

# Strategy of development



IEK Group is a leading Russian manufacturer and supplier of electrical and lighting products bearing the brand IEK® and telecommunications products bearing the brand ITK®.

IEK Group offers a wide range of equipment for integrated ready-for-use solutions in the areas of construction, communal services, transport, infrastructure, industry, power engineering and telecommunications. IEK Group acts on electrical engineering market since 1999 and is now a serious competitor for major global brands. IEK Group has modern research and manufacturing basis, invests primarily in production in Russia and strives for maximum utilization of its own manufacturing potential, facilitating the development of entire electrical engineering sector. In the end of 2014, IEK® products were awarded with "Brand No.1 in Russia" title of people's confidence in category "Electrical engineering". This is a confirmation of successful import substitution and high consumer confidence and also another achievement of IEK Group as Russian manufacturer!

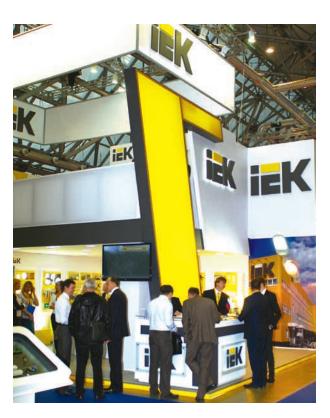
Products of IEK Group represent a wide range of electrical devices that comply with all international standards, and at the same time meeting requirements of domestic market and expectations of Russian consumers to the fullest extent.

IEK Group continuously expands its range of products. Currently, about 7 thousands of items types are in production, that serve as a basis for integrated ready-for-use solutions for power supply of any facility in any sector. Optimum price-to-value ratio and maximum availability throughout the country ensure high loyalty of clients and solid market positions for IEK® products.









Today IEK Group enters the new markets, actively mastering the manufacture of electrical motors and high-voltage equipment as well as telecommunications products.

#### IEK® brand is a mark of quality

IEK Group has become an example for many Russian companies, creating truly international brand in the area of electrical engineering. It is known for already 16 years and guarantees quality and reliability. The company has established its own system of warranty and post-warranty service, signed partnership contracts with the most well-known and reliable service companies of Russia that carry out maintenance of IEK® products. The specialists of IEK Group technical department carry out the whole package of scientific, research,

development and technological works, carefully monitor the safety and reliability of IEK® electrical equipment.

### Geographical coverage of IEK Group sales

Today the IEK® products can be purchased in any Russian region and abroad. The IEK Group sales geography covers Russia, countries of former USSR, Romania, Baltic and East Asian countries. Extensive network of representative offices and subsidiaries allows the prompt satisfaction of arising market demands.

#### Powerful logistic network

IEK Group includes 11 ultramodern distribution centers for finished products: five in Russia and six abroad. The network covers Central Russia, Siberia, Eastern Europe, coun-







tries of North-West and East Asia.

#### **IEK Group partner support program**

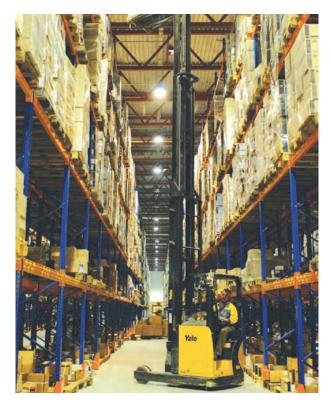
One of the main secrets of IEK success is IEK Partners Club. A community of front-rank companies in the industry exists for many years and is a solidary team of leaders. The main priorities of the IEK Partners Club include fairness, confidence and mutual support.

IEK Group is the first Russian company on low-voltage equipment market that established educational web portal, implemented technology of training webinars and organized free training for employees of partner companies.

Social responsibility of IEK Group is shown by its cooperation with leading Russian educational institutions. IEK Group actively assists in spreading of modern technologies and innovations on the Russian market of electrical equipment.

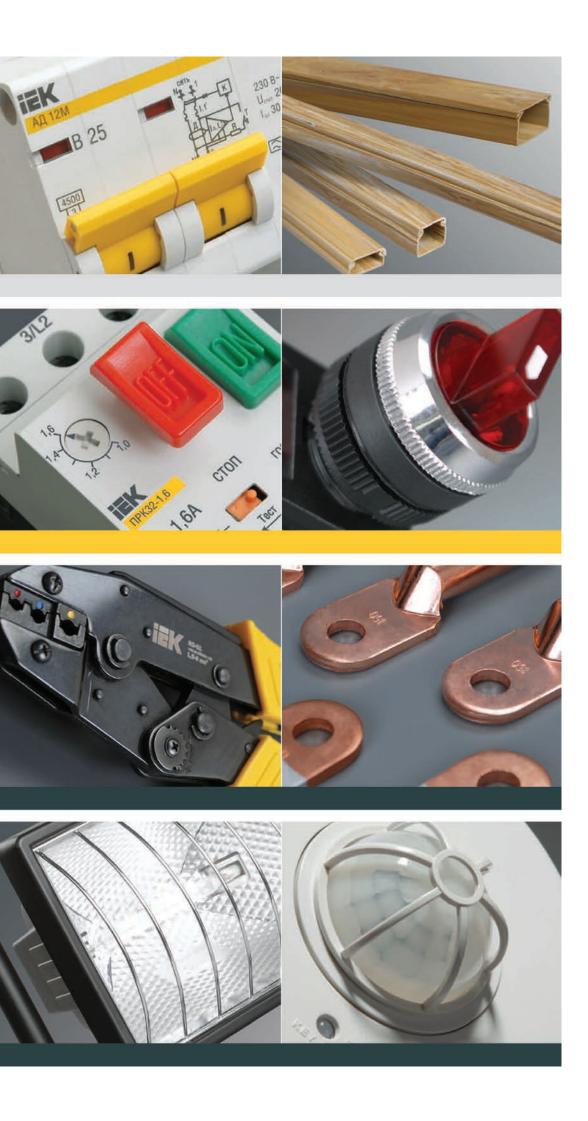
IEK Group has created a unique informational web resource for specialists in the field of power and electrical engineering, called "Professional Community". Innovational internet service IEK+ is successfully developed and used, which was created for support of designers and combines informational and educational functions, programming tools for work, technical support features and bonus system.

IEK Group successfully develops and implements new technologies, establishes a system of values that become universally recognized standards and are adopted by the most progressive players on the Russian market of electrical equipment.











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	Dowel clamps  Self-adhesive nylon pads  SM mounting helix  Heat-shrink materials  Cable markers  Cable tags  Electrical tape  PPD constant force springs  PML grounding buses  Tools  Presses for power cable terminals  Crimp pliers  Perforators for sheet metal  Hydraulic pumps  Tools for works with electrical buses  Cable cutting tools	6844 685 685 686 692 694 695 695 696 698 699 700
	Dowel clamps  Self-adhesive nylon pads  SM mounting helix  Heat-shrink materials  Cable markers  Cable tags  Electrical tape  PPD constant force springs  PML grounding buses  Tools  Presses for power cable terminals  Crimp pliers  Perforators for sheet metal  Hydraulic pumps  Tools for works with electrical buses  Cable cutting tools  Stripping tools	6844 6855 6856 6866 6926 6946 6956 6966 6986 6997 7007
	Dowel clamps  Self-adhesive nylon pads  SM mounting helix  Heat-shrink materials  Cable markers  Cable tags  Electrical tape  PPD constant force springs  PML grounding buses  Tools  Presses for power cable terminals  Crimp pliers  Perforators for sheet metal  Hydraulic pumps  Tools for works with electrical buses  Cable cutting tools  Stripping tools  Hand tools	6844 6855 6856 6866 6924 6946 6956 6966 6986 6997 7007 701
	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers	6844 6855 6856 6866 6924 6946 6956 6966 6986 6997 7007 7017
	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties	684 685 685 686 692 694 695 696 698 698 699 700 701 702 703
	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties Bolt cutting pliers	684 685 685 686 692 694 695 696 696 698 699 700 701 702 703 703
44	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties Bolt cutting pliers Multimeters and current clamps	684 685 685 686 692 694 695 696 698 699 700 701 702 703 703 704
11	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties Bolt cutting pliers Multimeters and current clamps Electrical machines	684 685 685 686 692 694 695 696 698 699 700 701 702 703 704 710
	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties Bolt cutting pliers Multimeters and current clamps Electrical machines Three-phase AC induction motors of DRIVE series	684 685 685 686 694 694 695 696 696 698 700 701 702 703 703 704 710 712
	Dowel clamps Self-adhesive nylon pads SM mounting helix Heat-shrink materials Cable markers Cable tags Electrical tape PPD constant force springs PML grounding buses Tools Presses for power cable terminals Crimp pliers Perforators for sheet metal Hydraulic pumps Tools for works with electrical buses Cable cutting tools Stripping tools Hand tools Test screwdrivers Tools for ties Bolt cutting pliers Multimeters and current clamps Electrical machines	684 685 685 686 694 694 695 696 696 698 700 701 702 703 703 704 710 712