

INVESTMENT CASE

Evropeyskaya Elektrotehnika combines a distribution centre, engineering divisions, an electrical laboratory, and specialised production operations. The Company is among the largest national distributors of electrical equipment and is an industrial partner of companies that are leaders in the international engineering market.

RELIABLE PARTNER FOR DOMESTIC AND FOREIGN COUNTRIES

750+ **70+**

client
companies

from

20+

industries

suppliers

from

20

countries across
the world

The Company's revenue has been
contracted for the period until

2021 year

GROWTH STRATEGY

Organic growth:

- ▶ expansion of the network of engineering centres,
- ▶ R&D Programme,
- ▶ the release of innovative products,
- ▶ the launch of new production sites

Inorganic growth:

- ▶ mergers and acquisitions (M&A) of core assets

PARTICIPATION IN THE IMPORT SUBSTITUTION ACTIVITIES

FOCUS ON THE IMPROVEMENT OF THE PROJECT PORTFOLIO PROFITABILITY

FOCUS ON HIGH-PROFIT AREAS AND PROJECTS

CONSCIOUS REJECTION OF LOW-MARGIN BUSINESS OPPORTUNITIES

CONSTANT DIVERSIFICATION OF THE PROJECT PORTFOLIO, ASSIMILATION OF NEW DIRECTIONS

A STRONG FINANCIAL POSITION IS THE BASIS FOR FURTHER BUSINESS GROWTH

THE OUTPERFORMING
GROWTH RATE OF THE
COMPANY'S PROFIT

246.8

RUB mln cash and cash equivalents
available to the Company²

NO DEBT TO
THIRD-PARTY
CREDITORS²

RATING

BBB-(ru)³

ACRA

stable outlook

DIVIDEND HISTORY AND A CASE OF PUBLICITY IN A RUSSIAN ECONOMY SECTOR NEW TO INVESTORS

91.9

RUB mln paid
as dividends in 2018

CORPORATE
GOVERNANCE
SYSTEM IS
CONTINUALLY
CHANGING

ACTIVE INVESTOR
RELATIONS
PROGRAMME

2. As of 31 December 2018
 3. As of 1 February 2019