



For Information on Sri Lanka Electronic and Electrical Sector Industry

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EDB

Sri Lanka Export Development Board

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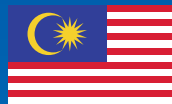
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SRI LANKA

Market Exposure and Export Promotion
Programme in Malaysia and Singapore for
Electronics and Electrical Sector Exporters in
Sri Lanka From 16th 21st July 2018



Malaysia



Singapore



EDB

Sri Lanka Export Development Board

ELECTRONIC / ELECTRICAL EXPORT INDUSTRY OF SRI LANKA

Sri Lankan Electrical and Electronics industry is progressively stepping in to the Global Electronics Value Added Supply Chain with products and services finding acceptance amongst the most important Global Market Leaders. The Electrical and Electronics industry in Sri Lanka grew significantly over the past 45 years and saw it being gradually elevated to the position a key manufacturing industry contributing towards export oriented economic growth. Having started as a basic assembler of Consumer Electronics and products in early 1970s, Sri Lanka shifted towards Electronic Components and Assemblies in post 1977s. In 2017, the industry's contribution to the total export revenue was US \$371.48 million.

The major companies in the sector perform their manufacturing operations within the export processing zones under the purview of the Board of Investment of Sri Lanka (BOI). The Sri Lanka Electronic and Electrical Manufacturers' Association (SLEMEA) was established to support and strengthen the industry as a sector while obtaining necessary government support and has contributed, to a considerable extent, in promoting the sector growth.

The Sri Lankan exporters in Electronics/Electrical Industry are all ISO certified, committed towards protecting the environment, observe ROHS and WEEE regulations, decent labor in conformity with the ILO requirements. Employment generation in this industry is approximately 30,000 including top-caliber Researchers and Design Engineers. Currently, there are an estimated 75 companies engaged in Design Manufacturing and exporting of Electronic and Electrical products. The Industry has therefore found wide acceptance and is increasingly attracting sophisticated buyers from Electronics Manufacturing Services partners.

At present the country becomes a center of excellence for electronics design and development and the industry move towards the emerging technologies as IoT, Robotics, Bio-medical, Analytics and to world known Research and Development.

Strengths of Sri Lankan electrical and electronics industry are like Trade relations with Europe and proximity to Indian booming Electronic and Automotive Markets, Skilled middle tier technology workforce and intelligent and trainable labor in conformity with the ILO requirements, British Commercial Law System with English as the Business Language, European & Japanese Technology descent with matured investments, and Adherence to all international Standards with Cutting Edge Technology.

The Sri Lanka Export Development Board has created a Video Documentary on the Sri Lankan Electronics and Electrical Sector for the purpose of promoting the sector internationally. The video could be viewed from the following link:

<https://www.youtube.com/watch?v=vP0Fjpf2JVg&t=2s>



Sri Lanka Export Development Board

The Sri Lanka Export Development Board (EDB) is the country's apex state organization mandated to develop and promote exports from Sri Lanka. EDB performs its key functions in five identified goals as a Policy Advisor, Monitor, Promoter, Facilitator and knowledge provider. As exports contribute nearly 17% to the GDP, the policy framework of the country accords high priority for the development agenda. The EDB is geared towards promoting identified products and services to international buyers and markets in order to make Sri Lanka the most sought-after destination for global sourcing.

At the Sri Lanka Export Development Board, we have identified Electronics and Electrical Sector products and services as an emerging export sector and concerning the synergies and resources of EDB to assist this sector.

Sri Lanka Export Development Board, along with the Sri Lankan Electronics and Electrical Sector exporters are happy to participate at the market exposure and export promotion programme Malaysia and Singapore to promote Sri Lanka's Electronic and Electrical Sector Exports.

Akila Dishan
Assistant Director
Export Services Division

Sri Lanka Export Development Board
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MESSAGE FROM THE CHAIRPERSON & CHIEF EXECUTIVE SRI LANKA EXPORT DEVELOPMENT BOARD



It gives me great pleasure to send this message on the occasion of the visit of a 12 member business delegation from Sri Lanka to Malaysia and Singapore. This is organized by Sri Lanka Export Development Board (EDB) together with Sri Lanka High Commissions in Malaysia and Singapore to introduce and promote Sri Lanka's Electronic and Electrical Sector Exports.

The export revenue of our Electronics and Electrical Sector was US\$ 372 Million in 2017 and our target is to achieve US\$ 500 million in 2022. Promotional events such as this will facilitate to fast track in meeting this goal. The EDB places high priority in developing and promoting this sector as the Electronics and Electrical Sector is identified as a focus sector in the National Export Strategy Formulation Programme. The EDB is working closely with the sector through industry associations like Sri Lanka Electronic Manufacturers and Exporters Association (SLEMEA) to implement a multitude of product and market development programs.

This business visit will provide an opportunity for the Sri Lankan participants to find new contacts from Malaysia and Singapore and help further enhance business relations between our countries.

I wish the Sri Lanka participants at this event all success.

Indira Malwatte

Chairperson & Chief Executive
Sri Lanka Export Development Board

Sri Lanka Electronic Manufacturers and Exporters Association

SLEMEA



Email : info@slamea.lk

Website : www.slamea.lk

SLEMEA is recognized as the apex body for the Electronics Industry of Sri Lanka by all State Agencies, Institutions and Academia. Our vision is to be a solid resource & service provider to lead the Sri Lankan electronic market to a revolutionary future” by enhancing overall. We act as the focal institutional mechanism to foster and promote profitable growth of the electronic manufacturing industry. Our objective is to support the Industry’s compliance with internationally accepted practices related to workforce, Health, Safety and Environmental Management

Mission

Constantly strives to gain our six indispensables,

Excellence

To provide high quality and innovative solutions for our customers.

Productivity

To deliver with efficiency and effectiveness.

Personnel

To nurture and network all organizational linked persons through assurance and confidence.

Awareness

To be the hub of innovation and creativity while supporting to enhance local capabilities.

Gain

To maximize rate of return for our stake holders.

Eco system

To protect and be responsible for Mother Nature.

FROSTAIRE INDUSTRIES (PVT.) LTD.



Address : Frostaire House, No. 102, Union Place,
Colombo 2
Telephone : +94 112 423 535
Fax : +94 112 437 616
Web : www.frostaire.com
Email : mm@frostaire.com, biz@frostaire.com

Company Profile

Frostaire is the total Solutions provider in the field of Air Conditioning and Refrigeration established since 1980.

Supplying all capacities of air conditioners ranging from 9,000 to 60,000BTU to package type, VRF and Chiller systems. Frostaire Air Conditioners are fitted with Japanese rotary and scroll compressors which are among the best in the world. The company also supplies the latest in green air conditioning systems with their wide range of Inverter Air Conditioners.

Frostaire Panels part of the Frostaire Group is a joint venture with a leading UK Insulated Panel manufacturer. The company manufactures insulated panels used for cool rooms, refrigerated truck bodies and porta cabins for the local and export market.

Main Exporting Countries:

Maldives, Bangladesh, Pakistan, Middle East and United Kingdom.

Main Imports:

Air Conditioning and Refrigeration products, Equipment supplies, spares and Cold Room Accessories

Joint Ventures:

Looking for Partnership with companies in similar Engineering Field.

Representative



Mukthar Marikkar
Managing Director

HITECH SOLUTIONS PVT. LTD



HITECH SOLUTIONS PVT. LTD
ENGINEERING EXCELLENCE

Business Address : No. 542/10/B, Samurdhi Mw, Biyagama.
Telephone : +94 11 3059058,
Whatsapp, Viber, Mobile, Text : +94713964141
Skype : info@hitech.lk
Fax : +94 719378329
Emails : info@hitechsl.com, info@hitech.lk
buddhika@hitech.lk, dhammike@hitech.lk
Website : www.hitech.lk
Date of Establishment : 12th Dec 2006

Company Profile

Hitech Solutions is leading Engineering and Research organization in Sri Lanka from 2004. We have contributed to medium to large scale machine design, Manufacturing & automation both locally and internationally. Further we have contributed to developments and scientific research of many organizations both private and government sector including major universities. Our research and development capability gives our customers an added advantage of customization and application of latest technology for their betterment.

Main Exporting Countries:

Bangladesh, Philippine, India, China, Cambodia

Main Products and Services Offered:

- Size, Dimension Measuring systems using cameras for quality control
- Fabric Relaxing, inspection, rolling machines with camera based width measuring system
- Mechanical parking, parking management, barrier gate systems
- In factory Logistic Automations
 - Automated Guided Vehicles
 - Conveyors
 - Solid Tire cutting machine
 - Automated palletizers
 - Production monitoring and data handling system

Main Imports:

Programmable Logic Controllers (PLC), Human Machine Interfaces (HMI), Variable Speed Drives (VSD), Cable & Chain Hoist, Induction & Servo Motors

Representatives



Eng. Buddhika Marasingha
Engineer



M.M.Dhammike Bandara
Director/ Engineer

KELANI CABLES PLC



Kelani Cables PLC

Business Address : P.O. Box 14, Wewelduwa, Kelaniya, Sri Lanka.
Telephone : +94 11 2911224
Fax : +94 11 2910481
Website : www.kelanicables.com
Emails : devinda@kelanicables.lk,
exportmkt@kelanicables.lk,
exports@kelanicables.lk
Date of Establishment : 1969

Company Profile

Kelani Cables PLC is a Public Quoted company and manufacturer of low voltage power cables, Telecommunication Cables, and Enamelled winding wires. Kelani Cables is an ISO 9001: 2015 and 14001: 2015 certified company and cables are subject to intensive testing according to international standards BS, IEC, JIS, IS & SLS Standards. Currently maintaining a local market share of 39% in the cable industry and exports to 8 countries.

Main Exporting Countries:

Maldives, Bangladesh, Seychelles, Pakistan, Ethiopia.

Main Products and Services Offered:

Low voltage power cables, (Armoured and Unarmoured Cables, Coaxial Cables, Screen Cables, Control Cables, Submersible Cables) Telecommunication Cables, and Enamelled Winding Wires, Trading Items.

Main Imports:

Copper, Steel and Enameled Liquid

Representative



Devinda Lorensuhewa
Deputy General Manager
Marketing

KIK LANKA (PVT) LTD.



KIK Lanka (Pvt) Ltd.

Business Address : KIK Lanka (Pvt) Ltd., Spur Road 2,
Phase 1, EPZ, Katunayake.
Telephone : +94 11 225 1111
Fax : +94 11 225 6501
Website : www.kikglobal.com
Emails : nadie@kik.lk, lakshan@kik.lk
Date of Establishment : 1994.04.01

Company Profile

Since its inception in 1994, KIK Group of Companies has consistently met the ever-increasing demand of reliable Low Voltage Panel Boards in the South Asian region.

Over two decades of Low Voltage Power Distribution Board designing and manufacturing experience, KIK well understands the desires and aspirations of electrical panel builders and end users. This understanding combined with KIK's constant pursuit of excellence has led to numerous new concepts and ideas which will help all individuals who use KIK solutions. In addition KIK has the ISO 9001-2015 certification for the quality management system.

At our state of the art factory we manufacture our own unique Patented Product called KIKBLOX Enclosures type tested up to 6300A/100kA. Due to its Modular Design, Panel Builders can easily build their panel with in a very short time. The added versatility by the corner module gives the end users limitless possibility in expanding projects to any shape.

In accordance with the Vision of KIK - "To be the trusted, innovative and flexible global provider of modular panel building solutions" - KIK's focus is to provide optimum solutions for power distribution and control requirements of the industry.

Main Exporting Countries:

Dubai, Qatar, India, Maldives, Bangladesh, Oman, Vietnam, Australia, Pakistan

Main Products and Services Offered: Design & Manufacture of Low Voltage Panel Boards and Type Tested Modular Enclosures

Main Imports: Low Voltage Switchgear and Control gear products, Various Sheet Metals.

Representatives



Mrs. Nadie Kahatapitiya Algama
Director
Marketing & Strategy



Mr. Lakshan Algama
Director
Finance & Business Development

T&G LANKA (PRIVATE) LIMITED



Business Address : Ring Road 1, Free Trade Zone,
Katunayake - 11420, Sri Lanka
Telephone : +94 11 2252133
Fax : +94 11 2252132
Website : www.tglanka.lk
Emails : info@tglanka.lk
shayne@tglanka.lk
Date of Establishment : 2011

Company Profile

T&G Lanka was established in collaboration with T&G Elektro-Norway and Sierra Cables-Sri Lanka to offset rising labour costs in Europe. It is part of the T&G Group, consisting of

We specialise in the assembly of Fibre Optic Cable Systems and harnesses for offshore, oil & gas and telecommunications sectors for markets in Europe.

Steps are taken at our facilities to ensure negatives of outsourcing production is negated. This is accomplished by our dedication to the maintenance and improvement of our quality system and the training of our critical personnel by experts at T&G Elektro in Norway.

Main Exporting Countries:

United Kingdom, Norway, Finland, Germany, Canada, USA

Main Products and Services Offered:

Fibre Optic Patch Cables, Distribution Panel Assemblies, Expanded Beam Cable Assemblies, POF Assemblies, Precision Machining, Coil Winding, and Cable Harnessing.

Main Imports:

Fibre Optic Cable, Fibre Optic Connectors, Steel and Polymer Bars Tubes & Rods, Enameled Copper Wire, Cable, and Connectors.

Representative



Shayne Madappulli
Business Development Manager

TOS LANKA CO. (PVT) LTD.



Business Address : Block "B", Biyagama Export Processing Zone,
Telephone : +94 115558592, +94 11 2465160
Fax : +94 11 2465394
Website : www.toslanka.com
Emails : merrick.gooneratne@toslanka.com
melani@toslanka.com
dexter@toslanka.com
Date of Establishment : 20th December 1995

Company Profile

Tos Lanka is a fully Japanese owned section 17 Board of Investment enterprise specialises in electronic manufacturing services. The core activity of Tos Lanka is surface mounting of printed circuit boards for multi end use including industrial, medical, automotive and ICT electronics. The current export markets include Japan, North America, Europe and Scandinavia. The Company also specialises in assembling of automotive safety sensor harnessing for seat belt safety mechanism and abs activation for Toyota and major other global automotive brands.

Main Exporting Countries:

Europe, North America, Scandinavia, Japan

Main Products and Services Offered:

Surface Mounted Printed Circuit Boards
Automotive Harnessing

Main Imports:

Electronic components, Solder Material, Blank PCBs, Stencils, Conformal Coating

Representatives



Jitsuo Mikasa
President



Merrick Gooneratne
Executive Director



Sri Lanka Export Development Board

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