

BUSINESS MODEL

The Company is building a system of efficient commercialisation of engineering innovations generated within the business and having high market potential.

PARTICIPATION IN ALL STAGES OF VALUE CREATION IN TARGET INDUSTRIES

PROPRIETARY ENGINEERING

federal network of engineering centres

2018, actual 2021, target

16 → **23**

PROPRIETARY PRODUCTION

of engineering and technological equipment

COMPLETE DELIVERIES AND TURNKEY SOLUTIONS

GUARANTEE SERVICE

IMPLEMENTATION OF ELECTRICAL COMPONENTS AND MATERIALS

Proprietary production:

- ▶ Transformer substations
- ▶ MV cells
- ▶ Switchboard equipment (under 6,300 A)
- ▶ Cabling and wiring products
- ▶ Industrial electric heating systems
- ▶ Non-standard lighting systems
- ▶ Equipment of complex industry solution

INTEGRATED SOLUTIONS

- ▶ Low voltage solutions
- ▶ Medium voltage solutions
- ▶ Electric heat tracing systems
- ▶ Lighting systems

USE OF SOLUTIONS AND ELEMENT BASE FROM LEADING INTERNATIONAL AND RUSSIAN VENDORS

Schneider Electric, ABB, DKC, Lighting technology, John Zinc, others



ENGINEERING SYSTEMS

Comprehensive services for the fabrication of energy and electricity supply systems, electric lighting and low-current systems at facilities for any purpose, as well as industrial electric heating systems

SERVICE DIVISIONS AND SYSTEMS

- ▶ LOGISTICS INFRASTRUCTURE BASED ON REGIONAL AFFILIATES;
- ▶ ELECTRICAL LABORATORY WITH VOLTAGE OF UNDER 110 KV;
- ▶ INSTALLATION OF ENGINEERING AND UTILITY SYSTEMS;
- ▶ R&D;
- ▶ ENERGY CONSERVATION AND ENERGY AUDIT;
- ▶ AFTERSALES SERVICE;
- ▶ TENDER DIVISION;



Evropeyskaya Elektrotekhnica's Group of companies is a profitable business, with wide diversification by industry and geographical affiliation of the client base

TECHNO-LOGICAL SYSTEMS

Design, development, manufacture and supply highly effective modern block equipment for oil and gas, oil and gas processing and petrochemical enterprises

expected to increase its share in the Group revenue's structure



LLC ROG-ENGINEERING

since 2018

Production of equipment for oil, gas and petrochemical industry

- ▶ Booster pump station
- ▶ Oil and gas treatment unit in block-modular design and container version
- ▶ Mobile complexes for research and development of wells
- ▶ Flare unit
- ▶ Gas separation plants, as well as individual devices and knots

DIVERSIFIED CUSTOMER BASE

Russian and international markets

2018
2017
2016

REVENUE STRUCTURE BY INDUSTRY

750+
client companies

20+
industries

- Oil and gas sector
- Precision engineering
- Chemical and food industries
- Energy
- Nuclear industry
- Other industry

46%

share of TOP-15 clients in the portfolio of orders (by contract value)

11%

share of export earnings in the revenue structure of 2018

REVENUE

3.3

billion rubles

- ▶ LICENSING AND CERTIFICATION DIVISION;
- ▶ ENVIRONMENTAL CONTROL SYSTEM;
- ▶ LABOUR PROTECTION SYSTEM;
- ▶ CORPORATE GOVERNANCE SYSTEM;
- ▶ COMPANY'S PUBLIC DISCLOSURES;
- ▶ BUILDING RELATIONSHIPS WITH INVESTORS AND OTHER STAKEHOLDERS OF THE GROUP