

WHAT ARE COMPETING COMPANIES LOSING OUT TO PJSC EVROPEYSKAYA ELEKTROTEKHNICA?

- ▶ The Company is aware of the industry characteristics of its Customer and its Product, knows how to utilise it in the best way to solve the problems of the Customer.
- ▶ Being a system integrator with strong engineering and production components, with a large pool of accreditations, licenses and certificates, including industry-related ones (nuclear sector, special services), the Company uses a project-based approach, “turnkey” solution of Customer’s tasks.
- ▶ The Company is a vertically integrated manufacturer (from design and manufacture of several equipment categories to their commissioning and field supervision).
- ▶ The Company is going forward without external borrowing and this ensures its financial independence.
- ▶ Tendering is a comfortable procedure for the Company: it outcompetes its peer companies in submitting high-quality applications for tenders and procurement procedures, thereby in many cases securing the contracts.
- ▶ The Company offers to customers attractive financial terms of doing business, which include bank guarantees to ensure participation in tenders, advancing, contract implementation, and guarantee retention.

WHY CAN COMPETITORS BE MORE SUCCESSFUL THAN THE COMPANY?

- ▶ There are niche players specialising in particular categories of equipment and capable of dumping in certain areas.
- ▶ The outcome of the project-based approach: The Company does not hold significant stocks of products, which may affect the delivery time and requires a comparison of pricing with the conditions of suppliers (vendors).

