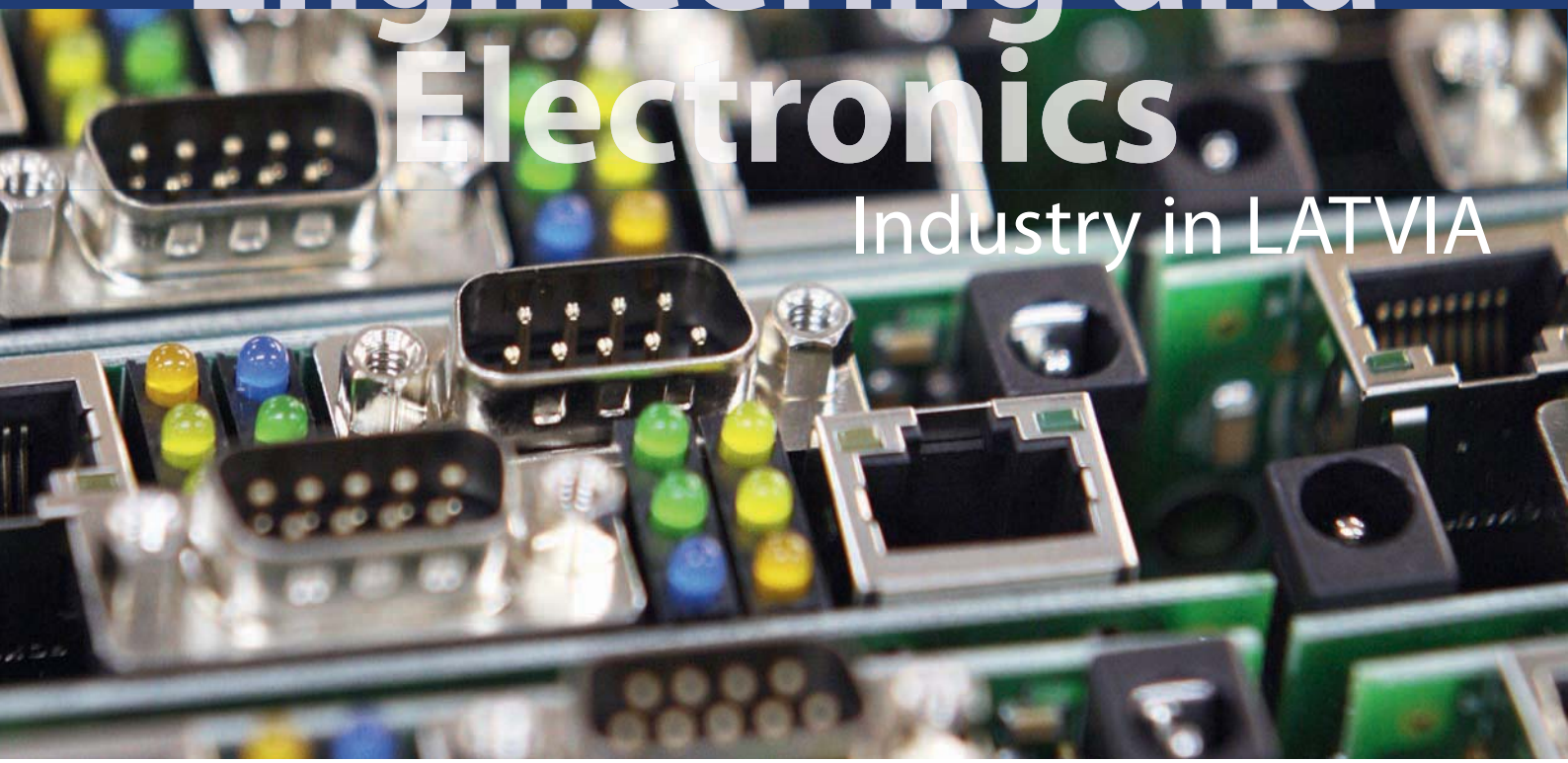
Electrical Engineering and Electronics

Industry in LATVIA

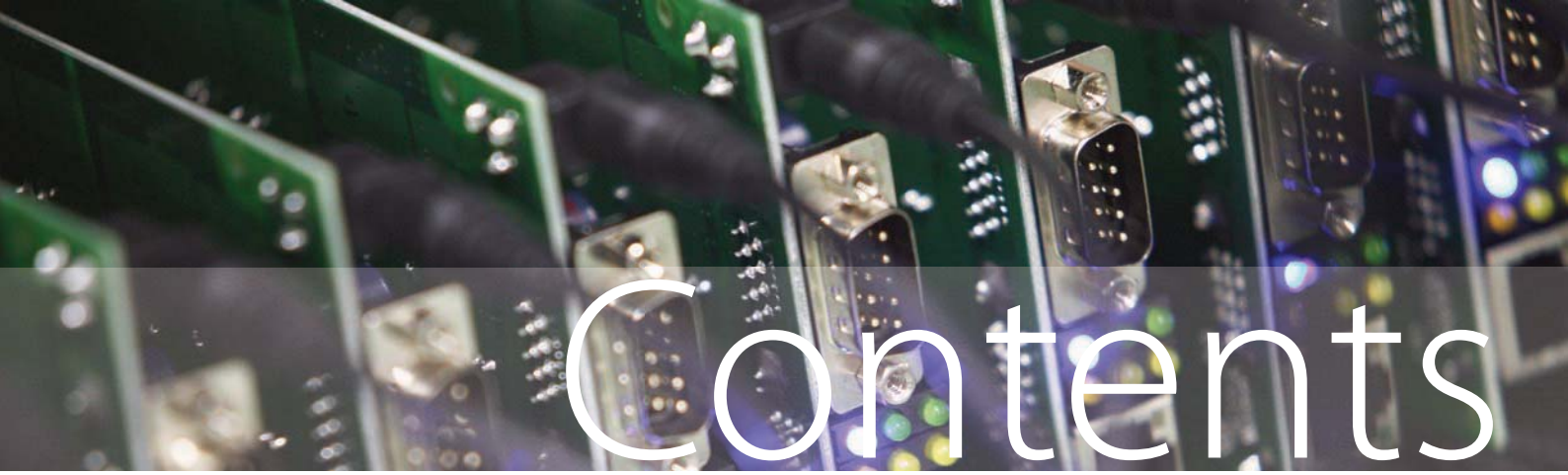


Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia
LIAA

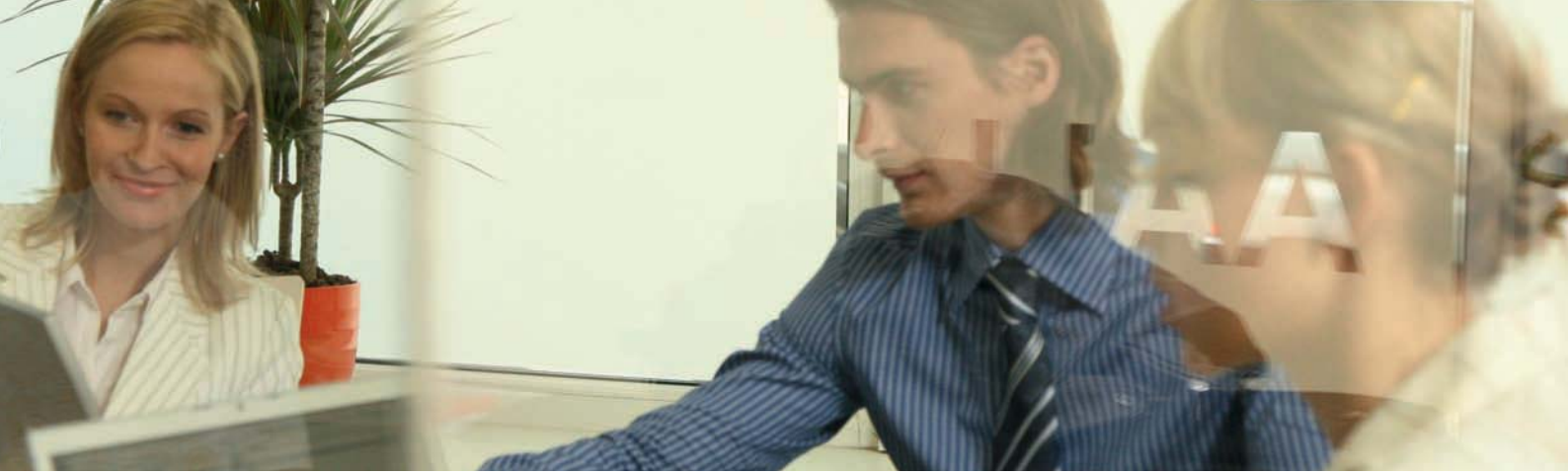
Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Rīga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (2008):	2.3 million
Area:	64 559 km2
Language:	Latvian (official), Russian, English and German are also widely spoken
Currency:	1 'Lats' (LVL) = 100 'santims'
Exchange rate:	1 LVL = 1.42 EUR (fixed rate as of January 1, 2005) 1 LVL = 1.98 USD (average in 2009)
GDP growth (2008):	-4.6%
GDP in current prices (2008):	EUR 23.157 billion
GDP per capita (2008):	EUR 10 219
Accumulated FDI (2008):	EUR 8.126 billion
Accumulated FDI per capita (2008):	EUR 3 594

Source: Central Statistical Bureau of Latvia, Bank of Latvia



Contents



LIAA
Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

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The mission of the Investment and Development Agency of Latvia (LIAA) is to promote growth of the economy of Latvia. Accordingly, the objective of LIAA is to promote business development by facilitating increased foreign investment, while elevating the competitiveness of Latvian entrepreneurs in both domestic and foreign markets.

Having more than 15 years experience in the attraction of foreign direct investment to Latvia and the promotion of foreign trade, the Agency has worked continually to improve the business environment and provide services appropriate to the needs of business.

Following Latvia's accession to the EU in 2004 the Agency needed to adopt new methods and tools, including the effective utilisation of resources from EU Structural funds.

Today LIAA offers an integrated solution – it supports companies in Latvia trading internationally as well as overseas businesses seeking partners or locations in Latvia and administers state support programmes for entrepreneurs co-financed from EU Structural funds.

To ensure high quality communications with customers the Agency has representative offices in London (UK), Berlin (Germany), Warsaw (Poland), Stockholm (Sweden), Paris (France), Amsterdam (the Netherlands), Oslo (Norway), Copenhagen (Denmark), Moscow (Russia) and Tokyo (Japan).

An ability to anticipate the rapidly changing needs of businesses and markets by offering new services characterises the Agency's own competitiveness, built on the knowledge and competencies of our experienced specialists. LIAA pays close attention to the quality of performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

In recognition of LIAA's competitive and high quality services, the Agency was recently named one of the top 10 performing national Investment Promotion Intermediaries (IPI's) in the world according to the Global Investment Promotion Benchmarking published by the World Bank. LIAA finished 7th in the fierce competition of 213 investment promotion agencies.

LEtERA

Latvian Electrical Engineering and Electronics Industry Association – LEtERA
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Latvian Electrical Engineering and Electronics Industry Association - LEtERA - is an independent, voluntary and non-governmental public organization founded in 1995.

LEtERA unites companies, research and educational institutions registered and operating in Latvia, whose activities are related to Industry of Electronics and Electrical Engineering, Information and Communications Technology.

LEtERA is established in order to search for solution of different problems, which are common to several sectors of ITTE branch; supports cooperation with other branch associations in Latvia, as well as related organizations of European countries.

LEtERA willingly consults Latvian government and administrative body so that in the most effective and practical methods it would be possible to establish in Latvia the legislation of European Union, as well as to express the propositions for supplementation of electrical engineering and electronics and related branch legislation.

LEtERA wish to facilitate the development of education and science, the foundation of new enterprises, the economical and technical development of existent enterprises, to create favorable environment for innovations, which would stimulate to make new products with high added value.

Following several years of recording rapid economic growth, Latvia's Gross Domestic Product (GDP) has experienced a decrease in 2008 and in the first half of 2009. However, the country has faced up to its problems and has made the necessary decisions to stop a continuous recession, ensure the stabilisation of the economy, and chart a path to recovery.

Similar to the GDP, the Latvian electrical engineering and electronics (E&E) sector has also been growing very rapidly. The total output of the sector reached EUR 203 million in 2008. This represents a more than threefold increase in total output as compared to 2000. Despite the global economic recession E&E has been one of the most competitive Latvian sectors in foreign markets with export output comprising almost three fourths of total output. Moreover, as sales in the domestic market have decreased, export sales have increased.

Having a clear vision of the future development of the E&E sector the Government of Latvia is aware of the challenges that many companies face in the current period of economic stabilisation and recovery as well as the challenges they will face in the future.

The Investment and Development Agency of Latvia (LIAA) offers a wide range of services to help companies expand their business; including foreign trade promotion, investment attraction as well as state support programs in the form of EU Structural funds.

I am pleased to introduce the new Latvian Electrical Engineering and Electronics catalogue. I would like to thank enthusiasts, academics, investors and business-people who keep on helping to develop this sector as well as to wish them success in continuing their business and research. On behalf of LIAA I would like to confirm that we will do our utmost to facilitate the growth and development of the electrical engineering and electronics sector in Latvia.

Andris Ozols
Director
Investment and Development Agency of Latvia

Latvia's most valuable asset is its people. This notion is even more relevant when one takes into account the acceleration of global technological progress sparked at the dawn of the XXI century. The inevitable exhaustion of traditional energy resources, notably – oil, as well as more frequent involvement of quantum physics specialists in the R&D of seemingly ordinary electronic devices are just some of the signs of upcoming fundamental changes in the world economy. Those with access to highly qualified human resources – capable of creating innovative, efficient software and hardware technologies on demand, will be at the forefront of progress, having secured the most competitive advantage of the modern era.

Despite breathtaking changes in the Latvian economy at the end of the last century, which made substantial corrections in all industry sectors and the labour market in general, the Latvian electrical engineering and electronics (E&E) industry has proven its viability, adjusting to constant shifts in local and global markets. The potential and knowledge base created by the progressive, industry-leading heavyweights of their time - VEF and Radiotehnika in the first half of the XX century, and later strengthened by factories and research institutes of the military space industry, still provides highly skilled labour and teaching staff.

Even if companies of the Latvian E&E industry are not yet the main contributors to the export capacity of our country, they are definitely among the champions in exporting capability – around 3/4 of their products and services are sold and implemented abroad. Until the last quarter of 2008, when a financial crisis hit the global economy, the industry had constantly grown, by up to 15% per year, since 2000. And the fact that a company of the E&E industry was among the first beneficiaries of the recently introduced state export guarantee program, suggests hope for the industry in the light of recovery of the global economy.

The Latvian E&E industry association LEtERA actively supports such a positive vision. In addition to lobbying tasks and close co-operation with state and public institutions, it is coordinating education programs funded by Latvia and the EU. LEtERA helps to substantially improve the skills and qualifications of industry specialists, particularly – foreign language and business administration skills, thus, strengthening the foundation for improvement of international business relations which is an important industry growth pre-requisite.

Synergy among E&E industry companies, research and education institutes and high quality human resources, as well as state support and targeted financial investment were the main driving forces which allowed Japan and South Korea to enter the world elite of high-tech nations despite their poor natural resources.

I would like to encourage and welcome you to cooperate and contribute to an emergence of a similar phenomenon on the Baltic coast!

Normunds Bergs
President
Latvian Electrical Engineering and Electronics Industry Association

Electrical Engineering and Electronics (E&E) Industry in Latvia

More than any other factor, the success of the Latvian Electrical Engineering and Electronics (E&E) industry sector is based on its long tradition and the extensive skills of its employees. Nowadays the Latvian E&E industry is set to become one of the key high value-added industries in Latvia thanks to the determined work of the government and industry professionals.

HISTORY

The E&E industry has strong historical traditions in Latvia. The camera VEF Minox, the first miniature (1.3 x 2.7 x 7.5 cm) camera in the world, is one of the most well-known Baltic inventions world-wide. The inventor of the VEF Minox, Walter Zapp (1905–2003), was born in Riga, Latvia. In 1936–1937, the Riga Electro technical Plant VEF developed production technology for his invention, the Minox. Telephones and radio sets made in the VEF factory are still used and the brands remembered throughout the former Soviet area.

SOME STATISTICS

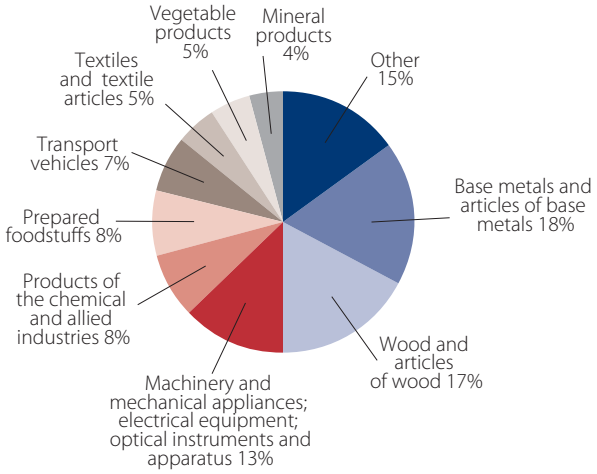
More than 130 companies make up the Latvian electronics industry. They manufacture products such as advanced acoustic systems and related accessories, wireless data transmission equipment and other telecommunications systems, industrial optics and electronic control and monitoring devices used in many industrial and scientific applications.

The production of electrical and optical equipment has developed rapidly in recent years, and output of the sector exceeds the level of the year 2000 by more than three fold. After accession to the EU, the growth rates of the sector slowed slightly, but remained at a stable level. The production volume of Latvian electronics industry was valued at about EUR 203 million annually as of 2008. Regardless of the comparatively rapid growth of the sector, its share of the total value added of manufacturing is still small (7%).

The Latvian electronics industry's total exports amounted to EUR 148 million in 2008. The high proportion of export in relation to output (73%) and the variety of export destination countries indicate the competitiveness of the Latvian electronics industry in the international arena. The share of exports in 2008 has increased due to decreasing sales in the domestic market.

FOREIGN TRADE

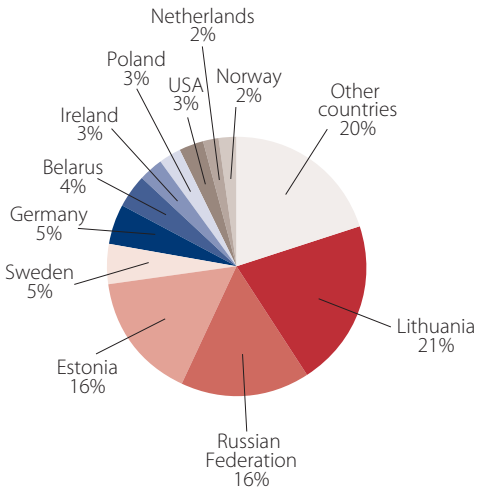
Export share of electrical equipment, optical instruments and apparatus (CN 2008 85;85;90), 2008



Source: Central Statistical Bureau of Latvia

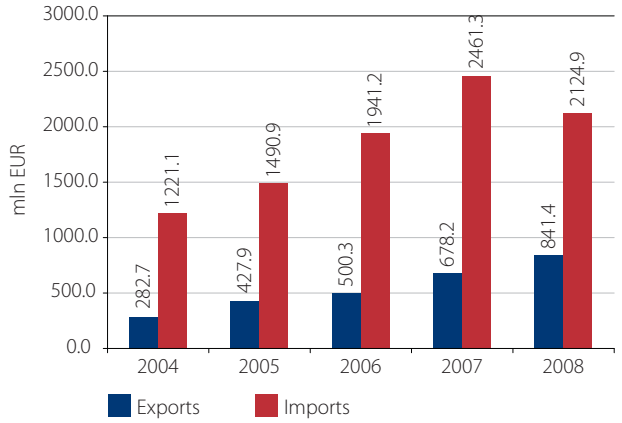
The main export markets (2008) for the E&E sector are the Baltic States, Russian Federation, Sweden, Germany, Belarus, Ireland, the USA. Stable trading partners for products in the sector are the CIS countries, Lithuania and Estonia, where almost 60% of the total exports of the sector are realized.

Principal export markets of electrical equipment, optical instruments and apparatus (CN 2008 85;85;90), 2008



Source: Central Statistical Bureau of Latvia

Foreign trade turnover of E&E products in 2004 -2008



Source: Central Statistical Bureau of Latvia

SUBSECTORS

The Latvian electronics industry can be divided into 4 main subsectors:

- Heavy-Current Electrical Technology (Electrical Machines and Equipment, e.g. electric motors, generators, electric distribution systems, cables, etc.)
- Radio, Television, Telecommunications Equipment (and electronic components)
- Instruments and Automation Equipment (e.g. medical, precision-measuring, optical and time measuring devices, industrial services)
- Computer Technology (Computers and office machines and other equipment for processing information)

While the industry can be roughly divided along these lines, the lines are not sharply drawn. The communications sector, for instance, makes switches used to run telephone networks that are essentially specialized computers.

Controls and software developed for computers have come to be used in consumer electronics, while high-volume manufacturing techniques invented in the consumer electronics industry have been applied to other sectors.

ELECTRONICS MANUFACTURING SERVICES (EMS) COMPANIES IN LATVIA

The development of the E&E industry has encouraged establishment of contract manufacturing services companies in Latvia. These companies manufacture products or parts for Original Equipment Manufacturer's (OEMs) and Original Design Manufacturers (ODMs). They provide total manufacturing solutions by undertaking product design, prototyping, final system assembly, configuration, manufacturing and distribution services for customers.

There are several home-grown companies in Latvia that have since established a niche position within the EMS industry. Latvian companies such as Alton, Hanzas Elektronika, Arcus Elektronika, Ste-Vikan, Volburg are offering manufacturing services from cable to integrated circuit board assembly to assembly and testing of finished products.

With an abundance of trained manpower, a well-developed infrastructure and an efficient telecommunications system, coupled with a continued commitment to research and development, infrastructure and human resource development, Latvia is a viable location for the establishment of EMS operations. The country's sound information technology infrastructure also allows EMS companies to tap opportunities in virtual manufacturing, a growing market trend arising from the influence of the cyber world and its borderless society. Manufacturers in Latvia and the other Baltic States are benefitting from services provided by the recently established advanced Latvian Electronic Equipment Testing Centre (www.leitc.lv). The centre is providing EMC compliance testing, reliable, high quality services for development, compliance and production testing.

DOMINANT LATVIAN E&E MANUFACTURERS

SAF Tehnika (www.saftehnika.com)
JSC SAF Tehnika could be one of the most developed electronics companies in Latvia, if not the most developed. SAF Tehnika produces telecommunications and data transmission equipment - digital microwave radio systems. The value of the company lies in the unique products developed by the company itself, the organization of the company, and its competitiveness on an international scale. The company began trading in 1999 with 10 employees; however, at present it employs around 140 specialists. The production of the company is exported to more than 70 countries, and the company is competing internationally with such leaders of the telecommunications industry as Nokia, Siemens Networks, Ericsson, Alcatel or NEC, despite their economics of scale.

Sidrabe (www.sidrabe.com)
In 2007, the World Intellectual Property Organization (WIPO) awarded golden medals for contributions in the development of high technologies to JSC Sidrabe. This was not accidental or unexpected, if we take into account that Sidrabe is known world-wide as a producer of vacuum deposition technologies and equipment. The technologies, equipment and equipment components produced by the company have been installed in many production plants which produce, for example, flat displays, batteries, architectural and solar glass, consumer goods where 3D parts metallisation is necessary, and elsewhere. Almost all of the production and technologies of the company are exported, with the main export markets being Europe, the USA and Asia.

Hanzas Elektronika (www.he.lv)
Hanzas Elektronika Ltd. is one of the largest electronic manufacturing services companies in the Baltics, headquartered in the city of Ogre and operating subsidiaries in Sweden (Elektromekan i Arjang) and Ventspils, Latvia (Ventspils Elektronikas Fabrika). High-mix medium-volume, medium-mix medium-volume, low-mix medium-volume environments can be found at Hanzas Elektronika – a truly wide choice for every original equipment manufacturer.

JZ Microphones (www.jzmic.com)
20 years experience in the audio acoustics sector brings success for the company JZ Microphones Ltd.
The products developed and produced by it, namely microphones, are highly appreciated throughout the world, and the company is successfully exporting its products. In 2007, the USA's largest music magazines, MIX and EQ, highlighted JZ Microphones products; the Black Hole microphone was recognized as the most remarkable novelty in the microphones sector. The products of the company have also received accolades from many magazines and mass media related to audio acoustics, such as Electronic Musician, Pro Audio Asia, Pro Sound News Europe, and others.

Largest E&E Companies in Latvia in 2008
(By revenue in the electrical and optical equipment manufacturing sector in alphabetical order)

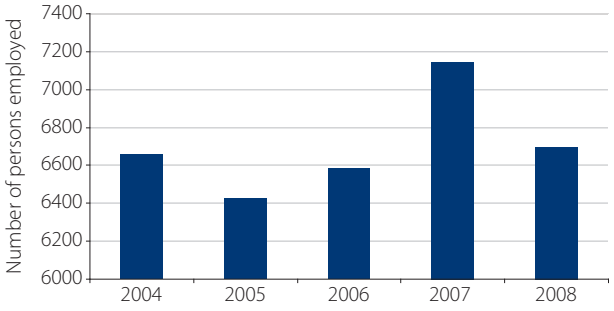
ABB Ltd.
ALFA RPAR JSC
AUTONAMS Ltd.
AXON CABLE Ltd.
BALTIJAS INFORMĀCIJAS TEHNOLOĢIJAS Ltd.
BIOLITEC Ltd.
COMPUTER HARDWARE DESIGN Ltd.
DAMBIS JSC
ENERGOREMONTS RĪGA Ltd.
HANZAS ELEKTRONIKA Ltd.
JAUDA JSC
LEXEL FABRIKA Ltd.
MIKROELEKTRONIKA Ltd.
MIKROTĪKLS Ltd.
NMS GRUPA Ltd.
RĪGAS AUTOELEKTROAPARĀTU RŪPNĪCA JSC
RĪGAS DĪZELIS DG Ltd.
RĪGAS ELEKTROMAŠĪNBŪVES RŪPNĪCA JSC
SAF TEHNIKA JSC

Source: Central Statistical Bureau of Latvia

HUMAN RESOURCES

The Latvian electronics industry employed more than 6700 people in 2008, which is ten times less than at the end of the 1980's. Nonetheless, this industry is one of the largest employers of technically and scientifically trained people in Latvia. The Latvian labour force is multi-lingual, well educated, and ready to take on new challenges and most of all, well-motivated. The Latvian workforce is rated in the top 5 in the world in terms of university students per capita, and possesses a northern European culture and work ethic. In addition, the history of Latvia equips it with unequalled experience and business knowledge when working with Russia and other CIS countries. 81% of the Latvian population speaks Russian and 70% of people under 40 speak English. German and Scandinavian languages are also widely spoken.

Employment in the electrical and optical equipment manufacturing sector



Source: Central Statistical Bureau of Latvia

INVESTMENTS IN E&E INDUSTRY

The transfer of new technology to the production base has further enhanced the competitiveness of the Latvian E&E industry. Since the accession of Latvia to the EU, the annual investment volumes in manufacturing have almost tripled, reaching EUR 29.4 million in 2008. However, since 2006 a slowdown of investment dynamics has been observed in the E&E industry.

MAJOR ELECTRONICS FOREIGN INVESTMENTS IN LATVIA

ABB (www.abb.lv)
The subsidiary of the Swiss and Swedish power and automation technologies' group ABB - has been operating in Latvia and in the other Baltic States since 1992; ABB employs staff of around 110,000 in 100 countries. In 2008, ABB turnover in Latvia reached LVL 17.65 million, registering a 1% turnover increase compared with the results of 2007. According to the Register of Enterprises data base "Lursoft", ABB Ltd. profit in Latvia last year was LVL 555,320.

AXON' CABLE (www. axoncable.lv)
The company of the AXON' Group manufactures cables and cable assemblies for automotive, telecommunications, computing, military and medical electronics. AXON' CABLE Ltd. is located in Daugavpils, 250 km south east of Riga. The company was created in 2000 and employs around 320 staff.

Schneider Electric/LEXEL Fabrika
(www.schneider-electric.lv)
Schneider Electric is a leading international electrical distribution, management and control company, headquartered in France. Schneider Electric has been present in Latvia for 15 years. The company has achieved a stable position in the domestic market and in the Scandinavian and Western European export markets, as well. Schneider Electric unifies the Merlin Gerin, Telemecanique, Square D, Lexel, Thorsman un Wibe brands. In 2008 Schneider Electric/LEXEL Fabrika Ltd. had a turnover in Latvia of EUR 27 million (LVL 19 million). Schneider Electric employs 311 people in its two companies in Latvia.

Bruker Baltic (www.bruker-baltic.lv)
Baltic Scientific Instruments (BSI) was established in 1994 as a private company on the basis of the Riga Research and Development Institute for Radio-Isotope Apparatus (RNIIRP) est. 1966. The majority of BSI was acquired by the German Bruker AXS GmbH in early 2003. On September 13, 2007 Baltic Scientific Instruments changed its company name to Bruker Baltic. Bruker Baltic Ltd. specializes in the development and serial production of spectrometric devices based on semiconductor silicon, high-pure germanium, and cadmium- zinc-tellurium detectors. The company's products are applied in the nuclear energy, ecology, geology and mineral resource industries, medicine and research activities, customs control, and other spheres.

Biosan Ltd. (www.biosan.lv)
The philosophy of the company is to develop modern, exciting products for sample preparation in the field of genomics, proteomics, and cellomics. The company is a spin-off from the Institute of Microbiology of the Academy of Sciences and, after successful commercialisation of the idea, it has attracted investment from leaders in the sector. At present, the production of the company is known worldwide with brands like Boeco, Kisker Biotech, Grant-bio, Seoulin Biosciences, Iwaki, and Lab4You.

EDUCATION AND R&D

Latvia offers a solid background for the E&E industry not only in terms of investment climate, infrastructure and competitive cost. The country's high standard in technical education along with extensive R&D experience in the E&E sectors, has resulted in a broad pool of researchers, convincing numerous companies not only to establish their manufacturing operations in Latvia but also to utilize the local R&D potential. The emphasis on R&D goes hand in hand with the fact that change is very fast in the electronics industry and the life cycles of specific products are short and getting shorter.

One of the earliest programs in engineering was established at the Riga Polytechnic Institute in 1862. The Institute employed famous scientists, including Nobel Prize winners W. Ostwald and S. Arrhenius, as well as the pioneers of spacecraft engineering and many others.

Today Riga Technical University (RTU) which inherited the best traditions of Riga Polytechnic Institute has 17,000 full time and part time students. The University offers courses in Power and Electrical Engineering, Electronics and Telecommunications. The academic performance of the RTU has received positive evaluation by international experts and the University is accredited by the Tertiary Education Council of the Republic of Latvia. The study programs offered by the RTU have undergone international audits and are officially accredited Engineering programs typically taking 4 years, after which time the student is qualified to be an engineer.

During the 2008/2009 school year around 3245 students study in the Electronics and Telecommunications disciplines and approximately 600 qualified engineers enter the Latvian labour market every year.

Currently in Latvia there are:

- 20 vocational education establishments in various regions of Latvia
- 3 higher educational establishments – Riga Technical University, Riga Technical College, Transport and Telecommunication Institute

The Institute of Physics - here recent advances in superconductivity, e.g., where the resistance of a conductor is lowered by refrigeration, are being applied to electric generator design. Magneto hydrodynamics (MHD), where a liquid conductor carries an electric current by interaction with a magnetic field, provides an alternative means of generating electricity. Scientists and electrical engineers in Latvia are involved with these new innovations and in the development of such alternative energy sources.

The Institute of Electronics and Computer Science (IECS) is an independent public R&D institution. The institute currently has about 70 researchers, including 25 Dr. Sc. and 45 technical staff within five R&D laboratories. IECS has received funding from national research programs, projects supported by EU Structural funds, contracts with industry and from international joint R&D projects. The scientific interests of IECS are Advanced DSP, Event Timing, High sensitivity signal conversions, Embedded systems, Wireless sensor networks, Energy efficient data acquisition, Low power communication, Smart sensor systems, Distributed data processing, Computer network management etc. IECS is actively participating in joint research projects funded by the EC, long term scientific co-operation with other European universities (e.g. TheInternational Laboratory for Digital Alias-free Signal Processing was founded and is jointly operated with the University of Westminster, London). IECS received the European IT Prize in 1997, awarded for DASP technology for fully digital signal processing at frequencies up to several GHz. Currently, IECS is the developer and producer of high-precision (<5ps) Event Timing technology for Satellite Laser Ranging.

R&D CASE STUDIES

Axia Broadcast Technologies

The U.S. company Telos-Systems explored R&D opportunities with the University of Latvia, and as a result, established a new company in Latvia, Axia Broadcast Technologies Ltd., specializing in the development of Internet Protocol media systems. They outsource manufacturing to the U.S. and provide marketing, sales, and support for European and CIS countries.

Sidrabe (www.sidrabe.com)

The Institute of Solid State Physics of the University of Latvia, in cooperation with JSC Sidrabe, developed a special translucent electrode material for elements of solar batteries. Sidrabe in this collaboration deals with the development of advanced solar cell technologies and equipment, including vacuum coating equipment.

Hidrovats

University of Latvia scientists are working on solving several problems, in particular the use of liquid metals and lithium-containing ceramic materials in a plant, plasma diagnostics, as well as the calculations of high-capacity and high-frequency gyrotrones.
At present Hidrovats Ltd. is developing a test batch for an eutectic mixture of a Li-Pb compound to be used as a reactor blanket, which will later on supply a nuclear fusion energy reactor.

ELECTRICAL ENGINEERING

Electrical engineering is a discipline in the engineering profession that deals with the application of electricity, electronics and computers to serve the needs of society. Electrical engineers are involved in the transfer of energy and information from one point to another. Electrical engineering is typically a subcontracting and complementary industry. Electrical engineers engage in a wide range of activities, from designing and manufacturing computer and communications systems to planning and overseeing the operation of large electric power stations. This sector is well developed in Latvia.

Latvia has the largest share within the EU of renewable energy in its energy mix. Renewable energy sources make up one third of the energy mix in Latvia. Wood and water are the most widely used renewable energy resources: wood as fuel is used for district heating, both centralised and local, and for heating individual buildings. In total, approximately 70% of the electricity generated by the public limited company Latvenergo comes from renewable and environmentally friendly energy sources, whereas the remaining electricity is generated by combined heat and power plants working in cogeneration mode. The power generation process at PLC Latvenergo is based on two types of energy sources: first, renewable energy sources – power plants and boiler houses operated by water, power-generating wood and wind (6 power plants); second, combined heat and power plants operated by fossil fuel. Additionally Latvia has around 150 small hydroelectric power plants in operation.

Latvian electrical engineers are also involved in development of satellite technology infrastructure. The Innovation Centre of the Technology Park in Ventspils is working on the creation of a testing laboratory for specific space products, as well as the development of AIS (Automatic Identification System) services. Latvia's first satellite VENTA-1, will be ready for the launch in 2010 from a space centre in India. Ventspils University College, jointly with Riga Technical University, the University of Latvia and the Bremen University of Applied Sciences have been cooperating with one of the largest satellite manufacturers in Europe, OHB-System AG to develop Latvia's first satellite Venta-1. Venta-1 will be a nanosatellite with automatic identification system transmitters for supervising ship traffic in Europe. The satellite is being built at the Ventspils University College, and the signals emitted by the satellite will be received at the Ventspils International Radio Astronomy Centre.

INCENTIVES FOR GROWTH

Latvian corporate income tax rate is among the lowest in Europe at a flat rate of 15%. Personal income tax is also at a low flat rate of 26%.

State aid programs via financial grants from EU structural funds for high value added production, new product design, employee training and R&D are available in 2007 - 2013.

Special Economic Zones (three ports and one inland) offer corporate tax discounts (as much as 80%), as well as 0% VAT and no customs or excise duties.

Investment and Development Agency of Latvia – one-stop-shop for foreign investors. LIAA provides assistance, at no cost, during all stages of planning and implementation, giving help in areas ranging from location and establishment through to local networking.

Major Product Lines

No	Company	Manufacture of fabricated metal products, except machinery and equipment			Manufacture of computer, electronic and optical products							Manufacture of electrical equipment						
												Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		Manufacture of wiring and wiring devices			Manufacture of electric lighting equipment	Manufacture of domestic appliances
		Manufacture of structural metal products	Treatment and coating of metals; machining	Manufacture of other fabricated metal products	Manufacture of electronic components and boards	Manufacture of computers and peripheral equipment	Manufacture of communication equipment	Manufacture of consumer electronics	Manufacture of instruments and appliances for measuring, testing and navigation	Manufacture of irradiation, electromedical and electrotherapeutic equipment	Manufacture of optical instruments and photographic equipment	Manufacture of electric motors, generators and transformers	Manufacture of electricity distribution and control apparatus	Manufacture of fibre optic cables	Manufacture of other electronic and electric wires and cables	Manufacture of wiring devices		
1	ABB																	
2	ADI				■													
3	ALFA PRO				■													
4	ALFA RPAR				■													
5	ALTON				■													
6	ARCUS ELEKTRONIKA					■	■		■				■					
7	AUTOMATIZĀCIJA																	■
8	AUTONAMS																	
9	AXON CABLE														■			
10	BALTIC DATA					■												
11	BALTRONIC																	
12	BELSS						■											
13	BIOTEHNISKAIS CENTRS																	
14	BRUKER BALTIC								■									
15	DATORIKAS INSTITŪTS DIVI																	
16	DEAC																	
17	DOZIMETRS								■	■			■					
18	ELEKTRONIKAS UN DATORZINĀTŅU INSTITŪTS (EDI)								■									
19	EFN BALTIJA																	
20	EHT DIZAINS		■	■														

Manufacture of other electrical equipment	Wholesale trade, except of motor vehicles and motorcycles					Programming and broadcasting activities		Telecommunications			Computer programming, consultancy and related activities				Information service activities				Scientific research and development		
	Wholesale on a fee or contract basis	Wholesale of household goods	Wholesale of information and communication equipment	Wholesale of other machinery, equipment and supplies	Other specialised wholesale	Radio broadcasting	Television programming and broadcasting activities	Wired telecommunications activities	Wireless telecommunications activities	Other telecommunications activities	Computer programming activities	Computer consultancy activities	Computer facilities management activities	Other information technology and computer service activities	Data processing, hosting and related activities	Web portals	Other information service activities	Technical testing and analysis	Research and experimental development on natural sciences and engineering	Education	Other
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No	Company	Manufacture of fabricated metal products, except machinery and equipment			Manufacture of computer, electronic and optical products							Manufacture of electrical equipment						
												Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		Manufacture of wiring and wiring devices				
		Manufacture of structural metal products	Treatment and coating of metals; machining	Manufacture of other fabricated metal products	Manufacture of electronic components and boards	Manufacture of computers and peripheral equipment	Manufacture of communication equipment	Manufacture of consumer electronics	Manufacture of instruments and appliances for measuring, testing and navigation	Manufacture of irradiation, electromedical and electrotherapeutic equipment	Manufacture of optical instruments and photographic equipment	Manufacture of electric motors, generators and transformers	Manufacture of electricity distribution and control apparatus	Manufacture of fibre optic cables	Manufacture of other electronic and electric wires and cables	Manufacture of wiring devices	Manufacture of electric lighting equipment	Manufacture of domestic appliances
21	ELLAT												■					
22	ELMETA														■			
23	EMBEDDED SYSTEMS				■	■	■	■					■			■		
24	ENERGOLUKSS											■	■					
25	ERICSSON LATVIA																	
26	ESM GROUP																	
27	FONONS												■					
28	FUSH																■	
29	GNT LATVIA																	
30	HANZAS ELEKTRONIKA				■	■	■	■	■	■	■							
31	HCT AUTOMOTIVE			■					■									
32	INTEGRIS								■	■								
33	ISP OPTICS LATVIA																	
34	JAUDA	■	■	■									■		■			
35	JZ MICROPHONES																	
36	KAMRI																	
37	KOMFORTS	■		■														
38	LĀSMA								■				■					
39	LATGALES APARĀTBŪVES TEHNOLOĢISKAIS CENTRS	■		■														
40	LATIMPULSS-BIROJA TEHNIKA					■												
41	LATTELECOM																	
42	LATVENERGO																	
43	LATVIJAS MOBILAIS TELEFONS (LMT)																	
44	LATVIJAS ELEKTRONIKAS IEKĀRTU TESTĒŠANAS CENTRS (LEITC)																	
45	LATVIJAS ELEKTRORŪPNIECĪBAS BIZNESA INOVĀCIJU CENTRS (LEBIC)																	
46	LATVIJAS UNIVERSITĀTES CIETVIELU FIZIKAS INSTITŪTS (ISSP)																	
47	LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS																	
48	LEXEL FABRIKA												■			■		

	Wholesale trade, except of motor vehicles and motorcycles					Programming and broadcasting activities		Telecommunications			Computer programming, consultancy and related activities				Information service activities				Scientific research and development		
Manufacture of other electrical equipment	Wholesale on a fee or contract basis	Wholesale of household goods	Wholesale of information and communication equipment	Wholesale of other machinery, equipment and supplies	Other specialised wholesale	Radio broadcasting	Television programming and broadcasting activities	Wired telecommunications activities	Wireless telecommunications activities	Other telecommunications activities	Computer programming activities	Computer consultancy activities	Computer facilities management activities	Other information technology and computer service activities	Data processing, hosting and related activities	Web portals	Other information service activities	Technical testing and analysis	Research and experimental development on natural sciences and engineering	Education	Other
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No	Company	Manufacture of fabricated metal products, except machinery and equipment			Manufacture of computer, electronic and optical products							Manufacture of electrical equipment						
												Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		Manufacture of wiring and wiring devices				
		Manufacture of structural metal products	Treatment and coating of metals; machining	Manufacture of other fabricated metal products	Manufacture of electronic components and boards	Manufacture of computers and peripheral equipment	Manufacture of communication equipment	Manufacture of consumer electronics	Manufacture of instruments and appliances for measuring, testing and navigation	Manufacture of irradiation, electromedical and electrotherapeutic equipment	Manufacture of optical instruments and photographic equipment	Manufacture of electric motors, generators and transformers	Manufacture of electricity distribution and control apparatus	Manufacture of fibre optic cables	Manufacture of other electronic and electric wires and cables	Manufacture of wiring devices	Manufacture of electric lighting equipment	Manufacture of domestic appliances
49	MAKSIKOMS																	
50	MICRO DATORS					■												
51	OGRES PROFESIONĀLĀ VIDUSSKOLA																	
52	OPTRON													■				
53	REAL SOUND LAB							■										
54	REBIR, RSEZ JSC	■	■	■														■
55	REGULA BALTIJA	■	■	■					■		■							
56	RĪGAS DĪZELIS DG	■	■	■			■					■	■					
57	RĪGAS TEHNISKĀ KOLEDŽA																	
58	RĪGAS TEHNISKĀS UNIVERSITĀTES ELEKTRONIKAS UN TELEKOMUNIKĀCIJU FAKULTĀTE																	
59	RĪGAS TEHNISKĀS UNIVERSITĀTES INDUSTRIĀLĀS ELEKTRONIKAS UN ELEKTROTEHNIKAS INSTITŪTS																	
60	RĪGAS TEHNISKĀS UNIVERSITĀTES NEORGANISKĀS ĶĪMIJAS INSTITŪTS																	
61	ROSELA	■	■	■														
62	SAF TEHNIKA						■											
63	SENTEHS																	
64	SIDRABE																	
65	STE-VIKAN				■										■			
66	TELNET				■		■											
67	TRANSPORTA UN SAKARU INSTITŪTS (TTI)																	
68	VENTSPILS AUGSTSKOLAS INŽENIERPĒTNIECĪBAS CENTRS																	
69	VENTSPILS AUGSTO TEHNOLOĢIJU PARKS (VATP)																	
70	VIDZEMES PROFESIONĀLĀS IZGLĪTĪBAS CENTRS (VPIC)																	
71	VOLBURG				■	■	■		■	■								
72	ZAAO SYSTEMS																	
73	Z-LIGHT													■				

Manufacture of other electrical equipment	Wholesale trade, except of motor vehicles and motorcycles					Programming and broadcasting activities		Telecommunications			Computer programming, consultancy and related activities				Information service activities				Scientific research and development		
	Wholesale on a fee or contract basis	Wholesale of household goods	Wholesale of information and communication equipment	Wholesale of other machinery, equipment and supplies	Other specialised wholesale	Radio broadcasting	Television programming and broadcasting activities	Wired telecommunications activities	Wireless telecommunications activities	Other telecommunications activities	Computer programming activities	Computer consultancy activities	Computer facilities management activities	Other information technology and computer service activities	Data processing, hosting and related activities	Web portals	Other information service activities	Technical testing and analysis	Research and experimental development on natural sciences and engineering	Education	Other
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Company Profiles

ABB

Legal form: Ltd
Address: Tīraines iela 3A, Rīga, LV-1058, Latvia
Phone: +371 67 063 600
Fax: +371 67 063 601
E-mail: info@lv.abb.com
Website: www.abb.lv

Manager in Baltic Countries: Mr Bo Henriksson
Contact: Ms Agnese Muceniece
Position of the contact person: Office and Communications Manager
Languages spoken: Latvian, English, Russian
Number of employees: 140
Founded in: 1992

Turnover in 2007: EUR 24 865 784
Turnover in 2008: EUR 25 110 855
Main markets: Latvia

Business profile: ABB Ltd. is a part of the international technology group ABB. ABB Ltd. has been operating in Latvia since 1992. ABB is a leader in power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact in a sustainable way. We help our customers to use electrical power efficiently and to increase industrial productivity. The company offers customers a range of ultrahigh to medium voltage products, distribution automation products, transformers, electrification, control for power generation, transmission grid solutions, substations, network management, low-voltage products and systems, control systems and application-specific automation solutions for process industries, robots, peripheral devices and modular manufacturing solutions for industry.

ADI

Legal form: Ltd
Address: Stabu iela 19-212, Rīga, LV-1011, Latvia
Phone: +371 67 295 420
Fax: +371 67 295 421
E-mail: office@adi.lv
Website: www.adi.lv

Chairman of the Board: Mr Juris Bolužs
Contact: Mr Juris Bolužs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, French, Russian
Number of employees: 44
Founded in: 1993

Turnover in 2007: EUR 896 437
Turnover in 2008: EUR 685 784
Export volume 2007: EUR 200 000
Export volume 2008: EUR 120 000
Main markets: Latvia

Business profile: ADI Ltd. provides various security solutions. It works with identity documents, produces identity cards, loyalty cards, access control system cards and ensures their protection against counterfeiting and forgery. The company provides a full production cycle including artwork proposals as well as security elements and machine-readable elements on cards such as bar codes, magnetic stripes, memory and microprocessor chips. ADI offers card application systems ranging from issuing-control software to applications such as access control and payment systems. The company's engineers develop software design and small-scale production.

Seeking cooperation in: Export opportunities for PVC cards and card issuing systems.

LETERA

α^{PRO} ALFA PRO

ALFA PRO

Legal form: JSC
Address: Maskavas iela 240, Rīga, LV-1063, Latvia
Phone: +371 67 251 639
Fax: +371 67 187 102
E-mail: pr@alfapro.apollo.lv

President: Mr Pāvils Rožukalns
Contact: Mr Pāvils Rožukalns
Position of the contact person: President
Languages spoken: Latvian, English, Russian
Number of employees: 17
Founded in: 1997

Turnover in 2007: EUR 151 005
Turnover in 2008: EUR 173 060
Main markets: Latvia

Business profile: Contract manufacturing of printed circuit board (PCB) units for various electronics systems and products.

Seeking cooperation in: The company is looking for cooperation with companies in similar areas.

ALFA RPAR

Legal form: JSC
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67 553 075
Fax: +371 67 553 173
E-mail: alfa@alfarzpp.lv
Website: www.alfarzpp.lv

Chairman of the Board/CEO: Mr Aleksandrs Kuzņecovs
Contact: Mr Aleksandrs Zaslavskis
Position of the contact person: New Technique and Marketing Director
Languages spoken: Latvian, English, Russian
Number of employees: 203
Founded in: 1992

Turnover in 2007: EUR 3 014 831
Turnover in 2008: EUR 2 531 568
Export volume 2007: EUR 3 014 831
Export volume 2008: EUR 2 531 568
Main markets: Latvia, France, Netherlands, CIS countries, Taiwan, China (Hongkong)

Business profile: Alfa RPAR JSC was originally founded in 1959 and progressed from the first transistor in 1960 and first IC in 1962, to precision analogue-to-digital integrated circuits. The company has lengthy experience in the design and manufacture of analogue integrated circuits – operational amplifiers, voltage comparators, DACs & ADCs. Alfa RPAR JSC is able to perform R&D of new products in accordance with customer requirements.
Alfa RPAR is one of the leading designers and manufacturers of microelectronic components and applied electronic devices in the Baltic States. Alfa RPAR owns the following 2µm semiconductor technologies: 1) Standard Bipolar technology (BIP); 2) Complementary Bipolar technology (CBIP); 3) Complementary Metal-Oxide Semiconductor technology (CMOS); 4) Bipolar Complementary Metal-Oxide Semiconductor technology (BiCMOS). The main Semiconductor Products of Alfa RPAR are operational amplifiers, voltage comparators, analogue-to-digital converters (ADC), digital-to-analogue converters (DAC) precision voltage-to-frequency, frequency-to-voltage converters, timers, voltage regulators, transistors and transistor pairs, RF transistors, and digital signal processors (DSP). Integrated circuits are made to order. Alfa RPAR is a full-service electronics assembly company specializing in complete turnkey and consignment printed circuit board assemblies and box-builds. As an experienced and reliable contract manufacturer Alfa RPAR offers the most complete and cost-effective PCB assembly facilities in the EMS (Electronic Manufacturing Services) industry, providing the full product life cycle from PCB design and engineering to high volume PCB production including materials supply, assembly, quality control, testing and selective conformal coating services.

Alfa RPAR assembly technologies include: chip-on-board (COB), surface mount technology (SMT), ball-grid array (BGA), pin-through-hole (PTH), mixed technologies, automatic selective conformal coating, box-build assembly, materials procurement, rework & Repair, PAL, MC programming.

Seeking cooperation in: ASIC design and production and subcontracting in PCB assembly.

LETERA

ALTON

Legal form: JSC
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67 543 139
Fax: +371 67 552 619
E-mail: alton@tl.lv
Website: www.alton.lv

Director: Mr Valerijs Sergejevs
Contact: Mr Valerijs Sergejevs
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 100
Founded in: 1993

Turnover in 2007: EUR 617 477
Turnover in 2008: EUR 746 080
Export volume 2007: EUR 84 927
Export volume 2008: EUR 383 388
Main markets: Latvia, Sweden

Business profile: Contract manufacturing of electronic units for cars and telephone exchanges, electronic speed regulators for electric power tools, and various types of cable assemblies. The two main areas of activity of Alton JSC are the assembly of printed circuit boards (Alton owns two lines for assembly of SMD components and has a department for manual assembly of blocks and units) and installation and assembly of various types of cables and harnesses. Modern equipment is utilised for cable cutting, crimping and testing of the completed units.

Seeking cooperation in: The company is looking for contract manufacturing opportunities. The company offers a flexible response to customer needs and provides tailored solutions for specific applications.

Certificates in use: ISO 9001:2000

ARCUS ELEKTRONIKA

Legal form: Ltd
Address: Tīraines iela 1, Tīraine, Mārupes nov., LV-2167, Latvia
Phone: +371 67 675 752
Fax: +371 67 675 387
E-mail: arcus-elektronika@arcel.lv
Website: www.arcel.lv

Chairman of the Board: Mr Vitālijs Aišpurs
Contact: Ms Rudīte Gustiņa
Position of the contact person: Assistant to the Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 26
Founded in: 1993

Turnover in 2007: EUR 764 223
Turnover in 2008: EUR 872 104
Export volume 2007: EUR 80 000
Export volume 2008: EUR 72 000
Main markets: EU and CIS countries

Business profile: Arcus Elektronika's specialisation is the development and provision of solutions for electrical energy producers and distributors. Highly-specialised and innovative industrial electronics and information technology solutions that fit customers' needs are the company's core competencies. Arcus Elektronika's industrial and software products have received accolades from large energy companies – LATVENERGO, LITENERGO, ABB, ALSTOM, SIEMENS, GE and others. Arcus Elektronika has created, installed and integrated numerous new control and data acquisition devices as well as integrated SCADA solutions for electrical networks and the power industry.
A significant part of the company's focus has been old Soviet control equipment (ТРС-1М, ТМ-120, ТМ-320, ТМ-800, ГРАНИТ) replacement as well as its adaptation to modern SCADA sets. Main product groups: SCADA\HMI software, remote terminal units (RTU), telecontrol gateways, transducers, registrators, protocol converters, communications equipment, power supply equipment, relays, sensors and indication equipment, commutation equipment, protection equipment, regulators, adapters, control equipment, displays, measuring test equipment, different/other equipment; measurement equipment, OPC servers. Arcus Elektronika offers the following services: industrial electronic equipment and systems design and development, SCADA systems implementation, systems and equipment warranty and post-warranty support, telecontrol systems design, technical training, consultation services.

Seeking cooperation in: Joint venture and green field projects.

Certificates in use: ISO 9000

AUTOMATIZĀCIJA

Legal form: Ltd
Address: Ropažu iela 140, LV-1006, Rīga, Latvia
Phone: +371 67 556 387
Fax: +371 67 316 259
E-mail: automatizacija@tl.lv
Website: www.automatizacija.lv

Managing Director: Mr Marks Krāmers
Contact: Mr Marks Krāmers
Position of the contact person: Managing Director
Languages spoken: Latvian, German, Russian
Number of employees: 5
Founded in: 1999

Turnover in 2007: EUR 79 411
Turnover in 2008: EUR 124 264
Export volume 2007: EUR 79 411
Export volume 2008: EUR 124 264
Main markets: Germany, Sweden

Business profile: Machinery design, CAD.

Seeking cooperation in: Relevant to business profile.

AUTONAMS

Legal form: Ltd
Address: Skanstes iela 9A, Rīga, LV-1013, Latvia
Phone: +371 67 501 850
Fax: +371 67 501 840
E-mail: autonams@autonams.lv
Website: www.autonams.lv, www.skybrake.lv

Chairman of the Board: Ms Iveta Sarkane
Contact: Mr Edvīns Panders
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 19
Founded in: 1994

Turnover in 2007: EUR 4 441 150
Turnover in 2008: EUR 3 499 724
Export volume 2007: EUR 1 826 290
Export volume 2008: EUR 1 745 951
Main markets: Latvia, Lithuania, Estonia, Poland, France, Spain, United Kingdom, Croatia, Russia, Ukraine

Business profile: Autonams Ltd. - Latvia-based inventor and manufacturer of the new generation automobile security and fleet management system SKYBRAKE. Autonams Ltd. leads the Eastern Europe automobile security system market, and is one of the high-tech producers and most rapidly growing developers of wireless automotive technology systems. The Autonams Ltd. business philosophy is innovation and exquisite customer service, providing individual solutions for every client.
The company is oriented towards continuous advancement with its ambitious future plans always in mind - to become one of the major producers of automobile auxiliary electronic equipment in Europe. Since it's founding, Autonams Ltd. has grown to become a leader in wireless data transmission technology. Autonams Ltd. maintains its position by listening carefully to OEM partners and responding with products, services and capabilities specifically designed to address their needs in different applications: specific security products, access control systems, tracking systems (GSM, GPS, GALILEO, GLONASS), RFID - radio frequency identification systems with highly secure cryptography (AES), car/vehicle security systems, CAN-Bus technology, wireless data exchange technology (2.4 Ghz) etc.

Seeking cooperation in: The company seeks cooperation partners in the areas of distribution of security and tracking system products and contract development and manufacture (OEM).

Certificates in use: ISO 90001:2000, E22, GHOST

AXON CABLE

Legal form: Ltd
Address: Višķu iela 21C, Daugavpils, LV-5410, Latvia
Phone: +371 65 407 891
Fax: +371 67 871 168
E-mail: axon@axoncable.lv
Website: www.axon-cable.com

Chairman of the Board: Mr Joseph Puzo
Contact: Mr Alain Guenon
Position of the contact person: Chief Executive Officer
Languages spoken: English, French
Number of employees: 320
Founded in: 2000

Turnover in 2007: EUR 14 783 375
Turnover in 2008: EUR 11 726 481
Main markets: EU countries

Business profile: Wire and cable harnesses for telecommunications, aviation, machinery, medicine, etc. We are a specialized producer of cables and electronic connections for the highest technologies. Our clients come from Estonia, France, Germany, Poland, Mexico, Scotland, Hungary, Russia, and the USA.

BALTIC DATA

Legal form: Ltd
Address: Dzirnavu iela 140, Rīga, LV-1050, Latvia
Phone: +371 67 222 654
Fax: +371 67 820 251
E-mail: arvis@balticdata.lv
Website: www.balticdata.lv

Chief Executive Officer: Dr.ing. Aivars Arums
Contact: Mr Arvis Arums
Position of the contact person: Purchase Manager
Languages spoken: Latvian, English, Russian
Number of employees: 43
Founded in: 1992

Turnover in 2007: EUR 3 765 781
Turnover in 2008: EUR 3 194 436
Export volume 2007: EUR 26 466
Export volume 2008: EUR 22 478
Main markets: Latvia

Business profile: Baltic Data was established in 1992. For distribution we have 150 active dealers and 8 of our own specialized computer hardware and software shops in big hypermarkets or supermarkets in the biggest cities of Latvia: Riga, Liepaja, Jelgava, Bauska, Ventspils, Saldus and Valmiera. In the shops there are 50 locations for Internet usage and PC gaming.
Other business activities include system building and ERP System sales, adaptation, training, implementation and maintenance. In 2005 Baltic Data was listed in the Deloitte Technology Fast500 EMEA ranking, which recognizes the 500 fastest-growing technology companies in Europe, Middle East and Africa, based on percentage revenue growth from 2000-2004. In 2006 Baltic Data was listed in the Deloitte Technology Fast50 Central Europe ranking, which recognizes the 50 fastest-growing technology companies in Central Europe, based on percentage revenue growth from 2001-2005.
Scope of supply: The design and installation of computer networks, manufacturing (assembly), servicing and sales of personal computers and servers, sale of computer parts and peripherals.

Certificates in use: ISO 9001:1994

BALTRONIC

Legal form: Ltd
Address: Dzelzavas iela 120S, Rīga, LV-1021, Latvia
Phone: +371 67 529 930
Fax: +371 67 816 244
E-mail: baltronicLV@baltronic.com
Website: www.baltronic.com

Member of the Board: Mr Andris Magazeins
Contact: Mr Andris Magazeins
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2002

Turnover in 2007: EUR 3 862 168
Turnover in 2008: EUR 4 255 605
Export volume 2007: EUR 5 400
Export volume 2008: EUR 72 600
Main markets: Latvia, Lithuania, Estonia

Business profile: Distribution of telecommunications network components. Solutions for wireless and mobile networks, fibre optics networks, power supply systems, UPS and measurement devices. Focused on the distribution and representation of design, manufacturing and project engineering companies for cellular network components, Baltronic provides system solutions to customers in North-East Europe mobile communications, wireless, broadcast and military markets, supporting a wide range of frequency bands and technologies.

Seeking cooperation in:
1. Baltronic offers a complete integrated system/service to accommodate your entire transmission line needs including mobile communication base station antennas, filters and combiners, repeaters, amplifiers, foam dielectric coaxial cables, coaxial antennas, jumper cables, lightning protectors, power splitters, combiners and tappers, connectors and wide variety of installation accessories, clamps, grounding material, wall entries, etc.
2. Solutions for fibre optical networks: cables, patch cords, pigtails (including FTTH application), ODFs, panels, splitters and tools.
3. Measurement devices for wireless and fibre optical networks (spectrum analyzers, site masters, OTDR, laboratory devices).

Depending on customers requirements, Baltronic offers full logistics services encompassing the Baltic region. A stock of feeder cables, jumper cables, antennas and installation materials provide swift delivery and assures site-specific delivery with minimal lead time. Our expertise is to deliver tailor-made solutions competitively and quickly to any Baltic location providing a seamless solution for your demands.

Certificates in use: ISO 9001:2008, ISO 14001:2004

BELSS

Legal form: Ltd
Address: Kalvenes iela 22A, Rīga, LV-1058, Latvia
Phone: +371 67 322 333
Fax: +371 67 828 366
E-mail: belss@belss.lv, karlis@belss.lv, gegams@belss.lv
Website: www.belss.lv, www.inzenieris.lv, www.energopadomnieks.lv

President: Mr Tālis Ziediņš
Contact: Mr Kārlis Maulics
Position of the contact person: Project Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 55
Founded in: 1994

Turnover in 2007: EUR 5 928 880
Turnover in 2008: EUR 7 272 867
Export volume 2007: EUR 11 036
Export volume 2008: EUR 26 648
Main markets: Lithuania, Germany, France, Sweden

Business profile: Since 1994 Belss Ltd. has implemented local and international projects of various complexity: Distribution, installation and service of radio communication equipment (public mobile radio- PMR) and accessories; marine products (GMDSS equipment, radar and other marine equipment). Since 2005 Belss Ltd. has expanded its operations with water and other utilities design, reconstruction and development projects, as well as a wide range of environmental engineering services and consultations. Belss Ltd. services are carried out in close collaboration with the client, seeking to achieve our service goals by providing the best and qualitative solutions for our clients, as well as delivering projects in the shortest period of time.
Recent main projects: Recultivation of CSA landfill „Dimzukalns" Jekabpils (2008), recreation centre renovation in Mengeles parish (2008), road "Kukāri - Laimdotas" Reconstruction, Svitenes parish (2008), Phase 2 of the Jelgava water and sewer network expansion (2008-2009), „Tetra" trunking radio communication system (Pipe line company „LatRosTrans", 2005), Satellite communications system with earth station and tactical terminals (Ministry of Defence, 2008), Tactical alarm sensors system (Latvian State Border Guards, 2007), Radio monitoring system (Ministry of Defence, 2006-2008), Prototype of tactical video surveillance system (Ministry of Defence, 2007). Distribution, installation and service of professional public mobile radio (PMR) and accessories, wireless broadband systems, trunking radio systems, satellite systems and satellite terminals, TV inspection remote controlled systems, water supply and sewerage systems project development, environmental impact assessment, construction project development, architectural project development.

Services of technical maintenance of GSM/UMTS network infrastructure for „Tele2", GSM/UMTS network infrastructure project designs, construction, installation, environment and infrastructure engineering and infrastructure objects construction. Production of light antenna masts (h<18m) for wireless Internet, masts and mast accessories for GSM/UMTS, tactical telescopic antenna masts, wideband tactical discone antenna VHF 30/90, military radio transceivers battery chargers, vehicular adapters, power supplies and accessories. Belss Ltd. is the exclusive distributor for Motorola GmbH and Eca Hytec (France) in Latvia.

BIOTEHNISKAIS CENTRS

Legal form: JSC
Address: Dzērbenes iela 27, Rīga, LV-1006, Latvia
Phone: +371 67 553 518
Fax: +371 67 553 518
E-mail: btc@edi.lv
Website: www.btc-automation.lv, www.bioreactors.net

Chairman of the Board: Dr.sc.eng. Juris Vanags
Contact: Dr.sc.eng. Juris Vanags
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 10
Founded in: 1996

Turnover in 2007: EUR 402 250
Turnover in 2008: EUR 424 465
Export volume 2007: EUR 114 077
Export volume 2008: EUR 116 605
Main markets: Latvia, Lithuania, Estonia, other EU countries, Russia

Business profile: Bespoke specialised process automation (PLC+SCADA); Laboratory and pilot scale bioreactors; Bioprocess controllers.

Seeking cooperation in: Partnership in joint projects.

Certificates in use: ISO 9001:2000

BRUKER BALTIC

Legal form: Ltd
Address: Ganību dambis 26, Rīga, LV-1005, Latvia
Phone: +371 67 383 947
Fax: +371 67 382 620
E-mail: office@bruker-baltic.lv
Website: www.bruker-baltic.lv

President: Mr Vladimirs Gostilo
Contact: Mr Dmitrijs Razinkovs
Position of the contact person: Financial Department Manager
Languages spoken: Latvian, English, Russian
Number of employees: 64
Founded in: 1994

Turnover in 2007: EUR 2 002 773
Turnover in 2008: EUR 2 728 688
Export volume 2007: EUR 1 998 505
Export volume 2008: EUR 2 461 871
Main markets: Lithuania, Germany, Austria, Sweden, Russia, Ukraine, USA, India

Business profile: Baltic Scientific Instruments (BSI) was established in 1994 as a private company on the basis of the Riga Research and Development Institute for Radio-Isotope Apparatus (RNIIRP) est. 1966. The majority of BSI was acquired by the German Bruker AXS GmbH in early 2003. On September 13, 2007 Baltic Scientific Instruments changed its company name to Bruker Baltic. Bruker Baltic specializes in the development and serial production of spectrometric devices based on semiconductor silicon, high-pure germanium, and cadmium-zinc-tellurium detectors. The company's products are applied in the nuclear energy, ecology, geology and mineral resource industries, medicine and research activities, customs control, and other spheres. Bruker Baltics specializes in the development and manufacture of ionizing radiation semiconductor detectors, spectrometers and analyzers for chemical element content determination in materials, and the technological processes of semiconductor detectors.

Seeking cooperation in: Relevant to business profile. Machining works (milling, turning, grinding), welding.

Certificates in use: ISO 9001

DATORIKAS INSTITŪTS DIVI

Legal form: Ltd
Address: Avotu iela 40-34, Rīga, LV-1009, Latvia
Phone: +371 67 291 020
Fax: +371 67 844 994
E-mail: vitalijs.jakovels@di.lv
Website: www.di.lv

Member of the Board: Ms Zane Bičevska
Contact: Mr Vitālijs Jakovels
Position of the contact person: Marketing Manager
Languages spoken: Latvian, English, Russian
Number of employees: 60
Founded in: 1995

Turnover in 2007: EUR 1 432 278
Turnover in 2008: EUR 1 956 589
Export volume 2007: EUR 10 000
Export volume 2008: EUR 20 000
Main markets: Latvia, Germany

Business profile: A professional and experienced team, the use of innovative technologies, an ISO certified quality management system and an individual approach to each client have made us one of the most qualified and innovative IT companies in Latvia. The services we provide are software design, development and implementation, integration and localisation of information systems, implementation of open source solutions, IT consultations.
The products we offer: Banking sector solutions for securities accounting and transaction systems, asset management information system.
Multi-currency Accounting System: Financial Instruments Funding Supervision and Management System, Business Process Workflow Management System, Producers and Performers Claim Accounting and Remuneration Distribution System, Budget Planning and Reporting Solutions for the Public Sector, Number Portability Service, a Central Database System, and a Social Services Management System.
The tools & technologies we use:
Design tools: ORACLE Designer, MS Visual Modeller, GRADE; Database systems: MS SQL Server, ORACLE, MySQL, PostgreSQL.
Development tools: MS Visual Basic, MS Visual Studio. NET, MS Visual Fox Pro, MS Visual C++, ORACLE Developer, Eclipse, SAP Workbench.
Programming/script languages: XHTML/CSS/JavaScript, Visual Basic .NET, C#, C/C++, PHP, ABAP (SAP), SAP script, SAP Smart Forms.
Technologies: XML/XSL, AJAX, ASP.NET, ASP.NET MVC, ADO.NET, Microsoft .NET Framework, Mono.NET, NHibernate, NAnt, NUnit, SubSonic, Selenium, Subversion, log4net, Joomla.

Seeking cooperation in: Development, implementation and maintenance of information systems.

Certificates in use: ISO 9001:2000, ISO certified quality system for software engineering and maintenance, network administration and computer hardware retail. Microsoft Gold Partner Certificate - Microsoft Gold certified, qualified in Networking Infrastructure Solutions and Data Management Solutions competencies.

DEAC

Legal form: Ltd
Address: Maskavas iela 459, Rīga, LV-1063, Latvia
Phone: +371 67 072 100
Fax: +371 67 072 199
E-mail: office@deac.lv
Website: www.deac.lv

Chairman of the Board: Mr Andris Gailītis
Contact: Mr Andris Gailītis
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 40
Founded in: 1999

Turnover in 2007: EUR 1 144 397
Turnover in 2008: EUR 1 577 997
Main markets: Latvia, Lithuania, Estonia

Business profile: DEAC Ltd. is the biggest data centre operator in Latvia. The company has operated in the data centre market since 1999. DEAC is the founder of IT service outsourcing in Latvia and one of the first companies in Latvia to explain the nature and benefits of outsourcing to the Latvian business community. DEAC owns an underground data centre „Grizinkalns", which is located in a former Soviet army bunker. It is located 9 metres above sea level, but at the same time 12 metres below ground. This location negates the twin threats of flooding and electromagnetic radiation. DEAC data centre „Riga", opened in September 2009, is the largest and most powerful data centre in the Baltic States. Most popular DEAC services are server co-location and hosting. DEAC is also known as a company, which has developed an electronic school management system „e-class", which is already in use by more than 500 Latvian schools. DEAC employees are qualified project managers and IT resource management specialists, including experienced Microsoft specialists, Unix systems and Oracle DBVS administrators who provide professional client service and can underpin your commercial activity in a competitive market by reducing IT infrastructure maintenance and service costs. During the course of its operating history, DEAC has successfully consolidated its position within the IT outsourcing service providers market and provides its services to almost 2000 clients. These include the largest Latvian web projects like inbox.lv, oho.lv, etc., Latvian banks and insurance companies – Bank of Latvia (Latvijas Banka), Danske Bank, HVB Bank Latvia, companies from media industry – Dienas Bizness, TV3 Latvia, Digital Times, The Baltic Times, Radio SWH, Star FM, MIX FM, mobile operators Tele2, ZetCom and other big companies like G4S, DEPO, Aldaris, Spanish telecommunication company Telefonica, etc. DEAC major business partners are Microsoft, DELL, APC, VMware, CSC, and others.

Seeking cooperation in: Relevant to business profile.

Certificates in use: ISO 9001:2000

DOZIMETRS

Legal form: Ltd
Address: Tērbatas iela 28-7A, Rīga, LV-1011, Latvia
Phone: +371 67 283 626
Fax: +371 67 283 626
E-mail: dozimetrs@dozimetrs.lv
Website: www.dozimetrs.lv

Member of the Board: Ms Ineta Dundure
Contact: Ms Ineta Dundure
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 6
Founded in: 1995

Turnover in 2007: EUR 236 794
Turnover in 2008: EUR 271 113
Export volume 2007: EUR 32 167
Export volume 2008: EUR 34 807
Main markets: Latvia, Lithuania, Estonia

Business profile: Dozimetrs Ltd. is a company holding a leading position in radiation monitoring system delivery, software production and programming in different application spheres.
Since 1995 Dozimetrs has installed and maintains all of the radiation monitoring systems for car and train examination in Latvia. Having won many equipment delivery tenders, Dozimetrs has delivered most of the radiation measuring equipment to support the dismantling of Salaspils nuclear reactor.
Dozimetrs is a reliable partner to the Latvian Border guards, the Radiation Safety Centre, and the Salaspils nuclear reactor by providing equipment delivery, installation and service. There are several governmental and private structures in Lithuania and Estonia among the company's customers, as well. Since 1997, Dozimetrs has been an authorised distributor for Thermo Fisher Scientific (www.thermo.com) a manufacturer of radiation detection products. Dozimetrs Ltd. is the Thermo Fisher Scientific authorised service provider in Latvia, Lithuania and Estonia.

ELEKTRONIKAS UN DATORZINĀTŅU INSTITŪTS (EDI)

(Institute of Electronics and Computer Science (IECS))

Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia
Phone: +371 67 554 500
Fax: +371 67 555 337
E-mail: info@edi.lv
Website: www.edi.lv

Director: Dr Modris Greitāns
Contact: Dr Modris Greitāns
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 100
Number of students: 16
Number of doctoral students: 5
Founded in: 1960

Turnover in 2007: EUR 1 430 000
Turnover in 2008: EUR 2 000 000
Export volume 2007: EUR 68 600
Export volume 2008: EUR 84 300
Main markets: Europe, China, Japan, Korea

Business profile: The Institute of Electronics and Computer Science (IECS) is an independent public R&D institution. The institute currently has about 70 researchers, including 25 Dr. Sc. and 45 technical staff within five R&D laboratories. IECS has received funding from national research programs, projects supported by EU Structural funds, contracts with industry and from international joint R&D projects. The scientific interests of IECS are Advanced DSP, Event Timing, High sensitivity signal conversions, Embedded systems, Wireless sensor networks, Energy efficient data acquisition, Low power communication, Smart sensor systems, Distributed data processing, Computer network management etc. IECS is actively participating in joint research projects funded by the EC, long term scientific co-operation with other European universities (e.g. The International Laboratory for Digital Alias-free Signal Processing was founded and is jointly operated with the University of Westminster, London). IECS received the European IT Prize in 1997, awarded for DASP technology for fully digital signal processing at frequencies up to several GHz. Currently, IECS is the developer and producer of high-precision (<5ps) Event Timing technology for Satellite Laser Ranging.

Seeking cooperation in: IECS welcomes partners for cooperation in R&D projects and technology transfer in the areas of: advanced technologies for DSP system design including cost-effective processing of signals digitally in a wide frequency range (up to 2-3GHz) and event-driven analogue-to-digital conversion of non-stationary signals and asynchronous data acquisition and processing systems, extra-fine resolution event timing and highly precise continuous time interval measurements. The developed novel approach and techniques allow resolution down to units of ps to be achieved. IECS is the developer and producer of high-precision (<5ps (RMS)) Event Timing technology for Satellite Laser Ranging, high sensitivity signal conversions, discrete equivalent time sampling and registration of weak signals masked by substantial noise with the aim of achieving maximum sensitivity with a minimum number of captured realizations. Examples of applications are high sensitivity scopes (the pilot version provides noise <15 μV (RMS), rise time <100 ps) and ultra high bandwidth radars, development and production of various PC based signal processing systems, both hardware and software. The latter include Virtual Instruments, processing of X ray and infrared images, pattern recognition, object classification applications in biometry, development of smart sensors, embedded systems powered remotely or from batteries and used in combination with enhanced signal processing algorithms, wire and wireless sensor networks.

EFN BALTIJA

Legal form: Ltd
Address: Parka iela 25, Valka, LV-4700, Latvia
Phone: +371 64 725 342
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E-mail: patrick.adamski@efn-gmbh.de,
kristine.simonova@efn-gmbh.de
Website: www.efn-gmbh.de

Managing Director: Mr Patrick Adamski
Contact: Ms Kristīne Simonova
Position of the contact person: Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 20
Founded in: 2002

Turnover in 2007: EUR 1 063 702
Turnover in 2008: EUR 457 238
Export volume 2007: EUR 1 063 702
Export volume 2008: EUR 457 238
Main markets: Germany

Business profile: Efn Baltija, a subsidiary of the German Efn GmbH is a contract manufacturer, strong on manufacturing components for the automotive industry, offering its expertise to ambitious assembly projects in any field and for reasonable prices. Efn Baltija can expertly produce any kind of electronic components, such as pin-headers, connectors and other devices. We also provide interleaving services with other processes along the production chain. Our Germany-based headquarters supports every project. Efn Baltija is a responsive and reliable partner for contract production in Latvia, working to the latest international quality and production process standards. Other services: design and development of tools and devices.

Seeking cooperation in: Efn Baltija offers its customers a wide range of basic to sophisticated contract production services. We are also interested in joint ventures or support services for the Russian market.

Certificates in use: ISO 9001:2008, ISO TS 16949

EHT DIZAINS

Legal form: Ltd
Address: Mazcenu aleja 47, Jaunmārupe, Mārupes nov., LV-2166, Latvia
Phone: +371 67 933 733
Fax: +371 67 933 899
E-mail: birojs@eht-dizains.lv
Website: www.eht-dizains.lv

Chairman of the Board: Mr Roberts Šēnbergs
Contact: Mr Gusts Sekacis
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 2003

Turnover in 2007: EUR 437 289
Turnover in 2008: EUR 539 715
Export volume 2007: EUR 39 355
Export volume 2008: EUR 3000
Main markets: Italy

Business profile: Production and assembly of tobacco retail sales dispensers with electronic remote control.

Seeking cooperation in: Relevant to business profile.

Certificates in use: ISO 9001

ELLAT

Legal form: Ltd
Address: Brīvības 214A, Rīga, LV-1039, Latvia
Phone: +371 67 316 734
Fax: +371 67 316 733
E-mail: info@ellat.lv
Website: www.ellat.lv

Director: Mr Viktors Vahitovs
Contact: Mr Viktors Vahitovs
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 15
Founded in: 1991

Turnover in 2007: EUR 1 386 167
Turnover in 2008: EUR 2 732 248
Export volume 2007: EUR 100 000
Export volume 2008: EUR 100 000
Main markets: Latvia

Business profile: Ellat Ltd. designs and manufactures SCADA and resource management systems (project design, manufacturing and installation) for water supply, water treatment and wastewater treatment, pumping stations, electricity and street-lighting utilities. For more than 13 years Ellat has been a leading manufacturer of automation and control equipment for municipal utilities. The company's street lighting SCADA and control systems have been installed in all of Latvia's major cities; water and wastewater SCADA and control systems operate in 25 Latvian cities; more than 300 Latvenergo JSC facilities are equipped with energy SCADA and control systems. Ellat received an award for successfully completing eight Latvian towns' water system reconstruction projects in 2002.

ELMETA

Legal form: Ltd
Address: Starta iela 1, Rīga, LV-1026, Latvia
Phone: +371 67 378 066
Fax: +371 67 371 134
E-mail: office@elmeta.lv

President: Mr Ilmārs Pūciņš
Contact: Mr Aivars Pūciņš
Position of the contact person: Manager
Languages spoken: Latvian, English, Russian
Number of employees: 5-10
Founded in: 1998

Turnover in 2007: EUR 87 211
Turnover in 2008: EUR 96 000
Export volume 2007: EUR 61 000
Export volume 2008: EUR 64 000
Main markets: Germany, Sweden

Business profile: Cable harnesses, electromechanical assembly, NACE-27.32, 27.9.

Seeking cooperation in: Cable harnesses, electromechanical assembly.

EMBEDDED SYSTEMS

Legal form: Ltd
Address: Dārzciema iela 2, Rīga, LV-1035, Latvia
Phone: +371 67 648 888
Fax: +371 67 205 036
E-mail: info@openrb.com
Website: www.openrb.com

Chief Executive Officer: Mr Andrejs Smakovs
Contact: Mr Edgars Kļavinskis
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: 9
Founded in: 1998

Turnover in 2007: EUR 151 898
Turnover in 2008: EUR 420 367
Main markets: Latvia, Lithuania, Estonia, EU, Asian and African countries, USA

Business profile: Home and building automation, energy-saving technologies, photovoltaic renewable energy solutions, wireless sensor networks, wireless networks. Embedded Systems is a member-shareholder of KNX association.
Our own Research & Development leads us in creating products that are one step ahead, so as to meet the growing expectations of the alternative-energy, wireless, industrial and professional equipment markets. We make our products as cost-effective as possible, while maintaining high levels of reliability and fault-tolerance. Energy-efficiency is one of the most important measurements in designing and producing hardware.
Our products and key technologies:

- Thin-Film solar cell modules, MPPT charge controllers and direct-flow vacuum tube collectors;
- Industrial and home automation devices based on KNX/EIB protocol.

We produce logic machines, bridges to other networks, and full redundancy power supplies, and develop browser-based KNX/EIB SCADA Visualization systems.
Our wireless sensor networks for M2M applications are based on ZigBee and 6LoWPAN technologies. We produce low-cost and highly efficient devices for various industrial, security and environmental functions.

Certificates in use: ISO 9001:2008

ENERGOLUKSS

Legal form: Ltd
Address: Aizkraukles iela 21-221, Rīga, LV-1006, Latvia
Phone: +371 67 542 223
Fax: +371 67 800 970
E-mail: info@energolukss.lv
Website: www.energolukss.lv

Member of the Board: Mr Miķelis Caunītis
Contact: Ms Diāna Bogova
Position of the contact person: Office Manager
Languages spoken: Latvian, English, Russian
Number of employees: 33
Founded in: 1997

Turnover in 2007: EUR 4 040 928
Turnover in 2008: EUR 4 031 421
Main markets: Latvia

Business profile: Energolukss is a full service company, providing emergency power supply solutions. Energolukss is the market leader in sales and rental of generating sets in Latvia. Energolukss is one of the major players in power electronics repair and maintenance. Energolukss provides delivery, installation, maintenance, repair and rental of equipment as well as production of switchboards and design of wiring diagrams. For the construction industry we provide diamond tools and machines as well as professional welding equipment.

- Design of electrical diagrams for emergency power supply networks;
- Delivery of any kind of power supply equipment, voltage and current converters and inverters;
- Delivery of welding equipment;
- Rental of generating sets including full technical support.

Seeking cooperation in: Partners in the uninterruptible power supply system market.

ERICSSON LATVIA

Legal form: Ltd
Address: Duntes iela 6, Rīga, LV-1013, Latvia
Phone: +371 67 090 000
Fax: +371 67 090 001
E-mail: ericsson.latvia@ericsson.com
Website: www.ericsson.com

Director: Mr Michael Backström
Contact: Ms Raivita Kramzaka
Position of the contact person: Office Manager
Languages spoken: Latvian, English, Russian
Number of employees: 13
Founded in: 1997

Turnover in 2007: EUR 5 698 851
Turnover in 2008: EUR 5 272 835
Main markets: Latvia

Business profile: Ericsson Ltd. is a world-leading provider of telecommunications equipment and related services to mobile and fixed network operators globally. Company origins date back to 1876. Ericsson headquarters are located in Stockholm, Sweden. Already at the beginning of the 20th century Ericsson was a well-known trademark in Latvia. In 1890, 15 switchboards produced by LM Ericsson were installed in the first telephone exchange in Riga. In 1993 Ericsson established an authorised representative office in Latvia. The first small telephone exchanges for business customers have been sold since 1995. Today Ericsson Latvia is a wholly owned subsidiary of the Ericsson group. The main activities for Ericsson Latvia are marketing, sales and support for the entire Ericsson product portfolio.

ESM GROUP

Legal form: Ltd
Address: Ropažu iela 140, AS Alfa korp. Nr. 5, Rīga, LV-1006, Latvia
Phone: +371 67 541 828
Fax: +371 67 541 932
E-mail: birojs@esmgroup.eu
Website: www.esmgroup.eu

Director: Mr Jānis Siliņš
Contact: Mr Jānis Siliņš
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 1999

Turnover in 2007: EUR 234 868
Turnover in 2008: EUR 387 463
Export volume 2007: EUR 33 523
Export volume 2008: EUR 78 026
Main markets: Latvia, Estonia

Business profile: ESM Group Ltd. was founded as a Latvian-Estonian company and now is an innovative alliance uniting unique production technologies, high quality materials and a creative team. ESM Group provides imaging services on various kinds of self-adhesive materials: 3M colour tape, bi-colour polyester film, transparent film, 3M protective film for use in stoppings, white vinyl film for colour images. ESM Group offers new product panels for display windows, which is an interesting option for the electronics industry. ESM Group employs unique American technologies and developments for the manufacture of high-quality products. Customers are welcome to utilize the company's silkscreen printing, plotter cutting and lamination services. The products are widely used in many industries such as machine building, transport, electronics, and power supply; they are also utilized in the advertising and printing arts sector.

FONONS

Legal form: Ltd
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Phone: +371 67 310 185
Fax: +371 67 315 308
E-mail: fonons@latnet.lv
Website: www.fonons.lv

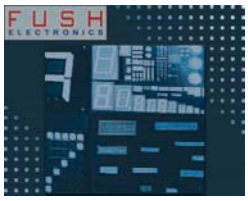
Director: Mr Juris Zvirgzds
Contact: Mr Juris Zvirgzds
Position of the contact person: Director
Languages spoken: Latvian, English, German, Russian
Number of employees: 21
Founded in: 1993

Turnover in 2007: EUR 994 697
Turnover in 2008: EUR 680 889
Export volume 2007: EUR 22 000
Export volume 2008: EUR 15 000
Main markets: Lithuania, Latvia, Estonia

Business profile: Fonons Ltd. is dealing with the problem faced by various powerful electric machine-tools when, switching on an electric motor, they are struck by a sudden load at start-up, causing excessive wear of belts, pulleys, and bearings. Fonons developed and produces a new type of electrical equipment launching device, Thyristor (soft) Start, which allows significant improvements in the prevention and reduction of the above-mentioned problems. Fonons also works on the development and production of improved airscrew compressors. Very recently the company has opened a new production facility.

Seeking cooperation in: Dealers outside Latvia.

Certificates in use: Declaration of Conformity of Russia for compressors.



FUSH

Legal form: Ltd
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Phone: +371 67 364 151
Fax: +371 67 364 154
E-mail: sales@fush.lv
Website: www.fush.lv

Director: Mr Vladimirs Ušanovs
Contact: Mr Vladimirs Ušanovs
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 3
Founded in: 1993

Turnover in 2007: EUR 258 452
Turnover in 2008: EUR 181 779
Main markets: Latvia, Lithuania, Estonia

Business profile: Fush Ltd. is a supplier of imported electronic components for the development, production and repair of household appliances and industrial machinery. The range of components is very extensive and is divided into the following groups: optoelectronic devices and indicator components, liquid crystal displays and modules, condensers, resistors, crystals throttles. Most product groups are available in their full range: relays connectors, components for repair of household appliances and industrial machinery, casings for electronic radio equipment and many kinds of active components from leading global companies. Some products are stocked in limited ranges. To provide customers with non-stocked items, the company maintains contact with warehouses of internationally-known companies or places orders directly with manufacturing plants.
Fush manufactures LED strips, LED modules, Controller MIKRO-81 and offers high-power LED, LED based products, power supplies and converters, LEDs, LED displays and LCD displays. Since 2007 Fush is an official dealer of Seoul Semiconductor Co Ltd.

LETERA

GNT LATVIA

Legal form: Ltd
Address: Liliju iela 29, Mārupe, Mārupes nov., LV-2167, Latvia
Phone: +371 67 018 300
Fax: +371 67 018 301
E-mail: office@gnt.lv
Website: www.gnt.lv

Chairman of the Board: Mr Juris Ducens
Contact: Mr Juris Ducens
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 90
Founded in: 1995

Turnover in 2007: EUR 123 797 841
Turnover in 2008: EUR 92 451 187

Business profile: The GNT group is a distributor of computers and computer components in Tampere, Finland. The development of e-commerce is regarded as an extensive strategic area in the GNT group. The group includes GNT Finland Oy, GNT Estonia AS, GNT Latvia Ltd., GNT Lithuania UAB and GNT Sweden AB. GNT Latvia Ltd. delivers IT, entertainment and consumer electronic goods and services, which improve customers' competitiveness in the whole value chain. GNT Latvia is a distributor in Latvia for 3M, Asus, Benq, Borland, Canon, Computer Associates, DFI, Fujitsu-Siemens, HP, Hitachi, IBM, Intel, Kingston, Maxtor, Microsoft, Minolta, MSI, NEC, Novell, Samsung, Seagate, Sony, Toshiba etc.

HANZAS ELEKTRONIKA

Legal form: Ltd
Address: Akmeņu iela 72, Ogre, LV-5001, Latvia
Phone: +371 65 049 088
Fax: +371 65 049 087
E-mail: sales@he.lv
Website: www.he.lv

Chairman of the Board: Mr Ilmārs Osmanis
Contact: Mr Ilmārs Osmanis
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 105
Founded in: 1999

Turnover in 2007: EUR 7 380 075
Turnover in 2008: EUR 6 606 311
Export volume 2007: EUR 3 001 172
Export volume 2008: EUR 2 407 038
Main markets: Sweden, Finland, Norway, Germany, Lithuania

Business profile: Hanzas Elektronika Ltd. is an technically advanced, flexible and cost-competitive regional contract electronics manufacturing group for any scale of manufacturing.
PCB Board level assembly:
SMD assembling total capacity - 7 assembling lines in 3 plants:
- PCB top and/or bottom side SMD assembly on soldering paste or glue - wide variety of component sizes starting with 01005 and up to large fine-pitch and BGA integrated circuits;
- DEK screen printers;
- FUJI NXT, CP, QP, MYDATA assembling machines;
- SMT soldering ovens with full oxygen/nitrogen control, RoHS compatible process;
- Full component traceability down to unit level.

T/H assembling - manual and automated systems:
- Manual workstations;
- Flexlink frame conveyor system;
- FUJI FBA inserters.

T/H soldering - 6 selective soldering and 3 wave soldering processes:
- EBSO, Soltec selective soldering machines, RoHS compatible process;
- SEHO wave soldering equipment, RoHS compatible process.

Testing and Inspection:
- Automated Optical Inspection - MVP 1820 ULTRA, ORBOTECH;
- Flying probe in circuit testers - SPEA 4040;
- Full sized X-ray test facility with conveyor board handler - MXR130, MXR160;
- Various specialised and general purpose instrumentation;
- With customer-supplied test equipment.

HCT AUTOMOTIVE

Legal form: Ltd
Address: Tīraines iela 2, Rīga, LV-1058, Latvia
Phone: +371 67 702 665
Fax: +371 67 702 664
E-mail: hct@hct.lv
Website: www.hcttechnology.com

Director: Mr Ilgvars Leicis
Contact: Mr Ilgvars Leicis
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 27
Founded in: 1992

Turnover in 2007: EUR 3 772 453
Turnover in 2008: EUR 3 958 211
Export volume 2007: EUR 900 000
Export volume 2008: EUR 1 000 000
Main markets: European countries

Business profile: Garage equipment sale and export.

Seeking cooperation in: Looking for dealers all over the world.

Certificates in use: CE, PCT

INTEGRIS

Legal form: Ltd
Address: Aizkraukles iela 21, 303. istaba, Rīga, LV-1006, Latvia
Phone: +371 67 558 738
Fax: +371 67 541 218
E-mail: lauznis@integris.lv
Website: www.integris.lv

Member of the Board/Director: Mr Juris Lauznis
Contact: Mr Juris Lauznis
Position of the contact person: Member of the Board/ Director
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2003

Turnover in 2007: EUR 53 991
Turnover in 2008: EUR 72 950
Export volume 2007: EUR 23 000
Export volume 2008: EUR 4 000
Main markets: Latvia, EU countries, USA

Business profile: Integris Ltd. is a research and development company with experience in:
- Data acquisition and control system development including wireless Bluetooth™, WLAN, GPRS and GPS based solutions; hardware and software, including embedded,
- Software development for Windows CE® based mobile devices,
- Interfacing PDA's to customers equipment,
- Medical and research equipment design.

We offer:
- Mobile measurement and control system design including wireless acquisition systems and loggers up to pilot sample,
- Mobile system design using Pocket PC's,
- Mobile phone application design using WAP, SMS and GPRS services,
- System integration,
- Custom design of other integrated solutions,
- Consulting.

Seeking cooperation in: Custom R&D projects.

ISP OPTICS LATVIA

Legal form: Ltd
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Fax: +371 67 323 781
E-mail: info@ispoptics.eu, sales@ispoptics.eu
Website: www.ispoptics.com

Chairman of the Board: Mr Ļevs Lisagors
Contact: Mr Ivans Nozdracevs
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: >50
Founded in: 1993

Turnover in 2007: EUR 1 333 469
Turnover in 2008: EUR 1 821 985
Export volume 2007: EUR 1 200 122
Export volume 2008: EUR 1 639 787
Main markets: EU countries, Israel, USA

Business profile: Precision Infrared Optical Elements Manufacturing.

Certificates in use: ISO 9001:2000

JAUDA

Legal form: JSC
Address: Krustpils iela 119, Rīga, LV-1057, Latvia
Phone: +371 67 725 789
Fax: +371 67 725 770
E-mail: info@jauda.com
Website: www.jauda.com

President: Mr Jānis Šimins
Contact: Mr Guntars Niparts
Position of the contact person: Director of Operations
Languages spoken: Latvian, English, Russian
Number of employees: 250
Founded in: 1961

Turnover in 2007: EUR 35 840 805
Turnover in 2008: EUR 37 126 525
Export volume 2007: EUR 1 012 776
Export volume 2008: EUR 1 459 139
Main markets: Latvia, Lithuania, Estonia, Germany, Norway, Russia, Belarus, Kazakhstan

Business profile: JSC JAUDA was established in 1961. Nowadays it is one of the largest producers of electrical equipment in the Baltic States. From its beginning, JAUDA has produced products for energy and electrification, including compact substations, low and medium voltage equipment, metal constructions, and metal ware. Compact transformer points are designed to transform voltage from 20 or 10 kV to 0,4 kV and distribute it (also available with metering), with one or two transformers up to 1000 kVA. The substation has an auxiliary switchboard that ensures its own devices' (lights, sockets, thermo security, etc.) feeding and security with automatic switches and fuse blocks. JAUDA produced concrete-base substations are suitable for installation in cities and close to objects with special aesthetic importance, since they are elegant and, from an architectural point of view, can complement any interior.

Seeking cooperation in: Sheet metal processing (cutting, stamping, galvanizing), design and manufacturing of electric cabinets.

Certificates in use: Lloyd`s, ISO 9001, ISO 14001

JZ MICROPHONES

Legal form: Ltd
Address: Gaujas iela 30, Mārupe, LV-2167, Latvia
Phone: +371 67 246 648
Fax: +371 67 246 649
E-mail: info@jzmic.com
Website: www.jzmic.com

Chairman of the Board: Mr Juris Zariņš
Contact: Mr Edijs Rudzis
Position of the contact person: Sales Director
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2007

Turnover in 2008: EUR 215 000
Export volume 2008: EUR 215 000
Main markets: Germany, Italy, United Kingdom, France, Spain, Sweden, Greece, Benelux countries, USA, Australia, Japan, China, Thailand, Israel, etc.

Business profile: Microphone manufacturing and distribution.

Seeking cooperation in: Distribution, OMM Manufacturing.

KAMRI

Legal form: Ltd
Address: Aizkraukles iela 21-311, Rīga, LV-1006, Latvia
Phone: +371 67 558 773
Fax: +371 67 588 737
E-mail: kamri@kamri.lv
Website: www.kamri.lv

Chairman of the Board: Mr Aleksandrs Mihejevs
Contact: Mr Aleksandrs Mihejevs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 11
Founded in: 2002

Turnover in 2007: EUR 501 481
Turnover in 2008: EUR 654 703
Export volume 2007: EUR 500 000
Export volume 2008: EUR 500 000
Main markets: Latvia, Estonia, Finland, Sweden, Germany, USA

Business profile: The main business direction of Kamri Ltd. is the design and manufacture of automatic production equipment for a wide range of industries, from first layout to start-up runs of ready machines.
Kamri offers:

- Factory automation from idea to working machine in the radio electronics and telecommunications industry, pharmaceutical and automotive industries, as well as wood processing.
- Product and process solutions:
  – mechanical engineering and 3D modelling in SolidWorks;
  – electrical design;
  – design of pneumatics;
  – PC and PLC programming;
  – drafting and full set of customer documentation;
  – manufacturing and assembly of ready machine.
- Parts fabrication and assembly of sub-units and complete machines.

Kamri has customers in Latvia, Estonia, Finland, Sweden, Germany, and the U.S. in the radio electronics and telecommunications industry, pharmaceuticals, the automotive industry, and wood processing.

KOMFORTS

Legal form: JSC
Address: Lielā iela 59, Tukums, LV-3101, Latvia
Phone: +371 63 125 057
Fax: +371 63 181 203
E-mail: komforts@komforts.lv
Website: www.komforts.lv

Chairman of the Board: Mr Laimonis Lapiņš
Contact: Mr Sergejs Novikovs
Position of the contact person: Senior Sales Representative
Languages spoken: Latvian, English, Russian
Number of employees: 150
Founded in: 1991

Turnover in 2007: EUR 5 671 313
Turnover in 2008: EUR 8 092 952
Export volume 2007: EUR 1 750 320
Export volume 2008: EUR 1 911 866
Main markets: Latvia, Lithuania, Estonia, Poland, Sweden, Finland, United Kingdom, Spain, Russia, Belarus, Ukraine

Business profile: Design, manufacture, assembly and maintenance of heat engineering equipment and boiler plants; manufacture of nonstandard metal constructions; collaboration in cogeneration projects.

Seeking cooperation in: Dealers for product sales, boiler plant customers, manufacture of nonstandard metal construction in accordance with customer orders.

Certificates in use: European directive 97/23 EC (PED), Russia, Belarus, Ukraine, ISO 9001:2000

LĀSMA

Legal form: Ltd
Address: Aizkraukles iela 21-112, Rīga, LV-1006, Latvia
Phone: +371 67 545 217
Fax: +371 67 800 606
E-mail: lasma@lasma.lv
Website: www.lasma.lv

Director: Mr Jānis Kuzmins
Contact: Mr Jānis Kuzmins
Position of the contact person: Director
Languages spoken: Latvian, English, German, Russian
Number of employees: 14
Founded in: 1992

Turnover in 2007: EUR 890 000
Turnover in 2008: EUR 947 866
Export volume 2007: EUR147 000
Export volume 2008: EUR 70 000
Main markets: Latvia

Business profile: Lāsma Ltd. offers industrial automation systems, measuring and control instruments, process controllers and a wide range of industrial sensors.
The company manufactures its' own instruments and offers solutions meeting customer needs using the products of well known manufacturers.
Main product groups:

- Process automation - temperature, humidity, flow, pressure, level, volume, quantity, speed, etc. - controllers, meters, loggers, probes, transmitters, switches, and other relevant products. Monitoring. Data logging and supervision systems.
- Factory automation - inductive, capacitive, ultrasonic sensors; signal converters - interfaces; connection systems.
- Reactive power compensation - capacitors, contactors, PFC controllers, automatic reactive power control systems.
- Motor safety and control - motor protection devices, frequency drives and softstarters, transformers, electrical net analyzers, monitoring relays, safety relays, manual starters, contactors, thermal protection relays.
- Switchboard design and mounting - mounting of a wide range of control panels (including bespoke design), switchboards, automation plates; specialization in pump safety units, heating house automation boards.
- Installation, technical support, repairs - engineering and technical services and consultations, programming and software design, repair and test.

Seeking cooperation in: We offer switchboard mounting.

LATGALES APARĀTBŪVES TEHNOLOĢISKAIS CENTRS

(Latgale Machine Building Technological Centre)

Legal form: Society
Address: Maskavas iela 28B, Rēzekne, LV-4604, Latvia
Phone: +371 64 607 700
Fax: +371 64 607 707
E-mail: latc@prototips.lv
Website: www.prototips.lv

Member of the Board: Mr Māris Igavens
Contact: Mr Māris Igavens
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2005

Turnover in 2007: EUR 136 310
Turnover in 2008: EUR 323 481
Main markets: Latvia

Business profile: The Latgale Machine Building Technological Centre offers technological support to industrial enterprises in the Baltic States:

1) Rapid prototyping of different types of plastics. For small series rapid prototyping of plastic models: model making in moulds of silicon with binary polymers on a base of polyurethane.
2) The production of embossing plates of aluminium or steel formative parts, the production of punches and other products. Three axis milling; turning; metal working; precision measuring; 3D scanning.

Seeking cooperation in: The company seeks cooperation in similar areas.

LATIMPULSS - BIROJA TEHNIKA

Legal form: JSC
Address: Ķengaraga iela 10, Rīga, LV-1063, Latvia
Phone: +371 67 260 700
Fax: +371 67 259 530
E-mail: impulss@balticom.lv
Website: www.latimpulss.lv

President: Mr Guntars Vītoliņš
Contact: Mr Alvis Zaics
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: 46
Founded in: 1994

Turnover in 2007: EUR 544 007
Turnover in 2008: EUR 474 697
Main markets: Latvia

Business profile: The principle activities of the LatImpulss-biroja tehnika JSC include sales of office equipment; repair and technical service of office equipment; sales of consumables for office equipment; sales of point-of-sale equipment; repair and technical service of point-of-sale equipment. Sales and service of office equipment is carried out by the company's office equipment centre. The main and most important feature of this centre compared with other companies of a similar profile is the centre's ability to service and repair equipment manufactured by different manufacturers. The service centre is capable of repairing any equipment manufactured by Canon, Minolta, Mita, Xerox, Ricoh, HP, Konica and other leading office manufacturers. The service centre also supplies office equipment consumables such as toners, ink, paper and other products necessary for offices to function. Service centres are also located in rural districts, demonstrating the company's interests in Latvia's main regions – Latgale, Kurzeme and Zemgale, and offering clients from these regions the same choice of services they would get in Riga.

LETERA

LATTELECOM

Legal form: Ltd
Address: Dzirnavu iela 105, Rīga, LV-1011, Latvia
Phone: +371 67 055 000
Fax: +371 67 055 481
E-mail: lattelecom@lattelecom.lv
Website: www.lattelecom.lv

Chairman of the Board: Mr Juris Gulbis
Contact: Ms Inese Lenša
Position of the contact person: Regulatory Relations Manager
Languages spoken: Latvian, English, Russian
Number of employees: 2820
Founded in: 1994

Turnover in 2007: EUR 186 820 081
Turnover in 2008: EUR 198 560 542
Main markets: Latvia, Lithuania, Estonia

Business profile: The Lattelecom Group is the leading provider of electronic communications services in Latvia that offers electronic communication solutions for home, small and medium size businesses, state and municipal institutions, as well as for corporate clients. The Lattelecom Group is one of the most experienced companies in Europe providing integrated and innovative IT, telecommunications and outsourced business process solutions supported by all of the companies of the group. Lattelecom Group is made up of five companies:

- Lattelecom Ltd. offers electronic communications solutions for home, small and medium size businesses, state and municipal institutions, as well as for corporate clients. Lattelecom also offers integrated electronic communications and IT services, as well as telecommunications, network design and installation services. Lattelecom also provides data transmission and IT infrastructure solutions, Internet and contact centre services, as well as outsourced business process services.
- Lattelecom BPO Ltd. provides business process services and solutions to its clients, along with 1188 inquiry services.
- Citrus Solutions Ltd. designs, installs and maintains electronic communications network infrastructure.
- Lattelecom Technology Ltd. offers a full range of IT solutions and services – IT infrastructure solutions, systems integration, company management solutions, software design, around the clock computer servicing, data transmission and IT outsourced services.
- Baltic Computer Academy Ltd. is a subsidiary of Lattelecom Technology Ltd. and provides professional IT training services.

Certificates in use: ISO 9001:2000

LATVENERGO

Legal form: PLC
Address: Pulkveža Brieža iela 12, Rīga, LV-1230, Latvia
Phone: +371 67 728 222
Fax: +371 67 728 778
E-mail: info@latvenergo.lv
Website: www.latvenergo.lv

Chairman of the Board: Mr Kārlis Miķelsons
Contact: Mr Āris Dandens
Position of the contact person: Advisor to the Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4720
Founded in: 1939

Turnover in 2007: EUR 576 730 222
Turnover in 2008: EUR 677 082 088
Export volume 2007: EUR 11 200 000
Export volume 2008: EUR 15 900 000
Main markets: Latvia, Lithuania, Estonia

Business profile: Energy power supply enterprise engaged in the generation of electricity and thermal energy, electricity trade, as well as the provision of IT and telecommunication services. Latvenergo AS is heading a corporate group. Latvenergo Group includes five subsidiaries: Augstsprieguma tīkls AS (TSO), Sadales tīkls AS (DSO), Latvenergo Kaubandus OÜ, LatvenergoPrekyba UAB and Liepājas enerģija SIA.

LETERA

LATVIJAS ELEKTRONIKAS IEKĀRTU TESTĒŠANAS CENTRS (LEITC)

(Latvian Electronic Equipment Testing Centre)

Address: Āzenes iela 12-7, Rīga, LV-1048, Latvia
Phone: +371 67 089 166
Fax: +371 67 089 186
E-mail: vladimirs@leitc.lv
Website: www.leitc.lv

Chairman of the Board: Mr Vitālijs Aišpurs
Contact: Mr Vladimirs Novikovs
Position of the contact person: General Manager
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2006

Business profile: LEITC is the most modern electromagnetic compatibility (EMC) testing centre in the Baltic States with a semi-anechoic chamber capable of performing tests up to 40GHz. LEITC's goal is to promote EMC compliance testing as a solution to prevent the potential impact of product liability applied in cases of design and warning defects. The centre monitors worldwide developments in the EMC field for electronics with the intent to provide a reliable, high-quality service for development, precompliance, compliance, and production testing. LEITC pursues continuous improvement and excellence in our EMC services through customer focus, professionalism, commitment to quality and optimal delivery time in compliance with ISO/IEC 17025. LEITC provides EMC and electrical safety (also thermal stability) testing, consulting and certification.

Seeking cooperation in: Electronic equipment manufacturers, importers and distributors. Quality inspection institutions, Military and Defence organisations, Governmental and education institutions.

Certificates in use: ISO 17025, Authorized NEMKO Laboratory Certificate (Aut. No. ELA220)

LATVIJAS ELEKTRORŪPNIECĪBAS BIZNESA INOVĀCIJU CENTRS (LEBIC)

(Business Innovation Center of Latvian Electronic Industry)

Legal form: Society
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67 542 184
Fax: +371 67 542 184
E-mail: lebic@lebic.lv
Website: www.lebic.lv

Chairman of the Board: Mr Jānis Smilga
Contact: Mr Jānis Smilga
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 3
Founded in: 1997

Turnover in 2007: EUR 62 600
Turnover in 2008: EUR 76 500
Export volume 2007: EUR 12 000
Export volume 2008: EUR 8 900
Main markets: Latvia, Hungary

Business profile: The Business Innovation Centre of the Latvian Electronic Industry (LEBIC) was established on the basis of the Radio Electronics Technology centre. The mission of LEBIC is to promote development of innovative and knowledge-based entrepreneurship in the electronic industry and connected branches. The main services of LEBIC are: consultations in preparation and management of EU and Latvian research and development projects, consultations in the introduction of new technologies in industry, organisation of technology transfer activities, participation in development of innovation support structures, co-operation partner searches, involvement in EU financed projects.

Seeking cooperation in: Technology transfer activities and partner searches for EU projects.

LETERA

LATVIJAS MOBILAIS TELEFONS

Legal form: Ltd
Address: Ropažu iela 6, Rīga, LV-1039, Latvia
Phone: +371 80 000 076
Fax: +371 67 535 353
E-mail: info@lmt.lv
Website: www.lmt.lv

President/Chairman of the Board: Mr Juris Binde
Contact: Mr Ivars Porietis
Position of the contact person: Research and Development Director
Languages spoken: Latvian, English, Russian
Number of employees: 534
Founded in: 1992

Turnover in 2007: EUR 263 272 624
Turnover in 2008: EUR 275 507 968
Main markets: Latvia

Business profile: Latvijas Mobilais Telefons Ltd. (LMT) was the first and is now the biggest mobile network operator in Latvia. LMT was established as an operator of the NMT system. Since the beginning the company has undergone rapid development. In January 1995 the GSM network started operations, in December 1999 a dual 900/1800 Mhz network was opened. On September 1, 2002, data transmission services were brought in for customers throughout Latvia. Since December 2004 the UMTS 3G mobile communications network has been operating in commercial mode. In November 2006 the LMT mobile communications network covered 99.00% of the territory of Latvia, enabling 97.76% of the Latvian population to enjoy mobile communications possibilities. Much like the leading mobile communications operators throughout the world, alongside its main service - voice transmission - LMT focuses on services related to data transmission and wireless Internet access. LMT was the first in Latvia providing its customers with WAP service (the possibility to access the Internet via a mobile handset without using a computer), "Mobile bank", enabling banking operations via a mobile handset, as well as GPRS services (data transmission, using the data package commutation principle). As of 2005 LMT customers can use EDGE, ensuring a data transmission speed up to 236 kilobits/sec in the existing GSM network. That is the highest available mobile data transmission speed in Latvia, enabling LMT customers to use Mobile TV - watch television broadcasts in their handsets. LMT actively participates in the activities of international telecommunications organizations: GSM Association, UMTS Forum and ETSI. LMT has entered into roaming agreements with 487 mobile communication networks in 175 countries. Starting with 2005 LMT permanent subscribers, as well as OKarte users can use their handsets not only in European countries, but also on other continents.

Certificates in use: ISO 9001:2000

LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS

(Latvia State Radio and Television Centre)

Legal form: JSC
Address: Ērgļu iela 7, Rīga, LV-1012, Latvia
Phone: +371 29 239 259
Fax: +371 67 315 577
E-mail: uldis.lavrinovics@lvrtc.lv
Website: www.lvrtc.lv

Director: Mr Jānis Bokta
Contact: Mr Uldis Lavrinovičs
Position of the contact person: Deputy Technical Director
Languages spoken: Latvian, English, Russian
Number of employees: 271
Founded in: 1924

Turnover in 2007: EUR 8 966 392
Turnover in 2008: EUR 9 947 783
Main markets: Latvia

Business profile: The Latvia State Radio and Television Centre provides terrestrial broadcasting of radio and television programmes covering the entire territory of Latvia. The services provided also include transport of signals from studios to the transmission sites, as well as planning, design and maintenance of transmission systems.
The core businesses of the Latvia State Radio and Television Centre are terrestrial broadcasting of radio and television programmes and other telecommunication services. From June 1, 2009 the core business for company is also certification services, including electronic signature (e-signature)

Schneider Electric

LEXEL FABRIKA

Legal form: Ltd
Address: Bukultu iela 7, Rīga, LV-1005, Latvia
Phone: +371 67 388 923
Fax: +371 67 388 926
E-mail: peteris.jaudzems@lv.schneider-electric.com
Website: www.schneider-electric.com,
www.schneider-electric.lv

Managing Director: Mr Anders Borg
Contact: Mr Pēteris Jaudzems
Position of the contact person: Quality Manager
Languages spoken: Latvian, English, Russian
Number of employees: 170
Founded in: 1993

Turnover in 2007: EUR 16 387 050
Turnover in 2008: EUR 18 960 980
Export volume 2007: EUR 15 000 000
Export volume 2008: EUR 18 000 000
Main markets: Scandinavian countries

Business profile: Lexel Fabrika Ltd., which is an international company, has operated in Latvia since 1993. From 1999 it is a part of the global French group Schneider Electric SA. Lexel Fabrika produce and distribute various electric installation materials, such as switches, socket outlets, installation boxes etc. in a number of ranges and models, one of them being the product family "Domino", introduced in 1996, and still one of the most popular appliances in the Baltic countries. More than 85% of the volumes are distributed outside the Baltic States, mainly to internal group customers. Workers in our company have such characteristics as competence, loyalty and efficiency, and our aim is to be customer oriented and flexible to changes for continuous improvement and development.
In the future, Lexel Fabrika will expand its business into final assembly and testing of electronic products, and continue to introduce new lines of production, in order to improve productivity with the aid of Schneider Electric processes and methods, which are well established and recognized throughout the world.

Seeking cooperation in: Highly qualified suppliers of metal stamping/machining, plastic moulding, packaging. Various material and service providers (technical, stationery etc.).

Certificates in use: ISO 9001, ISO 14001

MAKSIKOMS

Legal form: Ltd
Address: Raunas iela 44, Rīga, LV-1039, Latvia
Phone: +371 29 459 183
Fax: +371 67 600 407
E-mail: info@maxicom.lv, training@maxicom.lv
Website: www.maxicom.lv

Chief Executive Officer: Mr Eižens Putniņš
Contact: Mr Eižens Putniņš
Position of the contact person: Chief Executive Officer
Languages spoken: Latvian, English, Russian
Number of employees: 7
Founded in: 1998

Turnover in 2007: EUR 339 708
Turnover in 2008: EUR 215 982
Export volume 2007: EUR 5 000
Export volume 2008: EUR 15 000
Main markets: Latvia

Business profile: Maksikoms Ltd. is focused on providing services and solutions requiring high competence and an innovative approach in four main areas:

- IT outsourcing and support for international enterprise branches and foreign embassies in Latvia;
- IT training and certification, including Cisco and Alcatel-Lucent authorized training and our own purpose-built IT courses;
- LAN/WAN/WLAN/Security solution design and implementation for enterprises and ISPs;
- Various optical and CPE equipment distribution for ISP and enterprise needs.

In all areas the main focus is on an innovative approach (equipment, design, implementation) to provide additional value for the customer.
Maksikoms represents a number of worldwide leading manufacturers and service providers:

- Alcatel-Lucent;
- Cisco Systems;
- PearsonVue;
- Ruckus Wireless;
- SkyPilot.

Maksikoms distributes various equipment for ISP and telco needs (IP TV STB, VoIP CPEs, SFP/XFP modules, FTTH/GEPON, CWDM/DWDM, etc.).
Maksikoms provides IT training and certification, including Cisco and Alcatel-Lucent authorized training and our own purpose-built IT courses.

Seeking cooperation in: Looking for cooperation in the EU market for IP networking projects, large scale WLAN/LAN/WAN projects (hotel chains, shop chains, enterprises, ISPs), as well as for cooperation with innovative hardware manufacturers; Looking for cooperation to deliver to the European market IT courses and instructor services (Cisco and vendor independent courses in wireless, IP-networking, voice and security areas), Cisco CCIE preparation courses (in Latvia and the EU).

LETERA

MICRO DATORS

Legal form: Ltd
Address: Elizabetes iela 65-12, Rīga, LV-1050, Latvia
Phone: +371 67 242 266
Fax: +371 67 281 168
E-mail: info@mazzy.eu
Website: www.mazzy.eu

Chairman of the Board: Mr Viesturs Šeļmanovs-Plešs
Contact: Mr Valdis Feders
Position of the contact person: Director
Languages spoken: Latvian, English, German, Russian
Number of employees: 15
Founded in: 2006

Turnover in 2007: EUR 198 751
Turnover in 2008: EUR 234 889
Main markets: Latvia

Business profile: Micro Dators Ltd. is an innovative, dynamic company working in the electronics field and related branches specializing in the development of new creative custom hardware solutions. The company's philosophy is to increase the level of customer satisfaction by using electronic devices and solutions. Micro Dators is offering the newest technologies in electronics, improving them, realising original ideas and new ways of achieving higher efficiency. Micro Dators' main product is the MAZZY 4 AQUAMET solution - an easy-to-use, advanced and fully automated data processing system allowing the customer to follow up on company or household energy and water consumption. MAZYY 4 AQUAMET is a modular system which is designed for use on fixed and mobile networks and can be tailored to the specific needs of the customer.
The company's customer groups are building management companies, water suppliers, estate agencies and tenants.

Seeking cooperation in: Electronic devices and solutions in Lithuania, Estonia, Azerbaijan, Uzbekistan, Germany, Spain.

OGRES PROFESIONĀLĀ VIDUSSKOLA

(Ogre Vocational School)

Address: Upes prospekts 16, Ogre, LV-5001, Latvia
Phone: +371 65 024 479
Fax: +371 65 035 909
E-mail: opv.sekretare@gmail.com
Website: www.opv.lv

Director: Ms Baiba Liepiņa
Contact: Ms Linda Caune
Position of the contact person: Assistant of the Director
Languages spoken: Latvian, English, Russian
Number of employees: 57
Number of students: 508
Founded in: 1941

Business profile: Nine-year educational program diploma holders are eligible to participate in a four year professional education secondary school programme at Ogre Vocational School. Specialties offered at the school are: computer technology, electronics, carpentry, accountancy, secretarial and office work administration. The school offers a four year electronics technician qualification. The curriculum includes microelectronics, introduction of electronics and electro technologies, software, netware, data bases, etc. The Ogre Vocational School also offers various additional education courses for adults.

Seeking cooperation in: Participation in projects, cooperation with electronic companies.

OPTRON

Legal form: Ltd
Address: A. Deglava iela 73, Rīga, LV-1082, Latvia
Phone: +371 67 159 440
Fax: +371 67 159 441
E-mail: info@optron.lv
Website: www.optron.lv

President/Member of the Board: Mr Aleksandrs Ivanovs
Contact: Mr Boriss Boguševičs
Position of the contact person: Director of Telecommunication Business Development
Languages spoken: Latvian, English, Russian
Number of employees: 79
Founded in: 1992

Turnover in 2007: EUR 2 433 473
Turnover in 2008: EUR 3 348 293
Main markets: Latvia

Business profile: Optron is one of the largest private companies in Latvia specialized in fibre optic and high-speed data transmission system design, construction and installation; moreover, providing telecommunications services.
The company's main directions are: the design of cable systems and telecommunications network projects, electrical installation, heating supply and ventilation system design, structured and local cable systems and telephone network project design.
Drainage construction for various systems: telecommunications networks, int.al. optical fibre lines, sewage drainage, water-supply system construction.
Cable network assembly: structured, local computer network and optical cable communication system installation and assembly, video surveillance and fire detection system full package.
Products: wide range of optical fibre cables, protection pipes, measurement equipment, video surveillance and technological equipment, tools and accessories etc.
Digital topography. A wide range of telecommunications services. Data transmission service, internet access service, voice telephony service, VPN (Virtual Private Network) solutions, data centre service (hosting, co-location) etc.
Manufacturing of optical components. Patch cord and pigtail manufacturing.

Seeking cooperation in: CIS and EU countries.

Certificates in use: ISO 9001:2000

REAL SOUND LAB

Legal form: Ltd
Address: Akadēmijas laukums 1, Rīga, LV-1050, Latvia
Phone: +371 67 889 828
Fax: +371 67 889 829
E-mail: info@realsoundlab.com
Website: www.realsoundlab.com

Chairman of the Board/CEO: Mr Viesturs Sosārs
Contact: Mr Viesturs Sosārs
Position of the contact person: Chairman of the Board/CEO
Languages spoken: Latvian, English, Russian
Number of employees: 7
Founded in: 2004

Turnover in 2007: EUR 123 026
Turnover in 2008: EUR 102 023
Export volume 2007: EUR 47 245
Export volume 2008: EUR 165 851
Main markets: EU, Russia, China, USA, Japan

Business profile: Real Sound Lab is an independent, R&D focused company, developing technology solutions for sound engineering in the professional and consumer markets. Real Sound Lab has created and developed a proprietary and patented technology CONEQ™, which provides a fully automated equalisation of loudspeakers with very high accuracy and elimination of linear distortions of speakers and their systems. The company offers APEQ-2pro, a unique equalizer based on loudspeaker acoustic power measurement (CONEQ™ technology). It provides loudspeaker correction where the loudspeaker sound becomes subjectively improved - it becomes "more natural" and most resembles the undistorted original sound source (live performance, or recording). APEQ-2pro enables rapid improvement, thereby reducing time and resource consumption in comparison to other available loudspeaker sound correction methods used in professional sound reinforcement until now. The company is also active in the licensing business based on close technological cooperation with its customers, mostly electronic consumer goods producers as well as producers of specific technological solutions (chips). In this context, specific CONEQ™ technology solutions are developed and integrated into the final electronic consumer goods.

Seeking cooperation in: Company seeks cooperation for technology licensing solutions both in professional and consumer markets as well as for distribution partners in the pro audio industry.

Certificates in use: PSE (Professional and electronic consumer goods certificate in Japan)

REBIR

Legal form: JSC of Rēzekne SEZ
Address: Viļakas iela 4, Rēzekne, LV-4600, Latvia
Phone: +371 64 634 357, +371 64 634 091
Fax: +371 64 633 405
E-mail: ostmark@rebir.lv
Website: www.rebir.lv

Chairman of the Board: Mr Jānis Zudāns
Contact: Mr Jevgrāfijs Platonovs
Position of the contact person: Head of the Council
Languages spoken: Latvian, English, Russian
Number of employees: 70
Founded in: 1971

Turnover in 2007: EUR 24 862 212
Turnover in 2008: EUR 18 286 380
Export volume 2007: EUR 23 072 000
Export volume 2008: EUR 16 677 084
Main markets: Lithuania, Poland, Russia, Ukraine, Kazakhstan

Business profile: Power tool production: circular saws, chain saws, planes, drills, mixers, grinders, routers, jigsaws, circular saw blades, various types of jig saw blades, various types of cable reels, plastic products according to the customers order. Subcontracting: production of injection moulds for the plastic and aluminium industries, metal processing, thermal processing, production of aluminium spare parts.

Seeking cooperation in: Cooperation with trading companies for sales and guarantee service for maintenance of production in the EU.

Certificates in use: ISO 9001:2000

REGULA BALTIJA

Legal form: Ltd
Address: A. Pumpura iela 97, Daugavpils, LV-5404, Latvia
Phone: +371 65 431 299
Fax: +371 65 431 290
E-mail: regula@regula.lv
Website: www.regula.lv

Member of the Board: Mr Romualds Jaunzems
Contact: Mr Maris Kaminskis
Position of the contact person: Head of Commercial Department
Languages spoken: Latvian, English, Russian
Number of employees: 54
Founded in: 2005

Turnover in 2007: EUR 1 325 864
Turnover in 2008: EUR 2 356 959
Export volume 2007: 1 166 172
Export volume 2008: 2 330 498
Main markets: European countries, Asia, North America, Africa, Middle East

Business profile: The main activity of the company is the manufacture of devices for authenticity control of security papers, IDs, passports, banknotes, driving licences as well as development of image processing software and electronic databases of travel documents and banknotes. The product portfolio includes: magnifiers and compact devices, video spectral comparators for authenticity control of security papers, IDs, passports etc., spectral luminescence magnifiers, banking equipment for currency authentication, portable kit for detection of falsifications of vehicle identification numbers (VIN) by magneto-optical visualization (non-destructive method), mobile laboratories for examination of documents and other security papers, passport readers, databases of travel documents, banknotes, fingerprint scanners.

Seeking cooperation in: Distribution, joint ventures.

Certificates in use: ISO 9001:2000

RĪGAS DĪZELIS DG

Legal form: Ltd
Address: Ganību dambis 36, Rīga, LV-1005, Latvia
Phone: +371 67 381 894
Fax: +371 67 381 925
E-mail: info@rigasdizelis.lv
Website: www.rigasdizelis.lv

Member of the Board/General Director: Mr Juris Dzenis
Contact: Mr Juris Dzenis
Position of the contact person: Member of the Board/ General Director
Languages spoken: Latvian, English, Russian
Number of employees: 130
Founded in: 1995

Turnover in 2007: EUR 4 067 334
Turnover in 2008: EUR 4 195 208
Export volume 2007: EUR 3 457 642
Export volume 2008: EUR 3 434 143
Main markets: Lithuania, Russia, Ukraine, Kazakhstan, Iraq

Business profile: Manufacturing of marine and industrial diesel generating sets, marine propulsion systems, gensets for telecoms and railway needs, diesel pumps and cogenerators.

Seeking cooperation in: Extension of market.

Certificates in use: EN ISO 9001:2000

ROSELA

Legal form: Ltd
Address: Maskavas iela 130A, Rīga, LV-1003, Latvia
Phone: +371 67 241 227
Fax: +371 67 113 652
E-mail: rosela@inbox.lv
Website: www.rosela.lv

Member of the Board: Mr Jurijs Rosļakovs
Contact: Mr Igors Semko
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 50
Founded in: 2001

Turnover in 2007: EUR 780 501
Turnover in 2008: EUR 994 327
Main markets: Latvia, Lithuania, Estonia, Finland, Sweden, Denmark, Norway, Russia

Business profile: Our company was established in 2001 and started by manufacturing stainless steel items (producing heated towel rails). Over the years, Rosela has proved itself to be a reliable partner not only on the local market, but also beyond Latvia. Stable relations have been established with European partners, a subsidiary has been founded in Saint-Petersburg (Russia), contacts in other CIS states are about to be established. In 2005 and 2006 Rosela Ltd. received subsidies from European Cohesion Funds and the Latvian state. Within the framework of this programme, the marketing strategy of the company and the perspective plan of developing the major activities of the company have been elaborated. At present, metalwork and woodwork are the two independent, but successfully developing trends. Metalwork: For high quality manufacturing of the main products, right from the start the owners made considerable investment into product development. The most modern bending and grinding equipment has been obtained and mastered. Woodwork: having free production areas readily available, in 2003 we commenced production of wooden double-glazing windows, and already by the next year, due to our competent and professional team, production of various cabinet-type furniture, staircases, front-entrance doors, etc. had been mastered. Heated towel rails made of stainless steel, heated towel rails made of copper, components for making furniture, turning and milling works, hand-rail, stainless steel/wood stairs, furniture, kitchens, wooden double-glazing windows, staircases, sliding wardrobes, cabinet furniture, office furniture, entrance/external doors.

Seeking cooperation in: Subcontractors, builder's projects, construction store chains.

SAF TEHNIKA

Legal form: JSC
Address: Ganību dambis 24A, Rīga, LV-1005, Latvia
Phone: +371 67 046 840
Fax: +371 67 046 809
E-mail: info@saftehnika.com
Website: www.saftehnika.com

Managing Director: Mr Normunds Bergs
Contact: Mr Normunds Bergs
Position of the contact person: Managing Director
Languages spoken: Latvian, English, German, French, Italian, Spanish, Russian
Number of employees: 140
Founded in: 1999

Turnover in 2008*: EUR 15 153 767
Turnover in 2009*: EUR 12 557 737
Export volume 2008*: EUR 14 453 694
Export volume 2009*: EUR 11 965 565
Main markets: Eastern and Western Europe, Asia, Africa, CIS countries, Latin America, USA

Business profile: SAF Tehnika JSC is a Latvian (European) producer and distributor of digital microwave data transmission equipment. SAF Tehnika products provide wireless backhaul solutions for digital voice and data transmission to mobile and fixed network operators, data service providers, governments and private companies. The Company offers 3 product lines: the new CFIP family – up to 366 Mbps capacity radio equipment, CFQ family – high capacity radio equipment (SDH) and CFM family – low to medium capacity radio equipment (PDH). SAF Tehnika provides an important part of the telecommunications infrastructure to customers in 98 countries worldwide. SAF Tehnika attributes this success to three key factors: a distinctive approach to research and development, flexibility and the ability to deliver high-value solutions at attractive prices. BSNL, MTNL (India), PTCL (Pakistan), Vimpelcom, Golden Telecom (Russia), Intertelecom (Ukraine), Impsat (Latin America) are among the mobile operators who have chosen SAF Tehnika to supply high-reliability wireless backhaul solutions in their networks. SAF Tehnika has grown to be an acknowledged member of the industry. The Company's determined focus, strong technology resources and quality products allow it to compete successfully in its market segment with the largest integrated vendors - Ericsson, Nokia Siemens Networks and NEC. Today the Company ranks among the top independent, non-captive radio link suppliers.

Since 2004 SAF Tehnika is listed on the Riga Stock Exchange (OMX Group) under the symbol SAF1R and the current quotation is accessible on the Company's web page www.saftehnika.com. To strengthen the product portfolio, in 2004 SAF Tehnika acquired a Swedish company Viking Microwave AB - SAF Tehnika Sweden, a fully owned subsidiary, based in Gothenburg. This division contributes R&D resources to SDH product line development, enabling the company to deliver high-value solutions to customers at compelling price points. In November 2008 an agreement on the buy-out of capital shares was signed between SAF Tehnika JSC and a company registered in Sweden named PROCOTECH AB which represents the current management of SAF Tehnika Sweden AB. However, both companies will continue their cooperation in R&D of microwave data transmission equipment. In November 2008 SAF Tehnika established a joint company in the Russian Federation under the name of SAF Tehnika RUS Ltd. and the Russian company named Мобильные технологии Ltd. is its co-founder. SAF Tehnika owns 51% of the shares of SAF Tehnika RUS. The aim of establishment of SAF Tehnika RUS is to increase the sales of SAF products within the Russian Federation, as well as the improvement of services which SAF Tehnika provides to its clients. The joint company SAF Tehnika RUS plans to expand its activities in Russian Federation in 2009.
During financial year 2008/09, SAF Tehnika penetrated 11 new markets, bringing the total number of markets to 79. The Company continues to grow internationally by penetrating new geographic markets in both developed and developing countries, especially the fast-growing Asia and Africa region.

* Fiscal year of the company is July to June of next year (fiscal year 2008: July 2007 – June 2008, fiscal year 2009: July 2008 – June 2009)

SENTEHS

Legal form: Ltd
Address: Ķengaraga iela 8, Rīga, LV-1063, Latvia
Phone: +371 67 260 538
Fax: +371 67 112 583
E-mail: sts@cfi.lu.lv

Chairman of the Board: Mr Gunārs Bajārs
Contact: Mr Andrejs Lūsis
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 2
Founded in: 1993

Turnover in 2007: EUR 14 228

Business profile: SenTehS Ltd. is active in the following business (including consultancy) areas:
- physical and chemical sensors;
- application of technologies using intelligent sensor instruments;
- diode lighting, traffic signals and control;
- electrochemistry of micro batteries;
- multilayer thin film coatings for optics and radiation control;
- use of nanotechnologies for fictionalization of glass, natural fibers and fabrics;
- quality testing of lead-free soldering;
- Eco-Design for electronic products.

The specialists of SenTehS offer the industry:
- expertise to enterprises and provide technical support and advice, as well as assistance in transferring technology in the above fields;
- general assistance to SMEs to encourage their participation in European RTD projects related to their scientific and technological needs (EUREKA, FP7);
- identification and dissemination of new trends in micro and nano technologies for the electronics industry;
- contributing to the sharing of experience, expertise and tools among European partners of the Institute of Solid State Physics, benchmarking and preparation of common materials (websites, seminars, leaflets, etc.).

Seeking cooperation in:
- Artificial intelligence, recognition techniques, sensor instruments.
- Manufacturing and co-development of measuring equipment, sub-modules to specifications for both mechanical and electronics products.
- Non-automated (manual) assembly of electronics boards and modules, mechanical works.

SIDRABE

Legal form: JSC
Address: Krustpils iela 17, Rīga, LV-1073, Latvia
Phone: +371 67 249 806
Fax: +371 67 139 506
E-mail: sidrabe@sidrabe.eu
Website: www.sidrabe.com

Chairman of the Board: Mr Nils Veidemanis
Contact: Mr Andrejs Balabkins
Position of the contact person: Marketing Manager
Languages spoken: Latvian, English, Russian
Number of employees: 72
Founded in: 1962

Turnover in 2008: EUR 6 409 084
Export volume 2008: EUR 3 983 062
Main markets: European countries, Asia, USA

Business profile: Sidrabe has been manufacturing vacuum deposition equipment and developing unique technological processes for production, pilot and R&D coaters.
Numerous technological processes have been realized successfully in Sidrabe machines in many applications: coating web materials, metal strip coating, coating large-size architectural glass, coating artificial diamonds and various powders, protective and decorative coating 3D articles, production of free metal foils by vacuum deposition, pre-treatment of various materials surfaces, vacuum lamination, vacuum drying of non-metal webs, knowledge and experience of Lithium coating of polymer films or metal foils and deposition of layers for solar materials.
Sidrabe R&D Department is capable of performing unique contract research.

Seeking cooperation in: Relevant to business profile: end users, R&D, distribution, component, material supplier, cooperation in production/manufacturing.

Certificates in use: ISO 9001:2000

LETERA

STE-VIKAN

STE-VIKAN

Legal form: Ltd
Address: Mazā Krasta iela 83, Rīga, LV-1003, Latvia
Phone: +371 67 365 142
Fax: +371 67 241 712
E-mail: stevikan@stevikan.lv
Website: www.vikanmarketing.lv

Member of the Board: Mr Aivars Peisenieks
Contact: Mr Aivars Peisenieks
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 35-40
Founded in: 1993

Turnover in 2007: EUR 799 390
Turnover in 2008: EUR 635 445
Export volume 2007: EUR 799 390
Export volume 2008: EUR 635 445
Main markets: EU countries

Business profile: STE-Vikan Ltd. provides small to middle-scale production of electronic and electromechanical devices in combination with manual work. The main production focus is on products for the automotive and telecommunications industries. The production environment in STE-Vikan: cable cutting and stripping, potting, contacts on reel, crimping equipment, hydraulic press, climate chamber, specific fixtures, tooling for stable performance, manual soldering.

Seeking cooperation in: Subcontracting - production of specialised applications, harnesses, mechanical assemblies, potting. Industries - telecommunications, automotive, medical, military.

Certificates in use: ISO 9001:2000

TELNET

TELNET

Legal form: Ltd
Address: Raudas iela 29, Tukums, LV-3101, Latvia
Phone: +371 63 125 653
Fax: +371 63 181 276
E-mail: teln@telnet.lv
Website: www.telnet.lv

Chairman of the Board: Mr Valdis Ozols
Contact: Mr Valdis Ozols
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 1994

Turnover in 2007: EUR 130 497
Turnover in 2008: EUR 86 191
Export volume 2007: EUR 22 000
Export volume 2008: EUR 8 000
Main markets: Latvia, Lithuania, Estonia

Business profile: Telnet Ltd. started out by designing, formatting and installing communications, computer and security network devices. Along the way new ideas emerged for the improvement of existing components. As the next step, a creative and professional team was brought together who not only improved, but also started creating completely new network components. The main production lines are the following: structural elements of communications networks, structural elements of computer networks, structural elements of security networks. The product designs, materials used and work quality guaranty full conformity with telecommunications, electric safety and other standards. Telnet products: distribution boxes, adapters, blocking devices, connection boxes with over-voltage protection, surface-mount and flush-mount wall sockets and others.

TRANSPORTA UN SAKARU INSTITŪTS (TTI)

(Transport and Telecommunication Institute)

Address: Lomonosova iela 1, Rīga, LV-1019, Latvia
Phone: +371 67 100 654
Fax: +372 67 100 535
E-mail: avg@tsi.lv
Website: www.tsi.lv

President: Dr.h.ing., professor Igors Kabaškins
Contact: Dr.ing., professor Aleksandrs Grakovskis
Position of the contact person: Deputy Vice-Rector for International Affairs
Languages spoken: Latvian, English, Russian
Number of employees: 260
Number of students: 4700
Number of doctoral students: 32
Founded in: 1999

Business profile: The Transport and Telecommunications Institute is the largest university-type accredited non-state technical higher education establishment in Latvia. The main academic directions: Electronics and Telecommunications, Information Technologies and Computer Science, Management and Business Administration, Economics, Transport and Logistics. Almost 5000 students are currently studying at the Institute. Teaching is conducted in Latvian, Russian and English. More then 70% of them have Doctoral Degrees. The Institute provides 14 academic and professional study programmes and more than 30 specialisations with the possibility to earn an engineering diploma, bachelors degree (B.Sc), masters degree (M.Sc) and doctoral degree (Dr.Sc). Main research activities: telecommunications, transport telematics, application of information technologies, navigation satellite systems, air traffic control systems, optimisation and modelling of transport systems, logistics, business re-engineering.

Seeking cooperation in: Scientific Research, Consulting, Higher Education (Bachelor's, Master's and Doctor's Programmes), Professional Training.

VENTSPILS AUGSTSKOLAS INŽENIERPĒTNIECĪBAS CENTRS

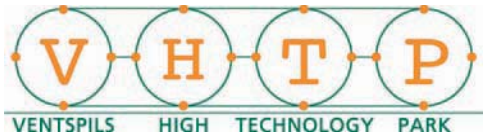
(Engineering Research Centre of the Ventspils University College)

Address: Inženieru iela 101A, Ventspils, LV-3601, Latvia
Phone: +371 63 628 303
Fax: +371 63 629 660
E-mail: valdis.avotins@venta.lv
Website: www.venta.lv

Head of the Centre: Mr Valdis Avotiņš
Contact: Mr Valdis Avotiņš
Position of the contact person: Head of the Centre
Languages spoken: Latvian, English, Russian
Number of employees: 20
Founded in: 2005

Business profile: The main aim of the Engineering Research Centre is to provide high level applied science services and to promote scientific technological potential development of the electronics and electrical engineering sector, focussing on R&D, CAD/CAM, PCB layout design, prototype development and testing, 3D prototyping, software development for microcontrollers and embedded devices, software development for PC, MAC and mobile devices, process control, industry automation, mathematical modelling.

Seeking cooperation in: We are interested in cooperation in projects and areas similar to the ones described in our business profile.



VENTSPILS AUGSTO TEHNOLOĢIJU PARKS (VATP)

(Ventspils High Technology Park (VHTP))

Legal form: Foundation
Address: Inženieru iela 101, Ventspils, LV-3601, Latvia
Phone: +371 63 629 661
Fax: +371 63 629 662
E-mail: info@vhtp.lv
Website: www.vhtp.lv

Chairman of the Board: Mr Ivars Eglājs
Contact: Mr Ivars Eglājs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 12
Founded in: 2005

Turnover in 2007: EUR 491 644
Turnover in 2008: EUR 752 135
Export volume 2007: EUR 6 555
Export volume 2008: EUR 15 500
Main markets: European countries

Business profile: The foundation Ventspils High Technology Park (VHTP) provides infrastructure and support services for development of high technology industries in the city of Ventspils. VHTP specializes in the following areas - information technologies, telecommunications, electronics, mechanical engineering, industrial automation, computer design and space technologies. VHTP has two structural units: Ventspils Business incubator and Ventspils Technology park. Companies and organizations like Ventspils elektronikas fabrika, Siemens, Inspecta Latvia and Engineering Research Centre have chosen Ventspils Technology park for their operations. The Ventspils Business incubator offers physical space and support services to young high technology companies during the first years of their operations. Ventspils Technology park offers territory, premises and services to high technology companies and organisations extending business or launching operations in Ventspils. Ventspils Technology park infrastructure is designed to accommodate companies, research centres and training establishments.

Seeking cooperation in: Research & development, cooperation in production/manufacturing, provision of space and services to high technology companies, research centres and training establishments.VHTP invites those, who start their business, and innovative enterprises not older than three years to use opportunities provided by Ventspils Business Incubator. Ventspils Business Incubator offers new companies: services of infrastructure provision (including lease of premises and equipped offices, access to laboratories), services of the secretariat, consultative services, including marketing, raising of capital, local headhunting, book-keeping, legal services, new technology and product elaboration in collaboration with the Research Engineering Centre and the International Radio Astronomy Centre. Companies located in the Ventspils Business Incubator can get state financing up to 85 % for all services depending on the age of the company.

LETERA

VIDZEMES PROFESIONĀLĀS IZGLĪTĪBAS CENTRS

(Vidzeme Centre of Professional Education)

Address: Purva iela 12, Valmiera, LV-4201, Latvia
Phone: +371 64 281 788
Fax: +371 64 281 756
E-mail: gtz.bbz@delfi.lv
Website: www.pic.lv

Director: Mr Kārlis Greiškalns
Contact: Ms Iveta Pāže
Position of the contact person: Deputy Director
Languages spoken: Latvian, English, Russian
Number of employees: 17
Founded in: 2000

Business profile: Vidzeme Centre of Professional Education is a training institution providing further vocational training courses for young people and adults to extend their professional skills or to provide re-qualification. The Vidzeme Centre of Professional Education offers training and examinations for earning the European Computer Driving License (ECDL); welding courses leading to the European Welding Federation certificate. The Vidzeme Centre of Professional Education offers more than 100 courses in 4 main industries: electronics/industrial electronics, electro pneumatics and hydraulics (Festo), industrial and domestic wiring/metal working, economics and management, using materials supplied by Knauf and Baltic Colour.

VOLBURG

Legal form: Ltd
Address: Ganību dambis 24A, Rīga, LV-1005, Latvia
Phone: +371 67 519 780
Fax: +371 67 519 779
E-mail: volburg@latnet.lv
Website: www.volburg.lv

Managing Director: Mr Viktors Kononovs
Contact: Mr Maksims Ivankovskis
Position of the contact person: Development Director
Languages spoken: Latvian, English, Russian
Number of employees: 35
Founded in: 1996

Turnover in 2007: EUR 1 033 611
Turnover in 2008: EUR 1 526 789
Export volume 2007: EUR 780 000
Export volume 2008: EUR 1 150 000
Main markets: Sweden, Denmark, Germany, Norway

Business profile: Volburg Ltd. is a contract manufacturer of electronics. The company's product range includes various electronic items widely used in IT, security systems, medical equipment and other areas. The company's facilities and production equipment are adjusted for assembling of small- and medium-sized production volumes of PCB boards of different levels of complicity. The following level of services is available and provided to customers:

- Product development and engineering support services, including printed circuit board layout design, programming and testing solutions;
- Automated in-line SMD assembly - FUJI GPX screen printers, FUJI XPF, Autotronik BS390 SMD pick & place machines;
- In-line and off-line Automated Optical Inspection – Opticheck inspection machines;
- Wave and selective soldering: SMT oven for reflow, ATF for wave soldering using Nitrogen, selective soldering stations;
- Manual and semi-manual SMD and THT (through-hole) assembly;
- Inspection and testing: ICT, flexible functional testing solutions.

Seeking cooperation in: Long term relationships in industrial electronics manufacturing.

Certificates in use: ISO 9001:2000

ZAAO SYSTEMS

Legal form: Ltd
Address: Margrietas iela 7, Rīga, LV-1046, Latvia
Phone: +371 67 607 208
Fax: +371 67 892 731
E-mail: zaao@systems.lv, andis@systems.lv
Website: www.recycling.lv

Member of the Board: Mr Andis Strazdiņš
Contact: Mr Andis Strazdiņš
Position of the contact person: Member of the Board
Languages spoken: Latvian, German, Russian
Number of employees: 7
Founded in: 2004

Turnover in 2007: EUR 255 774
Turnover in 2008: EUR 193 499
Main markets: Latvia

Business profile: ZAAO Systems Ltd. key activities are collection, treatment and recycling of electronic equipment waste and include purchasing, collection and sale of secondary raw materials. The key rule in the ZAAO Systems business is development of eco-friendly universal waste recycling systems to ensure the minimization of waste and improvement of the ecological situation in Latvia. The company is a main collection and recycling partner of the producers' responsibility system "Latvijas Zaļais elektrons", whose market share is more than 25% of all waste of electrical and electronics equipment (WEEE) in Latvia. The general business objectives of ZAAO Systems are setting up a contemporary waste recycling system where any types of raw materials could be processed, recycled and reused.

Seeking cooperation in: Technologies and investments in developing WEEE treatment – shredding and separating technologies for metals, plastic and PCB with next logical step – offering the recycling services in the Baltics and Europe. Plastics recycling, toner and cartridge recycling.

Certificates in use: Permit for category B polluting activities "Treatment of electrical and electronic equipment waste"; Nr. RIT-R-B-0623, issued by Lielrigas Regional Environmental Board (The Ministry of Environment of the Republic of Latvia).

Z-LIGHT

Legal form: Ltd
Address: Celtniecības iela 8, Līvāni, Līvānu nov., LV-5316, Latvia
Phone: +371 65 307 175
Fax: +371 65 307 170
E-mail: info@z-light.lv
Website: www.z-light.lv

Member of the Board: Mr Daumants Pfafrods
Contact: Mr Daumants Pfafrods
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 62
Founded in: 2004

Turnover in 2007: EUR 2 719 781
Turnover in 2008: EUR 4 092 363
Export volume 2007: EUR 2 719 000
Export volume 2008: EUR 3 907 000
Main markets: EU countries, Canada, Israel, Belarus, Singapore

Business profile: Z-Light is specialised in the development and production of fibres, fibre bundles, cables, and laser delivery systems for scientific, industrial, and medical applications. The company offers a full range of silica multimode optical fibres with excellent transmission in the UV, VIS, and IR regions. In many cases, where there is a specific problem or the solution must be above existing standards, it is necessary to commission the production of these more specialized materials. This is the reason why Z-Light is special and one of the leading companies in the world. The company produces more than 1000 types of products, including optical fibre products for different optical sensors, laser technology, and medical equipment. The production of the company is mostly exported to Western Europe, Israel, the USA, and Singapore.

Certificates in use: ISO 9001:2000

Educational Establishments and Research Institutions

ELEKTRONIKAS UN DATORZINĀTŅU INSTITŪTS (EDI)
(Institute of Electronics and Computer Science (IECS))
Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia
Phone: +371 67 554 500
Fax: +371 67 555 337
E-mail: info@edi.lv
Website: www.edi.lv

LATVIJAS ELEKTRONIKAS IEKĀRTU TESTĒŠANAS CENTRS (LEITC)
(Latvian Electronic Equipment Testing Centre)
Address: Āzenes iela 12-7, Rīga, LV-1048, Latvia
Phone: +371 67 089 166
Fax: +371 67 089 186
E-mail: vladimirs@leitc.lv
Website: www.leitc.lv

LATVIJAS ELEKTRORŪPNIECĪBAS BIZNESA INOVĀCIJU CENTRS (LEBIC)
(Business Innovation Centre of Latvian Electronic Industry)
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67 542 184
Fax: +371 67 542 184
E-mail: lebic@lebic.lv
Website: www.lebic.lv

LATVIJAS UNIVERSITĀTES CIETVIELU FIZIKAS INSTITŪTS (ISSU)
(Institute of Solid State Physics, University of Latvia (ISSU))
Address: Ķengaraga iela 8, Rīga, LV-1063, Latvia
Phone: +371 67 187 816
Fax: +371 67 132 778
E-mail: ISSP@cfi.lu.lv
Website: www.cfi.lv

OGRES PROFESIONĀLĀ VIDUSSKOLA
(Ogre Vocational School)
Address: Upes prospekts 16, Ogre, LV-5001, Latvia
Phone: +371 65 024 479
Fax: +371 65 035 909
E-mail: opv.sekretare@gmail.com
Website: www.opv.lv

RĪGAS TEHNISKĀS UNIVERSITĀTES ELEKTRONIKAS UN TELEKOMUNIKĀCIJU FAKULTĀTE
(Faculty of Electronics and Telecommunications, Riga Technical University)
Address: Āzenes iela 12, Rīga, LV-1048, Latvia
Phone: +371 67 089 213, +371 67 089 204
Fax: +371 67 089 292
E-mail: info@rtu.lv
Website: www.etf.rtu.lv

RĪGAS TEHNISKĀS UNIVERSITĀTES INDUSTRIĀLĀS ELEKTRONIKAS UN ELEKTROTEHNIKAS INSTITŪTS
(Institute of Industrial Electronics and Electrical Engineering, Riga Technical University)
Address: Kronvalda bulvāris 1, Rīga, LV-1010, Latvia
Phone: +371 67 089 901
Fax: +371 65 307 170
E-mail: rita@eef.rtu.lv
Website: www.eef.rtu.lv

RĪGAS TEHNISKĀS UNIVERSITĀTES NEORGANISKĀS ĶĪMIJAS INSTITŪTS
(Institute of Unorganic Chemistry, Riga Technical University)
Address: Miera iela 34, Salaspils, LV-2169, Latvia
Phone: +371 67 944 711
Fax: +371 67 800 779
E-mail: www.nki.lv
Website: nki@nki.lv

RĪGAS TEHNISKĀ KOLEDŽA
(Riga Technical College)
Address: Braslas iela 16, Rīga, LV-1084, Latvia
Phone: +371 67 081 400
Fax: +371 67 561 026
E-mail: brasla@rtk.lv
Website: www.rtk.lv

TRANSPORTA UN SAKARU INSTITŪTS
(Transport and Telecommunication Institute (TTI))
Address: Lomonosova iela 1, Rīga, LV-1019, Latvia
Phone: +371 67 100 654
Fax: +372 67 100 535
E-mail: avg@tsi.lv
Website: www.tsi.lv

VENTSPILS AUGSTSKOLAS INŽENIERPĒTNIECĪBAS CENTRS
(Engineering Research Centre of the Ventspils University College)
Address: Inženieru iela 101A, Ventspils, LV-3601
Phone: +371 63 628 303
Fax: +371 63 629 660
E-mail: valdis.avotins@venta.lv
Website: www.venta.lv

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Rob Chiarelli
(Ray Charles, Will Smith,
Madonna, Janet Jackson)

"A beautiful microphone for vocals and acoustic instruments. It sounds like the C800g for one-third the price. I love the sound of this mic!"

"The mic is a perfect option for anyone looking for a versatile high-end mic that will work well in almost any situation."
Russ Long (Pro Audio Review)

"Black Hole is a great-sounding mic!"

"I'd definitely put this one high on the list."
Cliff Goldmacher (EQ)

JZ Microphones

Bryan Carlstrom
(Alice in Chains,
Rob Zombie, The Offspring)

The clarity and smoothness was amazing, reminding me of a really good sounding vintage U87.

"The mic is extremely detailed, which is wonderful for capturing nuances."

"Black Hole delivered everything put in front of it!"

"I was impressed with the BH-1's polar response."
George Petersen (MIX)

Steve Orchard
(Air Studios - U2, Travis,
Paul McCartney,
Casino Royale, Moulin Rouge)

"It is unique sounding mic which sounds full and presents. Captures high frequencies and transients beautifully."

JZ Microphones

Andy Gill
(Red Hot Chili Peppers,
Bono, Gang of Four,
Jesus Lizard)

"It gives impression of complete transparency. I used it on vocals and have no hesitations in choosing it over a U67. I was surprised and delighted just so good the mic is!"

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- The online database that will jumpstart your business in Latvia.

With online company promotion, search features and details freely available, **EXIM** helps companies to connect.

With **EXIM** you can:

- Promote your products or find new ones on Latvia's B2B trade website;
- Create an online business proposal and advertise your products;
- Find new business partners and find out about actual events in Latvia;
- Access all the business news from Latvia.

The main sections of the portal:

- Companies – a database of Latvian companies;
- Proposals – business advertisements and commercial ideas;
- Events – a list of events in Latvia and abroad;
- Market Info - information about the Latvian economy, industry and commerce.

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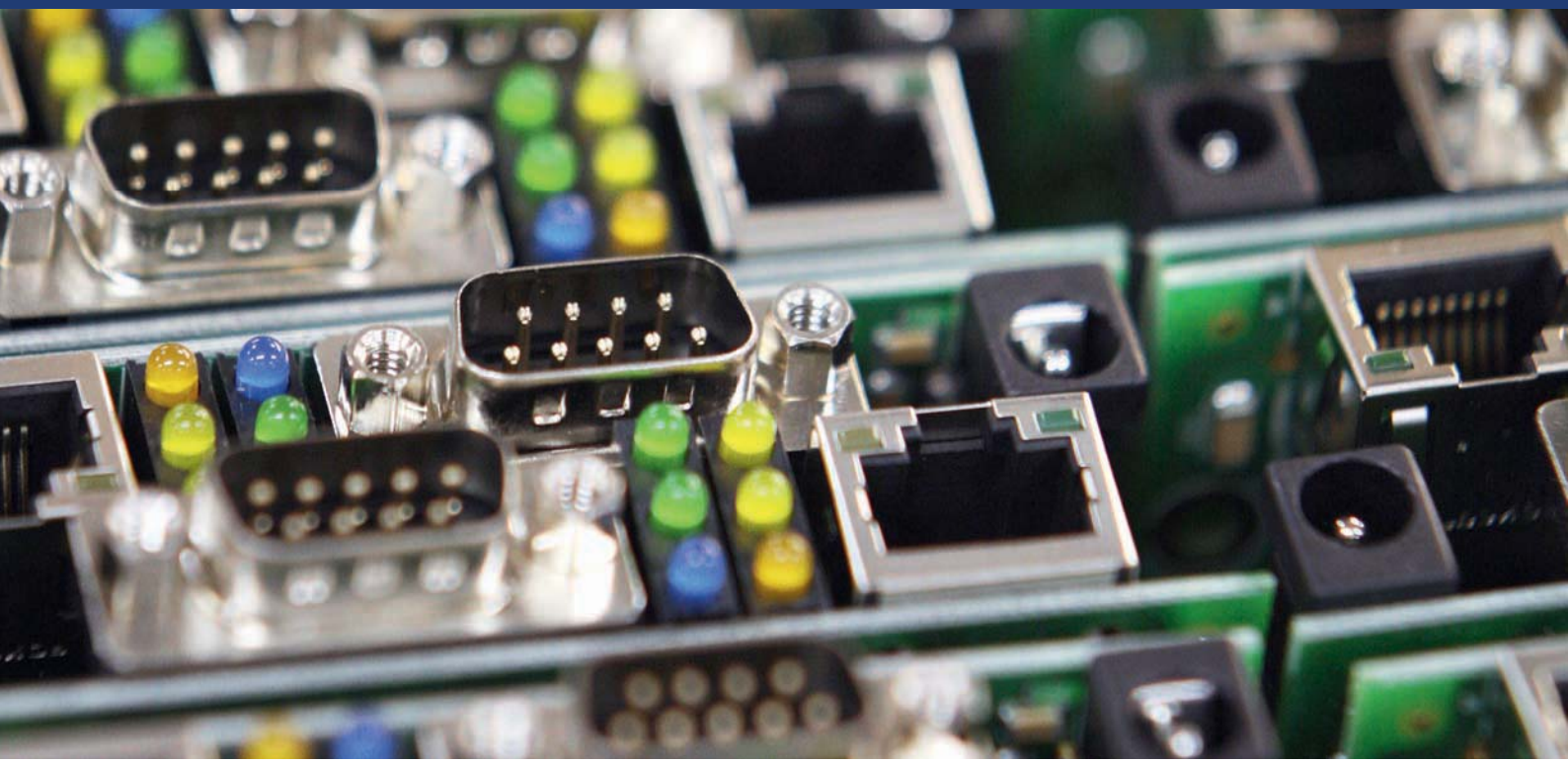

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