Your Link to Sustainable Digital Future

Company Profile

January 2020

ISKRATEL

*Comprehensive **digital solutions** for a **safe** and **smart future***

Over **70 years** of experience

30 locations worldwide

900 employees

Global footprint in **50+ countries**

100 million satisfied users

EU-based R&D and manufacturing

*The leading European ICT provider for the digital transformation of the **telecommunications**, **transport**, **public safety** and **energy** industries.*

ISKRATEL

Over **70 Years** of Experience

ISKRATEL

Inspiration and **Purpose**

Integration of complete **solutions**

Responsiveness from **your time zone**

Smooth **migration** to the **digital** future

Customer-oriented innovation

Reduction of strategic **risk**

Long-term **partnership**

TCO savings

New **business models**

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Strategic Portfolio

Virtualisation

Today's megatrends

Digitalisation

NG-PON OLT & ONTs, Mesh Wi-Fi
Broadband Networks

Virtual IMS, Universal comm.
Communications Core

Industrial, Entertainment, Home
EMS

Industry Verticals
Critical, emergency & operational c.

Telecom operators

Smart home

Enterprises

Government

Transport

Utilities, Oil and gas

Safe and smart cities

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Strategic Portfolio

Virtualisation

Today's megatrends

Digitalisation

Harmonised ecosystems

Broadband Networks — Virtualisation of CO, SD-PON — NG-PON OLT & ONTs, Mesh Wi-Fi

Communications Core — 5G voice, Mobile data, MVNO — Virtual IMS, Universal comm.

EMS — Medicine, Renewable energy, Waste mgmt. — Industrial, Entertainment, Home

Industry Verticals — Critical, emergency & operational c. — Digitalisation and IoT, Safe & smart city

Telecom operators

Smart home

Enterprises

Government
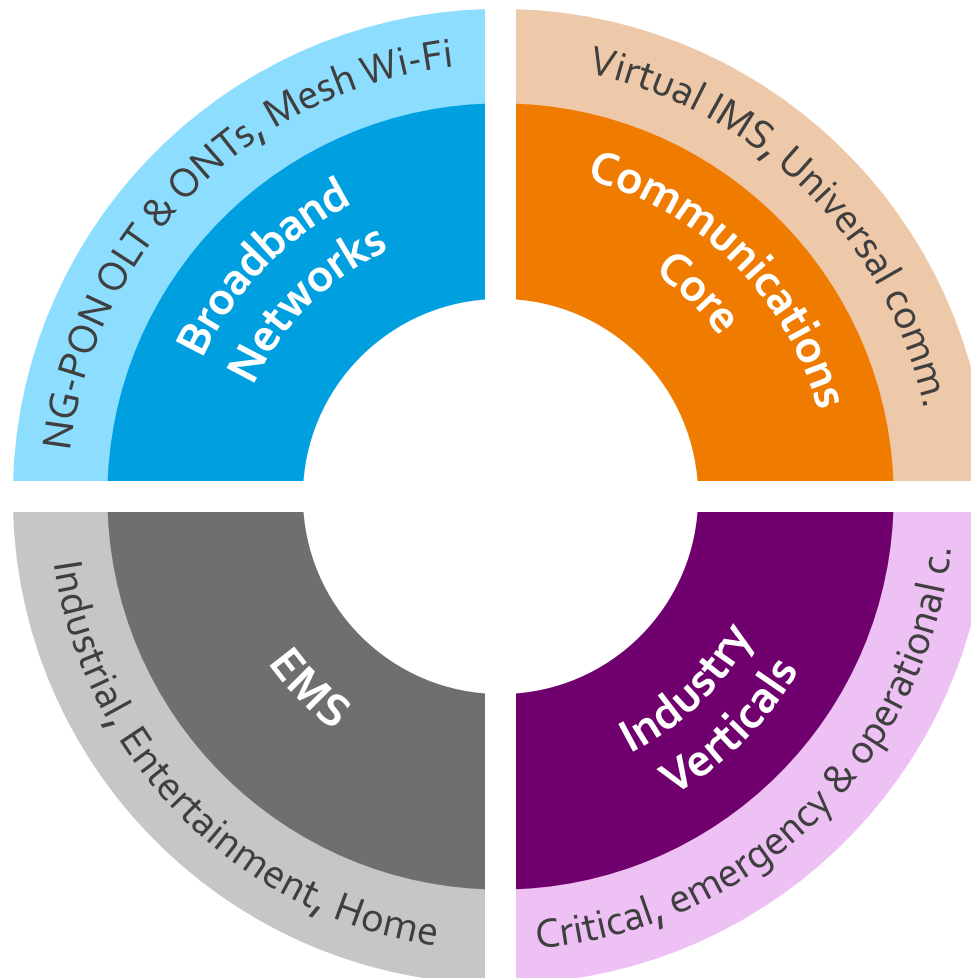
Transport

Utilities, Oil and gas

Safe and smart cities

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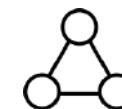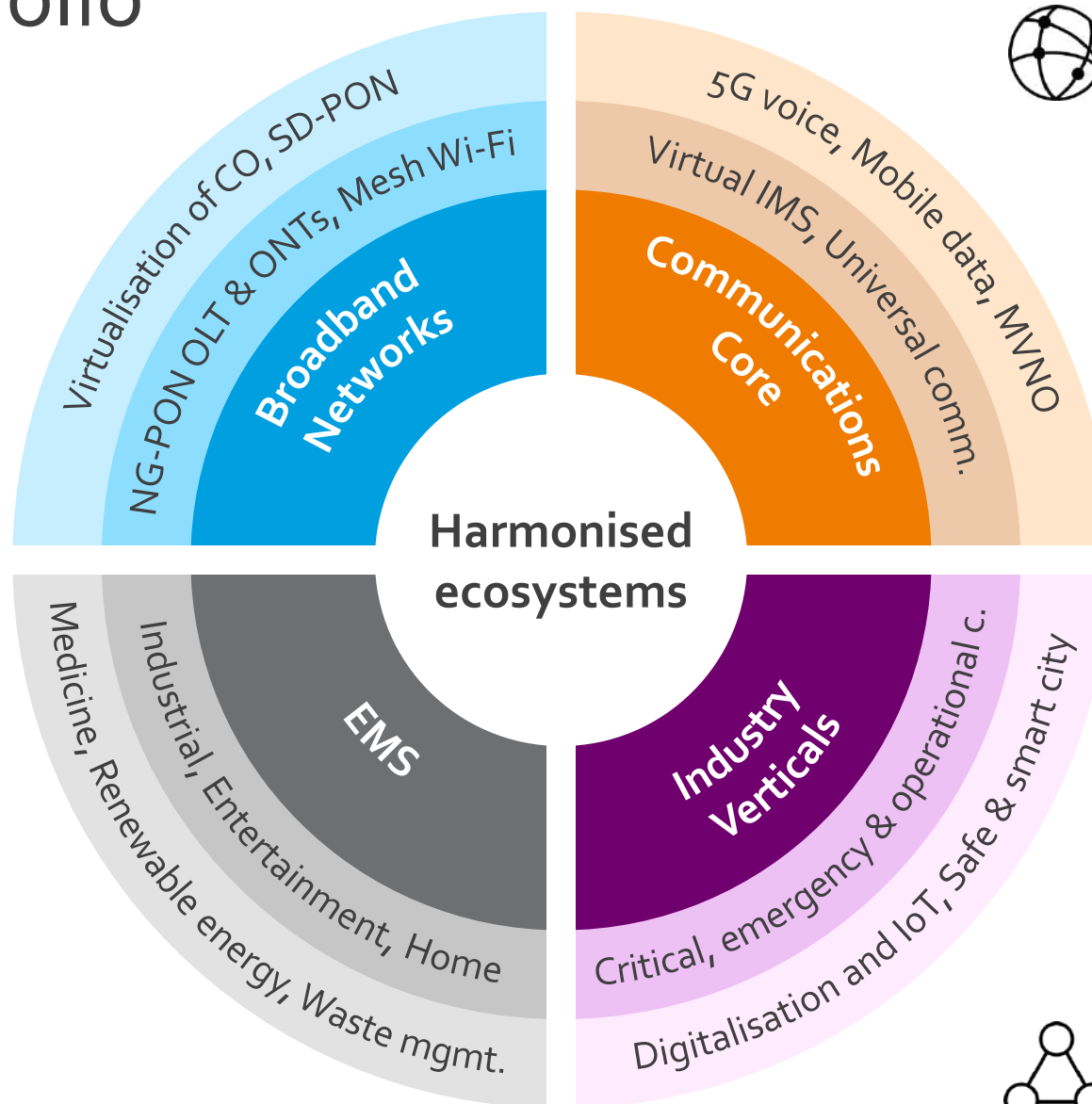
Solutions for **Broadband Networks**

Making gigabit society a reality.

SI3000 Lumia fibre OLT and MSAN

Software-defined broadband access

Broadband customer-premises equipment

Gigabit connectivity with mesh Wi-Fi

Fibre and **multi-service** access platform with **industry-leading** density and temperature range. Flexibility to address all **deployment** scenarios and business models. Optimised **TCO** with prolonged lifecycle.

Gradual **virtualisation** of CO with **world's first** dual-nature OLT featuring carrier-grade reliability. Two distinct characters – conventional and virtualised – let operators skip entire **investment** cycles.

An **award-winning** family of customer-premises equipment guarantees supreme **user experience**. Excellency in cost-efficient provisioning of services over **fibre** or **copper**.

End the headaches caused by poor **in-house wireless** coverage. Blanket the premises with a strong Wi-Fi signal for **gigabit** connectivity and **smooth** wireless roaming.

Solutions for **Communications Core**

Accelerating towards telco cloud, virtualisation and 5G.

Virtual IMS	Evolution to 5G	Cloud-services platform	Universal communications and applications

Introducing **multimedia** services with **virtual** or **on-premises** solutions. Reducing **complexity**, shortening **time-to-market**, and delivering OPEX savings. Interoperability with **legacy** facilitates smooth **migration** scenarios.

Fuelling operators' growth strategies towards **5G** and **virtualisation**, empowering them to deliver services that **residential** and **business** users demand. Unlocking the potentials to maximise **profits** in a smart and effective way.

Sustainable and elastic infrastructure for **virtualised, cloud-native** services with high business **value**. Robust and survivable cloud platform with **automated provisioning** and **scalability** of services.
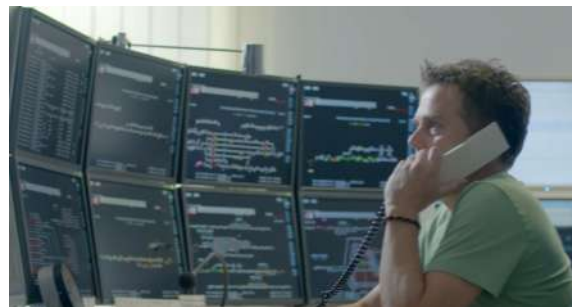
Managed **fixed and mobile** solutions for **business services,** based on proven **expertise** in communications. Bridge the gap between legacy and IP-based communications, and **protect** previous investments.

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Solutions for **Transport**

Driving digital transformation in the right way.

Operational communications	Multi-purpose dispatching system	Information and notification system	Incident-response management
Digital evolution of control **centres**, **teams** and **station** management.	Supporting both **modern** – fixed and mobile – and **legacy** interfaces within a single dispatching terminal, including full **GSM-R** support.	Ensuring your **key messages** cut through the noise. **Audio** and **visual** information delivered **instantly** to passengers and personnel.	Making sure red flags are **seen**, **acted upon** and **resolved**. **Real-time** processing of incoming data and actionable workflows.

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Solutions for **Energy**

Empowering energy with information.

Business communications

Integrating **new services** on existing terminals, and enable a smooth transition from legacy to full IP. **Universal communications** exhibit all benefits of a single-identity user experience.

Operational communications

Adding metadata and video to dispatcher communications with bulletproof **reliability**. Modernised **IP-based** info-communications solutions for **operations** and **business**.

Personnel-notification system

Delivering **mission-critical** information to the right people. Announcements and notification solutions for **high-risk environments**.

Energy-data management

Creating **smart-grid** ready environments for seamless service activation. Intelligent **IoT platform** for integration and interoperability of **operational** and **business** data.

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Solutions for **Public Safety**

Safeguarding the public. Smarter.

Emergency communications (112)

Significantly improving incident **detection** and **response** times. **Real-time** information, analytics and automated workflows for operators.

eCall

The solution has proven to **halve** emergency-services **response** times in traffic accidents by sending a „minimum set of data" (MSD) notification, which provides the exact location of the incident.

Safe and smart city

Connecting **smart** technologies into a **responsive** and **efficient** safe-city solution, featuring city-wide operational and management **control centres**.
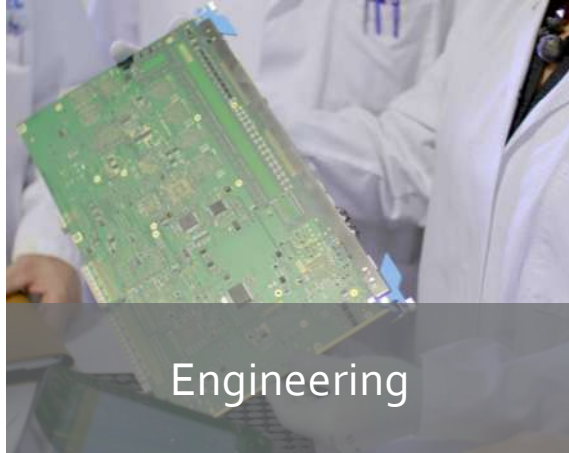
Critical communications

Consistent, **reliable** and **secure** first-responder communications. Dedicated networks with strong **encryption**, **redundancy** and high **availability**.

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Iskratel **Electronic Manufacturing Services**

Excellence in meeting your expectations.

Engineering

Enhancing your **design** for optimal manufacturing with **DFC, DFM** and **DFT**.

Manufacturing

Electronic assembly including **SMT, THT, coating, testing** and **programming**.

Logistics

We deliver the product to location of your choice or handle part of your global supply chain with **industrial-grade** revision trail.

After-sales support

Helping you deal with **warranty** and other customer-related issues that need **quick, precise** and **cost-effective** resolution.

Iskratel **Professional Services**

Planning, adapting and integrating solutions according to the needs of your business processes.

Consulting

System integration

Solution design

Adaptations

By leveraging our extensive **ICT expertise,** we can propose a modern solution customised to your needs and processes.

We integrate **comprehensive** solutions and systems across a wide range of environments.

We design and develop **innovative** solutions that work in **harmony** with your existing network.

We empower you to adjust network **engineering** to your customer's requirements.

ISKRA**TEL**

Quality Assurance

Our operations and equipment are fully compliant with the industry's most renowned standards.

Certificates

ISO 9001 (from 1994)

TL9000 (2005)

ISO 14001 (2013)

ISO 27001 (2016)

ISO 13485 (2019)

Cooperation with certification bodies

SIQ – Slovenia

Quality – Austria

Quest Forum

Interekoms – Russia

CE compliance

LVL, EMC, RTTE, ROHS2 and WEEE directives

In accordance with

ETSI, ITU, ANSI, ACME, IEC

ISKRATEL

Company **Management**

Encouraged by tradition of **success** and **innovative** solutions we are your link to the **digital future**.

Željko Puljić
CEO

Robert Kuzmič
CSO

Mitja Dolžan
CFO

Sašo Šimec
COO and Director of
Business Unit EMS

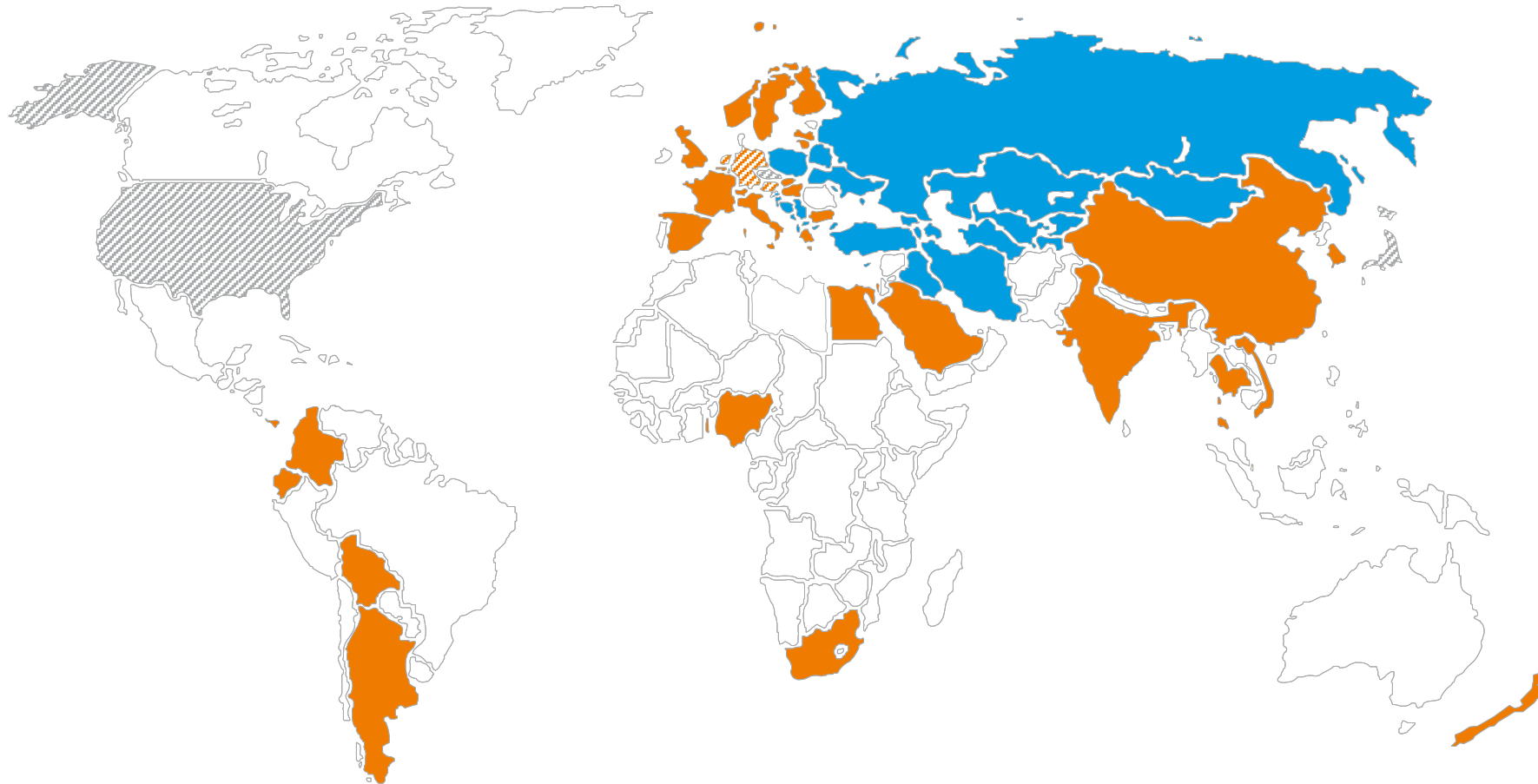**Matjaž Aljančič**
Director of Business Unit
Broadband

Tadej Dragaš
Director of Business Unit
Industry Verticals

Damir Opsenica
Director of
Business Unit Core

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Global Footprint in **50+ Countries**

Slovenia	Iskratel
	RC IKT
Russia	Iskrauraltel Yekaterinburg
	IUT Moscow
	IUT St Petersburg
	IUT Krasnodar
	IUT Novosibirsk
	Iskratel Moscow
North Macedonia	ITS Skopje
	ITS Software Centre
Azerbaijan	Iskratel Baku
Bosnia and Herzegovina	Iskratel Sarajevo
Kazakhstan	Iskracom
	Iskratel Almaty
Moldova	Iskratel Kishinev
Serbia	Iskratel Prointer
Taiwan	Iskratel Taiwan
Turkey	Iskratel Turkey
Ukraine	Iskratel Kiev
Uzbekistan	Iskratel Tashkent

Legend: Partner/indirect sales · Direct sales · EMS

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Performance Figures
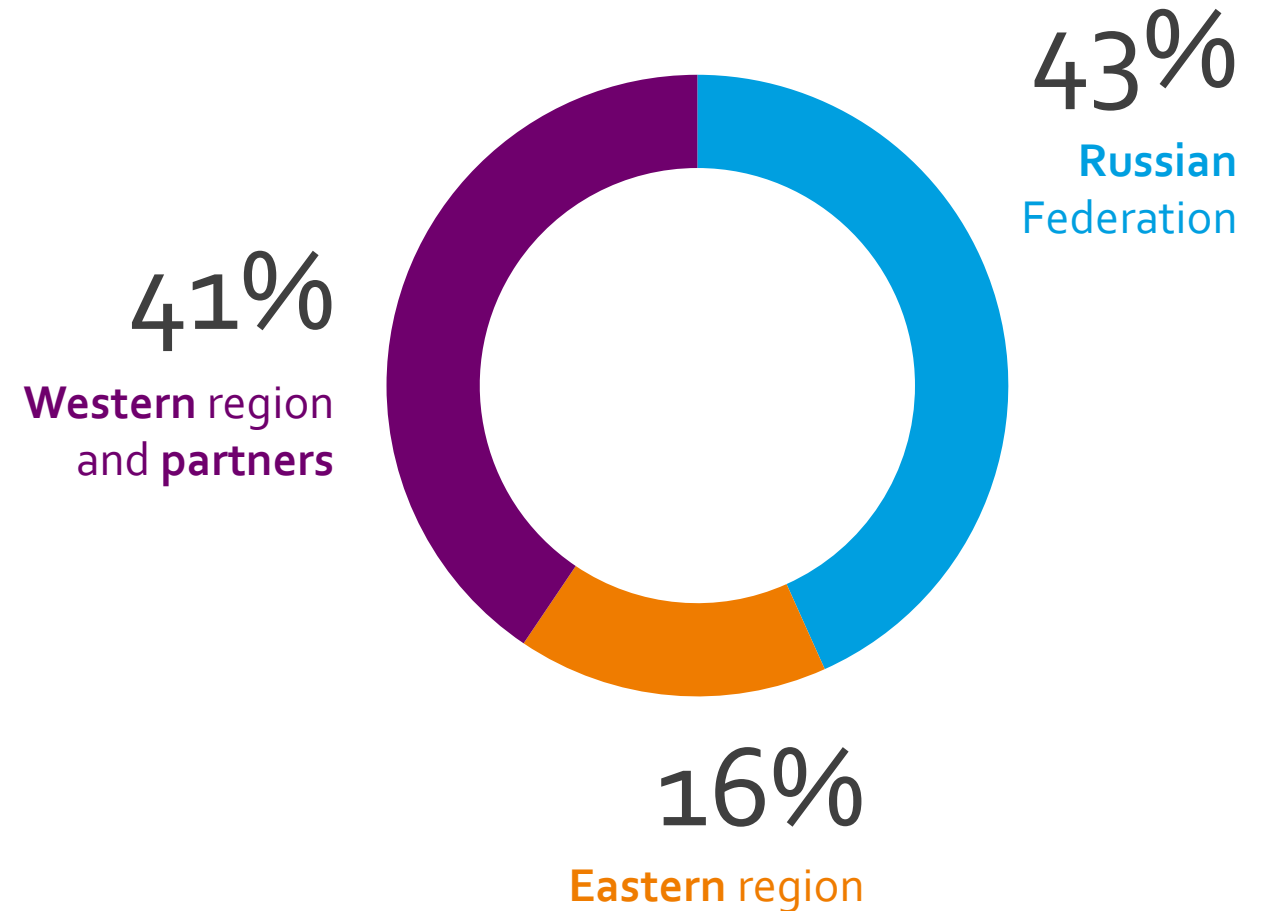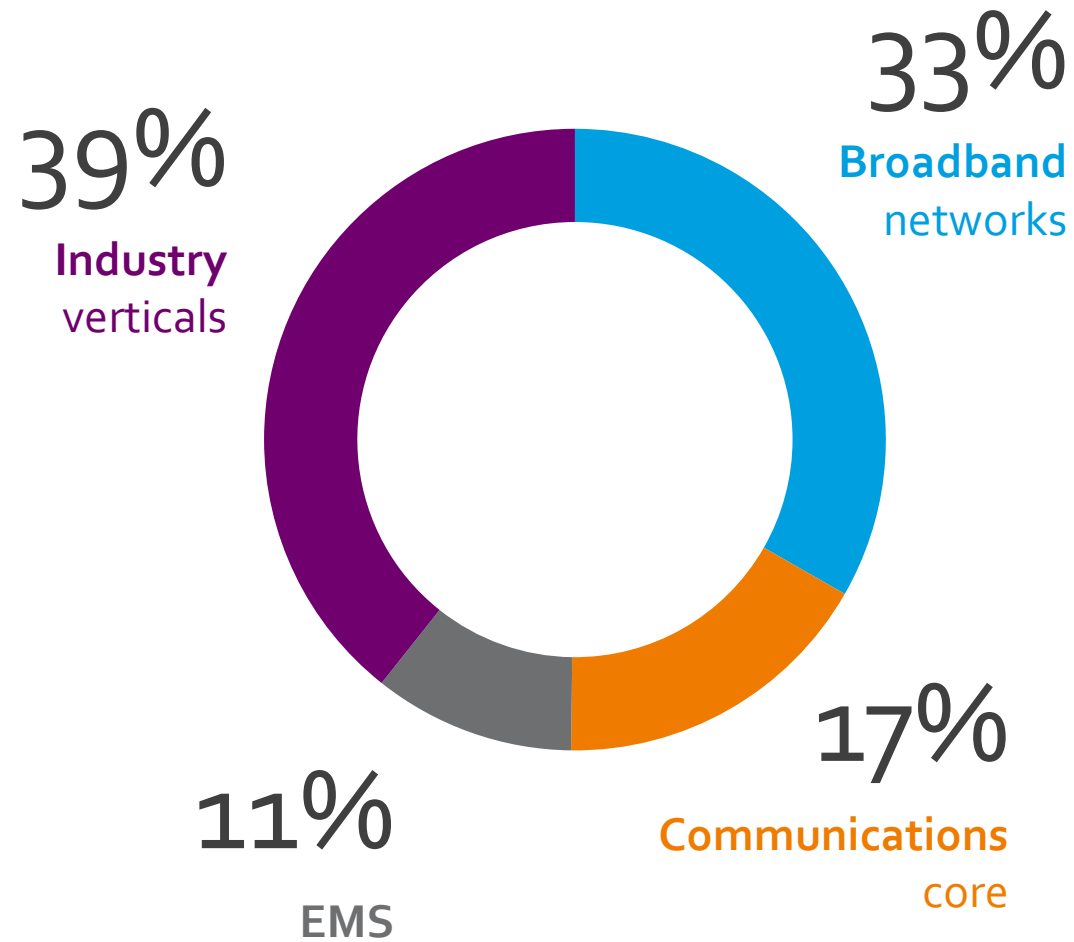
Category	2017	2018
Sales revenue	88.6 m€	104.0 m€
R&D investments	13.6 m€	13.4 m€
Net profit	3.3 m€	4.0 m€

Sales by Solutions and Markets

Of which **65% equipment** and **35% services**

33%
Broadband networks

39%
Industry verticals

17%
Communications core

11%
EMS

41%
Western region and **partners**

43%
Russian Federation

16%
Eastern region

Selected **References**

Thank You for Your Attention

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Family Friendly Enterprise

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