



Russia, Moscow

Summary

1. **Volume of investments required – \$ 1500 thousand.**
2. **Production** – energy saving equipment for housing and communal services.
3. **Trade marks** – “Svetek”.

Company profile

Date of establishment – “Energopribor” company was created in August 2005 by founders of the companies “S.I. Technologies” and “United Trading Network” for introduction into the Russian market of energy saving technologies for housing and communal services.

Signs of public recognition – “Energopribor” is a member of Russian Chamber of Commerce and Industry and Moscow Chamber of Commerce and Industry. “Energopribor” awarded a medal and a diploma of the exhibition “City of housing, communal services and ecology” (Krasnoyarsk, June 8–11, 2006). Diplomas of exhibitions: “Housing and communal services-2006: Technologies, Investments, New quality” (Moscow, March 14–15, 2006); “City of housing and communal services” (Rostov-on-Don, March 15, 2006); “Energy Saving” (Yekaterinburg, May 23–25, 2006); “Small Power and Energy Saving Technologies” (St. Petersburg, June 27–30, 2006); “Power. A city facilities-2006” (Perm, September 26–29, 2006).

Articles in newspapers and magazines: “Magazine of the head and the chief accountant of housing and communal services” # 2 part 1, 2006; # 9 part 1, 2006; “Information-analytical magazine of housing and communal services info” # 1, 2007; “Green Peace in Russia” # 37, 2007; “Snabzhenets” # 19, May 2006; “Housing and Municipal Complex of Ural”, “Lefortovo” # 7, 2007; “SmartMoney” from 25.09.2006; “Business for all” from 17.01.2007; “The Evening Murmansk”.

Number of employees – 7 persons.

Team

Savin Vadim – Director General, 38 y.o. High business activity, professionalism, skill to organize a team to cope with any task.

Stepanov Sergey – Sales Manager, 35 y.o. Vigorous, aiming at achievement of final results of any problem posed.

Products characteristics

“Energopribor” makes under the “Svetek” trade mark the following production: Energy saving switches and lamps with optical and acoustic sensors. The equipment allows to lower expenses for illumination of entrances of apartments and houses at 10–20 times. Development of new energy saving switches and fixtures is conducted.

Development of electronic ballasts for street fixtures is conducted. At replacement standard electromagnetic ballasts on electronic provide economy of the electric power will make about 30%. Now in the market practically there are no electronic ballasts for high pressure and high power sodium lamps.

Also development of Automation System for Electric Networks “BASIS” is conducted. “BASIS” will allow to conduct the commercial account electricity consumption, prevention of plunders of the electric power, redistribution of loading between consumers and restriction consumers on capacity, and also has a number of other functions. Developed “BASIS” has no analogues. “BASIS” is developed under the requirements of Energy Sales companies and meets all their needs.

Current state

At present time the “Svetek” equipment is distributed by 19 dealer centers in territory of the Russian Federation.

Development strategy**Use of funds**

- | | |
|----------------------------------|-----|
| 1. R&D | 15% |
| 2. Acquisition of fixed assets | 10% |
| 3. Marketing | 15% |
| 4. Acquisition of current assets | 50% |
| 5. Other | 10% |

Prospective outcome of investment

Increase in assortment of production and development of new segments of the market. Investments will allow to develop two new perspective directions: manufacture of electronic ballasts for street fixtures which would allow to save up to 30% of electric power at street illumination, and manufacture of own innovative Automation System for Electric Networks “BASIS”.

Marketing & Markets

Now “Energopribor” makes the equipment for automatic switching on and off the illumination in the places of general usage in apartments and houses. The volume of the market of this production in Russia makes not less than \$ 200 mln. Now our production occupies not less than 90% in the Russian market.

The volume of Russian market electronic ballasts not less is planned to occupy \$200 million not less than 25 % of the Russian market.

The market of Automation Systems for Electric Networks in Russia makes not less than \$ 500 mln. The innovative decisions incorporated in development of our own Automation System for Electric Networks "BASIS", its multifunctionality and flexibility will allow occupying up to 50% of Automation Systems market.

Interaction with investor

The investor receives 30% share of the company.