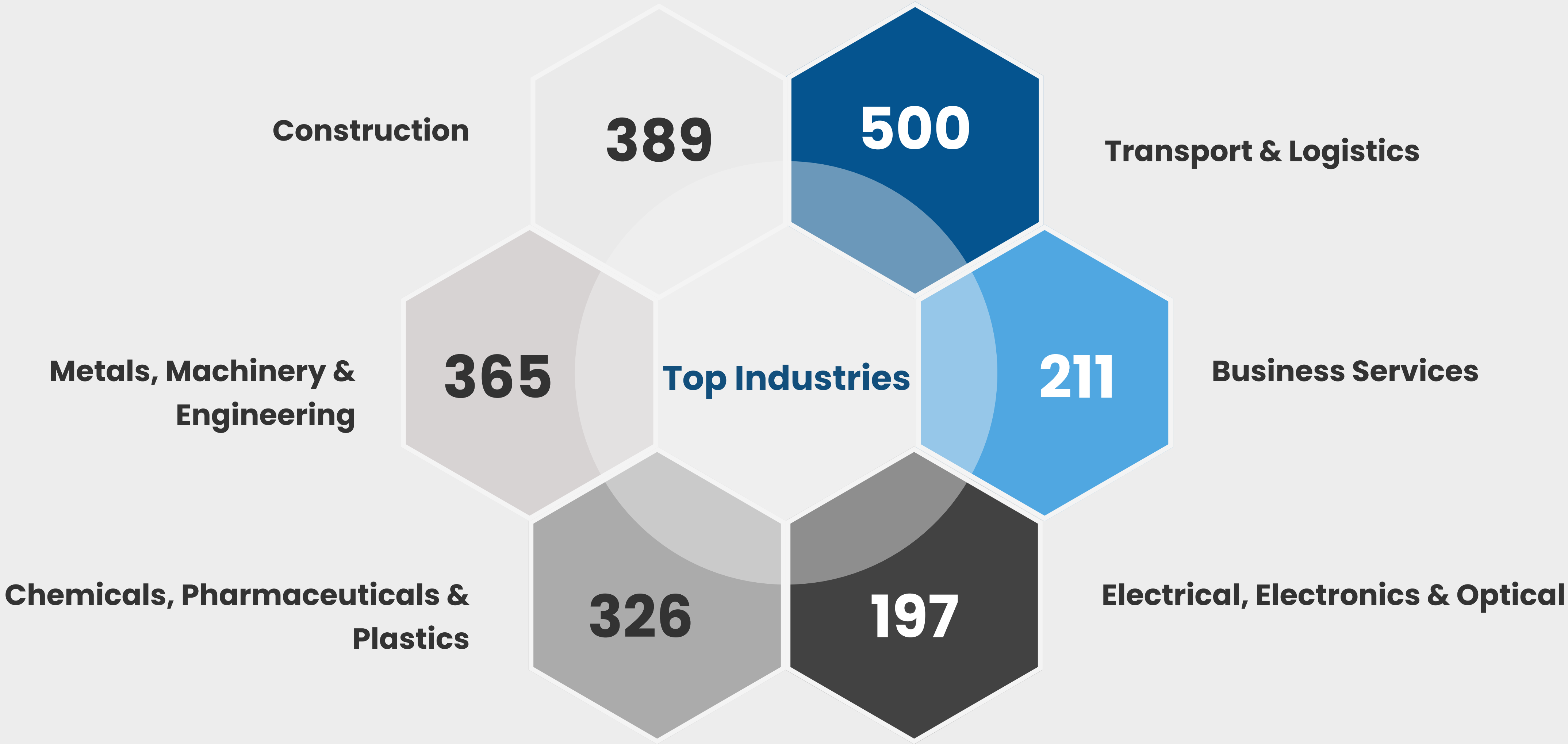
Fostering Relationships and Alliances

The **Other Major** Vendor Categories

Our vendor strength supporting other major categories.



Industry wise Vendor details for Procurement



Fostering Relationships and Alliances

Major Categories of Vendors for Procurement

Product Categories

- 01 Chemical materials
- 02 Packaging items
- 03 Printing items
- 04 Metal products
- 05 Plant equipment
- 06 Plant equipment



Service Categories

- 01 Transportation and logistics services
- 02 Construction contracts
- 03 Financial and insurance services
- 04 Canteen contracts
- 05 Security services Contract
- 06 Plant equipment



Our Robust Technology

Solutions That Enhance
Experiences!



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Security & Compliance



Security and Compliance

We ensure platform security through a multi-layered approach.

We comply with industry standards and regulations, including ISO certification (ISO 27001:2013 and ISO 9001:2015) and adherence to the IT Act 2000.

Building Trust through Security and Compliance

User Interface & Experience

User Interface and Experience

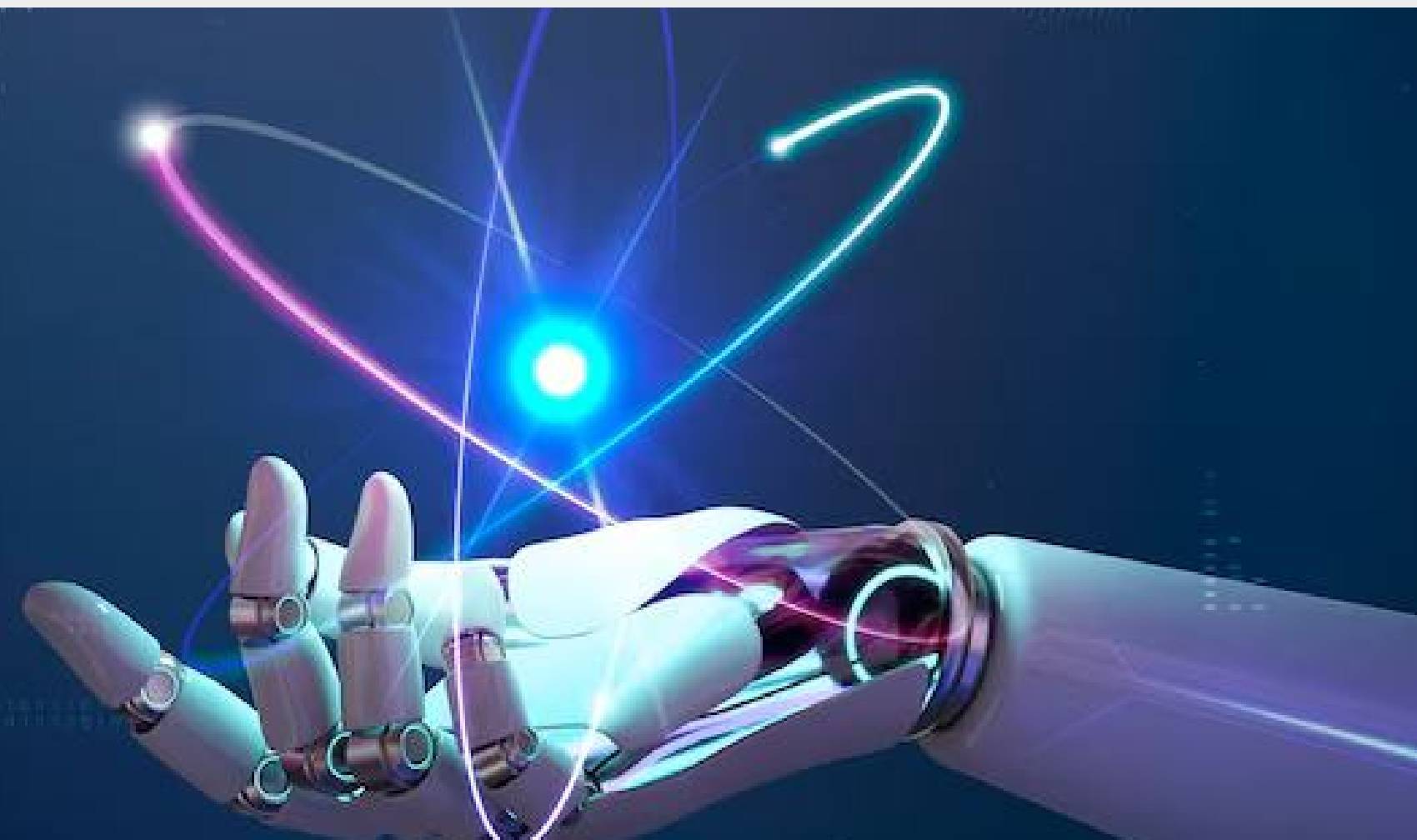
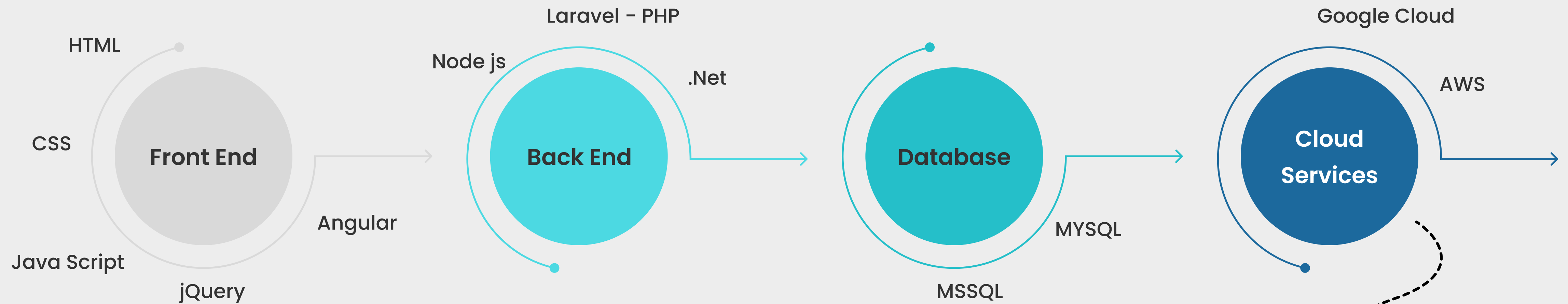
We offer web and mobile app (Android & iOS) interfaces that allow bidders to easily participate in auctions and have a seamless experience by following these steps:

- Register
- Login with credentials
- Validate your GST, PAN and upload the documents
- View and participate in auctions



Building Trust through Security and Compliance

Technology Essentials - Safeguarding Your Operations



Use of Cloud Services

- ✦ Compute
- ✦ Storage
- ✦ Networking

Benefits of Cloud Infrastructure

- ✦ Scalability
- ✦ Redundancy
- ✦ Disaster Recovery

Driving progress through innovative technology solutions

Ensuring Secure Online EMD Handling

Trust, Transparency & Peace of Mind

- The online collection of Earnest Money Deposit (EMD) via virtual accounts (Escrow mechanism) ensures transparency, trust, and confidence in all transactions.
- The escrow mechanism holds the EMD amount, releasing it according to the agreed terms once the transaction conditions are met.
- Provides an essential layer of protection for both parties.
- Reduces risks and ensures smoother, and compliant transactions.



We Care About Your Trust and Financial Safety

Deploying Robust Technology

Introducing Matex 's Auction Dashboard: a powerful tool for real-time insights and AI-driven analytics that enhances decision-making for sellers and buyers

The Auction Dashboard

- Helps in understanding the real-time insights for Sellers and Buyers
- Supports to monitor auctions, buyer participation, and price trends
- Helps to make data-driven decisions for optimizing auction strategies

Business Analytics & Market Insights

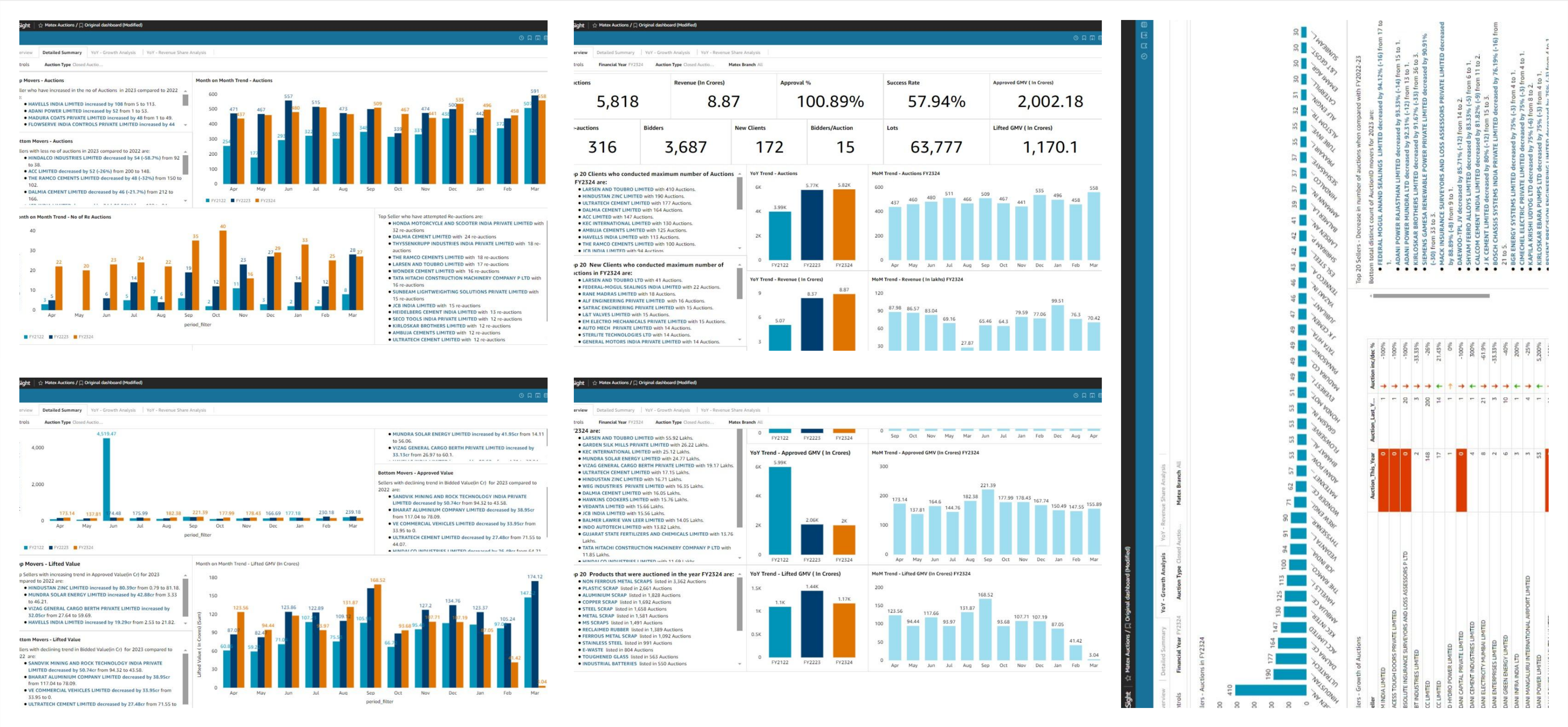
- Supports to track the number of auctions, buyers, and price appreciation
- Helps compare auction prices vs. market prices
- Supports benchmarking assets and refine sales strategies

AI Integration & Predictive Analytics

- Helps forecasting buyer participation and bid approval likelihood
- Supports predicting future market trends using historical data
- Helps optimizing auction outcomes with AI-driven insights

Driving Informed Decisions Through Data and AI

Data at a Glance: Our Interactive Dashboards



Our Success Stories



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Successful Expansion of E-Auction Strategies in the GCC Region

How we supported a leading Infrastructure Company in GCC to manage their scrap disposal through our structured E-auction methodology

Challenges:

The client have been successfully implementing e-auction strategies for disposals in India for the past 20 years. But they still faced difficulties in replicating this success in the GCC region operating over the last decade.

Establishing and executing effective e-auction operations in this region proved challenging due to differences in market dynamics and local connections.

Solution:

The Chennai branch of Matex stepped in to address these challenges, leveraging its industry expertise and robust bidder network to successfully manage multiple scrap disposal inquiries with a 100% success rate.

We developed a strategic approach that effectively navigated local connections, ensuring smooth, transparent operations while always prioritizing our clients' interests.

Benefit:

With minimal effort from the inhouse team, the client could manage the disposal process for the projects completed and vacate the premises in the allotted schedule. This allowed the company to focus on its core business without external concerns.

Conclusion :

The client was extremely satisfied with our services and has extended our services to other project locations in Saudi Arabia, Oman and other MENA countries.

How a Leading Viscose Yarn Manufacturer Increased Realization Value by 50% and Achieved Seamless Plant Dismantling – Ahead of Schedule!

A prominent manufacturer specializing in viscose filament yarn and viscosev industrial yarn leveraged our Matex platform to navigate a challenging auction scenario.

Challenges Faced

- Following the NCLT formalities, a prominent market player acquired the plant as a going concern.
- Two plants were sold offline at significantly lower prices due to local disturbances.
- The plant's location in the city center made dismantling nearly impossible without causing disruptions to the buildings and the nearby railway station.
- A pending court case on the day of the auction posed additional risks.
- The auction needed to be completed before the court verdict, necessitating a no-extension bidding method.

Solution Offered by Matex

- Matex facilitated the participation of specialized bidders experienced in sophisticated plant dismantling activities.
- The auction fetched a valuation of Rs.42 crore, compared to an offline offer of Rs.28 crore and a client expectation of Rs.35 crore.
- The buyer successfully executed the project within the allotted 9-month timeframe, ensuring 100% timely payments.
- The land was handed over on time for the development of a Logistics Park.

Benefits

- Offline Offer : **28 Cr**
- Competitor Auction Price : **39.75 Cr**
- Matex Auction Price : **42 Cr**

Over all Savings for the client :

14 Crores

The Matex platform not only exceeded the client's expectations but also ensured a smooth and timely project execution, showcasing the platform's efficiency, service quality and reliability in handling complex industrial transactions.

Success Story → Surplus**tek**

How Matex Technologies helped resolving the Surplus Disposal Challenges in a project at Karnataka for a leading Engineering & Construction Firm based at Chennai.

Challenges Faced

A Client had a large stock of 5500MT of non-moving, project surplus HDPE pipes at their project sites blocking their entire work space. They tried online auctions through various online sites but weren't happy with the amount.

Solution Offered by Matex

- Understood that the auction methodology wouldn't fetch the desired price
- Immediately switched to finding **end user** vendors who has the storage capacity to take up the large volume of material and the capacity to pay an EMD of 1 crore.
- Researched with the above criteria and approached several vendors and finally identified the potential end user.

Project Cost

The entire sale through Matex platform was approximately
Rs. 30 Crores.

Benefits for the Client

- Found a suitable buyer for the HDPE pipes who accepted to take the entire lot.
- Received a competitive price.
- Allowing for more efficient use of their workspace.



Success Story



“ProcTek has come up with a beautiful tool and concept which helps us in freight cost reducing and transparency in the system” – Client

How Matex Intervention helped a leading Sanitaryware Company to overcome it's logistics challenges.

Challenges Faced

- A leading sanitaryware brand, encountered significant transportation and logistics challenges in transporting their finished goods to their warehouses.
- The manual process of collecting and finalizing quotes for transporting products to various warehouses across the country, often took over a month.
- Managing multiple vendors led to delays, and the absence of a streamlined route allocation system further complicated timely deliveries.
- Manual regional breakdowns delayed critical logistics decisions, impacting overall efficiency of the company.

Solution we offered

- Matex addressed their pain points by offering TransportTek, an innovative module for streamlined negotiations and customized solutions in logistics management. This module enabled efficient regional breakdowns and timely completion of the quote collection and final signoff process.
- Though the pain points were reduced initially, they weren't completely nullified. Understanding this, the technology team again customised and introduced a **weighted average methodology**, a statistical approach including advanced algorithms which significantly enhanced decision-making and operational control, bringing various actions within their turnaround time (TAT). This helped in better management of the routes and its connectivity.

Benefits

- The implementation of the TransportTek services resulted in substantial benefits for the Sanitary brand.
- The company saved over **Rs. 26+ Cr** through competitive bidding for just 4 years. It drastically reduced the time and effort required for logistics management, and optimized route planning for timely deliveries.
- The streamlined systems improved overall operational efficiency and decision-making processes, enhancing the brand's market position and satisfaction levels.

In conclusion, Matex's tailored solutions effectively addressed the transportation challenges, leading to significant cost savings, improved efficiency, and strengthened market leadership for the client.

Highlights

Period of study – from Oct 2021 to Mar 2024

11,087

No. of Routes Handled

26.29 Cr

Savings amount (Rs)

15%

Savings %

We Welcome You to Partner With Us (8 Reasons)



Why Entrust Us with Your Operational and Strategic Needs?

We are Ready to Serve You



Together We Can Achieve More!

THANK YOU



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