



ISKRA ZAŠČITE



Lightning Strikes in Julian Alps (Triglav, 2864 m)

Complete Surge Protection Solutions

DIRECTOR'S MESSAGE

“From its inception in 1989, ISKRA Zascite has sought to strive towards excellence. Excellence in the customer service it offers and excellence in the product designs and technological innovations it makes. It is pleased to stand today as one of Europe's leading suppliers of surge protection products for power, data and telecommunications. The company realizes that in the increasingly globalized market place in which it now operates, such dedication alone can not guarantee long term success. It has to remain strategically focused and prepared to be nimble and willing to adjust its business plans as situations and competitive competencies determine. Perhaps one of the more evident signs that it is indeed succeeding in this endeavour is its growing list of customers and OEM partners spread through the world. This is indeed a rewarding testimony to its willingness to engineer customized solutions for local market requirements and remain flexible to its partner's needs and industry trends.”

Vladimir Murko, MSc.

Managing Director



KEY FACTS



The company was established in Ljubljana, Slovenia, in 1989 as a limited liability company. Its expertise is in the research and development of surge protective components, efficient and cost effective production and the marketing and sales of its products to meet the demands of industry and customers alike. In 2005, the company achieved a turnover of six million EUR of which 90% was for export sales, and employed 90 skilled and semi-skilled personnel.

QUALITY

The company is **ISO 9001:2000** certified. It is also certified to **EN 13980 (94/9/EC ATEX)** directives for intrinsic safety. These two international standards ensure that quality is part of each step from conceptual design to fitting.

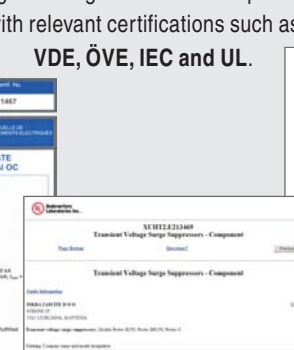
As a ISO 9001 accredited company we are committed to the work of international standardization both in efforts to make the development, manufacturing and supply of our products more efficient, safer and cleaner, and in their ability to make trade between countries easier and fairer. Attention to quality at Iskra Zaščite is ingrained in all employees. We recognize that in the competitive environment we now find ourselves in, quality must be fundamental to our corporate culture if we are to succeed. We realize that the synergies that come from a quality product and a strong partnership with our customers are the core to our continued growth.

A number of our employees are technical experts to various committees developing such standards,

including IEC SC37A on surge protection, **UL 1449** Standards Technical Panel on surge protection and IEC TC81 on Lightning Protection. We were proud to host the IEC SC37A working group meetings - responsible for the development of the IEC 61643 series of standards - in Slovenia last year.

Such involvement at the standards development level ensures that our products are always at the cutting edge of design and are in compliance with relevant certifications such as

VDE, ÖVE, IEC and UL.



OUR MISSION and GOALS

- ▶ To become a leading producer of surge protective devices and equipment for the telecommunications, low voltage power distribution systems and information technology market sectors.
- ▶ To research and develop new technologies in specific strategic fields with the aim of transferring this technology to foreign markets where manufacturing competitive advantages can best be achieved.
- ▶ To provide users with complete solutions.
- ▶ To strive for the mutual satisfaction of all parties buyers, employees and business partners alike.
- ▶ To constantly invest in our employee's know-how and acquisition of new skills.
- ▶ To maintain investment in Research and Development.
- ▶ To strive towards establishing long-term customer relationships.
- ▶ To maintain our company competitiveness at the level of our business projections and planning.



PRODUCTS and SERVICE

Surge Protective Devices

In Low Voltage Power Distribution Systems:

- ▶ Category IEC/VDE I/B+C
- ▶ Category IEC/VDE II/C
- ▶ For Photovoltaic Systems
- ▶ Category IEC/VDE III/D
- ▶ Category IEC/VDE II/A
- ▶ For NH Fuse Holders
- ▶ For Equipotential Bonding

For Telephone Exchanges and Terminals :

- ▶ Main Distribution Frame (MDF)
- ▶ Connection Strips
- ▶ Equipment for High-Band Communication
- ▶ Protection Modules
- ▶ Independent Line Protection

For Data Transmission Systems:

- ▶ Single-Pair Data Transmission
- ▶ Standard BUS Data Transmission
- ▶ Computer Networks
- ▶ DC Power Supplies
- ▶ Coaxial Transmission
- ▶ ADSL and VDSL Lines
- ▶ Combined Protection for End Users
- ▶ Protection on PCBs
- ▶ Applications for Explosive Areas (Ex).

Elements:

- ▶ Gas Discharge Tubes

External Lightning Protection

Medium Voltage Metal-Oxide Surge Arresters

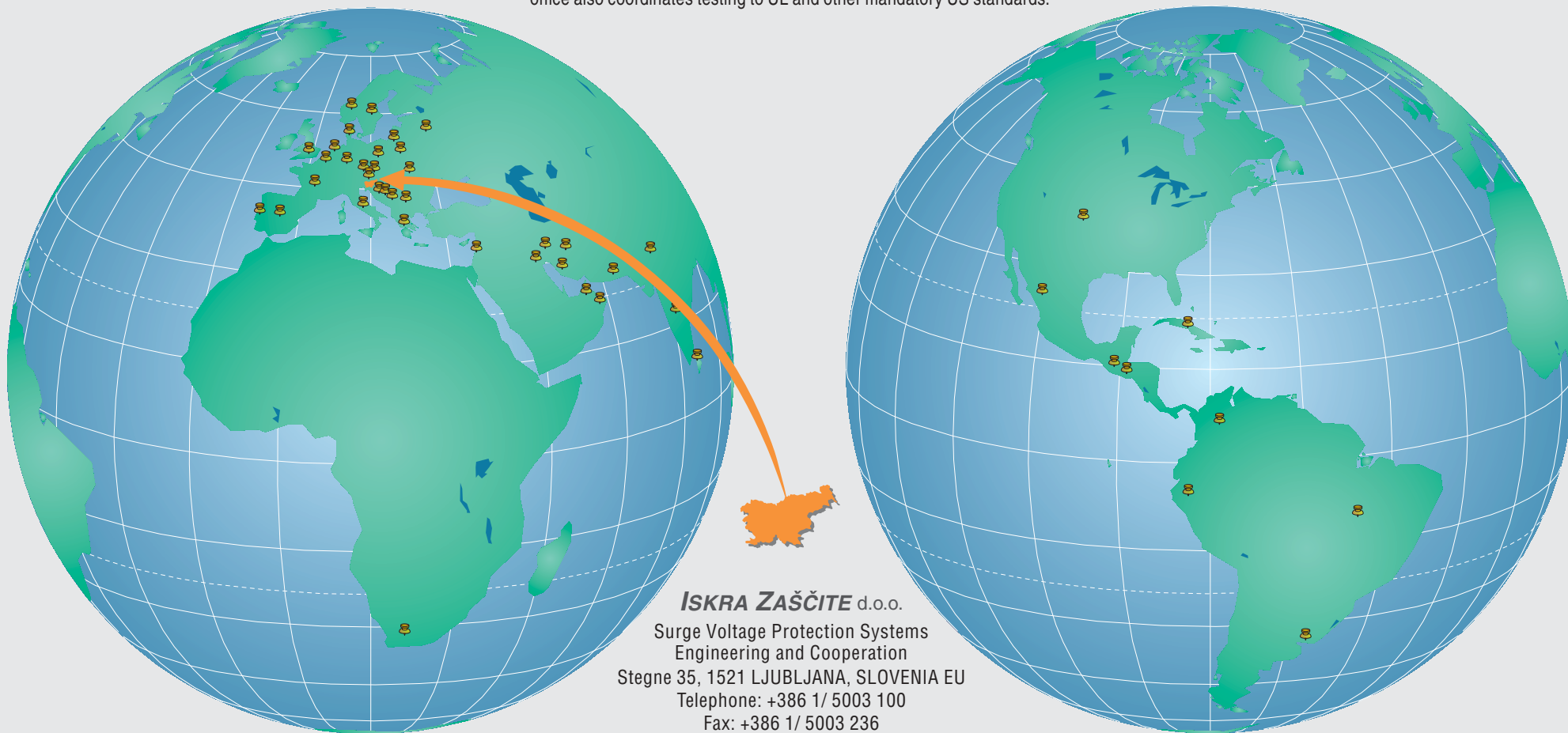
Lightning and Overvoltage Planning:

- ▶ Preparing complete technical solutions for lightning and overvoltage protection according to national and international standards and regulations
- ▶ Mounting of entire systems and supervision
- ▶ Instruction seminars on integrated approach to effective lightning, earthing and surge protection

BUSINESS EXPERIENCES

The high percentage of export sales requires that the company be globally focused. Most export sales are to the European market but the company also enjoys a strong presence in South-East Asia and South Africa. It is currently working to penetrate Central and South America. In 2003 the company established its first off-shore manufacturing facility, located in Suzhou, China.

Iskra enjoys a number of strong OEM partnership with various large US companies under private labeling agreements. To better serve such customers, the company established its North America office in 2004. The office is based in Cleveland, Ohio which being part of the US Mid West is well positioned to provide logistical sales and technical service support throughout the country. This office also coordinates testing to UL and other mandatory US standards.



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Engineering and Cooperation

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