



Marlbo®



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Marlbo® SINCE 1989

# COMPANY PROFILE

Marlbo Trading Company



Website



Corporate Video



Product Catalogues

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“**M**arlbo Trading Company commenced operations in 1989 as a small enterprise and has expanded into a large trading company. We were in Keyzer St, Colombo - 11 originally, then with more facilities we moved to Sangaraja Mawatha, Colombo - 10. In 2013 Marlbo Trading Company moved to its own premises at Kollupitiya, Colombo - 03. Marlbo achieved its milestone, 30 years of unprecedented service in the year 2019.”






# CORPORATE INFORMATION



Name of Establishment: **Marlbo Trading Company**  
Established in: 1989

Registered Office: 24, Abdul Gaffoor Mawatha,  
Colombo - 03,  
Sri Lanka.

 1303 Colombo, Sri Lanka.  
 (+94) 11 - 257- 6999  
 (+94) 11 - 257- 7872  
 marlbo@sltnet.lk / marlbo@marlbo.net  
 www.marlbo.net





## OUR PROFESSIONAL SERVICE PROVIDERS

### Our Professional Consultants

#### Consultants

Name: R. Muthuramanadan  
Former Deputy General  
Manager - CEB  
Address: 26/1/1, Moors Road,  
Wellawatta, Sri Lanka  
Telephone: (+94) 77-727-1285

### Company Lawyers

#### Legal Consultants

Mr. Saravanan Neelakandan.  
Attorney-At-Law, Notary Public,  
Neelakandan & Neelakandan.,  
HQ Colombo (Level 4),  
No. 464A, T.B. Jayah Mawatha,  
Colombo 10.  
Telephone: (+94) 11-210-3050

Mr. Avindra Rodrigo.  
Attorney-At-Law,  
President's Counsel,  
No. 03, Maha Nuga Gardens,  
Colombo - 03.  
Telephone: (+94) 77-776-6600

### Our Auditors

#### Auditors

Name: R.S. Nadarajah & Co.  
(Chartered Accountants)  
Address: 126 3/3, YMBA  
Building, Colombo 01, Sri Lanka.  
Email: rsnadarajah@gmail.com  
Telephone: (+94) 11-233-6174  
Fax: (+94) 11-239-9106

### Our Bankers



**PEOPLE'S  
BANK**

#### PEOPLE'S BANK CORPORATE BANKING DIVISION

No. 91, ACHC Building,  
Sir Chittampalam A. Gardner,  
Mawatha,  
Colombo 02, Sri Lanka.  
Telephone: (+94) 11-248-1481



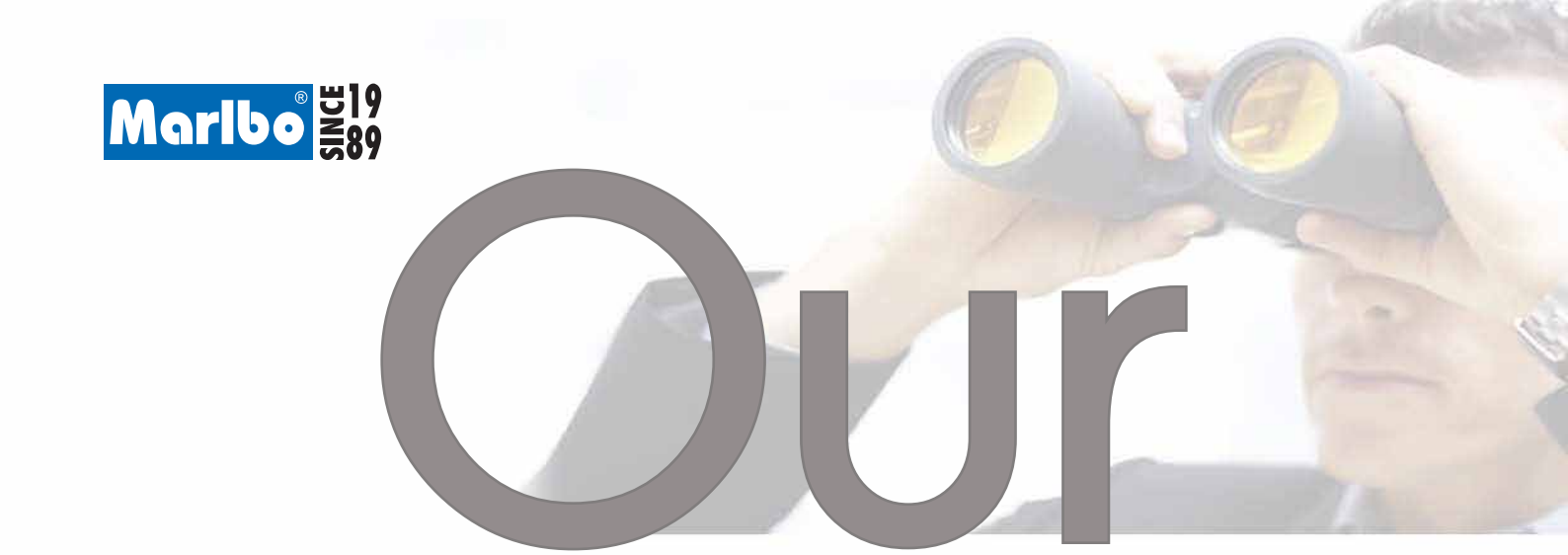
#### BANK OF CEYLON

Super Grade Branch,  
Merchant Tower,  
Colombo 03, Sri Lanka.  
Telephone: (+94) 11-461-2617



#### COMMERCIAL BANK OF CEYLON PLC

285, Galle Road, Colombo 03,  
Sri Lanka.  
Telephone: (+94) 11-257-7281

A close-up of a person's face as they look through a pair of binoculars. The person is wearing a watch on their left wrist. The background is a soft, out-of-focus light blue.

# Our

We strive our Best to Provide the Highest quality products at competitive prices, which is backed by outstanding customer service, providing solutions to the nation's power sector and other utilities.

A conceptual image showing several business professionals in suits standing on a large, white, 3D puzzle that is shaped like the word 'Vision'. Some people are standing on the puzzle pieces, while others are reaching up to place or adjust them. The background is a light, hazy grey.

# Vision

# OUR MISSION

- To provide our customers the best technical and industrial solutions with value, quality and innovative technology.
- To pursue customer excellence through a trained and dedicated team to render a valuable service with high performance standards and business ethics building trust.
- To support our principals and customers with customized solutions through market research.





## **Marlbo** Work Ethics and Values

### Organizational Values

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Organizational values in line with its mission and the vision to define the acceptable standards which govern the behavior of individuals within the organization.

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### Teamwork

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The process of working together contributing their best effort in any circumstance, using their individual skills and providing constructive feedback in order to achieve organizational and individual goals.

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### Empathy and Trust

---

Understanding and interpreting others' emotions with assured faith on their character, ability, strength and reliance of an individual.

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### Commitment with Passion

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The act of committing to our work, personalizing it to who you are and achieving a relationship that is tailored to our mutual goals.

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### Honesty and Integrity

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Honesty is being truthful, fair, righteous and straight forward. Professional integrity is doing the right thing, by being a responsible worker, getting the job done on time to consistently deliver quality work.

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### Novelty

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Possessing the qualities of being new, unique, innovative, interesting and to add value to your work.

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### Open Communication

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The element of a good team consists of the openness, transparency, free exchange of ideas and objections are encouraged.

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As the founder of **Marlbo Trading Company**, I have had the privilege to witness the growth of the Company, which is a “just reward” for the dedication, commitment and perseverance shown by its management and staff to achieve business objectives. It has always been our policy that customer satisfaction is a crucial part of our business. Hence we want to be one of the most friendly, customer oriented trading organizations in Sri Lanka. According to an indepth study of our customer’s requirements, we provide the best and most efficient services.

**Marlbo Trading Company** in a relatively short period has emerged as one of the most dynamic and progressive trading companies in Sri Lanka. Today it is recognized and respected in Sri Lanka as a dynamic and reliable company mainly in the power sector. Marlbo Trading Company has also diversified to supply other items such as industrial safety equipment and light fittings.

Many reasons can be attributed to the growth of our Company, it is my firm belief and conviction that the main reason for our success are our employees. Marlbo employees have no doubt contributed to the various levels of success that we have achieved todate. We believe that human resources plays an important role in the progress and development of the company. We constantly endeavor to improve the skills of our employees through training programs.

I look forward to being a part of the growth of **Marlbo Trading Company**, as it pursues its vision to be one of the leading Trading Companies in Sri Lanka.

**M. Maniymuthu**  
(Proprietor)



## ABOUT US



### Optimising Performance to Deliver Results

#### Our Product Ranges:

- i. Energy Equipments MV/HV
- ii. Measuring Instruments - LV
- iii. Machinery and Tools
- iv. Industrial Sales & Safety Solution

We are also a registered vendor to government institutions, semi-government institutions, utility agencies and the private sector industries. Furthermore, we participate in local and foreign tenders.

The products, we import and distribute to the market are exclusively represented by us and we hold Agencies / Channel Partners status from overseas manufacturers/suppliers.





# MANAGEMENT



**Mr. M. Maniymuthu**  
Proprietor



**Mr. Neel Weedagama**  
Chief Executive Officer



**Mr. Upul Kulatunga**  
Director  
Commercial & Business Development



**Mr. Amila Lakpriya**  
Head of Engineering



**Mr. M. Karunanithy**  
Senior Manager  
Power Utilities



**Mrs. Nadeeka  
Priyadharshani**  
Financial Controller



**Ms. Brundha  
Priyadharshani**  
Senior Manager  
Testing & Measuring  
Instruments



**Mr. Nalin Krishantha**  
Accountant Banking





**1<sup>ST</sup> ROW FROM THE LEFT (SEATED)**

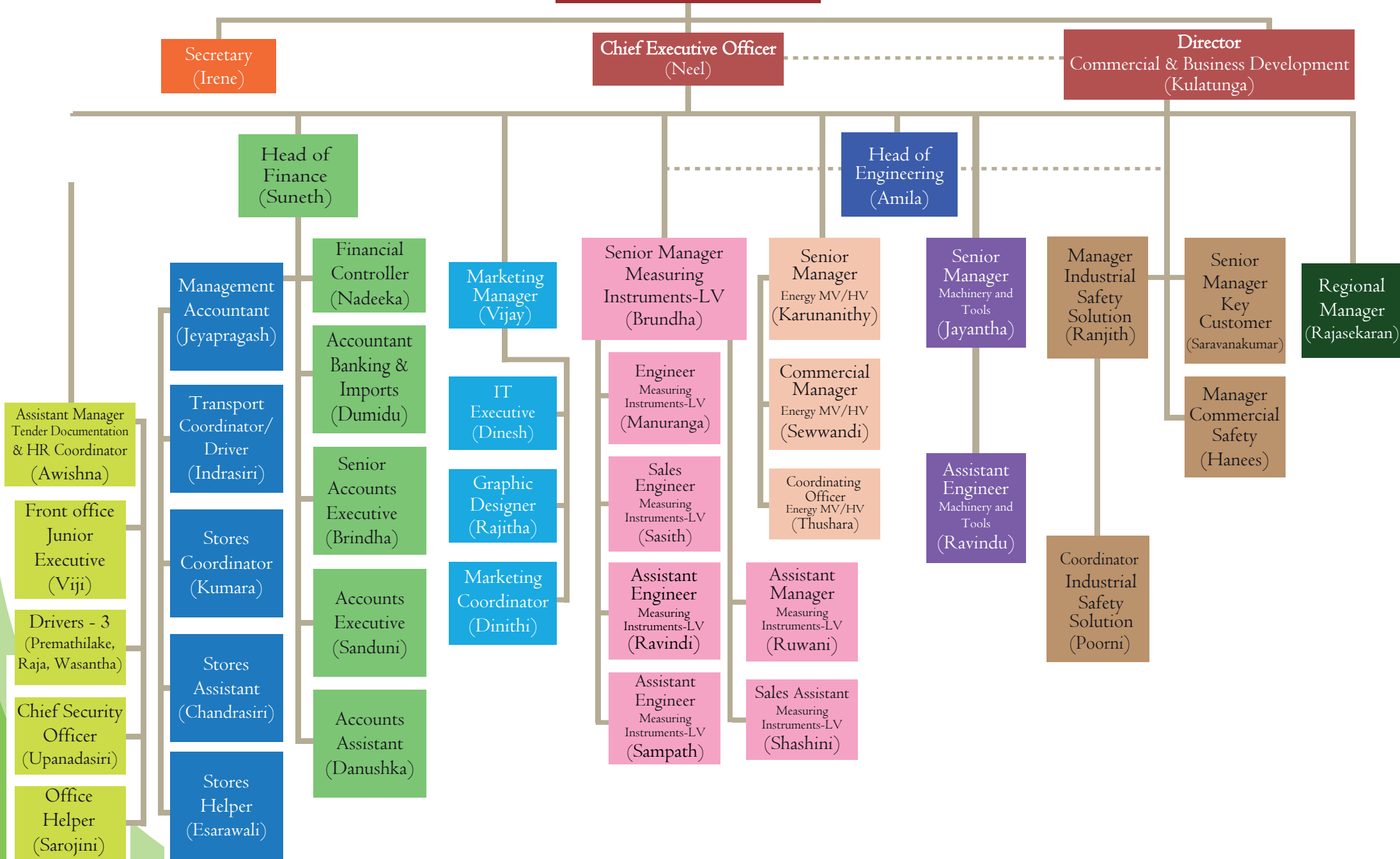
Mrs. Nawarathne S.M, Mrs. Perera P.A.C, Mrs. Pereira I.S, Mr. Jayantha. M.V.S.P, Mr. Saravanakumar. T, Mr. Vijayakumar. A, Mr. Peiris T.P, Mr. Kulatunga U.P, Mr. Maniyimuthu. M, Mr. Weedagama N.S.L.S, Mr. Karunanithy. M, Mr. Lakpriya L.H.A, Mr. Krishantha H.S.P.N, Mr. Rathnayake R.A.D.W, Mrs. Priyadarshani M.A.N, Mrs. Chandrika Silva N.A.S, Ms. Priyadarshani K.B.

**2<sup>ND</sup> ROW FROM THE LEFT (STANDING)**

Mr. Fernando R.T.D, Mr. Ramannan S, Mr. Chandrasiri S.K.S, Mr. Menaka K.T, Mr. Daneshkumar R, Mr. Prakash P.K.S, Mr. Jeyapragash U, Mr. Hanees H.M.M, Mr. Thivakaran. E, Mr. Muthugala M.R.K, Mr. Nanayakkara D.A.N, Mr. Somasiri M.C, Mr. Upanandasiri S, Mr. Indrasiri P.L.S, Mr. Nishantha S.S, Mr. Dhananjaya W.A.D.C.

**3<sup>RD</sup> ROW FROM THE LEFT (STANDING)**

Mr. Kumara A.P.N, Mr. Saravanakumar R, Mrs. Wijeyasinghe V, Ms. Basnayake C.J, Mrs. Perera K.K.A.H.G, Ms. Athukorala S.L, Mrs. Sarojini S, Ms. Priyanka B.V, Ms. Thenuwara T.H.R.H, Ms. Wickramasinghe W.K.M.M, Ms. Saranga Kumari W.A.V, Mrs. Gunewardena C.R.S, Ms. Nanayakkara K.A.S.P, Mrs. Sagayamoorthy B, Mr. Gunasena W.G, Mr. Premathilaka W.M.





## Nature of Business

**Marlbo Trading Company** supplies electrical and safety equipment to government institutions, semi-government institutions, departments, ministries, boards, armed forces and private institutions. It participates as a locally accredited Agency representing overseas bidders in local tenders.



## Staff

With a view to expand our Product Portfolio, the Market Coverage and to offer more effective and efficient service to our customers, we are strengthening our Sales and Marketing team with young, dynamic, qualified and competent staff.



## Divisions

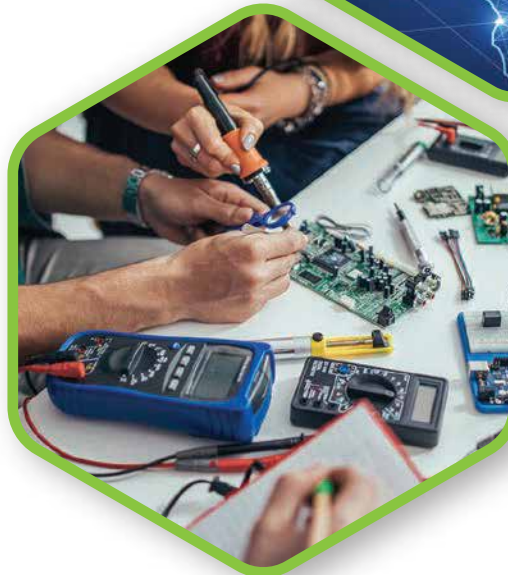
Distinctive Operational Divisions as follows:

1. Energy MV/HV
2. Measuring Instruments-LV
3. Machinery and Tools
4. Industrial Sales & Safety Solution

## Global Recognition

We represent many global brands from the US, UK, Europe and Japan as their Channel Partner in Sri Lanka for the past two to three decades.

The High-Quality Standardization, On Time Delivery and efficient After Sales Service offered by our principals is our strength.



## Technical Area

We have a qualified Engineering team consisting of Electrical and Electronics Engineers led by a Head of Engineering to meet all technical and after Sales Demands.



## Marketing

Marketing being our lifeline, there is always a drive to explore the possibility of marketing various items that we are associated with.



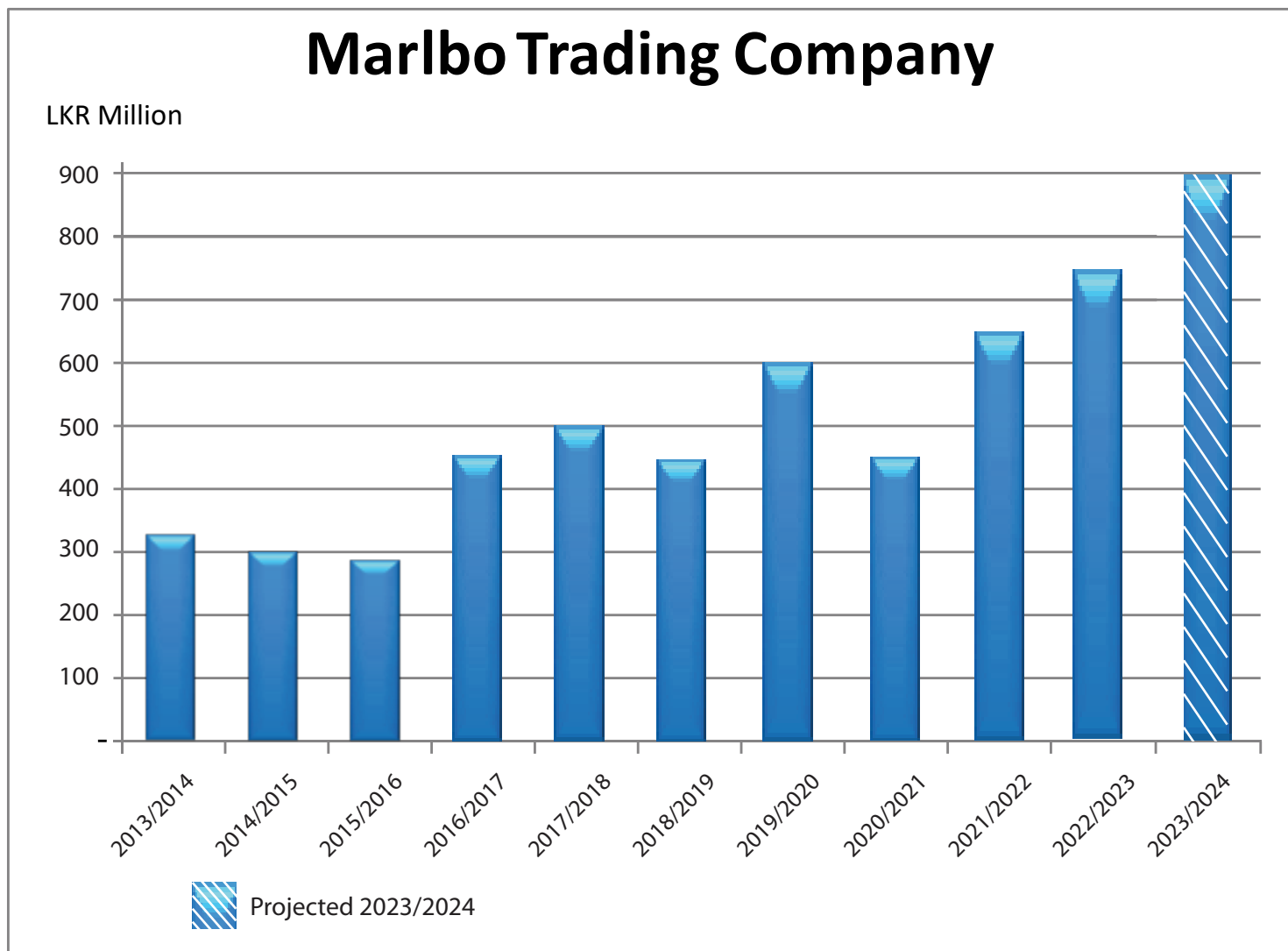
## Dealer Network

It is our intention to enlarge the current dealer network which will enable **Marlboro** to cater the needs of urban and rural areas. We have also initiated a program to increase the number of dealers.





## Annual Turnover 2014 - 2024



## Energy MV/HV

<b>SensorLink Corporation USA</b>   <b>HV Measuring Instruments</b>	<b>Michaud Export France</b>   <b>LV ABC Accessories</b>	<b>Dilo - Germany</b>   <b>SF6 Gas Handling Equipment &amp; Instruments</b>	<b>DVPower - Sweden</b>   <b>Transformer, Circuit Breakers &amp; Battery Testing Instruments</b>
<b>Soter - China</b>   <b>Fiberglass Safety Ladders</b>	<b>Hastings Fiber glass Products INC - USA</b>   <b>Fiberglass products</b>	<b>Amitasha Enterprises Pvt Ltd India</b>   <b>Galvanized Steel Towers</b>	<b>Keidy - China</b>   <b>MV Porcelain Insulators</b>
<b>Dubuis SAS - France</b>   <b>Hydraulic Crimpers &amp; Cutters</b>	<b>Calmet SP. Z.O.O - Poland</b>   <b>Meter Testing Equipment</b>	<b>Savic Engineering - Belgium</b>   <b>Dust Control Systems</b>	<b>Sofamel - Spain</b>   <b>Connectors/Safety Products</b>
<b>MP Filtri - UK &amp; Italy</b>   <b>Hydraulic Filtration, Contamination Monitoring Products</b>	<b>P&amp;B Weir - UK</b>   <b>LV/MV Earthing &amp; Safety Equipment</b>	<b>Nagaki Seiko Co. Ltd Japan</b>   <b>Tension Tools &amp; Equipment</b>	<b>KLK Electro Materiales S.L.U.</b>   <b>Earthing Solutions</b>
<b>Yueqing city Full Imp and Exp Co.,Ltd</b>   <b>Cable Lugs</b>	<b>CTC INSULATOR CO., LTD</b>   <b>Composite Insulators</b>	<b>ZECK GmbH Germany</b>   <b>Overhead line stringing tools &amp; Accessories</b>	<b>KEW Engineering Works India</b>   <b>LV Switchgears</b>
<b>GMG International - India</b>   <b>Heat shrinkable products Protective tubes</b>	<b>A.N.Wallis &amp; Co, Ltd - UK</b>   <b>Exothermic Welding &amp; Lightning Products</b>	<b>BAUR - Austria</b>   <b>UG Cable Testing &amp; Fault Locating, Instruments</b>	<b>DERANCOURT - France</b>   <b>Cable preparation tools / Insulated tools</b>
<b>Globe Heat Treatment Services Ltd - UK</b>   <b>Heat Treatment Units &amp; Accessories</b>	<b>Ferman - Serbia</b>   <b>LV/MV ABC Accessories</b>	<b>Power Sonic - USA</b>   <b>Sealed Lead Acid, Lithium Batteries</b>	<b>E+E Elektronik - Austria</b>   <b>Humidity, CO2, Flow &amp; oil measurement instruments</b>

## Measuring Instruments - LV

**Fluke Technologies  
Pvt Ltd - India  
(Fluke Corporation - USA)**

**FLUKE**



Test and measurement tools  
Digital Multimeter  
Clamp Meters  
Thermal Imager  
Battery Analyzer  
Power Quality Analyzer  
Vibration Analyzer  
Scope Meter

**Kyoritsu Electrical  
Instruments Works Ltd  
Japan**



Test and measuring instruments  
Digital Multimeters  
Clamp Meters  
Insulation Tester  
Earth Tester  
Power Loggers  
Power Quality Analyzer  
Multifunction Tester

**Good Will Instrument Co., Ltd  
Taiwan**

**GW INSTEK**

Simply Reliable



Electrical test and  
measuring instruments

Power Supply  
Function Generator  
Oscilloscope

**Amprobe Test Tool - USA**

**AMPROBE**



Electrical test and  
measuring instruments

Light Meter  
Sound Meter  
Anemometer  
CO2 meter

**Fluke Networks - India  
(Fluke Corporation - USA)**



Copper Cable Test Equipments  
Fiber Cable Test Equipments  
Certification Equipments

**kett Electric Laboratory  
Japan**



Measuring instruments  
Moisture Meter

**DeFelsko Corporation - USA**

**DeFelsko**



Coating Thickness Gauge  
Surface Profile Gauge  
Hardness Tester

**Novotest  
Ukraine**



NDT Instruments

**Fluke Process  
Instruments - USA**



Process Instruments

**Dillon Force Measurement  
Equipment - UK**

**DILLON**  
Force Measurement Equipment



Force Measurement  
Equipment

**PCE Instruments  
Germany**



Laboratory test  
Equipment

**Martindale - UK**



Socket testers

**Blacklinesafety  
Canada**

**blacklinesafety**



Gas Detectors  
& Monitors

**Katronics  
United Kingdom**



Specialists in Ultrasonic Flow  
Measurement

**Sonotec  
Germany**

**SONOTEC**  
ULTRASONIC SOLUTIONS



Ultrasonic Solutions

**Rigol  
Technology**

**RIGOL**



Oscilloscopes DC Power Supplier  
Waveform Generators  
Spectrum Analyzers



## Industrial Sales and Safety Solution

**Adela Enterprise Co., LTD**  
Taiwan



Lineman Safety Belts  
Full body Harnesses

**Yotsugi Co. Ltd - Japan**



Rubber Insulation Boots

**S2H Enterprise Co., LTD**  
Taiwan



Safety Helmets

**Regeltex - France**



Electrician Gloves  
Over Gloves

**Fuji-Denko Co. Ltd - Japan**



Lineman Safety Belts  
Full body Harnesses

**Pan Taiwan Enterprises Co. Ltd - Taiwan**



Safety Helmets

**Dpi - Italy**



Self Contained Breathing  
Apparatuses

**Ho Cheng Safety Enterprise Co. Ltd**  
Taiwan



Safety Equipments

**Better Safe**  
China



Eyewash shower / basin

**Premier Polyfilm LTD**  
India



Insulating Mats

**Zelinsky Group**  
Russia



Full face Gas Masks  
Half face Respiratory Masks

**Respirex**



Chemical Suits / boots

**Ruian Hongan Shoes Co., Ltd**  
(Sigmapro) - china



Safety Shoes

**Justrite**  
USA



Fire Safety Cabinets  
Spill kits / Plunger Can

**Harvik Rubber Industries**  
Malaysia



Fireman Boots

**Viking Life Saving Equipment (Pvt) Ltd.**  
Denmark



Fire Fighter Jackets & Trousers

**Mullion - Belgium**



Fireman Gloves

**PAB - Croatia**



Fire Helmets

## Machinery and Tools

**KuDos Global Sales Office  
Taiwan**

**KuDos®**



• Hydraulic & Mechanical  
Crimping Tools

**Unitek Machinery - Taiwan**



Wood Working Machinery

**Torin Inc. - USA**



Lifting Equipment

**Keson Industries - USA**



Measuring Wheel

**Insulated Tools Ltd (ITL) - UK**



Insulated Ratchet wrench for piercing

**Wenzhou Choieo Trade  
Co. Ltd - China**



Educational Training Pannels

**Shandong Luzhong Machine  
Tool Co.,Ltd. - China**



Plate Bending & Sheering Machine

**TOPTECH - China**



Lathe / Milling Machine

**Rothenberger - German**



PE Welding & Fusion Machine  
Drain Cleaning System

**I dex Corporation  
(Band IT) -UK**



Stainless steel Buckle  
Hand Tool / Strap

**Solinst Canada Ltd. - Canada**



DIP Meters

**PA Hilton  
UK**



Education Training  
Equipment

**Wuxi Plastic Welding - China**



Butt welding Machine  
Electro fusion Machine

**edibon - Spain**



Education Training  
Equipment

# CORPORATE CLIENTS





**R.S.NADARAJAH & CO.,**  
Chartered Accountants.

Partner :  
M.I.A. Manievannan ACA, ACMA

# 126-3/3, 3rd Floor,  
Y.M.B.A. Building,  
Colombo 01. Sri Lanka.  
Tel : +94 11 233 6174  
Fax : +94 11 239 9106  
Email : rsnadarajah@gmail.com

**M/S. MARLBO TRADING COMPANY**  
**NO.24, ABDUL GAFFOOR MAWATHA, COLOMBO - 03.**

**STATEMENT OF FINANCIAL POSITION AS AT 31<sup>ST</sup> MARCH**

		<u>2022</u>	<u>2021</u>
	<b><u>NOTES</u></b>		
<b><u>ASSETS</u></b>			
<b><u>Non Current Assets</u></b>			
Property Plant & Equipment	<b>07</b>	112,299,327.50	112,124,615.00
<b><u>Current Assets</u></b>			
Inventory		132,026,980.07	118,614,673.16
Trade & Other Receivables	<b>08</b>	92,177,933.25	102,147,236.78
Cash and Cash Equivalents	<b>09</b>	5,712,922.22	36,202,835.14
		<b>342,217,163.04</b>	<b>369,089,360.08</b>
<b><u>CAPITAL AND LIABILITIES</u></b>			
Proprietor's Capital & Current Account	<b>10</b>	122,011,379.20	98,391,105.41
Current Liabilities	<b>11</b>	220,205,783.84	270,698,254.67
		<b>342,217,163.04</b>	<b>369,089,360.08</b>

We have prepared the above **STATEMENT OF FINANCIAL POSITION** and the annexed **STATEMENT OF INCOME** from the books of accounts produced and the information and explanations furnished.

*R. S. Nadarajah & Co.*  
**CHARTERED ACCOUNTANTS**



Colombo  
SL/SB/SA  
Date: 09.05.2022

**R.S.NADARAJAH & CO.,**  
Chartered Accountants.

Partner :  
M.I.A. Manicvannan ACA, ACMA

# 126-3/3, 3rd Floor,  
Y.M.B.A. Building,  
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Tel : +94 11 233 6174  
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**M/S. MARLBO TRADING COMPANY**  
**NO.24, ABDUL GAFFOOR MAWATHA, COLOMBO - 03.**

**STATEMENT OF FINANCIAL POSITION AS AT 31<sup>ST</sup> MARCH**

		<u>2023</u>	<u>2022</u>
	<u>NOTES</u>		
<b><u>ASSETS</u></b>			
<b><u>Non Current Assets</u></b>			
Property Plant & Equipment	08	117,274,040.00	112,299,327.50
<b><u>Current Assets</u></b>			
Inventory		227,180,264.05	132,026,980.07
Trade & Other Receivables	09	55,356,238.94	92,177,933.25
Cash and Cash Equivalents	10	6,281,424.23	5,712,922.22
		<u>288,817,927.22</u>	<u>229,917,835.54</u>
<b>Total Assets</b>		<b><u>406,091,967.22</u></b>	<b><u>342,217,163.04</u></b>
<b><u>CAPITAL AND LIABILITIES</u></b>			
<b><u>Capital</u></b>			
Proprietor's Capital & Current Account	11	142,031,998.54	122,011,379.20
<b><u>Non Current Liabilities</u></b>			
Long Term Loans	12	83,910,976.36	33,013,457.18
<b><u>Current Liabilities</u></b>			
Borrowings	13	154,210,820.83	135,889,878.00
Trade & Other Creditors	14	10,359,525.85	32,549,258.86
Accrued Expenses	15	8,117,577.17	4,278,367.51
Lease Creditors	16	7,461,068.47	14,474,822.29
		<u>180,148,992.32</u>	<u>187,192,326.66</u>
<b>Total Capital &amp; Liabilities</b>		<b><u>406,091,967.22</u></b>	<b><u>342,217,163.04</u></b>

We have prepared the above **STATEMENT OF FINANCIAL POSITION** and the annexed **STATEMENT OF INCOME** from the books of accounts produced and the information and explanations furnished.

*R.S. Nadarajah & Co.*  
**CHARTERED ACCOUNTANTS**

Colombo  
SL/SB  
Date: 18.07.2023





## Community Social Responsibilities ( CSR )



**Marlbo Trading Company**, Distribution of school books, bags, shoes and other items to plantation workers children of 5 estate schools in the Matale educational zone and the distribution was held at Ratwatte Tamil Vidyalayam, Matale.



Miss. Achini Jayasinghe student at Pushpadana Girls College, Kandy, was assisted and supported her corrective surgery at the Appollo Hospital, Chennai, India. After a successful surgery she is now back continuing her studies.



A Christmas & New Year function was held on 3rd December 2017, for the differently abled children attached to the School for the Deaf & Blind in Ratmalana, Sri Lanka.



As part of the 25th Anniversary of **Marlbo Trading Company**, Properieter Mr. M. Maniyimuthu and his staff members arranged lunch for around 250 Handi-capped students of Ratmalana on the 20th of September, 2014.



On the occation of Mr. M. Maniyimuthu's 51<sup>st</sup> Birthday. Served breakfast for over 350 Handi-capped students, at Ratmalana on May 23<sup>rd</sup>, 2014.



Laying Foundation Stone for the construction of Building for Sunday School at Beruwala, on 2nd May, 2014



## Office Opening Ceremony held on May 23, 2013



Ribon was cut at auspicious time  
by Ms. Dharana Maniymuthu

Mr.Thirukumar Nadesan  
(Chairman-Hilton) and  
Mr. M. Maniymuthu



Hon. C. B .Ratnayake (Minister),  
Hon. John Amaratunga (M.P) and  
Hon. R. Yogarajan (M.P)

Mr. & Mrs. George Selliah (Chairman-  
Sellmar Ceylon Limited) with Mr.& Mrs.  
M. Maniymuthu



Mr. & Mrs. W. D. Ailapperuma  
(Former Secretary Ministry of  
Housing & Urban Development)  
with Mr. M. Maniymuthu



A Technical Seminar on "Safety at Worksite" by ICTAD/CHPD sponsored by **Marlbo Trading Company** was held on at CEB, Training Center in Piliyandala by Mr. Christophe Puisais, (Export Manager) of **MICHAUD EXPORT, FRANCE** on L.V. and ABC Accessories for the Engineers attached to CEB, Piliyandala.



To coincide with the Techno Sri Lanka Exhibition a Seminar was organized for the Engineers of the CEB. This was held at CEB Training Center. Many Engineers attended this programme. A Power Point Presentation was also held by our Foreign Principals, who came from France, USA & UK.



Techno Sri Lanka is the largest Exhibition which was held in Sri Lanka from 13th to 15th October 2017, organized by the Institution of Engineers Sri Lanka. All Engineering Faculties and utilities Companies actively participated at this event.

Marlbo Trading Company took part at this Exhibition with their Foreign Principals, at which the Deputy Minister of Power & Energy, Hon. Ajith P. Perera visited the Marlbo Stall.



To coincide with the Techno Sri Lanka Exhibition, a half-day seminar was exclusively organised for the benefit of the CEB engineers.



Mr. Mave Yeo, CEO, Gruppe Holdings Pvt Ltd, Singapore, & Mr. C. T. Siew, Managing Director, Gruppe Lighting Solution SDN. BDH of Malaysia who are Principals of Marlbo visited Sri Lanka to participate at the Techno Exhibition held at the BMICH, Colombo.



Seminar on "Safety at Worksite" by ICTAD/CHPD Sponsored by **Marlbo Trading Company**



Prof. J. R. Lucas (Snr. Lecturer - Department of Electrical Engineering, University of Moratuwa) addressing the participants at "FLUKE" Brand Testing & Measuring Instruments Seminar.

Mrs. Sujatha Wijesundara (Commissioner, Industrial Safety & Chief Factory Inspecting Engineer, Department of Labour) with our Proprietor Mr. M. Maniyimuthu at the Workshop & Demonstration on Industrial Safety Equipment



Mr. Kadiyali Srikantha (National Sales Manager of Honeywell International, India) with our Proprietor Mr. M. Maniyimuthu at the Workshop & Demonstration on Industrial Safety & Equipment.



**PEOPLES BANK**  
CORPORATE BANKING DIVISION  
11<sup>th</sup> Floor  
People's Bank, Head Office  
75, Sir Chittampalam A. Gardiner Mawatha  
Colombo 02  
Sri Lanka

Ref: CB2/DGM/NT  
16<sup>th</sup> December 2020

To whom it may concern,


**Facility confirmation – Marlbo Trading Company**

We wish to inform you that Marlbo Trading Company, No.24 Abdul Gaffoor Mawatha, Colombo 03 maintains a very satisfactory relationship with the bank since year 1992. At present they enjoy bank facilities totaling to Rs.245 Million on secured basis and the current account is maintained at a very satisfactory manner.

  
**Sadhana Perera**  
Chief Manager  
Corporate Banking 2

Copy: Director – Marlbo Trading Company

Tel : 94-11-2581481 (General)  
94-11-2524718, 94-11-4713400  
Fax : 94-11-2448410  
E-mail: cboun11@peoplesbank.lk




**Bank of Ceylon**  
Super Grade Branch,  
Kollupitiya  
Tel : 4795035/2573713  
Fax : 4795037  
To whom it may concern,

**Current Account No 1627990**  
**M/S Marlbo Trading Company**


We write to inform you that the above mentioned constituent is maintaining the current account in a satisfactory manner in Kollupitiya Super Grade Branch since 24.01.1989.

This letter is issued at the request of M/S Marlbo Trading Company.

Yours faithfully,

  
**Customer Service Manager**

Date : 21<sup>st</sup> December 2020  
Ref : KOL/2020/919



**COMMERCIAL BANK**


**TO WHOM IT MAY CONCERN**

We give below a report on Marlbo Trading Company.

<b>Constitution</b>	Sole Proprietorship
<b>Registered Address</b>	No. 24, Abdul Gaffoor Mawatha, Colombo 03
<b>Proprietor</b>	Mr. Muthuvel Maniyimuthu
<b>Business</b>	Importer, Dealer & Distributors of Industrial Safety Equipment, Commercial and Domestic Lighting, Industrial Tools, Testing and Measuring Instruments, Marine Cables, Accessories and Lighting, Switch Gears & Components.
<b>Comments</b>	The firm enjoy credit facilities totaling to Rs 60.0Mn on secured basis at present.

Proprietor of the firm is a respectable and competent businessman of substantial means. It is unlikely that he would commit the firm to any business undertaking that cannot be fulfilled. We consider the firm/Sole proprietor as undoubted for their engagements.

This letter is issued at the request of Marlbo Trading Company and is valid only for a period of one year from date.

  
**Tharangani Kulasinghe**  
Assistant Manager

Commercial Bank of Ceylon PLC (Reg No. PQ 116), Kollupitiya Branch, No. 285, Galle Road, Colombo 03.  
Tel : Manager : 2 577 280 General : 2 577 281, 2 577 620, 2 573 346, 2 573 605, 2 372 645  
Fax Operations Dept : 2 575 448 Credit Dept : 2 510 540 | Website : www.combank.lk





Unit 1 Leaflet Way, Leaflet Ind Est, Corsham, Wiltshire, SN13 6SW, UK T:0044 (0)1225 811449 E:weir@pbwel.com W:www.pbwel.com

M. Maniyimuthu  
Marlbo Trading Company  
24, Abdul Gaffoor Mawatha  
Colombo 03  
Sri Lanka

Dear Sir,

The relationship between P&B Weir Electrical Ltd and Marlbo Trading Company has grown and strengthened significantly for close to a decade now. During this time, we have found the diligent care given by Mr. Maniyimuthu and his team to his customers to be second to none.

In terms of meeting the technical criterion specified by end users, supplying after sales support, and the careful coordination of all enquiries, Marlbo Trading Company have been an invaluable part of P&B Weir Electrical Ltd.'s global sales strategy, providing us with a clear route of communication with key decision makers within Sri Lanka's electricity supply industry.

In choosing to represent P&B Weir Electrical Ltd.'s range of Portable Earthing equipment, Marlbo Trading Company have made the decision not to focus on the lowest available immediate price, but instead on the highest available quality, and therefore the lowest life cost. This attitude ensures that customers of Marlbo Trading Company can use their products in full confidence that they are using the best products available.

We would like to take this opportunity to thank all those at Marlbo Trading Company for their continued support and efforts in representing P&B Weir Electrical Ltd. Through these consistent efforts, Marlbo Trading Company have become one of our most important overseas representatives, and we look forward to many more years in conducting business together.

Signed for on behalf of P&B Weir Electrical Ltd

G.J. Evans MD

15/06/2018

P&B Weir Electrical Ltd. Substation, Transmission and Distribution Earthing, Rail Equipment, Buchholz Relays and MCBs



Creator of electrical equipment  
Createur d'équipements électriques

499 Rue du Revermont - ZAC de la Colombière - 01480 Vézir - FRANCE

Tel : + 33 (0) 970 755 024  
Fax : + 33 (0) 474 452 892  
E-mail: contact@michaud-export.com  
Web Site : www.michaud-export.com

Your Ref.

Our Ref: CP/AB

Subject: TESTIMONIAL LETTER

From: Aurore BABUT

MARLBO TRADING COMPANY (PVT) LTD  
24, Abdul Gaffoor Mawatha  
COLOMBO 03  
SRI LANKA

Vézir / France, 14 December 2020

For the attention of Mr Maniyimuthu MUTHUVELU, Dope Director

Dear Sir,

MARLBO TRADING and MICHAUD have been working together in a close co-operation on the Sri Lanka market for more than 10 years, marketing, designing and supplying the local Power Grids CEB and LECO as well as the Private Sector.

Being honoured to work with such an efficient and professional organisation, we do hereby express our deep gratitude as your esteemed company is holding our banner the best possible way in Sri Lanka:

- MARLBO TRADING is dedicated to customer services making the End User happy always.
- MARLBO TRADING is supplying quality solutions building a catalogue with the best brands.
- MARLBO TRADING is holding stock & catalogues, training staff for the best After Sales Service.
- MARLBO TRADING is extremely efficient on communication, using leading edge web promotion.
- MARLBO TRADING is reinforcing overall performance today thanks to customer payment on line.

As a French manufacturer, we are honoured to serve MARLBO TRADING and Sri Lanka, the Country of Smile. We have been successful in Sri Lanka on overhead and underground and this is thanks to MARLBO TRADING. Therefore, in the name of the MICHAUD organisation and its management, we have a few words: << CONGRATULATIONS AND THANK YOU >>.

Wishing you a good receipt, please do contact us if any further assistance you may require, assuring you of our best service all time.

Yours faithfully,

**MICHAUD EXPORT**  
499 Rue du Revermont - ZAC de la Colombière  
01480 Vézir - FRANCE  
Tel: +33 (0) 970 755 024  
Fax: +33 (0) 474 452 892  
E-mail: contact@michaud-export.com  
web: www.michaud-export.com

C. PURAS,  
Export Manager

192 rue de la République - 93011 St. Denis - 01 49 20 10 00 - 01 49 20 10 01 - 01 49 20 10 02 - 01 49 20 10 03 - 01 49 20 10 04 - 01 49 20 10 05 - 01 49 20 10 06 - 01 49 20 10 07 - 01 49 20 10 08 - 01 49 20 10 09 - 01 49 20 10 10 - 01 49 20 10 11 - 01 49 20 10 12 - 01 49 20 10 13 - 01 49 20 10 14 - 01 49 20 10 15 - 01 49 20 10 16 - 01 49 20 10 17 - 01 49 20 10 18 - 01 49 20 10 19 - 01 49 20 10 20 - 01 49 20 10 21 - 01 49 20 10 22 - 01 49 20 10 23 - 01 49 20 10 24 - 01 49 20 10 25 - 01 49 20 10 26 - 01 49 20 10 27 - 01 49 20 10 28 - 01 49 20 10 29 - 01 49 20 10 30 - 01 49 20 10 31 - 01 49 20 10 32 - 01 49 20 10 33 - 01 49 20 10 34 - 01 49 20 10 35 - 01 49 20 10 36 - 01 49 20 10 37 - 01 49 20 10 38 - 01 49 20 10 39 - 01 49 20 10 40 - 01 49 20 10 41 - 01 49 20 10 42 - 01 49 20 10 43 - 01 49 20 10 44 - 01 49 20 10 45 - 01 49 20 10 46 - 01 49 20 10 47 - 01 49 20 10 48 - 01 49 20 10 49 - 01 49 20 10 50 - 01 49 20 10 51 - 01 49 20 10 52 - 01 49 20 10 53 - 01 49 20 10 54 - 01 49 20 10 55 - 01 49 20 10 56 - 01 49 20 10 57 - 01 49 20 10 58 - 01 49 20 10 59 - 01 49 20 10 60 - 01 49 20 10 61 - 01 49 20 10 62 - 01 49 20 10 63 - 01 49 20 10 64 - 01 49 20 10 65 - 01 49 20 10 66 - 01 49 20 10 67 - 01 49 20 10 68 - 01 49 20 10 69 - 01 49 20 10 70 - 01 49 20 10 71 - 01 49 20 10 72 - 01 49 20 10 73 - 01 49 20 10 74 - 01 49 20 10 75 - 01 49 20 10 76 - 01 49 20 10 77 - 01 49 20 10 78 - 01 49 20 10 79 - 01 49 20 10 80 - 01 49 20 10 81 - 01 49 20 10 82 - 01 49 20 10 83 - 01 49 20 10 84 - 01 49 20 10 85 - 01 49 20 10 86 - 01 49 20 10 87 - 01 49 20 10 88 - 01 49 20 10 89 - 01 49 20 10 90 - 01 49 20 10 91 - 01 49 20 10 92 - 01 49 20 10 93 - 01 49 20 10 94 - 01 49 20 10 95 - 01 49 20 10 96 - 01 49 20 10 97 - 01 49 20 10 98 - 01 49 20 10 99 - 01 49 20 10 100

**KYORITSU INSTRUMENTS ASIA PTE LTD**



1538, ROCHOR ROAD, #03-00 BUGIS VILLAGE, SINGAPORE 188428. TEL: +65 6336 3398 FAX: +65 6336 1696

MARLBO TRADING COMPANY  
24, Abdul Gaffoor Mawatha,  
Colombo - 03, Sri Lanka

January 30, 2019

## TESTIMONIAL OF EXCELLENT PERFORMANCE

We, Kyoritsu Instruments Asia Pte Ltd, an associated company of Kyoritsu Electrical Instruments Works, Ltd., Japan (KEW Japan) have been working together with Marlbo Trading Company and would like to thank you and your staffs for the excellent performances throughout the past years.

We have no doubt of your commitment as it is all proven by the time and effort your company has been putting in to promote and create brand awareness for our products in Sri Lanka. Your staffs are very well trained and efficient as communication with them is very smooth and are swift in their response.

Aside from achieving your annual sales target, sales figures are also increasing which we are very impressed and we definitely believe that Marlbo Trading Company will be able to achieve even greater results in the near future.

It has always been our pleasure working together with you and hope that we can continue our long-term business relationship and commitment.

Yours sincerely,

**KYORITSU INSTRUMENTS ASIA PTE LTD**

Chua Ming Yang  
Marketing Manager  
January 30, 2019



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කොළඹ  
இலங்கை கடற்படைத் தலைமை அலுவலகம்  
கொழும்பு  
**SRI LANKA NAVY HEADQUARTERS**  
**COLOMBO**

ක. ප. ප. 593  
P.O. Box

දුරකථන 011 - 2421151 - 5  
தொலைபேசி 011 - 2430951 - 5  
Telephone

ඔබේ අංකය  
உமது இல. }  
Your No.

ඔබේ අංකය S & S 22  
எமது இல. }  
My No.

දිනය 07th April 2010  
திகதி }  
Date

Mr. Nilam Hallaldeen,  
Chief Financial Officer,  
South Asia Gateway Terminal (Pvt.) Ltd,  
Port of Colombo,  
11A, York Street,  
Colombo 01

**SERVICES OF M/S MARLBO TRADING COMPANY**

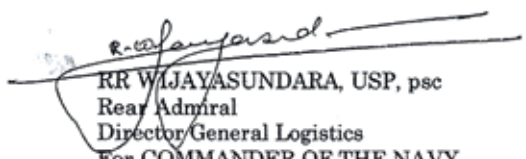
M/s Marlbo Trading Company at "S. G. Arcade", 2<sup>nd</sup> Floor, 441/7, Sri Sangaraja Mawatha, Colombo10, is a registered supplier to Sri Lanka Navy for a long period of time.

They have supplied to SLN Power Cables, Marine Cables, Security Lamps and other various kinds of Electrical Items.

The services, products and after sales services provided by M/s Marlbo Trading Company to SLN has been satisfactory for all these years.

For any further clarification you may please contact the under signed.

The letter is issued at the request of M/s Marlbo Trading Company.

  
RR WIJAYASUNDARA, USP, psc  
Rear Admiral  
Director General Logistics  
For COMMANDER OF THE NAVY

[illegible]

දේශීය ආදායම් දෙපාර්තමේන්තුව  
**உள்ளாட்சு இறைவரித் திணைக்களம்**  
**INLAND REVENUE DEPARTMENT**

මෙහිදැක්වූ ලිපිනයක සහ දුරකථන අංකය

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2 වන මහල,

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කොළඹ 02, ශ්‍රී ලංකාව

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ප. කුමාරා. ටී. ඉත්තරාචාරි, තිත්තානකයාගේ

2 වන මහල,

චිත්තම්පලම්, ප. ආර්ගුනේ මාවත, කොළඹ 02, ශ්‍රී ලංකාව.

කොළඹ 02, ශ්‍රී ලංකාව.

Customer supporting & Promotion unit

Inland Revenue Department

2<sup>nd</sup> Floor,

Chittampalam A. Gardiner Mawatha,

Kolombo 02, Sri Lanka.

දුරකථන : **0112134205**

ෆැක්ස් : **01121338924**

e-mail: [cspp@ird.gov.lk](mailto:cspp@ird.gov.lk) Web: [www.ird.gov.lk](http://www.ird.gov.lk)

Ref. No. : CSP/VAT/ACT/2023/705

22.06.2023

Maniymuthu M  
 Maribo Trading Co  
 24, Abdul Gaffoor Mw  
 Colombo 03

Dear Sir/Madam

**Tax Confirmation Certificate**

**TIN/ File No. : 631441211 - 7000**

**Name : Maniymuthu M (Maribo Trading Co)**

This refers to your request letter dated 22.06.2023 and wish to inform you the following.

Registered Tax Type : VAT

Date of VAT Registration : 01.08.2002

Status : Active

**This certificate is valid up to 22.12.2023, only for Payments & Tender purpose.**


This letter is issued at the request made by you.

Yours faithfully

Commissioner

Customer Supporting & Promotion Unit

**H. Rajayaratne**  
 Commissioner  
 Customer Supporting & Promotion Unit  
 Department of Inland Revenue  
 Colombo 02.

 <p><b>ශ්‍රී ලංකා ආදායම් හිමුතුව</b>  <b>ச.கிதாபட்டு இலாபவர்த்த துறைமுகம்</b>  <b>DEPARTMENT OF INLAND REVENUE</b></p>	<p>VAT Registration Branch          2nd Floor          Department of Inland Revenue          P.O.Box 215          Sri Chatterampalam A. Gurdiese Mawatha          Colombo 02, Sri Lanka</p>
<p>වැට. සහතික අංකය :          1 වන මට්ටම          බැඳිය යුතු වැටුප්පත් කිරීමේ          පනත, 1993.          ශ්‍රී ලංකාවේ දේශීය බදු          පනත 19, දී නොවේ.</p>	<p>වැ.ස.බ.ව. ගණි විලාසය : (03)          24 - 000          අංකයෙන් විස්තර කළ හැක්කේ :          3 වන මට්ටම : 03          වැ.ස.බ.ව.පනත : A. Gurdiese Mawatha          Colombo 02, Sri Lanka.</p>

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mobile : 0112338541 fax: 0112338541 e-mail: "Tollfree@inland.gov.lk" 0112338541 0112338541 0112338541 0112338541 0112338541 www.inl.gov.lk

Date : 12.11.2013

VAT Registration Number	631441211 ~ 7000
Effective date of Registration	01.08.2002
Name:	MANYIMUTHU M
ADDRESS :	MARLBOROUGH TRADING CO 24 ABOVE GAFFOOR MW COLOMBO 03


  


**VALUE ADDED TAX REGISTRATION - PERMANENT CERTIFICATE**

The Department of Inland Revenue is pleased to assign you the above Registration Number for the purpose of Value Added Tax (VAT)

- \* This Certificate should be displayed at business Premises.
- \* This can be forwarded at the Customs for clearing of goods.

Yours faithfully,

  
**T.G.D.S. Jayawardena**  
 Deputy Commissioner  
 VAT Registration Branch  
 Department of Inland Revenue  
 Colombo 02.



For the Commissioner General of Inland Revenue





A Souvenir from People's Bank  
for 30 years Anniversary  
2020



World's Best Market Penetration  
2018



Fluke Sales Target Achievement  
Award 2019



MICHAUD congratulates **Marlbo Trading**  
for 30 years Anniversary  
2019



Leader of the Opposition congratulates  
**Marlbo Trading** for 30 years Anniversary  
2019



The National Chamber of Commerce of Sri Lanka



The American Chamber of Commerce of Sri Lanka



Sri Lanka - China Friendship Association



Council for Business with Britain Sri Lanka



Sri Lanka France business council



Sri Lanka Japan Business Council