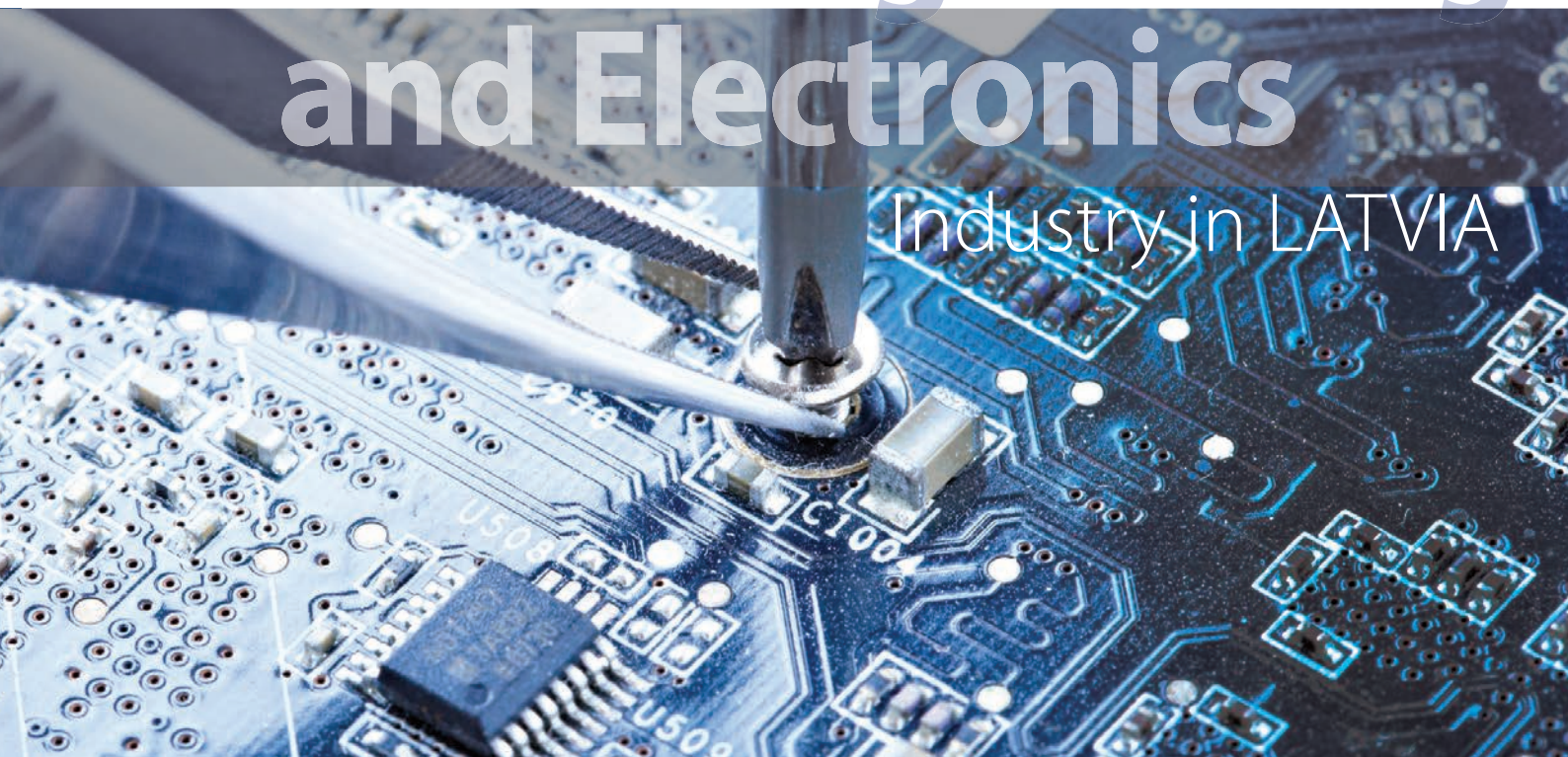


Electrical Engineering and Electronics

Industry in LATVIA



Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Riga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (as of 1st January, 2012):	2.0 million
Area:	64 559 km ²
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 2011)
GDP growth (2011):	5.5%
GDP in current prices (2011):	EUR 20.312 billion
GDP per capita (2011):	EUR 9,873
FDI stock (2011):	EUR 9.360 billion
FDI stock per capita (2011):	EUR 4,585

Source: Central Statistical Bureau of Latvia
Bank of Latvia

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The Latvian electrical engineering and electronics (E&E) sector has always been one of the cornerstones of the Latvian economy and one of the key high value-added industries in Latvia. The total output of the sector reached 245 million euros in 2011.

Similarly E&E has always been one of the most competitive Latvian sectors in foreign markets with export output comprising approximately four fifths of total output. Moreover, the export sales increased during the economic recession while sales in the domestic market were decreasing. Traditionally good knowledge and skills of engineers and workers together with invention of new technologies ensure a stable perspective for a sector growth in the future.

Industry works closely with the Latvian government. Having a clear vision of future development of the E&E sector the Government of Latvia is aware of challenges to ensure sustainable growth.

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. 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.

Having more than 19 years experience in the attraction of foreign direct investment to Latvia and the promotion of foreign trade, the Agency has worked continuously to improve the business environment and provide services appropriate to the needs of business.

I am pleased to introduce the new Latvian Electrical Engineering and Electronics Industry catalogue. This catalogue presents information on the most important companies and the research and development centres operating in the E&E sector also including companies dealing in information and communications technologies, defence, aviation and space technology sectors as well.

I would like to thank Latvian entrepreneurs, industry association, municipalities, foreign investors, academics, and just enthusiasts who keep on helping to develop this sector as well as to wish them success in continuing their business and development. 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.

A handwritten signature in black ink, appearing to read 'A. Ozols'.

Andris Ozols
Director

Investment and Development Agency of Latvia

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

Today more than 170 companies make up the Latvian electrical engineering and electronics (E&E) industry, which has strong historical traditions in Latvia. One of the most well-known Latvian inventions is the legendary VEF Minox miniature camera, the first of its kind in the world, invented at the VEF factory in 1937. Telephones or radios made in Latvia are still used and their brands are remembered fondly throughout the former Soviet republics. Today, 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.

More than any other factor, the success of the Latvian E&E industry sector is based on its long traditions and the extensive skills of its employees. The Latvian E&E industry is one of the largest employers of technically and scientifically trained people in Latvia. Companies in Latvia manufacture products such as advanced acoustic systems and related accessories, wireless data transmission equipment, and other telecommunications systems, industrial optics, nuclear electronics, electronics control, and monitoring devices used in many industrial and scientific applications. The high proportion of exports in relation to output (approximately 85%) and the variety of export destination countries indicate the competitiveness of the Latvian electronics industry in the international arena.

COMPETITIVENESS ASPECTS

Latvian companies are specialized in specific niche products that require deep technical expertise in special technologies, employed to create unique high-value-added products. Capital intensive computerized product subsectors, e.g., electronic systems for contract suppliers, are to be considered more competitive. The key strengths of Latvian companies are know-how in modern technologies and creativity in solutions. Small and medium electronic companies can offer immediate-scale, cost-effective business solutions based on the full cycle of product development, engineering, support, and services. For small and medium companies, the key strength is providing more customized products with more specialized and rapid customer service.

Rapid development and presence in world markets has been achieved during the last decade, involving global supply chain management. Despite economies of scale, Latvian companies compete internationally with market leaders in the telecommunication industry such as Nokia, Siemens Networks, Ericsson, Alcatel, or NEC in specific niche product markets.

Companies take advantage of the valuable intellectual resources in the microelectronics industry, a broad pool of researchers, well-developed infrastructure, an efficient telecommunications system, and extensive R&D experience. As the life cycle for various electronic products has become too short, it is of outmost importance to follow up-to-date industry trends and integrate cutting-edge technologies.

SUBSECTORS

The Latvian E&E industry can be divided into five main subsectors:

- Radio, television, telecommunication, and data transmission equipment.
- Electronic components (including automotive components).
- Heavy-current electrical technology (electrical machines and equipment, e.g., electric distribution and installation systems and accessories, electric motors and generators, cables, etc.).
- Instruments and automation equipment (e.g., medical, optical, precision-measuring, radiation and time measuring devices, industrial services).
- Computer technology (computers and other equipment for information processing).

While the industry can be roughly divided in this way, the lines are not sharply drawn. The communications sector, for instance, makes switches used to run telephone networks that are essentially specialized computers. Control units and software developed for computers have come to be used in consumer electronics, while high-volume manufacturing techniques have been invented in the consumer electronics industry and applied to other sectors.

ELECTRONICS MANUFACTURING SERVICES (EMS)

The development of the E&E industry has encouraged the establishment of contract manufacturing services companies in Latvia. These companies manufacture products or parts for Original Equipment Manufacturers (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 established a niche position within the EMS industry. Companies such as Alton Ltd., Arcus Elektronika Ltd., Hansa Matrix, RD Alfa Ltd., Vikan Marketing Ltd., and Volburg Ltd. offer manufacturing services from the production of cable harnesses and integrated circuit board assembly to the 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 establishing 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 benefit from services provided by the recently established Latvian Electronic Equipment Testing Center. The advanced center provides EMC compliance testing and reliable, high-quality services for development, compliance, and production testing.

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.

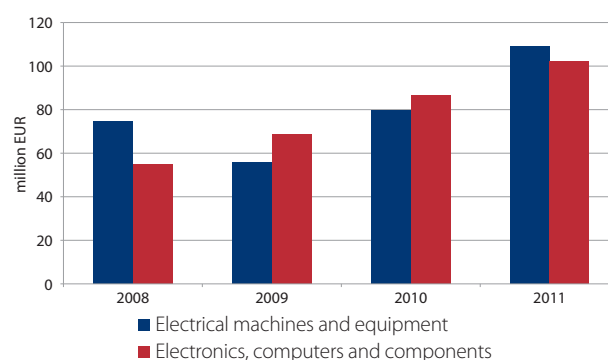
Latvia has the largest share within the EU of renewable energy in its energy mix. Renewable energy sources make up one-third of the energy mix in Latvia. Wood and water are the most widely used renewable energy resources; wood as fuel is used for district heating, both centralized and local, and for heating individual buildings. Approximately 70% of the electricity generated by JSC 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 Latvenergo is based on two types of energy sources: (1) renewable energy sources – power plants and boiler houses – operated by water, power-generating wood, and wind; and (2) combined heat and power plants operated by fossil fuel.

STATISTICS

The production of electrical and optical equipment has developed rapidly: the sector's output has tripled since 2000 and has remained stable in recent years. The E&E industry's total turnover in 2011 was more than EUR 250 million.

Around 85% of the manufactured output of electronic products is exported. Exports of electronic goods from Latvia reached EUR 211 million in 2011. The growing proportion of exports in relation to industry output indicates the competitiveness of the Latvian electronics industry in the international arena. Since 2008 there has been sustainable development in both main subsectors: electrical engineering and electronics manufacturing.

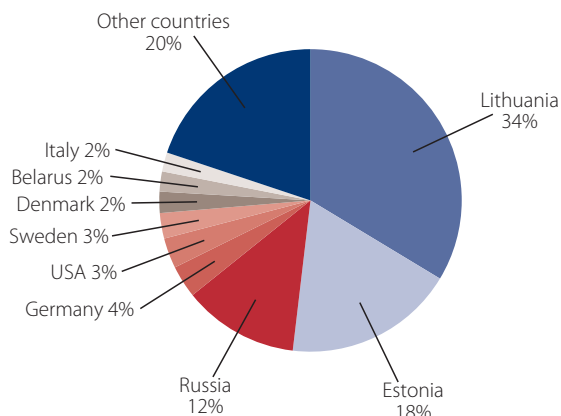
Export by Subsectors, million EUR



Source: Central Statistical Bureau of Latvia

The main export markets for electronic goods from Latvia are the EU countries, comprising 75% of the total export of electronic goods. The most important export countries are Lithuania, Estonia, and Russia, followed by Germany, the United States, Sweden, Denmark, Belarus, Italy, and more than 100 other countries all over the world.

Export Markets of Electrical Equipment; Optical Instruments and Apparatus (CN 85; 90)

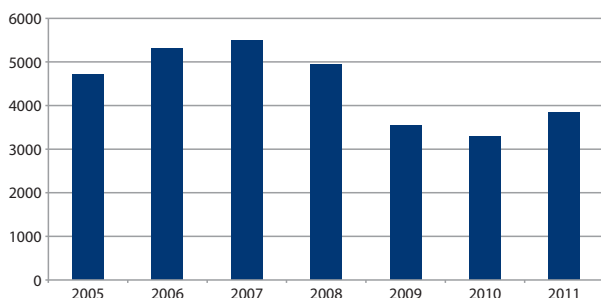


Source: Central Statistical Bureau of Latvia

HUMAN RESOURCES

The Latvian electronics and electrical industry employed more than 3,800 people in 2011; two-thirds were employed in the electrical engineering subsector.

Occupied Posts



Source: Central Statistical Bureau of Latvia

Nonetheless, this industry is one of the largest employers of technically and scientifically trained people in Latvia. The average salary in the E&E sector is 20-40% higher than the average in the manufacturing industry. The Latvian labor force is multi-lingual, well-educated, ready to take on new challenges, and, most of all, well-motivated. The Latvian workforce is rated in the top five 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 equipped us with unequalled experience and business knowledge when working with Russia and other CIS countries. Approximately 80% of the Latvian population speaks Russian and 70% of people under 40 speak English. German and Scandinavian languages are also widely spoken.

EDUCATION, RESEARCH & DEVELOPMENT

Latvia offers a solid background for the E&E industry not only in terms of the 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. This has convinced 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 life cycles of specific products are short and getting shorter.

During the 2011/2012 school year, around 4,300 students studied the engineering sciences (including electronics, telecommunications, electrical and mechanical engineering), approximately 1,800 new students started their studies in 2011, and approximately 840 qualified engineers entered the Latvian labor market in 2012.

Latvia is currently home to:

- Five higher educational establishments – the University of Latvia, Riga Technical University, Riga Technical College, Transport and Telecommunication Institute, Ventspils University College.
- Twenty vocational professional education establishments in various regions of Latvia.

One of the earliest educational programs in engineering was established in 1862 at the Riga Polytechnicum, whose renowned scientists included the Nobel Prize winners Wilhelm Ostwald and Svante Arrhenius, the pioneer of spacecraft engineering Friedrich Cander, and others.

Today, following the best traditions of the Riga Polytechnical Institute, the Riga Technical University (RTU) offers its 17,000 students courses in power and electrical engineering, electronics, and telecommunications.

The research fields at the Institute of Solid State Physics of the University of Latvia are as follow:

- electron and ion process in a wide-gap of materials;
- functional organic molecules and polymers for photonics and organic electronics;
- multifunctional and hybrid materials for energy applications - light emitting diodes, photovoltaic elements, and coatings for solar batteries;
- storage of hydrogen for fuel cells;
- electrodes and plasma technologies for hydrogen production;
- inorganic single crystals, ceramics, glasses, thin films, and nano-structured surfaces for application in optics, electronics, photonics, and energetics.

The Institute of Physics of the University of Latvia is recognized as one of the oldest and largest worldwide centers in the field of fundamental and applied magneto hydrodynamics (MHD) research. Here, the 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, 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. Numerous versions of electromagnetic pumps and other specific devices for alloys transport, stirring, pouring, and conditioning have been developed for ferrous and non-ferrous metallurgy, for the technologies of composite material production and the growth of semiconductor single crystals.

The research fields of the Institute of Electronics and Computer Science (IECS) are advanced digital signal processing, 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. Currently the IECS is the developer and producer of high precision (<5ps) event timing technology for satellite laser ranging. IECS has a workforce of about 90 people, 70 of whom are research workers.

Ventspils High Technology Park (VHTP) was founded in 2005 and its main objective is to provide all the necessary infrastructure and support services for the development of companies that are engaged in the field of high technologies and perform its activity in the city or region of Ventspils. The priority fields of VHTP are IT, telecommunications, electronics, mechanical engineering, industrial automation, computer-aided design, and space technologies. Since 2009 VHTP also coordinates activities of Latvia's Space Technology Cluster by initiating and afterwards implementing projects on national as well as transnational level. The main objectives of cluster coordinator are to support development of space industry in Latvia, promote cluster participant international cooperation and competitiveness, and preparation of joint projects. Cluster also helps to implement marketing activities in order to increase the export and promote new space industry related product positioning in market. In 2012 the strategy for Space Technology and Service Cluster of Latvia 2012-2015 was prepared. Since 2008 Ventspils High Technology Park jointly with Ventspils University College and Bremen University of Applied Sciences have been cooperating with OHB-System AG, one of the largest satellite manufacturers in Europe, to develop Latvia's first satellite Venta-1. The aims of this project are to acquire practical knowledge in satellite construction and develop

satellite engineering industry in Latvia, and to promote the competency of high technologies in Latvia. Venta-1 is a nanosatellite with automatic identification system transmitters for supervising ship traffic in Europe. The satellite is expected to be launched in 2013.

SUCCESS STORIES OF LATVIAN E&E MANUFACTURERS

SAF Tehnika Ltd. is a telecommunications equipment manufacturing company engaged in the development, production, and distribution of digital microwave radio equipment. The company provides wireless backhaul solutions for digital voice and data transmission covering a wide frequency range and providing equipment for both licensed and un-licensed frequencies. Know-how in modern wireless data transmission technologies, creativity in solutions, accuracy in design, and precision in production and logistics make SAF Tehnika a unique designer and manufacturer of point-to-point microwave data transmission equipment. Located in Northern Europe, SAF Tehnika managed to acquire and consolidate valuable locally available intellectual resources of the microelectronics industry and spread its presence to 100 countries. The complete product range offers solutions to mobile network operators, data service providers, and government and private companies. Since its establishment in 1999, SAF Tehnika competes with such multinational corporations as Ericsson, Huawei, Alcatel, and NEC.

HansaMatrix has two manufacturing sites and is one of the largest Electronic Manufacturing Services (EMS) providers in the Baltics, headquartered in the city of Ogre and operating a subsidiary in Ventspils. HansaMatrix offers a one-stop shop for complete electronic manufacturing services, including product design support, industrialization, manufacturing processes from Printed Circuit Board (PCB) assembling to complete box build electronics, logistics, and after-sales support. The company has a very strong engineering workforce, including R&D, component, new product introduction, maintenance, and quality engineering teams.

Baltic Scientific Instruments Ltd. was established in 1994 on the basis of the Riga Research and Development Institute for Radio-Isotope Apparatus (RNIIRP, est.1966), which belonged to the Ministry for Atomic Energy of the USSR. In 2003 the company started collaborating with the German company BRUKER. Baltic Scientific Instruments specializes in the development and serial production of spectrometric devices based on silicon, high-pure germanium, and cadmium-zinc-tellurium detectors. The products are used in the nuclear energetic industry and the ecology, geology, and mineral resource industries, medicine and research activities, customs control, and other spheres.

JZ Microphones Ltd. Twenty years of experience in the audio acoustics sector has brought success for the company. The products developed and produced by the company, namely microphones, are highly appreciated throughout the world. In 2007 the largest U.S. music magazines, MIX and EQ, highlighted JZ Microphones Ltd. products. The Black Hole microphone was recognized as the most remarkable novelty in the microphones sector. The company's products 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.

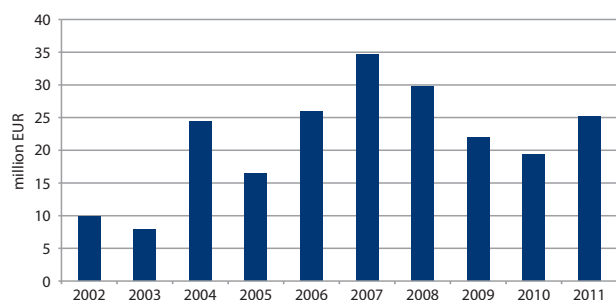
Baltic Audio Box Ltd. is a modern enterprise engaged in the design and manufacture of HiFi acoustic systems. By utilizing many years of experience of Latvian acoustic designers and manufacturers, and using modern technologies and materials, Baltic Audio Box offers its customers a wide range of modern HiFi acoustic systems, design and manufacture of acoustic systems, and high-quality laboratory testing of acoustic products.

Real Sound Lab Ltd. is a developer of a unique technology called CONEQ™ for automated and detailed equalization of acoustic systems, based on the principle of evaluation of an electro-acoustic transducer by its acoustic power frequency response (APFR). The assessment of an electro-acoustic transducer is so accurate that it allows direct synthesizing of the respective correction filter. The company has representative offices in the U.S., Japan, and Taiwan.

INVESTMENTS IN LATVIAN E&E INDUSTRY

The Latvian electrical and optical equipment manufacturing industry attracted EUR 25 million in 2011. Almost 85% was invested in the manufacturing of electrical machinery and apparatus. The largest portion of investments came from Scandinavia.

FDI Stock in the Manufacture of Electrical and Optical Equipment, million EUR



Source: Bank of Latvia

INVESTMENT SUCCESS STORIES

AXON' CABLE Ltd. is a company of the AXON' Group, manufactures cables and cable assemblies for automotive, telecommunications, computing, military, and medical electronics. AXON' CABLE is located in Daugavpils, 250 km. southeast of Riga. The company was created in 2000, employs around 500 staff, and opened new production facilities in 2012.

Schneider Electric/LEXEL Fabrika Ltd. - Schneider Electric is a leading international electrical distribution, management, and control company headquartered in France. Schneider Electric has been present in Latvia for more than 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, and Thorsman-Wibe brands. Schneider Electric employs approximately 300 people in its companies in Latvia.

Biosan Ltd. - 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. After successful commercialization of the idea, Biosan has attracted investment from leaders in the sector. At present, the production of the company is mostly known under its own brand, Biosan, and under other worldwide brands such as Grant-bio, Life Technologies, Boeco, Randox, etc.

Latvian Electrical Engineering and Electronics Industry Association (LEtERA), founded in 1995, unites companies and research and educational institutions registered and operating in Latvia. The association's main strategic goals are to define and represent its members' common interests – to develop, strengthen, and promote the industry.

ADDITIONAL INFORMATION

www.liaa.gov.lv –
Investment and Development Agency of Latvia

www.letera.lv –
Latvian Electrical Engineering
and Electronics Industry Association

www.em.gov.lv -
Ministry of Economics of the Republic of Latvia

www.csb.gov.lv -
Central Statistical Bureau of Latvia

www.bank.lv -
Bank of Latvia

Major Product Lines

No.	Company	Manufacture of fabricated metal products, except machinery and equipment					Manufacture of computer, electronic and optical products							Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		
		Manufacture of structural metal products	Manufacture of tanks, reservoirs and containers of metal	Manufacture of steam generators, except central heating hot water boilers	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; watches and clocks	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 batteries and accumulators
1	1 UN 2															
2	ABB															
3	ADI															
4	AE PARTNER															
5	ALCATEL-LUCENT BALTICS															
6	ALFA RPAR															
7	ALSO LATVIA															
8	ALTON															
9	ARCUS ELEKTRONIKA															
10	ARKADA TRAIN															
11	AUTOMATIZĀCIJA															
12	AUTONAMS															
13	AXON CABLE															
14	BALTIC AUDIO BOX															
15	BALTIC DATA															
16	BALTIC EMBEDDED															
17	BALTIC SCIENTIFIC INSTRUMENTS															
18	BALTRONIC															
19	BELSS															
20	BIENE ELECTRONICS															
21	BIOLITEC															
22	BIOSAN															
23	BIOTEHNISKAIS CENTRS															
24	COMPUTER HARDWARE DESIGN															
25	CONTROLTECH															
26	DATORIKAS INSTITŪTS DVI															
27	DIGITĀLĀS EKONOMIKAS ATTĪSTĪBAS CENTRS (DEAC)															
28	DOZIMETRS															
29	EFN NORD															

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Major Product Lines

No.	Company	Manufacture of fabricated metal products, except machinery and equipment					Manufacture of computer, electronic and optical products							Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		
		Manufacture of structural metal products	Manufacture of tanks, reservoirs and containers of metal	Manufacture of steam generators, except central heating hot water boilers	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; watches and clocks	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 batteries and accumulators
30	EKO EKSPERTS															
31	ELLAT															
32	ELMETA															
33	EMBEDDED SYSTEMS															
34	ENERGOLUKSS															
35	ENERGOREMONTS RĪGA															
36	ERICSSON LATVIA															
37	ESM GROUP															
38	EUROLCDs															
39	FUSH															
40	GAISMA UN SERVISS															
41	HANZAS ELEKTRONIKA (HansaMatrix)															
42	ISP OPTICS LATVIA															
43	JAUDA															
44	JZ MICROPHONES															
45	KOMFORTS															
46	KORTEKS															
47	LATGALES APARĀTBŪVES TEHNOĻOĢISKAIS CENTRS (LATC)															
49	LATIMPULSS - BIROJA TEHNIKA															
50	LATTELECOM															
51	LATVENERGO															
52	LATVIAN INTELLIGENT SYSTEMS LTD															
53	LATVIJAS ELEKTRONIKAS IEKĀRTU TESTĒŠANAS CENTRS (LEITC)															
54	LATVIJAS ELEKTORĀPNIECĪBAS BIZNESĀ INOVĀCIJU CENTRS (LEBIC)															
55	LATVIJAS MOBILĀIS TELEFONS															
56	LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS															
48	LĀSMA ZINĀTNISKI TEHNISKĀ FIRMA															
57	LEXEL FABRIKA															
58	MAKSIKOMS															

electrical equipment					
Manufacture of wiring and wiring devices					
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					
Manufacture of other electrical equipment					
Wholesale trade, except of motor vehicles and motorcycles					
Programming and broadcasting activities					
Telecommunica-tions					
Computer programming, consultancy and related activities					
Information service activities					
Architectural and engineering activities; technical testing and analysis					
Scientific research and development					
Education					
Other					

Major Product Lines

No.	Company	Manufacture of fabricated metal products, except machinery and equipment					Manufacture of computer, electronic and optical products							Manufacture of electric motors, generators, transformers and electricity distribution and control apparatus		
		Manufacture of structural metal products	Manufacture of tanks, reservoirs and containers of metal	Manufacture of steam generators, except central heating hot water boilers	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; watches and clocks	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 batteries and accumulators
59	MEANDR															
60	MICRO DATORS															
61	MOBILĀS SĪSTĒMAS															
62	NEONITA LATVIJA															
63	OPTILAS															
64	PHOTON-L BALTIC															
65	POINT TRANSACTION SYSTEMS															
66	RD ALFA MIKROELEKTRONIKAS DEPARTAMENTS															
67	REAL SOUND LAB															
68	REGULA BALTIJA															
69	REMEKS SERVISS															
70	REML RŪPNĪCA															
71	RITEC															
72	RĪGAS ELEKTROMAŠĪNBŪVES RŪPNĪCA															
73	SAF TEHNIKA															
74	SATEMA BALTIC															
75	SENSOTECH															
76	SILMOR															
77	STE-VIKAN															
78	TELIKO															
79	VEF RADIOTEHNIKA RRR															
80	VENTSPILS AUGSTO TEHNOLOĢIJU PARKS (VATP)															
81	VENTSPILS ELEKTRONIKAS FABRIKA (HansaMatrix)															
82	VIDES REKLĀMA															
83	VOLBURG															
84	V UN L ELEKTRONIKA															
85	WILL SENSORS															
86	ZAAO SYSTEMS															
87	Z-LIGHT															

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Company Profiles



1 UN 2

1 UN 2

Legal form: Ltd
Address: Ieriķu iela 73, Rīga, LV-1084, Latvia
Phone: +371 67605306
Fax: +371 67605306
E-mail: info@viensundivi.lv
Website: www.viensundivi.lv

Chairwoman of the Board: Ms Inese Lenša
Contact: Mr Juris Lazdiņš
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2009

Turnover in 2011: EUR 872 475
Turnover in 2010: EUR 579 191
Main markets: Latvia

Business profile: IT services and solutions development, implementation and maintenance; sales of PC, its components, and other related equipment.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ABB

Legal form: Ltd
Address: Tiraines iela 3A, Rīga, LV-1058, Latvia
Phone: +371 67063600
Fax: +371 67063601
E-mail: info@lv.abb.com
Website: www.abb.lv

Chairman of the Board: Mr Bo Henriksson
Contact: Ms Agnese Muceniece
Position of the contact person: Communications Manager
Languages spoken: Latvian, English, Russian
Number of employees: 145
Founded in: 1992

Turnover in 2011: EUR 17 978 532
Turnover in 2010: EUR 13 641 012
Main markets: Latvia

Business profile: ABB Ltd. is part of the international technology group ABB - 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, to increase industrial productivity.

The company offers a range of ultra-high to medium voltage products, distribution automation products, transformers, electrification, and control for power generation. ABB Ltd. also provides transmission grid solutions, substations, network management, low-voltage products and systems, control systems, and application-specific automation solutions for process industries, and robots, peripheral devices, and modular manufacturing solutions for industry.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001



ADI

Legal form: Ltd
Address: K. Barona iela 7/9-20, Rīga, LV-1050, Latvia
Phone: +371 67860094
Fax: +371 67605547
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: 48
Founded in: 1993

Turnover in 2011: EUR 590 500
Turnover in 2010: EUR 603 184
Export volume 2011: EUR 25 000
Export volume 2010: EUR 28 500
Main markets: Latvia

Business profile: ADI Ltd. provides various security solutions. The company works with identity documents, produces identity cards, loyalty cards, and 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, and 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.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



AE PARTNER

Legal form: Ltd
Address: Kapsēdes iela 2B, Liepāja, LV-3414, Latvia
Phone: +371 63401817
Fax: +371 63401824
E-mail: main@aepartner.lv
Website: www.aepartner.lv

Owner: Mr Michael Holm
Contact: Ms Jolanta Pavītola
Position of the contact person: Procurator
Languages spoken: Latvian, English, Danish, Russian
Number of employees: 83
Founded in: 2003

Turnover in 2011: EUR 12 977 322
Turnover in 2010: EUR 8 490 041
Export volume 2011: EUR 11 290 270
Export volume 2010: EUR 424 502
Main markets: Denmark, Europe

Business profile: AE Partner is a solid, dynamic company that strives to deliver the highest quality automation systems at the most competitive prices. Our 15 years of experience within the field of automation and the engineering industry has helped us to achieve a position that enables us to fulfill the needs and requirements of the most demanding customers.

Seeking cooperation in: See Business profile.



ALCATEL-LUCENT BALTICS

Legal form: Ltd

Address: Ropažu iela 10, Rīga, LV-1039, Latvia

Phone: +371 67085211

Fax: +371 67085205

E-mail: armands.dirins@alcatel-lucent.com

Website: www.alcatel-lucent.com

Chairman of the Board: Mr Robert Malm

Contact: Mr Armands Dīriņš

Position of the contact person: Managing Director

Languages spoken: Latvian, English, German, Russian

Number of employees: 19

Founded in: 1994

Turnover in 2011: EUR 11 544 278

Turnover in 2010: EUR 18 565 731

Export volume 2011: EUR 709 443

Export volume 2010: EUR 918 887

Main markets: Latvia, Lithuania, Estonia

Business profile: A long-trusted partner of service providers, enterprises, strategic industries, and governments around the world, Alcatel-Lucent is a leader in mobile, fixed, IP, and optics technologies and a pioneer in applications and services. Alcatel-Lucent includes Bell Labs, one of the world's foremost centers of research and innovation in communications technology.

Seeking cooperation in: Building an electronic communication infrastructure, networks, and services for fixed and mobile broadband service providers, public utilities, enterprises, and others in Estonia, Latvia, and Lithuania.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)

ALFA RPAR

Legal form: JSC

Address: Ropažu iela 140, Rīga, LV-1006, Latvia

Phone: +371 67553075

Fax: +371 67553173

E-mail: alfa@alfarzpp.lv

Website: www.alfarzpp.lv

Chairman of the Board: Mr Aleksandrs Kuzņecovs

Contact: Mr Aleksandrs Zaslavskis

Position of the contact person: Chairman of the Supervisory Board

Languages spoken: Latvian, English, Russian

Number of employees: 128

Founded in: 1959

Turnover in 2011: EUR 3 602 908

Turnover in 2010: EUR 2 840 340

Export volume 2011: EUR 3 519 663

Export volume 2010: EUR 2 810 007

Main markets: Belgium, Netherlands, France, Russia, Belarus, Ukraine, USA, Kazakhstan, China

Business profile: Hi-Tech electronics and microelectronic components, LED lighting production.

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

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ALSO LATVIA

Legal form: Ltd
Address: Liliņu iela 29, Mārupe, Mārupes nov., LV-2167, Latvia
Phone: +371 67018300
Fax: +371 67018301
E-mail: lv-office@also.com
Website: www.lv.also.com

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: 65
Founded in: 1995

Turnover in 2011: EUR 52 353 429
Turnover in 2010: EUR 47 546 489
Export volume 2011: EUR 7 741 501
Export volume 2010: EUR 8 316 319
Main markets: Latvia

Business profile: IT&T distribution.

Seeking cooperation in: Distribution, logistic services, consultancy.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ALTON

Legal form: JSC
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67552619
Fax: +371 67543139
E-mail: alton@tl.lv
Website: www.alton.lv

Chairman of the Board: Mr Valerijs Sergejevs
Contact: Ms Alla Kudina
Position of the contact person: Office Manager
Languages spoken: Latvian, English, Russian
Number of employees: 30
Founded in: 1993

Turnover in 2011: EUR 122 716
Turnover in 2010: EUR 50 528
Export volume 2011: EUR 29 806
Export volume 2010: EUR 14 683
Main markets: Sweden, Germany

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. Alton's two main areas of activity 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 the installation and assembly of various types of cables and harnesses. Modern equipment is utilized 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

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ARCUS ELEKTRONIKA

Legal form: Ltd
Address: Tīraines iela 1, Tīraine, Mārupes nov., LV-2167, Latvia
Phone: +371 67675752
Fax: +371 67675387
E-mail: info@arcuselektronika.com
Website: www.arcuselektronika.com

Chairman of the Board: Mr Vitālijs Aišpurs
Contact: Mr Vitālijs Aišpurs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 1993

Turnover in 2011: EUR 143 933
Turnover in 2010: EUR 321 790
Export volume 2011: EUR 44 713
Export volume 2010: EUR 106 665
Main markets: EU, CIS

Business profile: Arcus Elektronika specializes in the development and provision of solutions for electrical energy producers and distributors.

Seeking cooperation in: Joint venture and green field projects.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ARKADA TRAIN

Legal form: Ltd
Address: K. Valdemāra iela 4-21, Daugavpils, LV-5400, Latvia
Phone: +371 29748949
Fax: +371 65476764
E-mail: arkadatrain@inbox.lv
Website: www.arkadatrain.lv

Director: Mr Arkadijs Poligalovs
Contact: Mr Andrejs Grigorjevs
Position of the contact person: Technical Director
Languages spoken: Latvian, English, Russian
Number of employees: 8
Founded in: 2007

Turnover in 2011: EUR 77 619
Turnover in 2010: EUR 53 779
Export volume 2011: EUR 47 500
Main markets: Latvia, EU

Business profile: Repair, assembly, and modernization of the electrical parts of trains and locomotives.

Our capabilities:

- Cable & wire processing.
- Repair and assembly of electrical equipment.
- Testing and engineering.

Seeking cooperation in: See Business profile.

Certificates in use: Certificate «Latvijas elektroenerģētiku biedrība» No. 70-1201, No. 70-1Fs178.



AUTOMATIZĀCIJA

Legal form: Ltd
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 67556387
Fax: +371 67316259
E-mail: automatizacija@tl.lv
Website: www.automatizacija.lv

Chairman of the Board: Mr Marks Krāmers
Contact: Mr Marks Krāmers
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 1999

Turnover in 2011: EUR 66 000
Turnover in 2010: EUR 40 000
Export volume 2011: EUR 45 000
Export volume 2010: EUR 30 000
Main markets: Latvia, Germany

Business profile: The company works in the field of industrial automation and machine design. Using modern 3D CAD technologies our highly skilled designers can propose high-quality and favorable decisions in the automation, machine, and tool design. Our services for clients:

- Consulting.
- Innovation 2D and 3D designing.
- FEM analyzing.
- Prototype design and manufacturing.
- Intermediary in accommodation of manufacturing and design support of manufacturing and assembly works.
- Designing of details and assembly units under your sketches.
- Digitalization from your archives in the form of 3D models and 2D drawings.

Seeking cooperation in: See Business profile.

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC)



AUTONAMS

Legal form: Ltd
Address: Skanstes iela 9A, Rīga, LV-1013, Latvia
Phone: +371 67501850
Fax: +371 67501840
E-mail: autonams@autonams.lv
Website: www.autonams.lv, www.skybrake.com

Chief Executive Officer: Ms Iveta Sarkane
Contact: Mr Edvīns Panders
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 44
Founded in: 1994

Turnover in 2011: EUR 2 154 851
Turnover in 2010: EUR 1 548 778
Export volume 2011: EUR 770 312
Export volume 2010: EUR 625 221
Main markets: Latvia, Lithuania, Estonia, Germany, Belgium, Hungary, France, Spain, Bulgaria, UK, Russia, Ukraine, Croatia, Kosovo

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. Since its 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, and 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 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)





AXON CABLE

Legal form: Ltd
Address: Višķu iela 21C, Daugavpils, LV-5410, Latvia
Phone: +371 65407891
Fax: +371 65407893
E-mail: axon@axoncable.lv
Website: www.axon-cable.com

General Manager: Mr Alain Guenon
Contact: Ms Ineta Pechonka
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: 400
Founded in: 2000

Turnover in 2011: EUR 18 043 782
Turnover in 2010: EUR 14 807 070
Export volume 2011: EUR 18 043 782
Export volume 2010: EUR 14 807 070
Main markets: Poland, France, UK, Russia

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 U.S.

Seeking cooperation in: New contacts with Baltic companies (Latvia, Lithuania, Estonia), Russia, CIS.

Certificates in use: ISO 9001



BALTIC AUDIO BOX

Legal form: Ltd
Address: Ganību dambis 40C, Rīga, LV-1005, Latvia
Phone: +371 67373665
E-mail: info@bab.lv
Website: www.bab.lv

Member of the Board: Mr Aleksandrs Lisaks
Contact: Mr Juris Voins
Position of the contact person: Commercial Director
Languages spoken: Latvian, English, Russian
Number of employees: 45
Founded in: 2009

Turnover in 2011: EUR 121 091
Export volume 2011: EUR 110 000
Main markets: Sweden, Germany, Denmark, Netherlands, Italy, France, UK

Business profile: Design and manufacture of HiFi speakers. Manufacture of wooden cabinets for professional and HiFi speakers. Assembly of HiFi and professional speakers. Assembly of crossovers.

Seeking cooperation in: Interest in cooperation with professional and HiFi speaker manufacturers for the production of wooden cabinets and assembly of speakers. Assembly of crossovers.



BALTIC DATA

Legal form: Ltd
Address: Dzirnau iela 140, Rīga, LV-1050, Latvia
Phone: +371 67222654
Fax: +371 67820251
E-mail: bdata@balticdata.lv
Website: www.balticdata.lv

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

Turnover in 2011: EUR 2 776 313
Turnover in 2010: EUR 2 204 108
Main markets: Latvia

Business profile: For distribution Baltic Data has 150 active dealers and 10 of our own specialized computer hardware and software shops, located in big hypermarkets or supermarkets in Latvia's largest cities. These shops include 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, and the sale of computer parts and peripherals.

Seeking cooperation in: The company is interested in finding customers and cooperation partners for: sales of "BALTIC DATA" computers; "e-business" solutions; software development, reengineering, and maintenance; web homepage development, maintenance, and hosting; Data Center service and application service providing.



BALTIC EMBEDDED

Legal form: Ltd
Address: Antonijas iela 24-3, Rīga, LV-1010, Latvia
Phone: +371 67336162
E-mail: info@baltic-embedded.com
Website: www.baltic-embedded.com

Chief Executive Officer: Mr Viesturs Zeps
Contact: Mr Viesturs Zeps
Position of the contact person: Chief Executive Officer
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2011

Main markets: Denmark, Germany, Finland, Sweden, Italy, UK

Business profile: Baltic Embedded is an innovative electronics company focused on bringing Google's open source operating system, Android, into products and gadgets outside the classical Smartphone environment. Baltic Embedded develops solutions and electronic devices based on findings in the environment around Embedded Android, a novel field in the world of electronics which offers great challenges for new businesses.

Besides the development of own products, Baltic Embedded also provides design, development, programming, and manufacturing services of electronic devices for industrial and consumer businesses.

Seeking cooperation in: Cooperation with ECM (Electronic Contract Manufacturers), electronic component distributors, and industrial designers; Common R&D projects in the field of electronics based on Android.

Member of association: Latvian Space Technology Cluster



BALTIC SCIENTIFIC INSTRUMENTS

Legal form: Ltd

Address: Ganību dambis 26, Rīga, LV-1005, Latvia

Phone: +371 67383947, +371 67383919

Fax: +371 67382620

E-mail: office@bsi.lv

Website: www.bsi.lv

Chairman of the Board: Mr Vladimirs Gostilo

Contact: Mr Vladimirs Gostilo

Position of the contact person: Chairman of the Board

Languages spoken: English, Russian

Number of employees: 57

Founded in: 1994

Turnover in 2011: EUR 3 069 102

Turnover in 2010: EUR 2 179 155

Export volume 2011: EUR 3 059 062

Export volume 2010: EUR 1 932 622

Main markets: Sweden, Finland, Germany, Austria, Belgium, France, Italy, Russia, Ukraine, India, China, Japan, South Korea

Business profile: Development and manufacture of ionizing radiation semi-conductor detectors, spectrometers, and analyzers for chemical element content determination in materials. Technological processes of semiconductor detectors.

Seeking cooperation in: Manufacturing, development, and sales of semiconductor detectors, spectrometric devices, and XRF analyzers.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)

BALTRONIC

Legal form: Ltd

Address: Dzelzavas iela 120S, Rīga, LV-1021, Latvia

Phone: +371 67529930

Fax: +371 67816244

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: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 4

Founded in: 2002

Turnover in 2011: EUR 3 063 444

Turnover in 2010: EUR 2 313 158

Export volume 2011: EUR 8 304

Export volume 2010: EUR 26 815

Main markets: Latvia, Lithuania, Estonia

Business profile: Distribution of telecommunications network components. Solutions for wireless and mobile networks, fiber optics networks, power supply systems, UPS, electricity generators, solar energy solutions, 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 Northeastern 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, etc.
2. Solutions for fiber optical networks: cables, patch cords, pigtails (including FTTH application), ODFs, panels, splitters, and tools.
3. Power solutions (DC systems, UPS, generators, solar energy).
4. Measurement devices for wireless and fiber optical networks (spectrum analyzers, site masters, OTDR, laboratory devices).

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



BELSS

Legal form: Ltd
Address: Kalvenes iela 22A, Rīga, LV-1058, Latvia
Phone: +371 67322333
Fax: +371 67828366
E-mail: belss@belss.lv
Website: www.belss.lv

Chairman of the Board: Mr Tālis Ziediņš
Contact: Mr Kārlis Maulics
Position of the contact person: Project Director
Languages spoken: Latvian, English, German, Russian
Number of employees: 43
Founded in: 1994

Turnover in 2011: EUR 2 288 553
Turnover in 2010: EUR 2 082 033
Main markets: Latvia

Business profile: Distribution, installation, and service of radio communication equipment. Motorola official distributor. Production of nonstandard telecommunication equipment. Project development, construction, and service (24 hours per day) and maintenance of telecommunication objects and networks, including design, assembly and construction of telecommunication base stations, antenna, and feeder systems.

Seeking cooperation in: To promote base station antenna and feeder equipment design, assembly, and construction, as well to promote TETRA systems.

Member of association: Telecommunications Association of Latvia (LTA), Sun Energy Association



BIENE ELECTRONICS

Legal form: Ltd
Address: Rušonu iela 24 K.1 -53, Rīga, LV-1057, Latvia
Phone: +371 29106159
Fax: +371 67131569
E-mail: info@bieneelectronics.com
Website: www.bieneelectronics.com

Chairman of the Board: Mr Aleksejs Gavrilovs
Contact: Mr Aleksejs Gavrilovs
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 3
Founded in: 1992

Export volume 2011: EUR 53 000
Export volume 2010: EUR 43 000
Main markets: Denmark, Belgium, Norway, Suriname, UAE, Pakistan, Dominican Republic, USA, Canada, Australia, Uruguay

Business profile: GSM remote control and monitoring BieneRemote modules. Home and industrial Automation control via SMS and GPRS. GPRS Data Logger. Electronic design.

Seeking cooperation in: Distribution.



BIOLITEC

Legal form: Ltd

Address: Kaņiera iela 10A, Rīga, LV-1063, Latvia

Phone: +371 65343646

Fax: +371 65307678

E-mail: jevgenijs.smirnovs@biolitec.com

Website: www.biolitec.com

Chairman of the Board: Mr Alexander Harschack

Contact: Mr Jevgēnijs Smirnovs

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 80

Founded in: 2005

Turnover in 2011: EUR 3 101 860

Turnover in 2010: EUR 3 113 438

Export volume 2011: EUR 3 101 860

Export volume 2010: EUR 3 109 487

Main markets: Germany, USA

Business profile: Fiber-optic cables, probes, optical light-wire, and transmission equipment.

Certificates in use: ISO 9001, ISO 13475, FDA 510(k)



Medical-Biological
Research & Technologies

BIOSAN

Legal form: Ltd

Address: Rātsupītes iela 7/2, Rīga, LV-1067, Latvia

Phone: +371 67426137

Fax: +371 67428101

E-mail: svetlana@biosan.lv

Website: www.biosan.lv

Director: Mr Vasiļijs Bankovskis

Contact: Ms Svetlana Bankovska

Position of the contact person: Managing Director

Languages spoken: Latvian, English, German, Russian

Number of employees: 92

Founded in: 1992

Turnover in 2011: EUR 5 393 500

Turnover in 2010: EUR 4 760 922

Export volume 2011: EUR 5 285 367

Export volume 2010: EUR 4 607 569

Main markets: EU, Russia and other CIS countries

Business profile: Biosan's mission is to develop modern, exciting, and customized apparatus for sample preparation and analyses in life science laboratories (health care and medical technology). We have created a wide range of customized, compact, multifunctional products with elegant design. The company is built around a combination of R&D, production, and sales departments, working closely in our 2,100 m² premises. Innovation (a number of patented solutions), design, and focus on the individual customer have proved to be in demand in the biotechnology market, and in recent years Biosan's customized laboratory apparatus has become well-known all over the world.

Seeking cooperation in: Biosan is looking forward to establishing long-term cooperation with companies specializing in the import and supply of equipment and/or reagents for medical and biotechnology laboratories. Biosan's business strategy is based on the company's strengths, and experience shows that the modern innovative solutions we offer are in demand.

Certificates in use: ISO 9001, all products CE marked





Computer Hardware Design SIA

BIOTEHNISKAIS CENTRS

Legal form: JSC
Address: Dzērbenes iela 27, Rīga, LV-1006, Latvia
Phone: +371 67553518
Fax: +371 67553518
E-mail: btc@edi.lv
Website: www.btc-automation.lv, www.bioreactors.net

Chairman of the Board: Mr Juris Vanags
Contact: Mr Juris Vanags
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 11
Founded in: 1996

Turnover in 2011: EUR 485 240
Turnover in 2010: EUR 403 488
Export volume 2011: EUR 238 389
Export volume 2010: EUR 30 137
Main markets: EU, Russia

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

Seeking cooperation in: Partnership in joint projects.

Certificates in use: ISO 9001

Member of association: Latvian Biotechnology association (LBA)

COMPUTER HARDWARE DESIGN

Legal form: Ltd
Address: Dzelzavas iela 120I, Rīga, LV-1021, Latvia
Phone: +371 67802812
Fax: +371 67802822
E-mail: chd@chd.lv
Website: www.chd.lv

Chairman of the Board: Mr Olafs Blukis
Contact: Mr Jānis Janums
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 30
Founded in: 1991

Turnover in 2011: EUR 2 518 931
Turnover in 2010: EUR 2 528 459
Export volume 2011: EUR 724 168
Export volume 2010: EUR 605 089
Main markets: Lithuania, Denmark, Czech Republic, Malta, Switzerland, Singapore, Malaysia and others

Business profile: Design, development and manufacture of ECR (electronic cash registers) and POS (point of sale) Systems. Software development for Retail POS and payment transactions. Very experienced in adopting ECR to various fiscal requirements.

Seeking cooperation in: Looking for distributors/resellers of ECR and POS equipment in new markets.



CONTROLTECH

Legal form: Ltd
Address: Lībiešu iela 25, Ikšķile, Ikšķiles nov., LV-5052, Latvia
Phone: +371 26476815
E-mail: info@controltech.lv
Website: www.controltech.lv

Member of the Board: Ms Inga Kalviņa
Contact: Mr Jorge Silva
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Finnish, French, Portuguese
Number of employees: 5
Founded in: 2004

Turnover in 2011: EUR 109 051
Turnover in 2010: EUR 132 871
Export volume 2011: EUR 71 559
Export volume 2010: EUR 63 404
Main markets: Finland

Business profile: ControlTech Ltd. is a company providing outsourcing services in production of electronic and electromechanical devices.
Since 2006, ControlTech Ltd. has worked as a contract manufacturer for the Finnish market. The company specializes in the production of high-quality end products, with special competence in the assembly of measurement and control devices.
The company currently employs a great team of 13 people and has production facilities situated in Smiltene, Latvia (134 km from Riga, 365 km from Helsinki, 680 km from Stockholm).

Seeking cooperation in: We offer outsourcing services to small and medium Nordic companies that need a close and cost-effective partner able to provide high-quality manual assembling or soldering services.



DATORIKAS INSTITUTS DIIVI

Legal form: Ltd
Address: Avotu iela 40-34, Rīga, LV-1009, Latvia
Phone: +371 67291020
Fax: +371 67844994
E-mail: info@di.lv
Website: www.di.lv

Member of the Board: Ms Zane Bičevska
Contact: Ms Zane Bičevska
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 47
Founded in: 1995

Turnover in 2011: EUR 1 189 510
Turnover in 2010: EUR 1 026 723
Export volume 2011: EUR 70 000
Export volume 2010: EUR 10 000
Main markets: Latvia, Germany, USA

Business profile:

Services:

- Software design, development, and implementation;
- Integration and localization of information systems;
- Implementation of open-source solutions;
- IT consultations.

Products:

- Solutions for the banking sector:
 - Securities Accounting and Transaction System;
 - Asset Management Information System;
 - Multi-Currency Accounting System.
- Financial Instruments Funding Supervision and Management System;
- Business Process Workflow Management System;
- Budget Planning and Reporting Solutions;
- Number Portability Service and Central Database System;
- Data Analysis and Reporting Tools.

Seeking cooperation in: Development, implementation, and maintenance of information systems; delivery, integration, and localization of banking solutions for financial institutions.

Certificates in use: ISO 9001



DIGITĀLĀS EKONOMIKAS ATTĪSTĪBAS CENTRS (DEAC)

Legal form: Ltd
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Fax: +371 67072199
E-mail: office@deac.eu
Website: www.deac.eu

Chairman of the Board: Mr Andris Gailitis
Contact: Ms Alina Zizina
Position of the contact person: Marketing Specialist
Languages spoken: Latvian, English, Russian
Number of employees: 49
Founded in: 1999

Turnover in 2011: EUR 3 260 145
Turnover in 2010: EUR 2 306 775
Export volume 2011: EUR 779 018
Export volume 2010: EUR 214 030
Main markets: Russia, Ukraine, Latvia, Lithuania, Estonia, Sweden, Finland, Poland, Germany, Austria, Netherlands, Belgium, France, Spain, UK, Israel, USA, Canada, India, China, New Zealand

Business profile: The largest data center operator in the Baltics, DEAC owns two secure data centers.
DC Riga: the most modern in the Baltics, with 1,400 m² and a colocation capacity of 500 server racks;
DC Grizinkalna: an underground bunker 12 m. below ground, 400 m², with a colocation capacity of 130 server racks.

DEAC has points-of-presence in the Baltics, Germany, Netherlands, United Kingdom, Russia, and Ukraine. That allows the customer to improve efficiency and business security by colocating its IT infrastructure in EU territory, while lowering IT costs – up to 40%.

The company offers data center services, server rental/ colocation, data storage, remote managed services, cloud computing, provides 24x7 multilingual technical support. More than 2,500 customers from 40 countries trust DEAC!

Seeking cooperation in: End customers, data center service distributors and IT integrators. Cooperation agreement.

Certificates in use: ISO 9001 and ISO 27001 (planned 2013).



DOZIMETRUS

Legal form: Ltd
Address: Tērbatas iela 28-7A, Rīga, LV-1011, Latvia
Phone: +371 67283626
Fax: +371 67283626
E-mail: birojs@dozimetrus.lv
Website: www.dozimetrus.lv

Member of the Board: Mr Dzintars Zariņš
Contact: Mr Dzintars Zariņš
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 1995

Turnover in 2011: EUR 443 247
Turnover in 2010: EUR 86 528
Export volume 2011: EUR 294 401
Export volume 2010: EUR 28 758
Main markets: Latvia, Lithuania, Estonia, Russia, Ukraine

Business profile: Dozimetrus is a company with a leading position in radiation monitoring system delivery, software production, and programming in different application spheres. Since 1995, Dozimetrus has installed and maintains all of the radiation monitoring systems for car and train examination in Latvia. Having won many equipment delivery tenders, Dozimetrus has delivered most of the radiation measuring equipment to support the dismantling of the Salaspils Nuclear Reactor. Dozimetrus is a reliable partner to the Latvian Border Guards, the Radiation Safety Center, and the Salaspils Nuclear Reactor, providing equipment delivery, installation, and service. The company's customers also include several governmental and private structures in Lithuania and Estonia. Since 1997, Dozimetrus has been an authorized distributor for Thermo Fisher Scientific, a manufacturer of radiation detection products. In cooperation with Thermo Electron Corporation, the specialists at Dozimetrus took part in the development of specialized radiation-measurement data processing software, as well as developed its language adaptation, to meet the needs of Latvia's customers. Dozimetrus provides services for LUDLUM TSI and EXPLORANIUM equipment.

Seeking cooperation in: Related to Business profile.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LETERA)



EFN NORD

Legal form: Ltd

Address: Parka iela 25, Valka, Valkas nov., LV-4700, Latvia

Phone: +371 64707880

Fax: +371 66002985

E-mail: info@efnnord.com

Website: www.efnnord.com, www.efngroup.net

Chairman of the Board: Mr Patrick Adamski

Contact: Ms Kristine Simonova

Position of the contact person: General Manager

Languages spoken: Latvian, English, German, Russian

Number of employees: 61

Founded in: 2002

Turnover in 2011: EUR 1 600 000

Turnover in 2010: EUR 804 000

Export volume 2011: EUR 1 600 000

Export volume 2010: EUR 804 000

Main markets: Germany, Belgium

Business profile: We can offer you a value-added process chain that picks up design ideas and turn them into products. The company produces:

- Assembly tools.
- Semi-automatic production units.
- Test equipment and mould injection plastic parts.
- Welding of plastics.
- Potting & dispensing of components and assembly of passive electronic components.

Seeking cooperation in: Contract manufacturing of passive electronic components for automotive, aviation, and medical equipment.

Certificates in use: ISO 9001, ISO TS 16949, ISO 14001 (Planned 2013), OHSAS 18001 (Planned 2013)

EKO EKSPERTS

Legal form: Ltd

Address: Jaunā iela 79C, Jēkabpils, LV-5201, Latvia

Phone: +371 29178676

E-mail: ilvija@abmadona.lv

Member of the Board: Mr Aļģimants Kaščuks

Contact: Mr Aļģimants Kaščuks

Position of the contact person: Member of the Board

Languages spoken: Latvian, Russian

Number of employees: 8

Founded in: 2003

Turnover in 2011: EUR 1 014 913

Turnover in 2010: EUR 754 489

Main markets: Latvia

Business profile: Manufacture of electricity distribution and control apparatus, electrical installation.

Seeking cooperation in: See Business profile.



ELLAT

Legal form: Ltd
Address: Brīvības gatve 214A, Rīga, LV-1039, Latvia
Phone: +371 67316734, +371 29298169
Fax: +371 67316733
E-mail: info@ellat.lv
Website: www.ellat.lv

Member of the Board: Mr Viktors Vahitovs
Contact: Mr Viktors Vahitovs
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 1991

Turnover in 2011: EUR 1 600 000
Turnover in 2010: EUR 1 638 094
Export volume 2011: EUR 160 000
Export volume 2010: EUR 170 745
Main markets: Latvia, Russia

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 thirteen 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; and more than 300 JSC Latvenergo facilities are equipped with energy SCADA and control systems. In 2002, Ellat received an award for successfully completing water system reconstruction projects in eight Latvian towns.

Seeking cooperation in: SCADA systems (project design, manufacturing, installation, and exploitation).

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ELMETA

Legal form: Ltd
Address: Starta iela 1, Rīga, LV-1026, Latvia
Phone: +371 67378066
Fax: +371 67371134
E-mail: office@elmeta.lv
Website: www.elmeta.lv

Chairman of the Board: Mr Ilmārs Pūciņš
Contact: Mr Aivars Pūciņš
Position of the contact person: Manager
Languages spoken: Latvian, English
Number of employees: 10
Founded in: 1998

Turnover in 2011: EUR 65 000
Turnover in 2010: EUR 50 189
Export volume 2011: EUR 49 000
Export volume 2010: EUR 26 000
Main markets: Sweden, Germany

Business profile: Cable harnesses, electromechanical assembly.

Seeking cooperation in: Cable harnesses, electromechanical assembly.



EMBEDDED SYSTEMS

Legal form: Ltd

Address: Katoļu iela 47, Rīga, LV-1003, Latvia

Phone: +371 67648888

Fax: +371 67205036

E-mail: info@openrb.com

Website: www.openrb.com

Member of the Board: Mr Andrejs Šmakovs

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 2011: EUR 385 262

Turnover in 2010: EUR 413 374

Export volume 2011: EUR 110 897

Export volume 2010: EUR 76 149

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, in order 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, as well as 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.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 9001



ENERGOLUKSS

Legal form: Ltd

Address: Aizkraukles iela 21-360, Rīga, LV-1006, Latvia

Phone: +371 67542223

Fax: +371 67800970

E-mail: info@energolukss.lv

Website: www.energolukss.lv

Member of the Board: Mr Miķelis Caunītis

Contact: Mr Miķelis Caunītis

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 37

Founded in: 1997

Turnover in 2011: EUR 3 369 567

Turnover in 2010: EUR 3 145 237

Export volume 2011: EUR 102 450

Export volume 2010: EUR 327 800

Main markets: Latvia, Estonia, Lithuania, Sweden, Germany, Cyprus

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. We also offer 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; and rental of generating sets including full technical support.

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



ENERGOREMONTS RĪGA

Legal form: Ltd
Address: Krustpils iela 15, Rīga, LV-1073, Latvia
Phone: +371 67724059
Fax: +371 67724077
E-mail: info@err.lv
Website: www.err.lv

Chairman of the Board: Mr Ivars Vilnītis
Contact: Ms Agnese Kurpa
Position of the contact person: Secretary
Languages spoken: Latvian, English, Russian
Number of employees: 244
Founded in: 1999

Turnover in 2011: EUR 21 053 998
Turnover in 2010: EUR 18 307 101
Main markets: Latvia

Business profile:

- Repair works of all types of electrical equipment and transformers from 0.4kV up to 330kV;
- Construction and reconstruction works of electric lines and transformer substations up to 330kV;
- Design and assembly of external and internal electrical transmission network;
- Execution of electric measuring;
- Assembly and check of relay protection, automation, and control devices;
- Assembly, adjustment and maintenance of industrial equipment.

Seeking cooperation in: Repair works of all types of electrical equipment and transformers from 0.4kV to 330kV; Construction and reconstruction works of electric lines and transformer substations up to 330kV.

Certificates in use: ISO 9001, ISO 14001



ERICSSON

ERICSSON LATVIA

Legal form: Ltd
Address: Dunties iela 13, Rīga, LV-1013, Latvia
Phone: +371 67090000
Fax: +371 67090001
E-mail: ericsson.latvia@ericsson.com
Website: www.ericsson.com

Chairman of the Board: Mr Seth Lackman
Contact: Mr Andris Luriņš
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 9
Founded in: 1998

Turnover in 2011: EUR 4 017 368
Turnover in 2010: EUR 3 040 327
Main markets: Latvia

Business profile: Mobile telecommunication networks (GSM, UMTS), fixed telecommunication networks (PSTN, ISDN, Xdsl, Ethernet, IP, ATM), transport and transmission technologies (microwave transmission equipment, optical systems, etc.). Implementation, solution preparation and integration, technical support, training, consultancy services, etc.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA), Telecommunications Association of Latvia (LTA), Latvian Information and Communications Technology Association (LIKTA)



ESM GROUP

Legal form: Ltd
Address: Ropažu iela 140-409, Rīga, LV-1006, Latvia
Phone: +371 67541932, +371 67541807
Fax: +371 67541932
E-mail: birojs@esmgroupeu
Website: www.esmgroupeu

Chairman of the Board: Mr Jānis Siliņš
Contact: Mr Ingus Ķīrsis
Position of the contact person: Project Manager
Languages spoken: Latvian, English, Russian
Number of employees: 15
Founded in: 1999

Turnover in 2011: EUR 263 833
Turnover in 2010: EUR 219 151
Export volume 2011: EUR 42 181
Export volume 2010: EUR 20 606
Main markets: Latvia, Lithuania, Estonia, USA

Business profile: ESM Group Ltd. was founded as a Latvian-Estonian company and is now an innovative alliance that unites unique production technologies, high-quality materials, and a creative team. ESM Group provides imaging services on various kinds of self-adhesive materials: 3M color tape, bi-color polyester film, transparent film, 3M protective film for use in stoppings, and white vinyl film for color 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.

Seeking cooperation in: Any related to our service and products.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



EUROLCDs

Legal form: Ltd
Address: Kaiju iela 9, Ventspils, LV-3602, Latvia
Phone: +371 63600300, +371 25600300
Fax: +371 63600305
E-mail: ilmars.osmanis@eurolcds.com
Website: www.eurolcds.com

Member of the Board: Mr Ilmārs Osmanis
Contact: Mr Ilmārs Osmanis
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 2011

Turnover in 2011: EUR 32 003
Main markets: EU, USA

Business profile: Our business aim is to fill the niche in the market that demands products based on various shutter-type LCD products for both emerging 3D visualization applications and different industrial applications. Utilizing the extensive knowledge and experience in shutter-type LCD products brought in by the company owners, EUROLCDs develops world-class products for professional, multimedia, computational graphics, and medical and industrial markets, all based on original developments and licensed technologies.

Seeking cooperation in: Supply of general-type and shutter-type LCD products, as well as products for 3D imaging.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



FUSH

Legal form: Ltd
Address: Brīvības iela 152, Rīga, LV-1012, Latvia
Phone: +371 67364151
Fax: +371 67364154
E-mail: sales@fush.lv
Website: www.fush.lv

Member of the Board: Mr Vladimirs Ušanovs
Contact: Mr Vladimirs Ušanovs
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 1993

Turnover in 2011: EUR 126 852
Turnover in 2010: EUR 129 572
Export volume 2011: EUR 4 000
Export volume 2010: EUR 6 000
Main markets: Latvia, Lithuania, Estonia, Norway

Business profile: 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, and power supplies. Some products are stocked in limited ranges. To provide customers with non-stocked items, the company maintains contacts with warehouses of internationally-known companies or places orders directly to manufacturing plants.

FUSH has 15 years of experience in researching and producing nonstandard electronic equipment based on customers' demands. The company provides a full range of services for customers, from requirements specification to working prototypes.

FUSH manufactures different kinds of controllers with firmware, LED strips, and LED modules.

FUSH offers high-power LED, LED-based products, power supplies and converters, LEDs, LED displays, and LCD displays.

Seeking cooperation in: Europe.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



GAISMA UN SERVISS

Legal form: Ltd
Address: Pāles iela 14, Rīga, LV-1024, Latvia
Phone: +371 67333085
Fax: +371 67333085
E-mail: kristaps@gaismaunserviss.lv
Website: www.gaismaunserviss.lv

Chairwoman of the Board: Ms Linda Oša
Contact: Mr Kristaps Jaundzems
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2007

Turnover in 2011: EUR 131 809
Turnover in 2010: EUR 73 167
Export volume 2011: EUR 12 358
Export volume 2010: EUR 2 357
Main markets: Latvia, Lithuania, Estonia

Business profile: Production of lamps, lighting fixtures, sales, electrical installation.

Seeking cooperation in: See Business profile.



HANZAS ELEKTRONIKA (HansaMatrix)

Legal form: Ltd
Address: Akmeņu iela 72, Ogre, LV-5001, Latvia
Phone: +371 65049088
Fax: +371 65049087
E-mail: sales@hansamatrix.com
Website: www.hansamatrix.com

Chairman of the Board: Mr Ilmārs Osmanis
Contact: Ms Diāna Jegorova
Position of the contact person: Sales and Customer Relationship Manager
Languages spoken: Latvian, English, Russian
Number of employees: 100
Founded in: 1999

Turnover in 2011: EUR 5 675 531
Turnover in 2010: EUR 5 327 990
Export volume 2011: EUR 2 237 534
Export volume 2010: EUR 2 076 545
Main markets: Latvia, Sweden, Finland, Denmark, UK, Norway

Business profile: HansaMatrix offers a one-stop shop for complete electronic manufacturing services, including product design support, industrialization, and manufacturing processes, from PCB assembling to complete box building, logistics, and after-sales support. All the facilities are brand new, equipped with state-of-the-art assembling technology – SMD FUJI NXT II assembling systems and world-class verification and traceability IT solutions.

The company has a very strong engineering workforce, including R&D, component, new product introduction, maintenance, and quality engineering teams.

HansaMatrix has high competence in volume manufacturing of high complexity PCBA, as well as box building and various types of conformal coating and encapsulation of electronic circuits.

Seeking cooperation in: Provision of Electronic Manufacturing Services (SMT, T/H, testing and conformal coating).

Certificates in use: ISO 9001, ISO 14001, ISO 13485

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



ISP OPTICS LATVIA

Legal form: Ltd
Address: Ganību dambis 124A, K.13, Rīga, LV-1005, Latvia
Phone: +371 67323779
Fax: +371 67323781
E-mail: info@isptoptics.eu
Website: www.isptoptics.com

Chairman of the Board: Mr Ļevs Lisagors
Contact: Mr Ļevs Lisagors
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 54
Founded in: 1991

Turnover in 2011: EUR 3 699 467
Turnover in 2010: EUR 2 929 693
Main markets: Europe, USA

Business profile: Infrared optical elements.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 9001



JAUDA

Legal form: JSC
Address: Krustpils iela 119, Rīga, LV-1057, Latvia
Phone: +371 67725789
Fax: +371 67725770
E-mail: info@jauda.com
Website: www.jauda.com

Chairman of the Board: Mr Jānis Šimins
Contact: Mr Guntars Niparts
Position of the contact person: Technical Director
Languages spoken: Latvian, English, Russian
Number of employees: 205
Founded in: 1991

Turnover in 2011: EUR 24 895 104
Turnover in 2010: EUR 18 732 382
Export volume 2011: EUR 1 793 962
Export volume 2010: EUR 1 140 842
Main markets: Latvia, Lithuania, Estonia, Finland, Germany, Netherlands, Russia, Belarus and others

Business profile: Compact transformer substations, full range of low voltage distribution boxes and automation equipment, enclosures, electrical equipment, metal boxes, metal constructions and products.

Seeking cooperation in: We are interested in finding partners for sales of our products. Potential partners may include industrial enterprises, producers of machinery, power supply and distribution companies, and wholesalers.

Certificates in use: ISO 9001, ISO 14001

JZ MICROPHONES

Legal form: Ltd
Address: Gaujas iela 30, Rīga, LV-2167, Latvia
Phone: +371 67246648
Fax: +371 67246649
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: International Sales Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 30
Founded in: 2007

Turnover in 2011: EUR 165 000
Turnover in 2010: EUR 127 938
Export volume 2011: EUR 165 000
Export volume 2010: EUR 127 938
Main markets: Germany, Norway, Italy, France, USA, Canada, Asia

Business profile: Microphone manufacturing and distribution.

Seeking cooperation in: Distribution, OMM manufacturing.

Member of association: Audio Engineering Society (AES), National Association of Music Merchants (NAMM)



KOMFORTS

Legal form: JSC
Address: Lielā iela 59, Tukums, LV-3101, Latvia
Phone: +371 63125057
Fax: +371 63181203
E-mail: komforts@komforts.lv
Website: www.komforts.lv

Chairman of the Board: Mr Laimonis Lapiņš
Contact: Mr Ivars Liepiņš
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 136
Founded in: 1991

Turnover in 2011: EUR 5 994 260
Turnover in 2010: EUR 6 318 877
Export volume 2011: EUR 1 268 173
Export volume 2010: EUR 2 134 320
Main markets: Latvia, Lithuania, Estonia, Finland, Sweden, Russia, Belarus, Ukraine

Business profile: Design, manufacturing, assembly, and maintenance of biomass heat engineering equipment and boiler plants. Main products: hot water boilers (1-10 MW in one piece), angular-running grates front furnaces, fuel feeding systems, multicyclones, fume gas condensers, chimneys, moving floors of fuel storages, etc.

Seeking cooperation in: Biomass boiler plants, cogeneration station building, and nonstandard metal construction production.

Certificates in use: ISO 9001, ISO 14001, EC 97/23 (PEC), PCT, GOST, UkrSEPRO

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC), Latvian Association of Heat Enterprises (LSUA)



KORTEKS

Legal form: Ltd
Address: Zilupes iela 7, Rīga, LV-1019, Latvia
Phone: +371 67505603
Fax: +371 67505604
E-mail: info@cortex.lv, kate@cortex.lv
Website: www.cortex.lv

Member of the Board: Mr Dmitrijs Demidovs
Contact: Ms Kate Koreshkova
Position of the contact person: Head of Sales & Marketing Department
Languages spoken: Latvian, English, Russian
Number of employees: 23
Founded in: 1992

Turnover in 2011: EUR 513 217
Turnover in 2010: EUR 510 044
Export volume 2011: EUR 88 000
Export volume 2010: EUR 94 000
Main markets: Latvia, Lithuania, Estonia, Slovakia, Greece, Russia, Moldova

Business profile: Since 1993, the company has been engaged in the development and manufacturing of wireless security systems and the monitoring of stationary and moving objects. During this time, KORTEKS has established and improved various signal transfer systems, which have now become much more reliable and flexible.

Seeking cooperation in: See Business profile.



LATGALES APARĀTBŪVES TEHNOLOĢISKAIS CENTRS (LATC) (Latgale Machinery and Technology Centre)

Legal form: Society
Address: Maskavas iela 28B, Rēzekne, LV-4604, Latvia
Phone: +371 64607700
Fax: +371 64607707
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
Founded in: 2005

Business profile: Latgale Machinery and Technology Centre offers technological support to industrial enterprises in the Baltic states and Europe:

- Development of product industrial design.
- Rapid prototyping using different types of plastics. A small series of fully functional details of binary polymers, on a base of polyurethane, are made in silicon moulds.
- Design and production of injection molds of aluminum or steel, punches, tools, and other products. A modern manufacturing base provides high precision metalworking on CNC: three axis milling, turning, and wire erosion; precise measuring; and 3D scanning.

Seeking cooperation in: See Business profile.

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC)



LATIMPULSS-BIROJA TEHNIKA

Legal form: JSC
Address: Kaņiera iela 10A, Rīga, LV-1063, Latvia
Phone: +371 67260700
Fax: +371 67261415
E-mail: impulss@balticom.lv
Website: www.latimpulss.lv

Chairman of the Board: Mr Guntars Vītolīņš
Contact: Mr Alvis Zaics
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, Russian
Number of employees: 25
Founded in: 1994

Turnover in 2011: EUR 282 807
Turnover in 2010: EUR 313 880
Main markets: Latvia

Business profile: The principle activities of the Latimpulss-biroja tehnika include sales, repair, and technical service of office equipment such as cash registers, POS, electronic scales, copiers, printers, and computers. Sales and service of office equipment is carried out by the company's office equipment center. The main and most important feature of this center compared with other companies of a similar profile is the center's ability to service and repair equipment manufactured by different manufacturers. The service center is capable of repairing any equipment manufactured by Dateks, Canon, KonicaMinolta, KyoceraMita, Ricoh, HP, Elicom, Samsung, and other leading office manufacturers. The service center also supplies office equipment with spare parts and consumables such as toner cartridges, ink cartridges, paper, and other products necessary for offices to function. Service centers are also located in other 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.

Seeking cooperation in: Cash registers, POS, electronic scales.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LATTELECOM

Legal form: Ltd

Address: Dzirnāvu iela 105, Rīga, LV-1011, Latvia

Phone: +371 67055000

Fax: +371 67055481

E-mail: lattelecom@lattelecom.lv

Website: www.lattelecom.lv

Chairman of the Board: Mr Juris Gulbis

Contact: Mr Maris Sperga

Position of the contact person: Director of International Business Development

Languages spoken: Latvian, English, Russian

Number of employees: 2174

Founded in: 1994

Turnover in 2011: EUR 195 830 000

Turnover in 2010: EUR 200 696 000

Main markets: Latvia, Lithuania, Estonia, Sweden, Finland, Germany, Russia, Belarus, Ukraine

Business profile: Lattelecom is Latvia's leading ICT company for a wide range of residential and business services:

- Innovative TV services on 4 screens.
- Fastest internet in the Baltics (5th in the world).
- High-speed telecommunications route between Western Europe and Russia via the Baltic states, carrying Russian and Asian traffic to Europe.
- Data center services, internationally certified Tier III by the Uptime Institute (one of 5 in Europe and one of 34 in the world).
- Learning and training at the largest IT Academy in the Baltics and other services.

Seeking cooperation in: Wholesale voice and data services; ICT solutions; BPO & IT outsourcing.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA), The Latvian Information and Communications Technology Association (LIKTA), Latvian Open Technology Association, Latvian IT cluster



LATVENERGO

Legal form: JSC

Address: Pulkveža Brieža iela 12, Rīga, LV-1230, Latvia

Phone: +371 67728222

Fax: +371 67728880

E-mail: info@latvenergo.lv

Website: www.latvenergo.lv

Chairman of the Board: Mr Āris Žigurs

Contact: Ms Kristīne Buholte

Position of the contact person: International Affairs Specialist

Languages spoken: Latvian, English, Russian

Number of employees: 4436

Founded in: 1939

Turnover in 2011: EUR 997 310 521

Turnover in 2010: EUR 925 398 074

Export volume 2011: EUR 104 786 908

Export volume 2010: EUR 56 501 024

Main markets: Latvia, Lithuania, Estonia

Business profile: Latvenergo Group is a public utility company whose core business is the production of electricity and thermal energy. The company also provides telecommunications and IT services. The IT&T division of Latvenergo AS has developed fiber-based cable infrastructure, thus offering various kinds of communications services to service providers and operators. Latvenergo AS offers IT&T services in Latvia and other Baltic states. IT&T services include both standard services for companies and complex solutions, including high-speed Internet, IP TV and VoIP.

Seeking cooperation in: International telecommunication operators. Broadband network data transmission. Data center and co-location center service providers in the Baltic region to ensure integrated power/telecom infrastructure.

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LATVIAN INTELLIGENT SYSTEMS LTD

Legal form: Ltd
Address: Zirgu iela 7-1, Rīga, LV-1050, Latvia
Phone: +371 67214522
Fax: +371 67973784
E-mail: egils.ginters@lis.lv
Website: www.e-floor.eu

Member of the Board: Mr Egils Ginters
Contact: Mr Egils Ginters
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Spanish, Russian
Number of employees: 7
Founded in: 1991

Turnover in 2011: EUR 145 186
Turnover in 2010: EUR 180 612
Main markets: Latvia

Business profile: Nanotechnologies, heated floors, computer systems and software design, IT and modeling consultations and services.

Seeking cooperation in: See Business profile.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA), Latvian Association of Computer Technologies (LDTA)



LATVIJAS ELEKTRONIKAS IEKĀRTU TESTĒŠANAS CENTRS (LEITC) (Latvian Electronic Equipment Testing Centre)

Legal form: Ltd
Address: Āzenes iela 12-7, Rīga, LV-1048, Latvia
Phone: +371 67089186
Fax: +371 67089186
E-mail: info@leipc.lv
Website: www.leipc.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
Founded in: 2011

Turnover in 2011: EUR 30 478
Main markets: Latvia

Business profile: LEITC goal is to promote the Electromagnetic Compatibility (EMC) compliance testing as solution to prevent the potential impact of product liability applied in cases of design and warning defects. We monitor worldwide developments in the EMC field for electronics in the intent to provide a reliable, high-quality service for development, precompliance, compliance, and production testing. We encourage the free exchange of ideas and information as a marketing edge over the competition. We pursue 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.

Seeking cooperation in: See Business profile.

Certificates in use: ISO 17025

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



**LATVIJAS ELEKTORŪPNIECĪBAS
BIZNESA INOVĀCIJU CENTRS
(LEBIC)
(Business Innovation Center of Latvian
Electronic Industry)**

Legal form: Society

Address: Ropažu iela 140, Rīga, LV-1006, Latvia

Phone: +371 67542184

Fax: +371 67542184

E-mail: jsmilga@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

Founded in: 1997

Turnover in 2011: EUR 117 100

Turnover in 2010: EUR 129 700

Export volume 2011: EUR 15 700

Export volume 2010: EUR 34 300

Main markets: Latvia, Estonia, Lithuania, Hungary

Business profile: The mission of the Business Innovation Center of the Latvian Electronic Industry (LEBIC) is to promote the 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;
- organization of technology transfer activities;
- participation in the development of innovation support structures;
- cooperation partner searches;
- and involvement in EU-financed projects.

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

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LATVIJAS MOBILAIS TELEFONS

Legal form: Ltd

Address: Ropažu iela 6, Rīga, LV-1039, Latvia

Phone: +371 80000076

Fax: +371 67535353

E-mail: info@lmt.lv

Website: www.lmt.lv

Chairman of the Board: Mr Juris Binde

Contact: Ms Anda Terauda

Position of the contact person: Secretary

Languages spoken: Latvian, English, Russian

Number of employees: 478

Founded in: 1992

Turnover in 2011: EUR 177 901 000

Turnover in 2010: EUR 178 760 000

Main markets: Latvia

Business profile: Latvijas Mobilais Telefons is the market and technology leader in Latvia, providing high-quality mobile telecommunications services and the widest network coverage in the country.

Seeking cooperation in: Latvijas Mobilais Telefons is a part of TeliaSonera Group, with significant competence and technological synergies within the group.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LATVIJAS VALSTS
RADIO UN TELEVĪZIJAS CENTRS

LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS **(Latvia State Radio and Television Centre)**

Legal form: State JSC
Address: Ērgļu iela 7, Rīga, LV-1012, Latvia
Phone: +371 67108704
E-mail: lvrtc@lvrtc.lv
Website: www.lvrtc.lv

Member of the Board: Mr Jānis Bokta
Contact: Mr Mihails Galuška
Position of the contact person: Director of Commercial Department
Languages spoken: Latvian, English, Russian
Number of employees: 250
Founded in: 1991

Turnover in 2011: EUR 11 357 366
Turnover in 2010: EUR 10 118 049
Main markets: Latvia

Business profile: The Latvia State Radio and Television Center (officially known as LVRTC) is one of the largest providers of IT&T infrastructure services in the Baltic states. These services include the safest and most secure data center in the region, located in the highest TV tower in the EU, and cloud computing services like virtual storage, servers, and recovery sites. LVRTC is also the only trusted certification authority in Latvia providing electronic signature services, as well as a wholesale provider of data transmission services to retail providers. Other core services of LVRTC include terrestrial broadcasting of radio and television programs covering the entire territory of Latvia.

Seeking cooperation in: Corporate entities looking for a high-quality data center site and cloud infrastructure services – storage, servers, and recovery sites.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LĀSMA

Legal form: Ltd
Address: Krusta iela 9, Langstiņi, Garkalnes nov., LV-2137, Latvia
Phone: +371 29235482
Fax: +371 67800606
E-mail: janis@lasma.lv
Website: www.lasma.lv

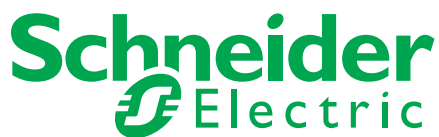
Member of the Board: Mr Jānis Kuzmins
Contact: Mr Jānis Kuzmins
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 13
Founded in: 1992

Turnover in 2011: EUR 1 000 000
Turnover in 2010: EUR 670 000
Export volume 2011: EUR 10 000
Export volume 2010: EUR 6 000
Main markets: Latvia

Business profile: Lāsmā 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 that meet customer needs, using products from well-known manufacturers.

Seeking cooperation in: We offer switchboard mounting.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



LEXEL FABRIKA

Legal form: Ltd

Address: A. Deglava iela 60, Rīga, LV-1035, Latvia

Phone: +371 67147228

Fax: +371 67549749

E-mail: support@lv.schneider-electric.com

Website: www.schneider-electric.lv

Managing Director: Mr Anders Borg

Contact: Mr Eduard Zaika

Position of the contact person: Quality Manager

Languages spoken: English, Estonian, Russian

Number of employees: 179

Founded in: 1993

Turnover in 2011: EUR 25 684 103

Turnover in 2010: EUR 25 850 129

Export volume 2011: EUR 25 551 972

Export volume 2010: EUR 25 348 417

Main markets: Sweden, Denmark, Germany, Spain, Norway

Business profile: Lixel Fabrika Ltd., an international company, has operated in Latvia since 1993. Since 1999 the company has been part of the global French group Schneider Electric SA. Lixel Fabrika produces and distributes various electric installation materials, such as switches, socket outlets, installation boxes, etc. More than 85% of the volumes are distributed outside the Baltic states, mainly to internal group customers. Workers in our company possess such characteristics as competence, loyalty, and efficiency, and our aim is to be customer-oriented and flexible to change in order to continuously improve and develop. In the future, Lixel 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 K-1, Rīga, LV-1039, Latvia

Phone: +371 29351359

Fax: +371 67600407

E-mail: info@maxicom.lv

Website: www.maxicom.lv

Member of the Board: Mr Eižens Putniņš

Contact: Mr Eižens Putniņš

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 5

Founded in: 1998

Turnover in 2011: EUR 302 457

Turnover in 2010: EUR 239 171

Main markets: Latvia

Business profile: Wired (including optical WDM) and wireless data network solution design, implementation and support, IT training, Cisco authorized training.

Seeking cooperation in: WLAN solution implementation for retail, logistics, transportation, and hospitality in the EU. Cisco and other training services in Latvia for foreigners (in English).

Certificates in use: Railway Safety Permit

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)

The logo for MEANDR, featuring the word "MEANDR" in a bold, orange, sans-serif font.

MEANDR

Legal form: Ltd

Address: Bieķensalas iela 5, Rīga, LV-1004, Latvia

Phone: +371 67627834

Fax: +371 67627834

E-mail: meandr@inbox.lv

Member of the Board: Mr Valerijs Gusevs

Contact: Mr Valerijs Gusevs

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 5

Founded in: 1991

Turnover in 2011: EUR 97 085

Turnover in 2010: EUR 79 205

Business profile: Design and manufacture of electronic devices. LED displays (clocks, thermometers, displays of fuel prices for petrol stations, currency exchange rate displays, timekeepers for sporting events). Safes and cash drawers with access control, electronic locks, and time delay devices for safes.

Seeking cooperation in: Sales and service of the products.



MICRO DATORS

Legal form: Ltd

Address: K. Ulmaņa gatve 2, Rīga, LV-1004, Latvia

Phone: +371 27842437, +371 22006646

Fax: +371 67281168

E-mail: info@microdators.lv

Website: www.microdators.lv

Chairman of the Board: Mr Viesturs Šelģmanovs-Plešs

Contact: Ms Ina Gudele

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 12

Founded in: 2006

Turnover in 2011: EUR 117 081

Turnover in 2010: EUR 320 382

Export volume 2011: EUR 17 921

Export volume 2010: EUR 21 340

Main markets: Latvia, Lithuania, Estonia, Ukraine

Business profile: Micro Dators Ltd. is an innovative, dynamic company working in telemetry systems and the smart metering field. The company's philosophy is to increase the level of customer satisfaction by using electronic devices and solutions. Micro Dators products offer the best possible solutions with excellent quality, reasonable prices, and higher efficiency. Micro Dators's 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. MAZZY 4 AQUAMET is a modular system 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: Micro Dators is looking for cooperation with integrators in different countries, offering telemetry systems for sale and maintenance.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA), Latvian Internet Association (LIA)



MOBILĀS SISTĒMAS

Legal form: Ltd

Address: Kaiju iela 9, Ventspils, LV-3602, Latvia

Phone: +371 29451181

Fax: +371 63629662

E-mail: dana.taurina@gmail.com

Website: www.msystems.eu

Member of the Board: Ms Dana Tauriņa

Contact: Ms Dana Tauriņa

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 4

Founded in: 2005

Turnover in 2011: EUR 92 429

Turnover in 2010: EUR 201 908

Main markets: Latvia

Business profile: The company's basic operation fields are the development of interactive exposures; delivery of various educational materials and training stands; creation of clean rooms and their equipment delivery; the carrying out of various electrical, scientific, and technical projects; new software creation and monitoring; development of various product prototypes and audio guide systems; programming; and the provision of other technical and scientific services.

Seeking cooperation in: Cooperation with scientific centers, software development companies, educational institutes, and companies that need to make various technological, scientific, and electrical research projects or deliver laboratory equipment, educational materials, educational stands, interactive games, and electrical equipment.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



NEONITA LATVIJA

Legal form: Ltd

Address: Kroņu iela 23C, Rīga, LV-1039, Latvia

Phone: +371 67516178

Fax: +371 67516178

E-mail: riga@neonita.lv

Website: www.neonita.lv

Chairman of the Board: Mr Oļegs Slosmans

Contact: Mr Oļegs Slosmans

Position of the contact person: Chairman of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 15

Founded in: 2000

Turnover in 2011: EUR 650 780

Turnover in 2010: EUR 582 524

Business profile: An engineering-industrial company engaged in developing, designing, manufacturing, and installing light systems with various levels of complexity. The company has worked in the visual advertising market since 1999. We have our own neon production facility, and we also possess sufficient capacities for manufacturing large-scale advertisements. Our company employs experts in the field of design, electricity, electronics, and the assembly of advertisement and design structures. We have accumulated a great deal of experience in the creation of light objects, from large outdoor advertisements, to decorative lighting elements, to the programming of lighting systems.

Seeking cooperation in: See Business profile.



OPTILAS

Legal form: Ltd.

Address: Rīgas gatve 64, Ādaži, Ādažu nov., LV-2164, Latvia

Phone: +371 26585666

Fax: +371 67325221

E-mail: info@optilas.lv

Website: www.optilas.lv

Member of the Board: Mr Alfrēds Šmits

Contact: Mr Alfrēds Šmits

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 4

Founded in: 2004

Turnover in 2011: EUR 2 244 853

Turnover in 2010: EUR 1 255 236

Export volume 2011: over EUR 10 000

Export volume 2010: less than EUR 10 000

Main markets: Estonia, Germany

Business profile: Sales and services of equipment for scientific research, manufacturing of electronics equipment.

Seeking cooperation in: Coherent laser manufacturers.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



PHOTON-L BALTIC

Legal form: Ltd

Address: E. Melngaiļa iela 2, Rīga, LV-1010, Latvia

Phone: +371 67495100

Fax: +371 67495101

E-mail: office@photon-l.lv

Website: www.photon-l.lv

Member of the Board: Mr Jānis Zeltiņš

Contact: Mr Jānis Zeltiņš

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 7

Founded in: 2010

Turnover in 2011: EUR 523 129

Turnover in 2010: EUR 30 902

Export volume 2011: EUR 280 876

Export volume 2010: EUR 22 572

Main markets: Latvia, Lithuania, Estonia, Sweden, Finland, Germany, Denmark, Norway, Russia, Ukraine

Business profile: Founded by a group of entrepreneurs with a vision for a greener future through lower energy consumption, Photon-L offers high-quality LED products using the latest advanced technologies.

We provide products for:

- Street and outdoor lighting.
- Parking lots.
- Storage facilities.
- Commercial buildings.
- Ports.
- Gas stations.
- Health care, educational, and administrative institutions.
- Manufacturing facilities.
- Sport facilities.
- Underground.
- Auto shops.

Seeking cooperation in: Cooperation partners, export market opportunities, and exchange of experience.

Certificates in use: ISO 9001, ISO 14001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA), Energy Efficiency Association of Latvia (LATEA), Energy Efficient Lighting Association



POINT TRANSACTION SYSTEMS

Legal form: Ltd

Address: Krasta iela 105A, Rīga, LV-1019, Latvia

Phone: +371 67844701

Fax: +371 67844702

E-mail: point@point.lv

Website: www.point.lv

Managing Director in Baltics: Mr Agris Štikāns

Contact: Ms Anna Blome

Position of the contact person: Marketing Manager in Baltics

Languages spoken: Latvian, English, Russian

Number of employees: 66

Founded in: 1998

Turnover in 2011: EUR 4 404 575

Turnover in 2010: EUR 4 203 856

Export volume 2011: EUR 2 625 718

Export volume 2010: EUR 2 553 383

Main markets: Latvia, Lithuania, Estonia, Sweden, Finland, UK, Norway

Business profile: Point offers a range of cost-effective multi-channel payment solutions. All are backed by Point's market-leading software and payment processing systems. Point offers VeriFone POS terminal rental and provides electronic payment solutions: Integrated ECR solutions; multi-channel solutions; stand-alone solutions; mobile, wireless solutions; unattended solutions; and contactless payment solutions. Terminal management: installation and configuration services; project management; requirements analysis; solutions and systems integration services; specialized consulting; repair service; staff training.

Seeking cooperation in: Merchants - from large retail chains to small businesses and online trading sites.

Certifications in use: Hardware: certified PCI, PED, EMV security requirements. Software: PA-DSS secure standards approved.

Member of association: Latvian Information and Communications Technology Association (LIKTA), Secure POS Vendor Alliance (SPVA)



RD ALFA MIKROELEKTRONIKAS DEPARTAMENTS

Legal form: JSC

Address: Maskavas iela 240, Rīga, LV-1063, Latvia

Phone: +371 67109400, +371 67189012

Fax: +371 67109498

E-mail: info@rdalfa.lv, diana.lapkis@rdalfa.lv

Website: www.rdalfa.lv

Chairman of the Board: Mr Mihails Lapkis

Contact: Ms Diana Lapkis

Position of the contact person: Project Manager, International Marketing Department

Languages spoken: Latvian, English, Russian

Number of employees: 68

Founded in: 1962. In 2002 becomes a legal successor of the Riga Scientific Research Institute of Micro-devices (RSRIMD) and Inventor.

Turnover in 2011: EUR 1 173 090

Turnover in 2010: EUR 1 336 787

Export volume 2011: EUR 1 163 150

Export volume 2010: EUR 1 325 735

Main markets: Estonia, Finland, other EU countries, Russia, other CIS countries, USA

Business profile: The main activities of the company are the development and mass production of high-quality microcircuits. The company's products include:

- Operational amplifiers.
- Comparators.
- Analogue switches.
- Circuits for general application in electronics.
- Video transmission, systems for long distance.

Seeking cooperation in: Distributors of microelectronics; distributors of video transmission systems; die assembly houses for subcontracting.

Certificates in use: ISO 9001-2008, EC - certificate of conformity No. E006/01

Member of Association: Component Obsolescence Group (COG)



REAL SOUND LAB

Legal form: Ltd

Address: Uriekstes iela 2A, Rīga, LV-1005, Latvia

Phone: +371 67889828

Fax: +371 67889829

E-mail: info@realsoundlab.com

Website: www.realsoundlab.com

Chairman of the Board: Mr Viesturs Sosārs

Contact: Mr Viesturs Sosārs

Position of the contact person: Chairman of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 7

Founded in: 2004

Turnover in 2011: EUR 682 635

Turnover in 2010: EUR 1 287 071

Export volume 2011: EUR 681 849

Export volume 2010: EUR 1 285 575

Main markets: EU, Russia, USA, China, Japan

Business profile: Real Sound Lab is an independent, R&D focused company that develops technology solutions for sound engineering in the professional and consumer markets. Real Sound Lab has created and developed a proprietary and patented technology called CONEQ™, which provides a fully automated equalization of loudspeakers with very high accuracy and eliminates linear distortions in speakers and their systems. The company offers APEQ, a unique equalizer based on loudspeaker acoustic power measurement (CONEQ™ technology). This provides loudspeaker correction, subjectively improving the loudspeaker sound. APEQ enables rapid improvement, thereby reducing time and resource consumption in comparison to other available loudspeaker sound correction methods. 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).

Seeking cooperation in: Technology licensing solutions both in the 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)

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)

REGULA BALTIJA

Legal form: Ltd

Address: A. Pumpura iela 97, Daugavpils, LV-5404, Latvia

Phone: +371 65431299

Fax: +371 65431290

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: 55

Founded in: 2005

Turnover in 2011: EUR 5 936 957

Turnover in 2010: EUR 3 264 336

Export volume 2011: EUR 4 792 035

Export volume 2010: EUR 2 971 316

Main markets: EU, Asia, North and South America, Africa, Middle East

Business profile: The company's main activity is the manufacturing of devices for authenticity control of security papers, IDs, passports, banknotes, and driving licenses, as well as the 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 detecting falsifications of vehicle identification numbers (VIN) by magneto-optical visualization (non-destructive method); mobile laboratories for examining documents and other security papers; passport readers; databases of travel documents and banknotes.

Seeking cooperation in: Distribution, joint ventures.

Certificates in use: ISO 9001, ISO 27001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



REMEKS SERVISS

Legal form: Ltd
Address: Sila iela 1A, Rīga, LV-1057, Latvia
Phone: +371 67724101
Fax: +371 67724100
E-mail: info@remeks.lv
Website: www.remeks.lv

Chairman of the Board: Mr Sergejs Fjodorovs
Contact: Mr Egīls Kaross
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 100
Founded in: 1998

Turnover in 2011: EUR 1 700 000
Turnover in 2010: EUR 3 058 905
Export volume 2011: EUR 20 400
Export volume 2010: EUR 52 800
Main markets: Latvia, other EU countries, Russia, Belarus, Croatia

Business profile: Remeks Serviss offers a wide range of engineering services – starting from the design and assembly of various systems and equipment to the technical maintenance and modernization in power engineering, telecommunications, and alarm systems.

Seeking cooperation in: Fixed and mobile operators, telecommunications equipment manufacturers; manufacture of electrical transformers, manufacture of electricity distribution and control apparatus, manufacture of other electrical equipment.

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001:2004, Industrial Security Certificate



REML RŪPNĪCA

Legal form: Ltd
Address: A. Deglava iela 60, Rīga, LV-1035, Latvia
Phone: +371 67577404
Fax: +371 67578875
E-mail: remlr@inbox.lv
Website: www.remlr.lv

Chairman of the Board: Mr Edvarts Bošs
Contact: Mr Ivars Stīpiņš
Position of the contact person: Finance Director
Languages spoken: Latvian, English, German, Russian
Number of employees: 100
Founded in: 1945

Turnover in 2011: EUR 1 422 872
Turnover in 2010: EUR 1 398 683
Main markets: Latvia, Lithuania, Estonia, Russia

Business profile: The manufacture of plastic component parts (max volume 250 cm³), carrying out of presswork for metal component parts (max press power 63 tons), and provision of product assembly services. Manufacture of stamps and equipment for electrical installations (wall sockets, switches, plugs, boxes, etc.).

Seeking cooperation in: See Business profile.

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC)



RITEC

Legal form: Ltd

Address: Aizkraukles iela 23, Rīga, LV-1006, Latvia

Phone: +371 67543304

Fax: +371 67543304

E-mail: ritec@ritec.lv

Website: www.ritec.lv

Chief Executive Officer: Mr Viktors Ivanovs

Contact: Mr Viktors Ivanovs

Position of the contact person: Chief Executive Officer

Languages spoken: Latvian, English, Russian

Number of employees: 9

Founded in: 1992

Turnover in 2011: EUR 504 425

Turnover in 2010: EUR 339 470

Export volume 2011: EUR 370 000

Export volume 2010: EUR 290 000

Main markets: Germany, Austria, Luxembourg, France, Argentina

Business profile: Production and development of room-temperature semiconductor radiation detectors for various applications and some electronics for their application.

Seeking cooperation in: Semiconductor (CdZnTe) material and electronics components purchasing, development of electronic devices for spectrometric measurements, sales of products.

Member of association: Institute of Electrical and Electronics Engineers (IEEE), International Society for Optics and Photonics (SPIE)



RĪGAS ELEKTROMAŠĪNBŪVES RŪPNĪCA

Legal form: JSC

Address: Ganību dambis 31, Rīga, LV-1005, Latvia

Phone: +371 67381193

Fax: +371 67046959

E-mail: office@rer.lv

Website: www.rer.lv

Chairman of the Board: Mr Mikalai Yerokhau

Contact: Mr Oļegs Šapovalovs

Position of the contact person: Advisor of General Director in R&D

Languages spoken: Latvian, English, Russian

Number of employees: 980

Founded in: 1991

Turnover in 2011: EUR 32 485 432

Turnover in 2010: EUR 19 147 496

Export volume 2011: EUR 25 594 056

Export volume 2010: EUR 12 683 273

Main markets: Latvia, Russia, Ukraine

Business profile: Electrical equipment for electric trains, metro, passenger cars.

Seeking cooperation in: Repair of electrical equipment for trains and metro.

Certificates in use: ISO 9001, Certification of the Federal Rail Transport

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC)



SAF TEHNIKA

Legal form: JSC
Address: Ganību dambis 24A, Rīga, LV-1005, Latvia
Phone: +371 67046840
Fax: +371 67046809
E-mail: marketing@saftehnika.com
Website: www.saftehnika.com

Chairman of the Board: Mr Normunds Bergs
Contact: Ms Evija Baula
Position of the contact person: PR & Marketing Manager
Languages spoken: Latvian, English, Russian
Number of employees: 160
Founded in: 1999

Turnover in 2011: EUR 13 710 000
Turnover in 2010: EUR 15 503 700
Export volume 2011: EUR 13 190 000
Export volume 2010: EUR 14 960 000
Main markets: Worldwide

Business profile: JSC SAF Tehnika is a Latvian (Europe) designer, manufacturer, 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 2 main product lines: licensed CFIP and unlicensed SAF FreeMile. Mobile and alternative operators, PTT/fixed operators, broadband access providers, ISPs, government, utility companies, and many others across the world have already chosen to work with SAF Tehnika as a company of reliable and energy efficient products, unparalleled delivery terms, and worldwide warranty service, as well as extremely effective and direct management-level communication. Broad expertise for a fair price – this is what we can offer our time- and money-sensitive customers, who value investments in high-class services and sustainable solutions to stay fit for the emerging age of green and smart economies.

Seeking cooperation in: SAF Tehnika is looking for partners – equipment distributors and end users.

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



SATEMA BALTIC

Legal form: Ltd
Address: Akmeņu iela 45, Ogre, Ogres nov., LV-5000, Latvia
Phone: +371 65048616
Fax: +371 65048617
E-mail: aigars.germanis@satema.lv
Website: www.satema.se, www.satema.no

Director: Mr Aigars Germanis
Contact: Mr Aigars Germanis
Position of the contact person: Director
Languages spoken: Latvian, English, Russian
Number of employees: 10
Founded in: 2006

Turnover in 2011: EUR 2 229 489
Turnover in 2010: EUR 1 394 225
Export volume 2011: EUR 2 006 540
Export volume 2010: EUR 1 185 091
Main markets: Scandinavia

Business profile: Switchboards, temporary el. equipment.

Seeking cooperation in: See Business profile.



SENSOTECH

Legal form: Ltd

Address: Inženieru iela 101, Ventspils, LV-3601, Latvia

Phone: +371 28663400, +371 63629661

Fax: +371 63629662

E-mail: info@b-phone.eu

Website: www.sensotech.lv

Chairman of the Board: Mr Austris Galindoms

Contact: Mr Salvis Roga

Position of the contact person: Project Manager

Languages spoken: Latvian, English, German, Russian

Number of employees: 5

Founded in: 2008

Turnover in 2011: EUR 95 000

Turnover in 2010: EUR 108 069

Export volume 2011: EUR 10 000

Export volume 2010: EUR 7 000

Main markets: Latvia, Sweden, Netherlands, Norway

Business profile: Production of electronic mobile monitoring devices for monitoring of different objects – children, properties, yachts. Developing of prototypes in the electronics field.

Seeking cooperation in: Technology development partners for developing new electronic products / product sales representatives (agents, distributors) in different countries, with the observation and monitoring of sector-related companies for the development of joint projects.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



SILMOR

Legal form: Ltd

Address: Ropažu iela 140, Rīga, LV-1006, Latvia

Phone: +371 67541803

Fax: +371 67541932

E-mail: info@silmor.eu

Website: www.silmor.eu

Chairman of the Board: Mr Jānis Siliņš

Contact: Mr Jānis Siliņš

Position of the contact person: Chairman of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 10

Founded in: 1995

Turnover in 2011: EUR 109 477

Turnover in 2010: EUR 72 054

Export volume 2011: EUR 52 629

Main markets: Latvia, Estonia, Lithuania, USA

Business profile: Production of membrane switch panels, membrane overlays, metal plates, and labels.

Seeking cooperation in: Electronic parts and components, technical marking, metal industry.

Certificates in use: ISO 9001

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia (MASOC)

STE-VIKAN

STE-VIKAN

Legal form: Ltd

Address: Mazā krasta iela 83, Rīga, LV-1003, Latvia

Phone: +371 67365142

Fax: +371 67241712

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: 32

Founded in: 1993

Turnover in 2011: EUR 981 440

Turnover in 2010: EUR 608 943

Export volume 2011: EUR 134 486

Export volume 2010: EUR 155 097

Main markets: Sweden

Business profile: STE-Vikan Ltd. provides 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 at STE-Vikan: cable cutting and stripping, potting, contacts on reel, crimping equipment, hydraulic press, specific fixtures, tooling for stable performance, manual soldering.

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

Certificates in use: ISO 9001, ISO 14001, IPC-A-610, IPC-A-620

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)

Teliko

TELIKO

Legal form: Ltd

Address: Zemitāna iela 2B, Rīga, LV-1012, Latvia

Phone: +371 67620626

Fax: +371 67620653

E-mail: info@teliko.com

Website: www.teliko.com

Member of the Board: Mr Reinis Kula

Contact: Ms Una Grinberga

Position of the contact person: Office Manager

Languages spoken: Latvian, English, German, Russian

Number of employees: 12

Founded in: 2009

Turnover in 2011: EUR 336 710

Turnover in 2010: EUR 95 654

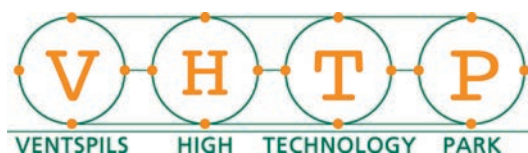
Export volume 2011: EUR 84 177

Export volume 2010: EUR 23 913

Main markets: Europe, Middle East, East Asia, Oceania, Africa, North and South America

Business profile: The company specializes in creating, developing, and manufacturing remote energy meter-reading devices, intelligent street-lighting management, and power-grid management solutions. The company offers three main products: Citylight.net, a street lighting control and management system; Metlink, a system that remotely reads and transmits energy meter measurements, using GSM data transmission; and a power-grid monitoring system. Teliko Ltd. offers to develop products according to individual client orders, allowing customers to distribute them later under their own brand name.

Seeking cooperation in: Teliko Ltd. is interested in cooperation with lamp manufacturers, lighting infrastructure managers, municipalities, and electricity suppliers. The company is also interested in attracting partners who would like to distribute Teliko Ltd. products in other countries.



VEF RADIOTEHNIKA RRR

Legal form: JSC

Address: Kurzemes prospekts 3, Rīga, LV-1067, Latvia

Phone: +371 67418828

Fax: +371 67459201

E-mail: info@rrr.lv

Website: www.rrr.lv

Chairman of the Board: Mr Eduards Maļejevs

Contact: Mr Boriss Livcha

Position of the contact person: Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 50

Founded in: 1928

Turnover in 2011: EUR 1 878 445

Turnover in 2010: EUR 1 732 507

Export volume 2011: EUR 626 104

Export volume 2010: EUR 602 817

Main markets: Latvia, Italy, Czech Republic, Russia, Belarus

Business profile: The successful combination of company's 80 - year working experience and the latest production and research technologies have made VEF Radiotehnika RRR acoustic systems to be well-known for their outstanding sound quality and classical design.

Company specializes in:

- acoustic system production;
- production of acoustic system for home theatres;
- built-in loudspeaker production;
- manufacture of professional speaker cabinets;
- manufacture of printed circuit boards;
- assembly of printed circuit boards, including SMD assembly;
- assembly of electronic parts, cable harnesses.

Seeking cooperation in: New models of development, wholesale.

VENTSPILS AUGSTO TEHNOLOĢIJU PARKS (VATP)

(Ventspils High Technology Park)

Legal form: Foundation

Address: Inženieru iela 101, Ventspils, LV-3601, Latvia

Phone: +371 63629661

Fax: +371 63629662

E-mail: info@vatp.lv

Website: www.vatp.lv

Member of the Board: Mr Ivars Eglājs

Contact: Ms Sanda Šaka

Position of the contact person: Board Project's Manager

Languages spoken: Latvian, English, German, Russian

Number of employees: 16

Founded in: 2005

Turnover in 2011: EUR 1 250 451

Turnover in 2010: EUR 1 245 350

Business profile: The foundation Ventspils High Technology Park (VHTP) provides all the necessary infrastructure and support services for the development of companies that are engaged in the field of high technologies and perform activities in Ventspils. The priority fields of VHTP are IT, telecommunications, electronics, mechanical engineering, industrial automation, computer-aided design, and space technologies.

Structural units: Business Incubator, including Pre-incubator, Service Department of the Technology Park, Development and Marketing Department, and the Kurzeme Democentre interactive science centre .

Seeking cooperation in: VHTP is looking for partners both for the foundation and its companies, for cooperation projects in these fields: IT, telecommunications, electronics, mechanical engineering, industrial automation, computer-aided design, and space technologies.

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



VENTSPILS ELEKTRONIKAS FABRIKA (HansaMatrix)

Legal form: Ltd
Address: Kaiju iela 9, Ventspils, LV-3602, Latvia
Phone: +371 63620900
Fax: +371 63620901
E-mail: sales@hansamatrix.com
Website: www.hansamatrix.com

Chairman of the Board: Mr Ilmārs Osmanis
Contact: Ms Diāna Jegorova
Position of the contact person: Sales and Customer Relationship Manager
Languages spoken: Latvian, English, Russian
Number of employees: 40
Founded in: 2005

Turnover in 2011: EUR 921 844
Turnover in 2010: EUR 803 991
Main markets: Sweden, Finland, Denmark, UK, Norway

Business profile: Ventspils Elektronikas Fabrika is the second manufacturing plant of the electronic manufacturing services provider HansaMatrix. It is equipped with state-of-the-art assembling technology – SMD FUJI NXT assembling systems – and world-class verification and traceability IT solutions. Offering full electronics manufacturing services, from design support to the complete box build.

Seeking cooperation in: Provision of Electronic Manufacturing Services (SMT, T/H, testing and conformal coating).

Certificates in use: ISO 9001, ISO 14001, ISO 13485

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



VIDES REKLĀMA

Legal form: Ltd
Address: A. Deglava iela 50, Rīga, LV-1035, Latvia
Phone: +371 67771177
Fax: +371 67146494
E-mail: info@gid.lv
Website: www.gid.lv

Chairman of the Board: Mr Imants Daugulis
Contact: Mr Imants Daugulis
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 19
Founded in: 2009

Turnover in 2011: EUR 321 313
Turnover in 2010: EUR 260 500
Export volume 2011: EUR 9 600
Main markets: Latvia, Sweden, Denmark

Business profile: Full-service visual outdoor advertising design, production, montage, up-keeping.

Seeking cooperation in: Visual outdoor advertising.



VOLBURG

Legal form: Ltd

Address: Ganību dambis 24A, Rīga, LV-1005, Latvia

Phone: +371 67519780

Fax: +371 67519779

E-mail: info@volburg.lv

Website: www.volburg.lv

Managing Director: Mr Viktors Kononovs

Contact: Mr Viktors Kononovs

Position of the contact person: Managing Director

Languages spoken: Latvian, English, Russian

Number of employees: 40

Founded in: 1996

Turnover in 2011: EUR 2 225 474

Turnover in 2010: EUR 1 706 305

Export volume 2011: EUR 1 765 711

Export volume 2010: EUR 1 133 923

Main markets: Sweden, Denmark, Germany, Norway

Business profile: Volburg is a contract manufacturer of electronics. The company's facilities and production equipment are adjusted for the assembly of small- and medium-sized production volumes of PCB boards with different levels of complexity. Services:

- Product development and engineering support services, including printed circuit board layout design, programming, inspection, and testing solutions.
- Automated in-line SMD assembly - FUJI GPX screen printers, FUJI XPF, Autotronic BS390 SMD pick & place machines.
- In-line and off-line automated optical inspection.
- Opticheck inspection machines, Optilia video-microscope.
- Wave and selective soldering.
- Manual and semi-manual SMD and THT assembly.
- Inspection and testing.
- Final assembling and packing, including sub-units assemblies, box-built products.

Seeking cooperation in: Long-term relationships with industrial electronics manufacturers.

Certificates in use: ISO 9001, ISO 14001

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



V UN L ELEKTRONIKA

Legal form: Ltd

Address: Kosmonautu iela 10-7, Rēzekne, LV-4604, Latvia

Phone: +371 64633773

Fax: +371 64633773

E-mail: elektroz@inbox.lv

Director: Mr Vasilijš Sidorenko

Contact: Mr Vasilijš Sidorenko

Position of the contact person: Director

Languages spoken: Latvian, German, Russian

Number of employees: 29

Founded in: 2005

Turnover in 2011: EUR 447 167

Turnover in 2010: EUR 95 744

Export volume 2011: EUR 72 945

Export volume 2010: EUR 6 214

Main markets: Latvia, Finland, Czech Republic

Business profile: V un L Elektronika was established as a subcontractor for manufacturing electromechanical and electrical devices. The company's main products are switches, extension outlets, wall boxes, various species of non-assembled parts, patch cords, etc.

Seeking cooperation in: To be a preferred subcontractor in the areas of thermo set moulding, manual and semi-automatic assembly, wire trimming, and patch-cord making.

Certificates in use: ISO 9001



WILL SENSORS

Legal form: Ltd
Address: Ulbrokas iela 23, Rīga, LV-2012, Latvia
Phone: +371 67718678
Fax: +371 66012063
E-mail: info@willsensors.lv
Website: www.willsensors.lv

Chairwoman of the Board: Ms Inga Līduma
Contact: Ms Inga Līduma
Position of the contact person: Chairwoman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 4
Founded in: 2009

Turnover in 2011: EUR 341 000
Turnover in 2010: EUR 120 870
Export volume 2011: EUR 2 000
Export volume 2010: EUR 1 000
Main markets: Latvia

Business profile: Specialization in sensors and solutions for industrial automation for detection, measurement, connection, fieldbus, control, and plant monitoring.

Seeking cooperation in: Part and solution supply for OEM.



ZAAO SYSTEMS

Legal form: Ltd
Address: Bunkuri, Meļņova, Verēmu pag., Rēzeknes nov., LV-4604, Latvia
Phone: +371 67607208
E-mail: andis@systems.lv
Website: www.recycling.lv

Chairman of the Board: Mr Jānis Bikše
Contact: Mr Andis Strazdiņš
Position of the contact person: Commercial Director
Languages spoken: Latvian, English, Russian
Number of employees: 6
Founded in: 2004

Turnover in 2011: EUR 385 089
Turnover in 2010: EUR 46 544
Main markets: Latvia

Business profile: ZAAO Systems Ltd. key activities are the collection, treatment, and recycling of electronic equipment waste, and include the purchasing, collection, and sale of secondary raw materials.

Seeking cooperation in: See Business profile.

Certificates in use: Permit for category B polluting activities, "Treatment of electrical and electronic equipment waste"; No. RI 12 IB 0085, issued by Lielrigas Regional Environmental Board (Ministry of Environmental Protection and Regional Development).

Member of association: Latvian Electrical Engineering and Electronics Industry Association (LEtERA)



Z-LIGHT

Legal form: Ltd

Address: Celtniecības iela 8, Līvāni, LV-5316, Latvia

Phone: +371 65307311

Fax: +371 65307170

E-mail: info@z-light.lv

Website: www.z-light.lv

Member of the Board: Mr Daumants Pfafrods

Contact: Mr Jānis Pfafrods

Position of the contact person: Mechanical Department
Manager

Languages spoken: Latvian, English, Russian

Number of employees: 86

Founded in: 2004

Turnover in 2011: EUR 6 663 788

Turnover in 2010: EUR 5 998 638

Export volume 2011: EUR 6 661 175

Export volume 2010: EUR 5 995 653

Main markets: EU, Israel, USA, Canada, Taiwan

Business profile: Design, manufacturing, and distribution
of optical fibers, optical fiber products, and metal parts.

Seeking cooperation in: Manufacturing of high-precision
metal parts.

Certificates in use: ISO 9001

Useful Addresses

LATVIJAS ELEKTROTEHNIKAS UN ELEKTRONIKAS RŪPNIECĪBAS ASOCIĀCIJA

(Latvian Electrical Engineering
and Electronics Industry Association)
Address: Dzirnāvu iela 93, Rīga, LV-1011, Latvia
Phone: +371 67288360
Fax: +371 67288390
E-mail: letera@latnet.lv
Website: www.lettera.lv

LATVIJAS MAŠINBŪVES UN METĀLAPSTRĀDES RŪPNIECĪBAS ASOCIĀCIJA

(Association of Mechanical Engineering
and Metalworking Industries of Latvia)
Address: Ezermalas iela 6K-109, Rīga, LV-1006, Latvia
Phone: +371 67554825
Fax: +371 67089776
E-mail: masoc@masoc.lv
Website: www.masoc.lv

LATVIJAS DATORTEHNOLOĢIJU ASOCIĀCIJA

(Association of Computer Technologies of Latvia)
Address: Tērbatas iela 28, Rīga, LV-1011, Latvia
Phone: +371 67283626
Fax: +371 67283626
E-mail: ldta@itnet.lv
Website: www.itnet.lv

LATVIJAS INFORMĀCIJAS UN KOMUNIKĀCIJAS TEHNOLOĢIJAS ASOCIĀCIJA

(Latvian Information and Communications
Technology Association)
Address: Stabu iela 47-1, Rīga, LV-1011, Latvia
Phone: +371 67311821
Fax: +371 67315567
E-mail: office@likta.lv
Website: www.likta.lv

LATVIJAS TELEKOMUNIKĀCIJU ASOCIĀCIJA

(Telecommunications Association of Latvia)
Address: Akadēmijas laukums 1-702, LV-1050, Latvia
Phone: +371 67227840
Fax: +371 67871111
E-mail: info@telecom.lv
Website: www.telecom.lv

VSIA SERTIFIKĀCIJAS UN TESTĒŠANAS CENTRS

(State Ltd Certifying and Testing Centre)
Address: Dārza iela 12, Priekuļi, Priekuļu pag.,
Priekuļu nov., LV-4126, Latvia
Phone: +371 64130013
Fax: +371 64130010
E-mail: info@stc.lv
Website: www.stc.lv

ELEKTRONIKAS UN DATORZINĀTŅU INSTITŪTS

(Institute of Electronics and Computer Science)
Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia
Phone: +371 67554500
Fax: +371 67555337
E-mail: info@edi.lv
Website: www.edi.lv

TRANSPORTA UN SAKARU INSTITŪTS

(Transport and Telecommunication Institute)
Address: Lomonosova iela 1, Rīga, LV-1019, Latvia
Phone: +371 67100661
Fax: +371 67100660
E-mail: tsi@tsi.lv
Website: www.tsi.lv

RĪGAS TEHNISKĀ UNIVERSITĀTE

(Riga Technical University)
Address: Kaļķu iela 1, Rīga, LV-1658, Latvia
Phone: +371 67089333
Fax: +371 67820094
E-mail: info@rtu.lv
Website: www.rtu.lv

RĪGAS TEHNISKĀS UNIVERSITĀTES INDUSTRIĀLĀS ELEKTRONIKAS UN ELEKTROTEHNIKAS INSTITŪTS

(Institute of Industrial Electronics and Electrical
Engineering, Riga Technical University)
Address: Kaļķu iela 1, Rīga, LV-1658, Latvia
Phone: +371 67089919
Fax: +371 67820094
E-mail: eef@rtu.lv
Website: http://etdv.rtu.lv/

**RĪGAS TEHNISKĀS UNIVERSITĀTES ENERĢĒTIKAS
UN ELEKTROTEHNIKAS FAKULTĀTE**

(Faculty of Power and Electrical Engineering,
Riga Technical University)
Address: Kronvalda bulvāris 1, Rīga, LV-1010, Latvia
Phone: +371 67089901
Fax: +371 65307170
E-mail: rita@eef.rtu.lv
Website: www.eef.rtu.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 67089245
Fax: +371 67089292
E-mail: etf@rtu.lv
Website: www.etf.rtu.lv

**RĪGAS TEHNISKĀS UNIVERSITĀTES
NEORGANISKĀS ĶĪMIJAS INSTITŪTS**

(Institute of Inorganic Chemistry,
Riga Technical University)
Address: Miera iela 34, Salaspils, LV-2169, Latvia
Phone: +371 67944711
Fax: +371 67800779
E-mail: nki@nki.lv
Website: www.nki.lv

**LATVIJAS UNIVERSITĀTES CIETVIELU
FIZIKAS INSTITŪTS**

(Institute of Solid State Physics, University of Latvia)
Address: Ķengaraga iela 8, Rīga, LV-1063, Latvia
Phone: +371 67187816
Fax: +371 67132778
E-mail: issp@cfi.lu.lv
Website: www.cfi.lu.lv

LATVIJAS UNIVERSITĀTES FIZIKAS INSTITŪTS

(Institute of Physics, University of Latvia)
Address: Miera iela 32, Salaspils, LV-2169, Latvia
Phone: +371 67944700
Fax: +371 67901214
E-mail: fizinst@sal.lv
Website: www.ipul.lv

**VENTSPILS AUGSTSKOLAS INŽENIERZINĀTŅU
INSTITŪTA VENTSPILS STARPTAUTISKAIS
RADIOASTRONOMIJAS CENTRS**

(Engineering Research Institute, Ventspils International
Radio Astronomy Centre of Ventspils University College)
Address: Inženieru iela 101, Ventspils, LV-3601, Latvia
Phone: +371 63628303
Fax: +371 63629660
E-mail: virac@venta.lv
Website: www.virac.eu

RĪGAS AERONAVIGĀCIJAS INSTITŪTS

(Riga Aeronautical Institute)
Address: Mežkalnu iela 9, Rīga, LV-1058, Latvia
Phone: +371 67677831
Fax: +371 67677831
E-mail: rai.lv@ml.lv
Website: www.rai.lv

CĒSU PROFESIONĀLĀ VIDUSSKOLA

(Cesis Professional Secondary School)
Address: Piebalgas iela 3, Cēsis, LV-4101, Latvia
Phone: +371 64122971
Fax: +371 64123458
E-mail: cpv@skolas.cesis.lv
Website: www.cpv.lv

OGRES VALSTS TEHNIKUMS

(Ogre State Technical School)
Address: Ogres meža tehnikums, Aizupes, Tinūžu pag.,
Ikšķiles nov., LV-5001, Latvia
Phone: +371 65024254
Fax: +371 65055201
E-mail: ovt@ovt.lv
Website: www.ovt.lv

**RĪGAS TEHNISKĀS KOLEDŽAS PROFESIONĀLĀS
IZGLĪTĪBAS KOMPETENCES CENTRS**

(Professional Education Competence Centre, Riga
Technical College)
Address: Braslas iela 16, Rīga, LV-1084, Latvia
Phone: +371 67081400
Fax: +371 67561026
E-mail: brasla@rtk.lv
Website: www.rtk.lv

**ZIEMEĻKURZEMES PROFESIONĀLĀS
IZGLĪTĪBAS KOMPETENCES CENTRS "VENTSPILS
PROFESIONĀLĀ VIDUSSKOLA"**

(North Kurzeme Vocational Education Competence
Centre of Ventspils, Vocational Secondary School)
Address: Saules iela 15, Ventspils, LV-3601, Latvia
Phone: +371 63622663
Fax: +371 63623060
E-mail: info@pikc.lv
Website: www.pikc.lv

**VIDZEMES REĢIONA PROFESIONĀLĀS IZGLĪTĪBAS
ATTĪSTĪBAS KOMPETENCES CENTRS**

(Vidzeme Centre of Professional Education)
Address: Purva iela 12, Valmiera, LV-4201, Latvia
Phone: +371 64281741
Fax: +371 64281756
E-mail: vpikc@pic.lv
Website: www.pic.lv

Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia

Address: Pērses iela 2, Rīga, LV-1442, Latvia

Phone: +371 67039499

Fax: +371 67039401

E-mail: liaa@liaa.gov.lv

www.liaa.gov.lv

www.exim.lv

www.polarisprocess.com

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.

With almost 20 years of experience in attracting of foreign direct investment to Latvia and promoting 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 Minsk (Belarus), Beijing (China), Copenhagen (Denmark), Paris (France), Berlin (Germany), Tokyo (Japan), Vilnius (Lithuania), The Hague (the Netherlands), Oslo (Norway), Warsaw (Poland), Moscow (Russia), Stockholm (Sweden), London (UK) and Kiev (Ukraine).

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 its own 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 (IPIs) in the world, according to the Global Investment Promotion Benchmarking published by the World Bank. LIAA finished 7th in a fierce competition of 213 investment promotion agencies.

We look forward to helping your company succeed in Latvia!

Representative Offices of Investment and Development Agency of Latvia

Representative Office in Belarus
Embassy of the Republic of Latvia
ул. Дорошевича 6а, Minsk 220013,
Belarus
Phone: +375 17 211 3033
Fax: +375 17 284 7494
E-mail: by@liaa.gov.lv

Representative Office in China
Embassy of the Republic of Latvia
Unit 71, Green Land Garden No 1A
Green Land Road,
Chaoyang District, Beijing 100016,
China
Phone: +86 10 64333863
Fax: +86 10 64333810
E-mail: cn@liaa.gov.lv

Representative Office in Denmark
Embassy of the Republic of Latvia
Rosbæksvej 17, DK-2100,
Copenhagen Ø, Denmark
Phone: +45 3927 6009
Fax: +45 3927 6173
E-mail: dk@liaa.gov.lv

Representative Office in France
Ambassade de Lettonie
6, villa Saïd 75116 Paris, France
Phone: +33 1 53 64 58 15
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