IEK GROUP - Russian manufacturer and supplier of electromechanical and lighting equipment under renowned brand IEK®, products for IT Technologies under ITK® trademark and industrial automation equipment under ONI® trademark.

- On the low-voltage equipment market since 1999.
- More than 1500 employees.
- Modern research and production base in Russia and worldwide.
- Leading positions on the electrical engineering market of Russian Federation and CIS states.
- More than 250 USD million annual turnover

**Mission of IEK GROUP**

Together with our partners we create reliable and affordable solutions for the transmission, distribution and transformation of electric energy ensuring comfortable and safe environment for people’s life and work.
Brand Portfolio

A wide range of electrical and lighting products

Equipment trademark for IT- technology

Equipment trademark for Industrial automation
Electrical and lighting engineering equipment
IEK® products

Power distribution equipment:
- Modular equipment
- Protection power equipment
- Metering, control & measurement devices, power equipment
- Electric distribution panel equipment
- Cable support systems, accessories for aerial bundled conductors
- Power connectors, extension cords, adapters, cable reel, wiring products
- Switching units and control devices.

Industrial equipment:
- Electric engine
- Switching equipment, Motor Protection device, Control Relay, Switching equipment and control devices.

Lighting engineering:
- Fixtures, lamps, spotlights
- Lighting control Systems
- Light sources.

Wiring equipment:
- Tools, Wiring products.
Quality of IEK® products

- IEK® products meet the requirements of Russian and international official standards & certification.
- IEK® products are awarded with medals of Russian and international exhibitions.
- Following the results of the popular vote, TM IEK products are the winners of the national trust rating “Brand No. 1 in Russia” in the “Electrical Engineering” category.
IEK® Equipment: tested and recommended
Light equipment – growth driver
Bright style

- Products in attractive, informative packaging
Current assortment

- Light sources
- Lighting devices, projectors
- Automated control system
TM ITK created in 2012
Modern and reliable equipment for effective telecommunication solutions.

Equipment ITK®:
- multiple variations,
- high quality,
- the middle price segment,
- Russian manufacture.
Equipment trademark for IT-technology

- telecommunications cabinets,
- power supply equipment and stand monitoring equipment,
- LAN-cable,
- tools,
- structured cabling system components.

Equipment base for design programs.
Russian trademark on the automation market
Equipment trademark for Industrial automation

New Russian trademark on the automation market:
Production year — 2016.

**ONI® equipment:**
- High-technology,
- mid-price segment,
- production on the modern enterprises,
- multisample inspection.
Industrial automation equipment

- variable speed drives,
- PLC units,
- relays and detectors,
- digital operators,
- electric engine,
- software.

Extensive library of ready-made solutions, qualified technical support.
Dynamics of IEK GROUP sales

- 2009: 2%
- 2010: 30%
- 2011: 25%
- 2012: 22%
- 2013: 14%
- 2014: 10%
- 2015: 29%
- 2016: 21%
- 2017: 15%
- 2018: 18%
Distribution policy - success base

- The classical model of distribution - the delivery to the final consumers is made only through the distribution network.

- A balanced pricing principals - ensures the commercial attractiveness of IEK products for whole supply chain.

- Total coverage - IEK products are available all over the Russia, CIS and other countries covered by distribution network.
The development of IEK GROUP

GEOGRAPHY EXTENTION

PRODUCTION STRATEGY

NEW PRODUCT LINES

INCREASE PARTNERSHIP SERVICE
Regional offices in all the major cities of Russian Federation.
Partners in Ukraine, Moldova, Kazakhstan, Mongolia, the Baltic States, Belarus, Poland, Germany, Romania, Spain, Georgia, Armenia, Azerbaijan, Uzbekistan, Kyrgyzstan, Tajikistan, Afghanistan, Vietnam, Algeria, India.
Direct deliveries to Europe, the countries of Central Asia and the Middle and Far East.
The growth rate of IEK GROUP production Russian-made outperform release of contract products abroad
IEK GROUP production sites in Russia

Yasnogorsk, Tula region:
• Metal-working facility,
• Extrusion facility,
• Moulding / injection facility,
• Counter and cable coupling sleeve assembly complex,
• Metal rolling complex.

A new manufacturing complex is currently under construction in the territory of the logistics and industrial park in Novosibirsk region.
Russian factories annual production capacity (per annum)

- 195 mln of running meters of product extrusion (cable trunking, rigid PVC pipe, PVC corrugated pipe);
- 21 mln of running meters of metal tray rolling;
- 1,54 mln of metal case;
- 60 mln of molding manufacturing products including 3,3 mln of plastic;
- 190 thou. of single and three-phase energy meters;
- 10,8 thou. of cable box connections.

Recycling at own plants per month:

- 40 coaches of metal
- 18 coaches of PVC
- 3 coaches of polymers
IEK GROUP constantly invests into local production facilities.

2019: production line of two-wall pipes from low-pressure polyethylene;
2018: construction of new production complexes;
2017: Pivatic (Finland) automatic roll punching flexi press. It allows to reduce metal waste and also eliminates most of manual operations;
2017: Automated line Gasparini (Italy) for production of metal trays and STRUT profiles.
2016: Gasparini SPA (Italy) automated roll forming line for metal trays. The line produces up to 30 meters of cable trays per minute, that makes 4 times faster than before.
The Quality Management System

R&D based on international standards & certification

Components and Materials Quality Control

Production Quality Control (PQC)

Outgoing Quality Control (OQC)

Incoming Quality Control (IQC)

Aftersales Warranty
The investment in the quality

In 2017, an in-house development was commissioned. There is a new testing facility on the production site to examine metal cable trays.

In 2018 the stand was certified in ROSTEST.

In 2016-2017, our own testing center was equipped with a whole range of new equipment, including:

• photo-metric sphere installation;
• Universal test machine Tinius Olsen 50ST,
• Unique rain camera IPx3-6.
Logistics

4 distribution centers in Russia:

• Total area - 60 000 m²
• Number of pallets about 70 000;
• Throughput capacity - 25,000 lines per day.

Free shipping for partners in Russia.
10 offloading facilities with a total area of over 60,000 sq.m. Monthly handled more than 1,500 transport units.
IEK GROUP Academy: Learning System

- Open educational portal IEK GROUP Academy www.iek-edu.com
- A variety of modern smart training methods.
- A wide range of cooperation with electric engineering market insiders, country’s educational industry representatives and mass media.
- High professional skills of educational specialists.
- Participation in international projects, forums, conferences and championships.
IEK GROUP Academy: academic base

• Cooperation with the 14 leading Russian technical universities and professional advancement centers throughout Russia and in CIS countries.

• Joint educational and scientific research projects. Training programs for constructors & designers

• Curriculum development and active participation in training programs for electrical engineering market representatives.

• 6 classrooms/laboratories equipped with IEK products (Kiev, Moscow, Ryazan, Kazan, Novosibirsk, St. Petersburg).
IEK GROUP Academy: educational portal

- Convenient electronic platform for advanced training of specialists in the electrical engineering market.
- Regular open webinars - about 200 a year, free e-learning courses and comprehensive programs in the area of electrical engineering, telecommunication and industrial automation.
- Group and individual forms of training.
- Partners are authorized to manage the training of their employees in IEK GROUP Academy.
- Access to training from mobile devices.

www.iek-edu.com
IEK GROUP Academy: training for partners

- Specialized webinar programs for employees of partner companies.
- Technical seminars on the most relevant topics in electrical engineering.
- Workshops on product use.
- Sales trainings for partners accommodated for the specifics of the electrical engineering market.
- Cooperation, support and exchanging experience when preparing training programs for partner companies.
Partnership with WorldSkills

• IEK GROUP is the international expert of WorldSkills International for the competence "Electrical work".

• Diamond partner of WorldSkills Russia.

• In Russia IEK GROUP took a responsibility for the development of the competence "Electrical installation".

• IEK GROUP is a part of the Industrial Council of the Union of the "WorldSkills Russia".
Partnership with WorldSkills

• IEK GROUP participates in the organization of the Championships "Young professionals" WorldSkills and WorldSkills Hi-Tech for the students and employees of the industrial enterprises.

• Group of companies IEK founded the competence "Electrical work" for children at the age 10-13 and 14-17 years which entered to the project WorldSkills Juniors.

• Active participant and contributor of the tasks for “Ticket to the Future” national career guidance project announced at the initiative of V.V. Putin.
Advertising Support

- Advertisement in PR and mass media organization (MMO).

- Providing of clients and consumers with promotional materials.

- Participation in the leading national, local and international exhibitions.
Trade Marketing

TRADE MARKETING - wide range of tools that considers partners specific requirements

- IEK provides full range of POS materials for distribution and dealers offices.
- National and local trade-marketing activities.
- Information materials (commercial and technical catalogs, product brochures).
Trade Marketing

- Sales staff products training.
- Branded & Co-branded Souvenirs.
- Joint advertising with partners (media, internet, outdoor advertising).
- Joint activities with partners (exhibitions, seminars, sponsorship).
- Open-ended loyalty program for affiliate network managers - IEK BONUS.
Solutions for professionals

Save time and improve comfort with IEK GROUP software:

• Sets of template solutions based on IEK® equipment.
• Automated catalog with unique feature selection.
• Databases 2D, 3D for popular professional programs: DIALux, AutoCAD Electrical, Revit, NanoCAD, etc.
• Program for layout of electrical distribution panel and large size dismountable metal covers.
• Catalog with typical schemes of Low voltage electrical switchboard based on IEK products.
• Configurators and online calculators for various types of equipment.
LOYALTY PROGRAM for Constructors & Designers

• Learning IEK® Products
• Software for constructors & designers
• Reference materials.
• IEK GROUP specialists consultations
• Promotions

www.iekplus.ru
Objects, equipped IEK GROUP products

Social and cultural projects:

• Objects of the 2018 FIFA World Cup;
• MV Lomonosov Moscow State University, NSU and NSTU in Novosibirsk, S.M. Budjonny Military Academy in St. Petersburg;
• Perinatal complexes in Irkutsk, Orenburg, the Buryat Republic, Ryazan;
• Shopping centers “Lenta”, “M-Video”, “RIO”, “O’Key”, “Mega-Stroy” in the cities throughout Russia;
• St. Isaac's Cathedral in St. Petersburg.
Objects, equipped IEK GROUP products

Infrastructure, transport and communication:

• Russian Railways’ facilities, highway transportation facilities
• Metropolitan of Moscow and St. Petersburg, Novosibirsk;
• Air Traffic Services center (Koltsovo Airport)
• Murmansk Commercial Seaport,
• Polling stations (video surveillance system, elections of the President of the Russian Federation, 2012),
• and many other projects.
Objects, equipped IEK GROUP products

**Industrial projects:**
Objects belonging to all sectors of the national economy including:

- Facilities of “Gazprom”, “Bashneft”, “Tatneft”, “Severstal” companies and “Rosnano” state corporation;
- mechanical-engineering, metallurgical and chemical companies in various Russian cities,
- large and medium enterprises of consumer and food industry.
Objects, equipped IEK GROUP products

Electric power industry:

Nuclear, thermal and hydroelectric power stations in Russia – in Perm, Murmansk, Sakhalin, and abroad – in the Republic of Belarus, Tadzhikistan, Azerbaidzhan and Kazakhstan.
IEK GROUP

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