

# Company Profile



**MATELEC LEBANON**  
MATELEC GROUP



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## FOREWORD

At Matelec Group, successful business begins with developing a personalized relationship with our customers. Our number one priority is working one to one with each customer in order to help him achieve his goals. It begins with listening. We believe that there is no better investment than the time we spend getting to know our clientele. With a throughout understanding of commercial and technical requirements we can develop products and services that custom fit your goals. And it works both ways. By sharing our knowledge and experience with you, we empower your decision making. Working with our various subsidiaries and affiliates in the Group and in many instances with our renowned industry partners, we can marshal a wealth of electricity business intelligence.

Though headquarters provide strong support for our various affiliates in the area of Marketing, Design, Engineering, and Purchasing, we are currently expanding our manufacturing capabilities in the Mideast, Africa, and Europe. The Electrical Equipment Industries Co. (ELICO) founded in Jordan in association with the Jordanian Electrical Sector is the major supplier of the Jordanian market. International Transformers Matelec (ITM) is dedicated to the service of the Egyptian market and the nearby African countries. Transfo Matelec in France remains quite active and dedicated to the European market. Entreprise algérienne des équipements de transformation et de distribution électrique SPA (EDIEL SPA). manufaturing MV package substations, LV and MV panels dedicated to the Algerian market. To optimize our global business portfolio, we are further exploring other geographic deployments and business ventures across these regions.

In time when the electrical industry is characterized by sophisticated and on-going technological advances, we are constantly striving to keep up with the world strictest manufacturing standards and remain responsive to the critical need to keep current in this dynamic environment. Indeed, we have recently embarked on a series of technological measures such as the acquisition of a comprehensive set of state-of-the-art machines, the development of an ERP platform and the implementation of a complete Quality Management System (QMS) across our various activities. In this way, we are committed to maximizing the value of our Group by relentlessly pursuing such initiatives while optimally allocating managerial resources and targeting highly efficient operations.

Our goals, as member of the Doumet conglomerate include the establishment of entrepreneurial and market-leading companies, the enhancement of the conglomerate value as a whole and the contribution to the economies and societies we work in.

Sami Souhayar  
CEO

*We provide superior  
technology-driven  
products and  
services to a broad  
range of customers  
in both public  
sectors and private  
industries*

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## 1- HISTORY

Matelec was founded in 1974 to produce distribution transformers and since then has grown into a diversified electricity business player. Within its first decade of operation, Matelec was able to enlarge its products offering to switchgears, package substations, and control and protection systems. In parallel, Matelec expanded into engineering and contracting activities with the realization of complex HV, MV and LV projects.

Throughout the years, Matelec expanded its manufacturing capabilities in the Mideast, Africa, and Europe with the acquisition or participation in many factories: Electrical Equipment Industries Co. (ELICO) in Jordan , International Transformers Matelec (ITM) in Egypt , Transfo Matelec in France and lately Entreprise algérienne des équipements de transformation et de distribution électrique SPA (EDIEL SPA) in Algeria To optimize its global business portfolio, Matelec is further exploring other geographic deployments and business ventures across these regions.

Matelec Group employs more than 1000 people in the Mideast, Africa and Europe. Matelec Group is part of Doumet Electrical Holding. In addition to Matelec Group, the holding electrical activities are further consolidated by the presence of Melec, an international contracting arm, operating in the Mideast, Catel and Cabel, two manufacturing cables factories operating in Algeria (LV, MV and HV, along with telecom and fiber optic cables), and Kounoune Power, a BOO based company operating a diesel Power Plant in Senegal.



## History Brief

- 1974 Matelec sal, first company of the group founded in 1974 for the manufacturing of distribution transformers.
- 1980 Production of medium voltage switchgears, low voltage switchboards, package prefabricated outdoor substations, control and protection systems.
- 1987 Development of the Engineering and Contracting division dedicated to the realization of complex HV, MV and LV projects.
- 1992 First HV 66kV substation in Syria for the Omeyades Congress Center (OCC).
- 1992 Electrical Equipment Industries Co. (ELICO) founded in Jordan in association with the Jordan Electrical Sector for the manufacturing of distribution transformers and package substations.
- 1994 Rehabilitation of Jamhour and Bsalim VHV 150kV substations in Lebanon.
- 1996 ISO 9001 certification.
- 1999 International Transformers Matelec (ITM) in Egypt founded for the manufacturing of distribution transformers dedicated to the Egyptian market and the nearby African countries.
- 2000 Transfo Matelec in France founded as the result of the merger between the distribution transformers manufacturer Obtec (Duriez Group, France) and Matelec.
- 2002 Development of first mobile substation unit.
- 2005 Plant extension: transformers manufacturing capacity increased to 8000 units per year.
- 2006 Going into execution of substations in the 400kV range – Ganmo in Nigeria 330kV with Transmission lines and later Chefia in Algeria 400kV with overhead lines.
- 2007 First diesel power plant built in partnership with MEE affiliate of Mitsubishi Heavy Industries.
- 2008 Plant extension: transformers manufacturing capacity increased to 18000 units per year.
- 2009 Acquisition of majority shares in EDIEL factory (Algeria). EDIEL manufactures MV package substations, MV and LV panels.
- 2010 Power transformer manufacturing plant construction.
- 2010 Matelec Environmental, Health and Safety management systems have been certified according to ISO 14001:2004 and OHSAS 18001:2007.
- 2011 Inauguration of a Power Transformers factory extension at Amchit site for transformers up to 120MVA / 245kV.

ITM

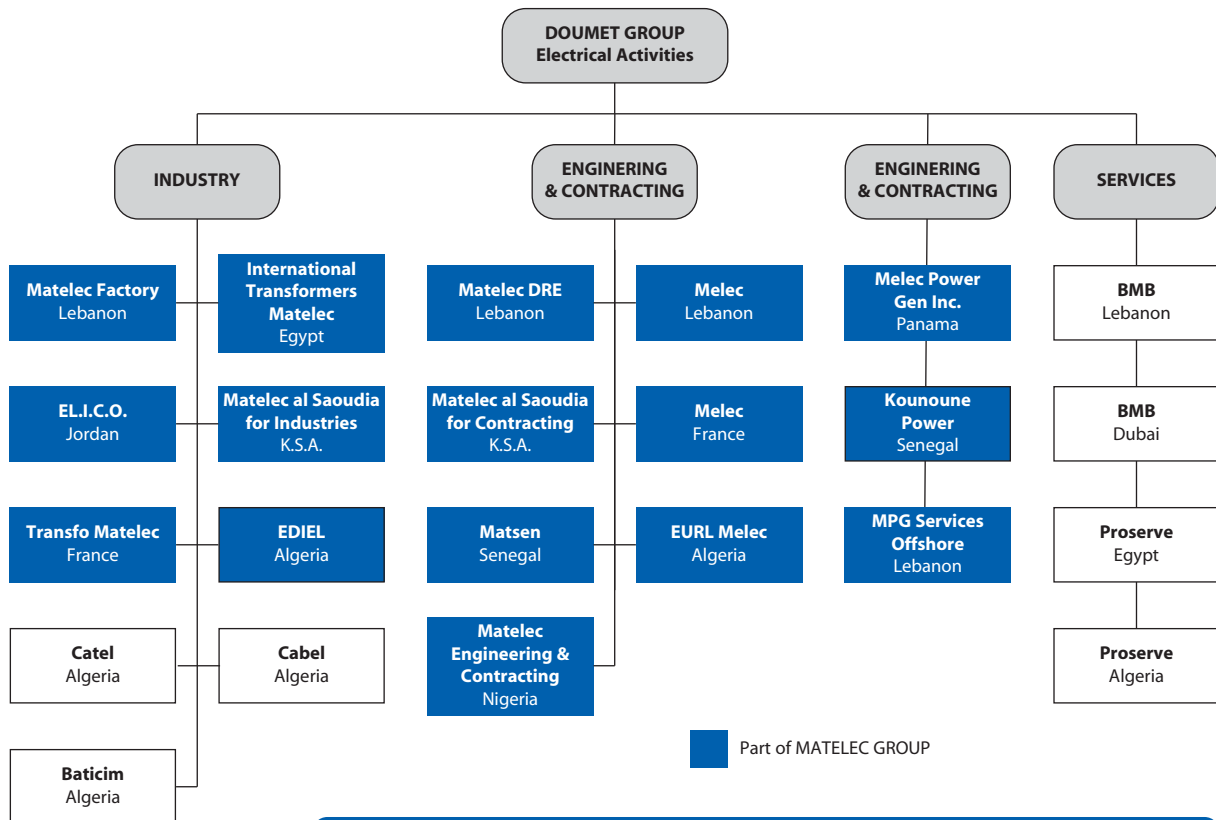
Transfo Matelec

ELICO

EDIEL



## Group Chart

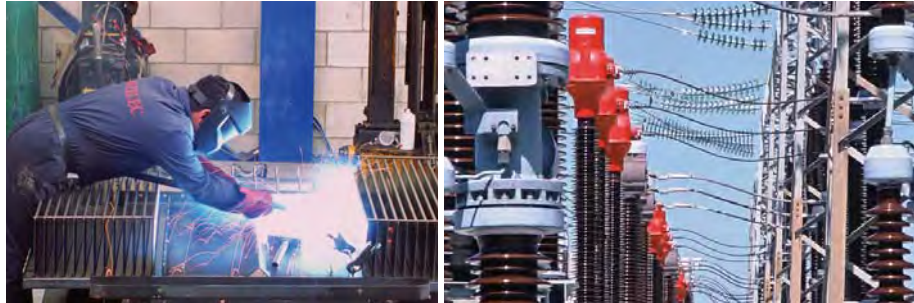


### Selected Figures - Group Combined (in millions USD) 2008 - 2009 - 2010 (2010 figures are estimate)

	2008	2009	2010
Turnover	172.73	279.30	231.75
EBITDA	18.83	27.13	24.26
Cash flow from operations	10.49	19.56	16.23
Profits and shareholders interests	6.38	13.39	12.10
Total assets	421.64	460.19	496.46
Fixed assets	44.91	62.30	80.18
Inventories and work in progress	239.97	236.90	288.34
Trade accounts and receivables	111.63	97.32	70.98
Cash and marketable securities	25.13	63.67	56.96
Shareholders equity	27.46	52.25	59.55
Liabilities	394.18	407.94	436.91

*Founded in 1974 to produce distribution transformers, Matelec has grown into a diversified and respected electricity business player*

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## 2- ORGANIZATION

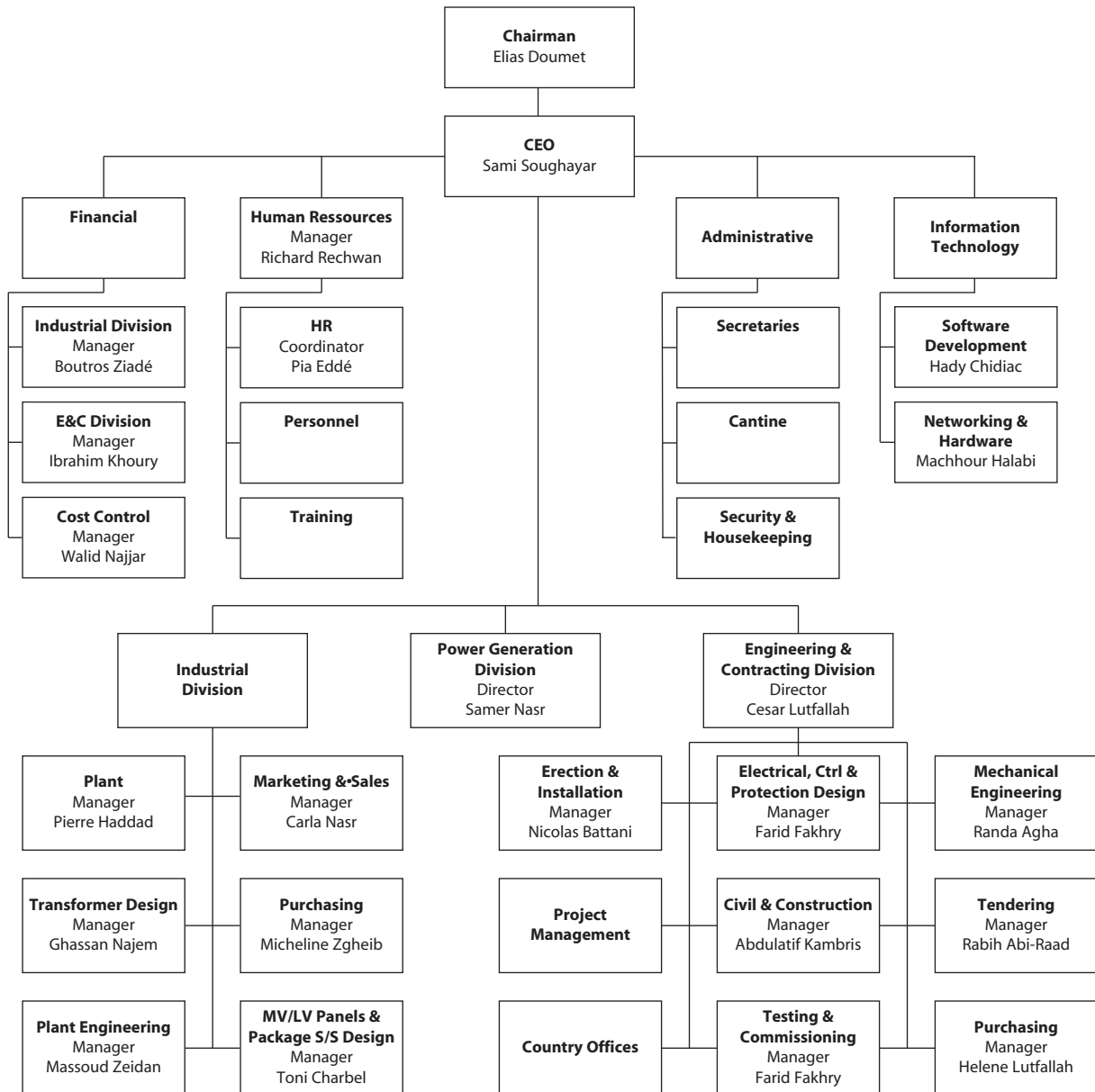
Presently, the operation of Matelec Group is gathered around 3 divisions. The Industrial Division which is involved in the manufacturing of distribution transformers, power transformers, switchgears, panel boards ,package substations, and mobile substations. The Engineering and Contracting Division responsible for the design and execution of turnkey projects, including MV and HV substations, diesel power plants, cable pulling, and industrial solutions. Finally, the International and Business Development Division which is in charge of spotting, exploring and setting up business and ventures in new markets.

In an effort to further ensure the proper efficiency of its operation across the various subsidiaries and affiliates, some areas of activities such as Marketing, Design, Engineering, and Procurement activities are carried out at the Group Headquarters in Amchit, Lebanon. The headquarters spread on around 160,000 sq.m plot with 40,200sq.m of offices, warehouses and workshops. The manufacturing activities are backed by a network of factories deployed in Lebanon, Jordan, Egypt France and Algeria dedicated to the service of their regional markets. Finally, the Group maintains satellite offices in other key markets for the purpose of current projects management or business development.





## Organization Chart



*Our combined  
engineering  
machinery and  
manufacturing  
capabilities allow us  
to modify or  
customize a solution  
to your  
specifications*

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## 3- PRODUCTS AND SERVICES

### ■ A- INDUSTRY

#### Industrial Division

Our Industrial Division manufactures a wide array of standard and specialized electric products including distribution and power transformers, package substations, switchgears, panel boards, switchboards and mobile substations. Matelec puts first in its production process the development of customized formulations and packaging to meet the most stringent special requirements of the customer it serves.



## 1. Distribution and Power Transformers

Matelec distribution transformers are designed to provide installation and maintenance ease. All transformers are designed and tested for long life and minimum maintenance requirements. In line with our flexible and product-fit approach, our production resources can easily adapt to specific customer needs and prerequisites and deliver a customized solution within a relatively short time.

The current annual capacity of the Group stands at 18,000 (10500MVA) distribution transformers and 100 (5000MVA) power transformers.

### Liquid Immersed Distribution Transformers

Capacity	50kVA to 3150kVA
Voltage	Up to 36kV
Standards	IEC 60076 BS 171 DIN IEEE / ANSI C57 EATS 35-1 National particulars
Type of liquid	Mineral Oil Fire resistant oils
Cooling	ONAN – KNAN – ONAF – KNAF

### Liquid Immersed Power Transformers

Capacity	3150kVA to 120MVA
Voltage	Up to 245kV
Standards	IEC 60076 BS 171 DIN IEEE / ANSI C57 National particulars
Type of liquid	Mineral Oil
Cooling	ONAN – OFAF – ODAF – ONAF – KNAN - KNAF



## 2. Package Substations

Matelec package substations range includes installed MV and LV switchgears, and accessories such as street lighting circuits, power factor improvement equipment, control and protection equipments, all providing a cost effective and efficient total installation.

The current annual capacity of the Group stands at 1200 package substations per year.

Type	Metallic housing Steel or Aluminum including three compartments (MV, LV, Transformer) Option: Thermal insulation
Medium Voltage	SF6 Ring Main Unit or Modular units switchgears (Air or SF6 puffered)
Low Voltage	Included in a separate compartment Designed according to customer requirements
Transformer	50kVA to 2500kVA Up to 36kV

Type	Skid base
Medium Voltage	Oil or SF6 Ring Main Unit, outdoor type, directly flanged to the transformer
Low Voltage	In feeder pillar directly flanged or cable connected to the transformer Designed according to customer requirements
Transformer	50kVA to 2500kVA Up to 24kV

Type	Integrated compact transformer The transformer and all corresponding electrical components are integrated in the same enclosure
Medium Voltage	Switch disconnectors and protection equipment are immersed in oil and integrated in the transformer tank
Low Voltage	Low voltage panel is mounted on the transformer tank
Transformer	50kVA to 1000kVA Up to 24kV



### 3. Medium Voltage Switchgears

Matelec manufactures a wide range of medium voltage switchgears, up to a voltage of 24kV, for public / private distribution or transmission networks.

The current annual capacity of the Group stands at 2,800 medium voltage switchgear per year.

#### Metal-enclosed type

##### **Air insulated busbars-fixed or withdrawable disconnecting equipment**

Compact switchgears manufactured under license from Merlin Gerin, France. The SM6 range is made up of modular units including fixed SF6 load break switches and contactors, and fixed or withdrawable SF6 circuit breakers.

Rated Current	Up to 1250A
Rated Voltage	Up to 24kV
Standards	IEC 60298 / IEC 62271

#### Metal-clad withdrawable type

##### **Air insulated busbars-withdrawable disconnecting equipment**

This solution is recognized for service continuity and minimum energy loss and maintenance period.

The NEX range is manufactured under license from Merlin Gerin, France. It is indoor, metal clad switchboard designed for the MV section of HV/MV substations and high power rated MV/MV substations.

The circuit breakers are vacuum puffered

Rated Current	Up to 3150A
Rated Voltage	Up to 24kV
Standards	IEC 60298 / IEC 62271



#### 4. Control and Protection for HV Substations

Control and protection panels range includes protection panel boards, control panels (extensible mimic mosaic or numerical type) and other panels including PLC for synchronizing & automation, and RTU for Scada.

These products are manufactured according to specific requirements and tender books specifications set by the customer. They are factory tested prior to delivery and installation.

The current annual capacity of the Group stands at 400 control and protection for HV substations per year.

#### 5. LV Switchboards

These switchboards are made in panels up to IP55, with a rated current up to 6300A. They are designed and manufactured according to the specific requirements of each customer.

The current annual capacity of the Group stands at 1,200 LV switchboards per year.



## 6. HV Mobile Substations

Mobile substations are fully equipped, factory assembled and tested, ready to use, electrical HV or MV substations mounted on semi-trailers. They include HV & MV switchgears, control and protection, auxiliaries, earthing and required gantry cables.

Among the important features of these units are their rapid integration into the network and the ability to relocate them across various places in a very short time. Mobile substations are increasingly becoming an effective tool for improving operational flexibility and reliability.

Capacity	Up to 40MVA
Rated Voltage	Up to 132kV

*Our track record in the electricity related contracting business illustrates our proven ability to provide the highest performance and most cost-effective solutions available*



## ■ B- ENGINEERING AND CONTRACTING

### Engineering and Contracting Division

The Contracting Division is characterized by a light structure including committed managers capable of delivering the highest quality standard at the lowest cost. Matelec has successfully carried on and delivered a number of projects consisting of industrial solutions, LV and MV networks, cable pulling, and VHV and HV substations. The activities of the Group in this area are carried on a stand alone basis or in venture with its renowned partners such as ABB, Siemens, Crompton Greaves Ltd. Contract responsibilities include:

- Design and Engineering (electrical, mechanical and civil);
- Appraisal and reengineering when required;
- Project Management;
- Supply of equipment;
- Design and supply of control/protection/telecommunication and LV systems;
- Installation, testing and commissioning;
- Civil works;
- Training of customer staff;
- Complete servicing, 24/7 operation and maintenance;
- Independent consultancies/engineering assignments.

The engineers of the Group are skilled and experienced in using proven project management systems and technologies. They are equally professional and effective working on a remote site or in a high technological environment. Working under extreme hectic conditions, the contracting department has successfully carried on and delivered many turnkeys projects including HV and MV substations up to 400kV, transmission and distribution lines up to 330kV and mobiles substations up to 132kV.

Each projects designed to fulfill specified requirements with long term high performance operating economy with the emphasis on high quality engineering. Current and recent major projects are located in Africa and Middle East (Lebanon, Syria, Iraq, Algeria, Nigeria, Ghana, Senegal, South Africa, Egypt, Saudi Arabia, Dubai).The Group qualification and experience in the area of contracting is clearly demonstrated by its capacity to smoothly complete several projects where efficiency, quality and cost-saving have been put in evidence and under the supervision of International Consultants engineers.





*Matelec Group utilizes and maintains the latest manufacturing technology and equipment available today*



## 4- ASSETS

### ■ A- OUR TEAM

Matelec employs around 600 technically skilled individuals and has the capacity to mobilize more than 500 for contracting projects.

The highly skilled engineers of the Group are recognized for their commitment to client-minded and product-fit approach which encompasses innovation, responsiveness and flexibility. Matelec has created a technically challenging and family-oriented working environment that encourages multiple career-building paths and offers a flexible benefits package to recruit and retain a valuable team of skilled workers and technicians. The ability to demand innovation and change is a basic requirement for every level within the Group. New initiatives may arise from anywhere in the company, as opposed to belonging exclusively to the top management.

A characteristic of the Group lies in its ability to rapidly gather engineering, purchasing and manufacturing resources and closely co-ordinate their efforts to ensure a quick turn-around thereby reducing costs, lead time and maintaining the promised delivery commitment. A particular attention is given to workshop personnel who are continuously trained to ensure the application of the highest standards of workmanship in our industry fields. In-house training and empowerment programs are carried at regular interval and ad-hoc in case of the introduction of new manufacturing processes. In parallel, all our professionals boost a solid industry expertise acquired through their exposure to in-house or suppliers and industrial partners training.

#### TEAM RESOURCES

##### Industry staff includes:

Engineers	17
Technicians	12
Draftsmen	4
Workshops	440
Administrative	25

##### Engineering and contracting staff includes:

##### Engineering/design/project management/administration:

Engineers	36
Draftsmen	7
Administrative	15

##### Site personnel

Engineers	15
Technicians	30
Capacity to mobilize over 400 workers/supervisors	

*Our machines are continuously upgraded and renewed to be in line with the most advanced standards and norms applicable in the industry*



## ■ B- MACHINES

Matelec Group utilizes and maintains the latest manufacturing technology and equipment available today. The machines are continuously upgraded and renewed to be in line with the most advanced standards and norms applicable in the industry.

The latest renewal was started in 2005 and is still under process with the acquisition of a number of machines each rated as top in its category. In parallel, the company is equipped with a set of industry-approved machines to run in-house tests on both electrical performance and painting. All Matelec's manufacturing operations have consistent state-of-the-art manufacturing and testing environments. The company continually invests to maintain and upgrade its leading edge manufacturing and testing facilities in line with its objective of providing higher efficiency and quality.

Matelec uses the latest computerized techniques for design, manufacturing, and testing. Matelec has developed specialized computer program for transformers design is linked with computer controlled manufacturing machinery (cut-to-length, punching, laser cutting, bending, fin folding, etc.) and testing equipment. This automated manufacturing system ensures consistently high quality and results in drastically reduced manufacturing lead times.

A computer controlled production planning and scheduling system is employed to program all manufacturing operations. The system provides continuously updated information on production progress. Manufacturing efficiency and product quality are further enhanced by computer controlled product testing and data capture, automated rating plate engraving, electronic test report generation and transmission.

Since accurate testing is crucial to providing quality products, Matelec is fully equipped with high precision class and calibrated testing instruments. All routine tests are performed according to IEC standards. A large number of type tests can be performed in-house (temperature rise, impulse, noise level, partial discharge, capacitance, dielectric power loss, etc.). Test reports are generated automatically by data acquisition and compared with the designed parameters. Testing is made in accordance with ISO 17025. In the same line, the painting laboratory performs inhouse salt spray, minimum thickness, gloss factor, falling weight, cupping, scratch and bend tests according to relevant ISO standards. For a complete and detailed description of the laboratories and testing activities, please refer to "Laboratories and Testing" section in the home page.



*All equipment produced by MATELEC undergoes extensive and rigorous tests which are required to pass in order to meet industry and customer standards and specifications.*



## 5- LABORATORIES AND TESTING

### ■ A- OVERVIEW

A continuous quality control program is carried out during production where certain preliminary tests are carried out to assure quality and confirmation to design calculations.

The final tests on fully assembled equipment guarantee satisfactory performance. Very few errors in workmanship and design get past these tests. They are the result of a great deal of work and investigation by many engineers associated with transformer production. Constant revision of tests is carried out, as more definitive data and sophisticated equipment become available.

The basic testing requirements and testing codes are set out in the national and international standards.

### ■ B- PRODUCTS TESTING

#### 1. Transformers

##### **I- Routine tests**

- a- Measurement of winding resistance (IEC 60076-1 par. 10.2).
- b- Measurement of voltage ratio and check of phase displacement (IEC 60076-1 par. 10.3).
- c- Measurement of short-circuit impedance and load loss (IEC 60076-1 par. 10.4).
- d- Measurement of no-load loss and current (IEC 60076-1 par. 10.5).
- e- Dielectric routine tests (IEC 60076-3).
- f- Tests on on-load tap-changers, where appropriate (IEC 60076-1 par. 10.8).

##### **II- Type tests**

- a- Temperature-rise test (IEC 60076-2).
- b- Dielectric type tests (IEC 60076-3).



### III- Special tests

- a- Dielectric special tests (IEC 60076-3).
- b- Determination of capacitances windings-to-earth, and between windings.
- c- Determination of transient voltage transfer characteristics.
- d- Measurement of zero-sequence impedance(s) on three-phase transformers (IEC 60076-1 par. 10.7).
- e- Short-circuit withstand test (IEC 60076-5).
- f- Determination of sound levels (IEC 60551).
- g- Measurement of the harmonics of the no-load current (IEC 60076-1 par. 10.6).
- h- Measurement of the power taken by the fan and oil pump motors.
- i- Measurement of insulation resistance to earth of the windings, and/or measurement of dissipation factor ( $\tan \delta$ ) of the insulation system capacitances. (These are reference values for comparison with later measurement in the field. No limitations for the values are given here.)
- j- Measurement of the level of the partial discharges (which are localized electrical discharges in insulating media of the transformer) test according to IEC 60270 .

#### Matelec has 4 electrical tests laboratories as follows:

- Laboratory N1 (distribution transformers p to 2500kVA /36kV) :  
The test of par. I , II , III-b, III-d, III-f, III-g, III-h, III-i could be implemented in this platform.  
In addition, we are equipped to perform the partial discharges (which are localized electrical discharges in insulating media of the transformer) test according to IEC 60270
- Laboratory N2 (distribution transformers up to 2500kVA /36kV) :  
The test of par. I , II , III-b, III-d, III-f, III-g, III-h, III-i could be implemented in this platform.
- Laboratory N3 (power transformers up to 40MVA /72.5kV):  
The test of par. I , II , III-b, III-d, III-f, III-g, III-h, III-i could be implemented in this platform.
- Laboratory N4 (power transformers up to 120MVA /245kV):  
The test of par. I , II , III-a , III-b, III-d, III-f, III-g, III-h, III-i, III-J could be implemented in this platform.



## 2. MV Switchgears, MV/LV Package substations & LV Panel Boards

These tests are carried out in Laboratory N5 (MV switchgears, MV/LV package substations and LV panel boards) as follows:

### **Routine tests** (IEC 62271-202)

- Dielectric test on the HV interconnection
- Voltage withstand tests on auxiliary circuits
- Functional tests
- Verification of correct wiring

### **Type tests** (IEC 62271-202)

- Dielectric tests
- Temperature-rise tests
- Functional tests
- Verification of the degree of protection
- Calculations and mechanical tests

## 3. Paint

The electrostatic powder painting using a polyester based heat-hardened powder , is the process applied for painting all metallic parts having a treated surface by the technique of spraying and ready to accept the protective coating . This kind of painting has various advantages : mechanical strength , chemical and anti-corrosion properties as required by our clients . Moreover , this assures a healthy and secured use, protecting also the environment .

Laboratory N6 (Paint laboratory)

- Minimum paint thickness film (acc ISO 2808)
- Specular gloss factor at 60 Deg (acc ISO 2813)
- Falling weight test (ISO 6272)
- Erichsen cupping test (ISO 1520)
- Scratch test (Adhesion ISO 2409)
- Bend Test (cylindrical mandrel ISO 1519)
- Salt spray (Fog) test (ISO 7253)

The same laboratory measures continuously the concentration of all chemicals used during the paint process to prevent any eventual mistakes that might arise during the process

At MATELEC Group,  
we are committed  
to meet or exceed  
the highest quality  
and performance  
industry standards  
across our range of  
products  
and services.



## 6- SUSTAINABILITY

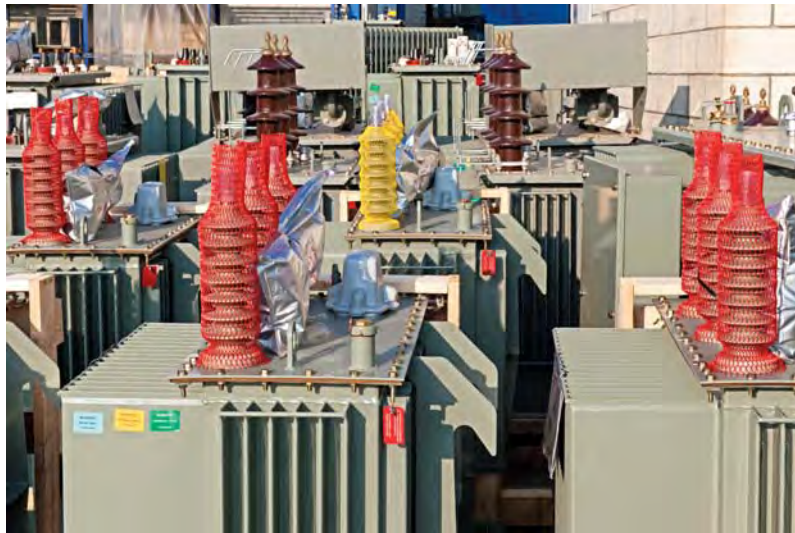
### A- HEALTH, SAFETY AND ENVIRONMENT

Matelec gives extra impetus to the implementation of solutions to eliminate health and safety risks. For this purpose, Implementation plans have been drawn up to moderate the physical workload of each employee and his exposure to dust and noise. On a permanent base, focus groups are being held with employees about the execution of the various implementation safety plans and strategies. The general guidelines for health and safety points out that:

- All persons employed by the company should receive adequate health and safety training. In addition, employees receive adequate instructions and supervision to enable them to undertake their work in a safe manner.
- All plants and equipments are suitable for their intended purpose and are maintained in a safe condition at all times.
- All persons working on site, whether or not employees of the company, are adequately notified of all known hazards and protective measures.
- Risk assessments are conducted regularly and actions taken to reduce the risk to a reasonable level.
- Individual members of staff, who have any concern regarding their own safety, or that of a third party, are responsible for reporting the matter to their manager without delay.
- Matelec Environmental, Health and Safety management systems have been certified according to ISO 14001:2004 and OHSAS 18001:2007







## B- QUALITY ASSURANCE

Matelec is committed to meet or exceed the highest quality and performance industry standards across its range of products and services.

The Group has a complete Quality Management System (QMS), which complies with, and is certified to, ISO9001:2008 by SGS. The company quality assurance system was first registered in 1996 and is regularly audited to ensure continued compliance.

One of the major objectives of the Group is to foster improvement in all aspects of its business. Matelec strives to improve the satisfaction of its customers by maintaining on-going initiatives to improve the quality and reliability of products and the operating effectiveness of the manufacturing equipment and processes. The Group promotes and manages continual improvement in quality, productivity, service and value.

Improvement projects touch on various areas such as external customer, corporate, supplier, safety and regulatory requirements. Continuous improvement is measured against goals and objectives. The spirit behind any quality initiative is to cost effectively achieve the basic tenet of the Matelec Group Quality Policy that is, delivery of defect free products and services, on time. Any such initiative is always directed to keep up with the state of “zero defects”. Technology is used throughout to achieve accurate order processing, efficient manufacturing, and on-time delivery. The Group can answer all application questions, and its customer-minded engineering staff is ready to work closely with customers and provide timely and satisfactory resolutions to all technical issues.



The data provided in this document is accurate at time of going to press.  
As standards, specifications and designs are subject to change, please ask for confirmation of the information given in this publication.

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**EDIEL**

**ENTREPRISE ALGÉRIENNE DES EQUIPEMENTS DE  
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