



INCOTEX ELECTRONICS GROUP

Company profile

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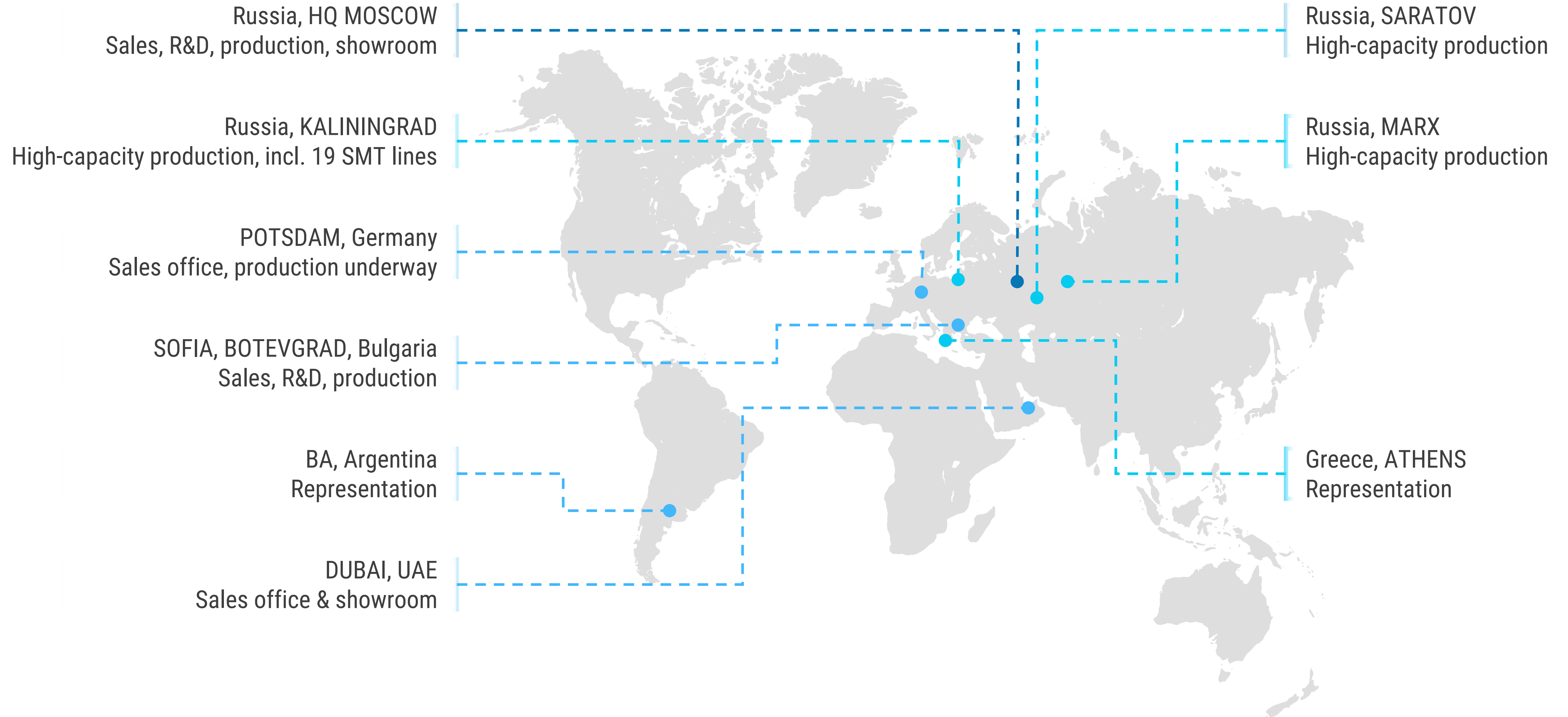
**Incotex Electronics Group** is the Russian biggest private manufacturer of electronics that independently designs and produces more than 600 types of products among which there are electricity meters and smart metering systems, trade equipment, digital equipment, LED displays, video surveillance systems, and LED lighting solutions.

## Key facts about INCOTEX:

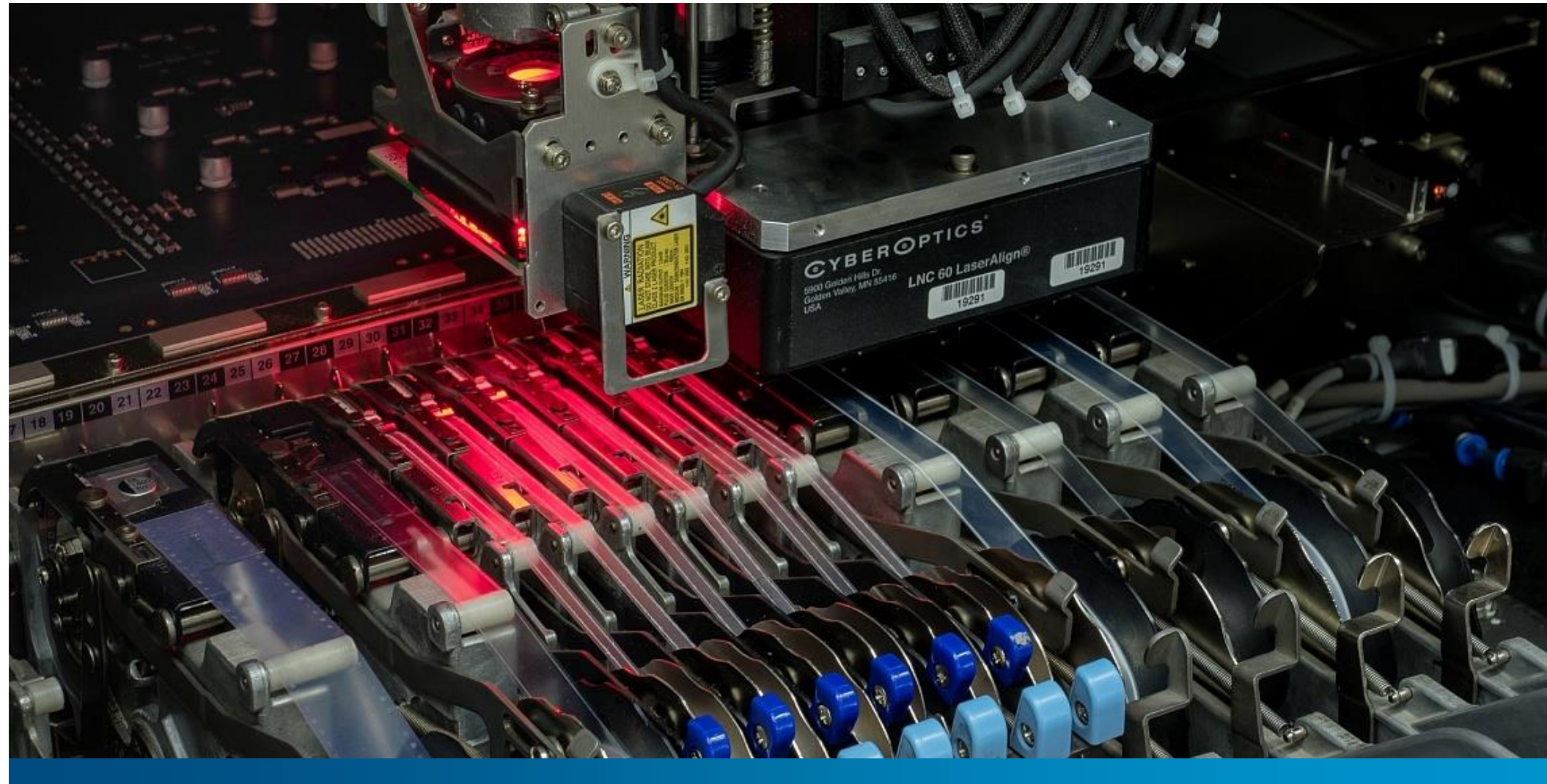
- Established in **1989**;
- **>600** types of products;
- Full design and production cycle;
- Manufacturing of only proprietary products (**>150 patents**);
- **>3 000** employees among which are **>200** researchers;
- Production facilities **>160 000 m<sup>2</sup>** (in property);
- 5 production factories (in Russia and Bulgaria);
- Export to 30 countries around the world.



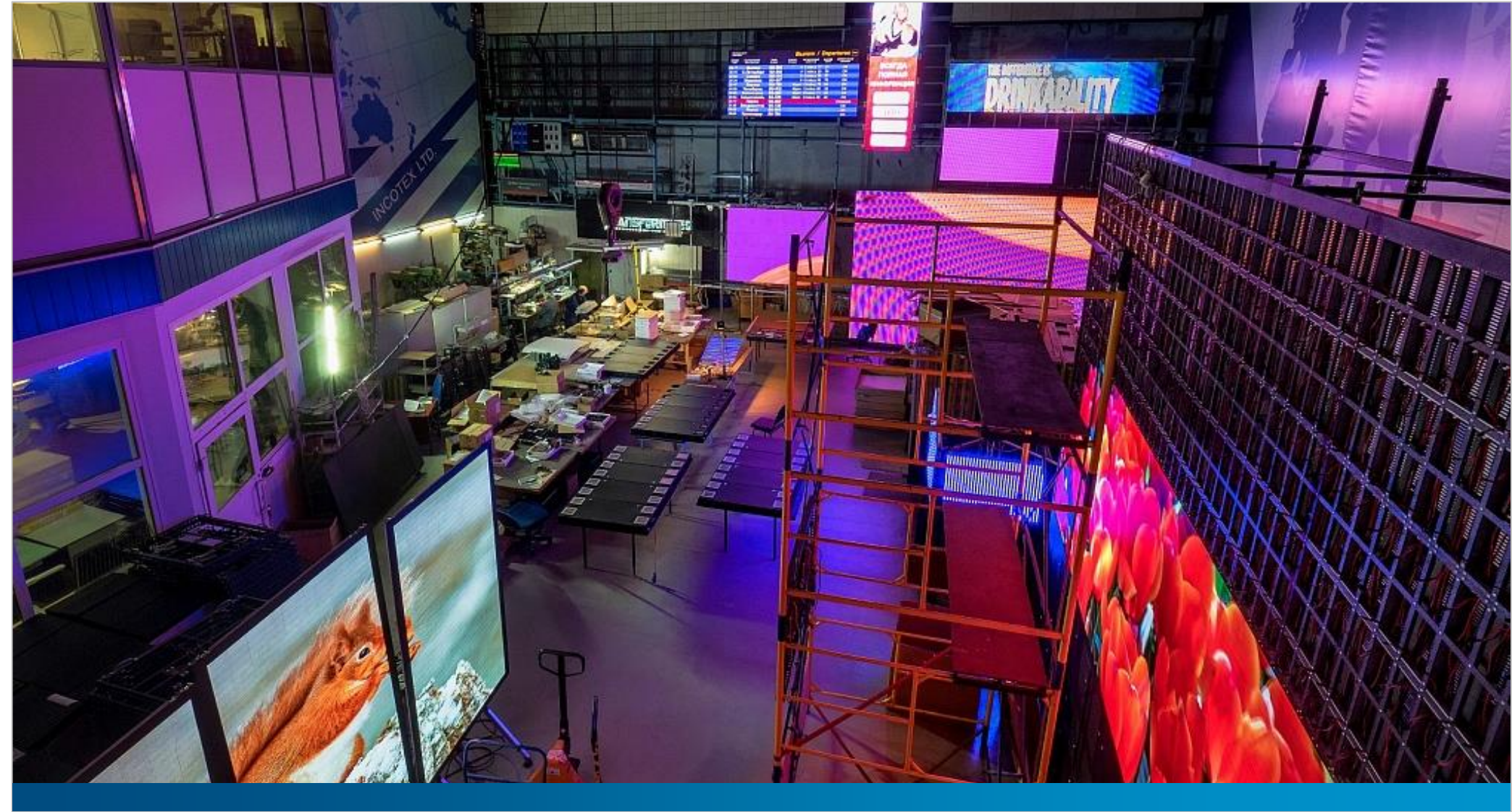
# Incotex in the World



# Full design and manufacturing cycle



# Full design and manufacturing cycle



# Incotex products

> 4M pcs/year



Electricity Metering Systems

> 300,000 – 400,000 pcs/year



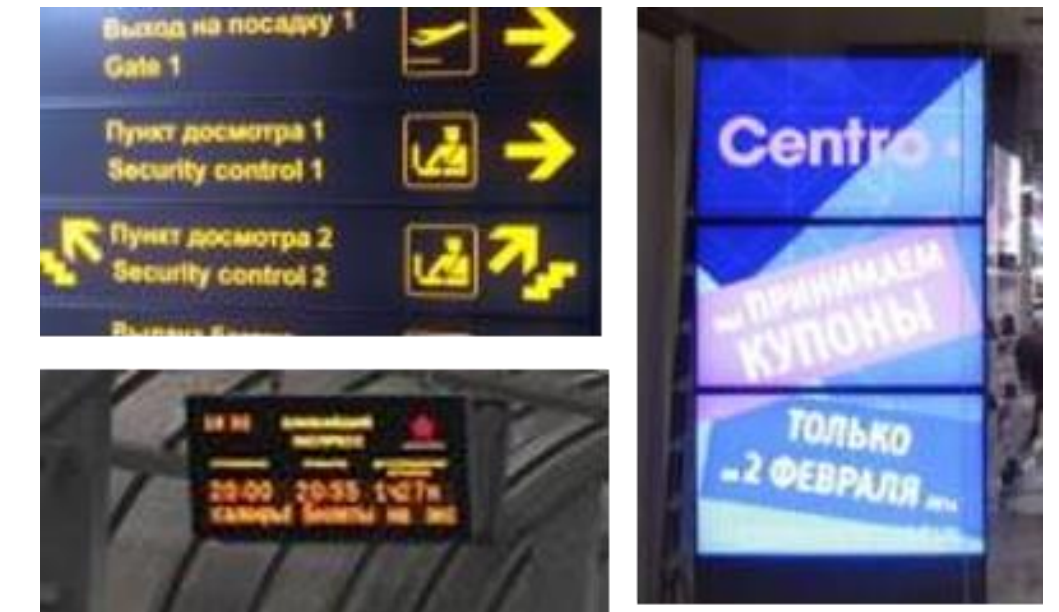
Electronic Trade Equipment

> 100 000 pcs/year



LED Lighting

> 1 500 objects implemented



LED Information Display Systems



Video Surveillance Systems



Digital TV equipment



Tachographs, taximeters



Other innovative products

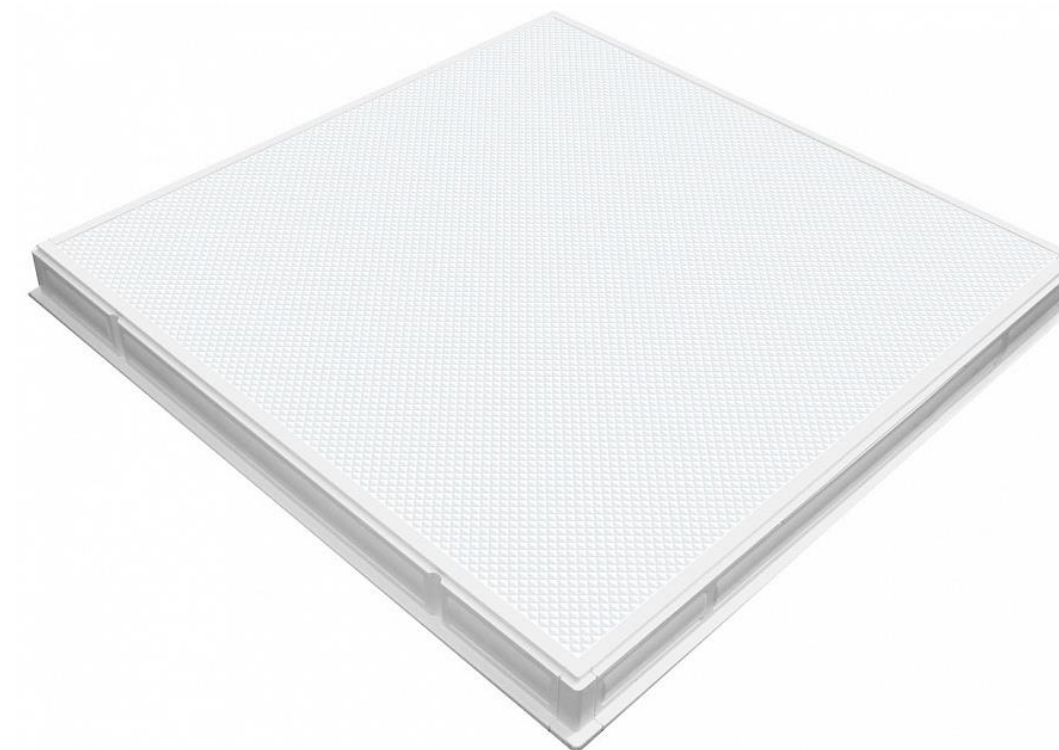
# LED Lighting

INCOTEX produces more than 100 types of LED lamps and luminaires for almost all application areas



## Outdoor lighting:

- Street lighting
- Architectural lighting
- Floodlights



## Indoor lighting:

- Office lighting
- Industrial lighting
- Utility luminaires
- Trade lighting
- LED lamps



## Special purpose lighting:

- Horticultural

**About 100 patents**

# Outdoor lighting

## MAG3 / MAG4 – INCOTEX FLAGSHIP SERIES

### KEY ADVANTAGES:

- Optimal thermal management (driver is isolated from LED module).
- Double protection of LEDs in module
- Minimum losses of light due to special method of lens mounting.



- **>75 000** hours lifetime (equivalent of 15-20 years)
- Efficiency 130 - 145 lm/W
- From 5 to **10** years warranty



**LED module patented technology**

### PRODUCTION CAPACITY

10,000 pcs./month (current) and 100,000 pcs. /month (in 2 month)

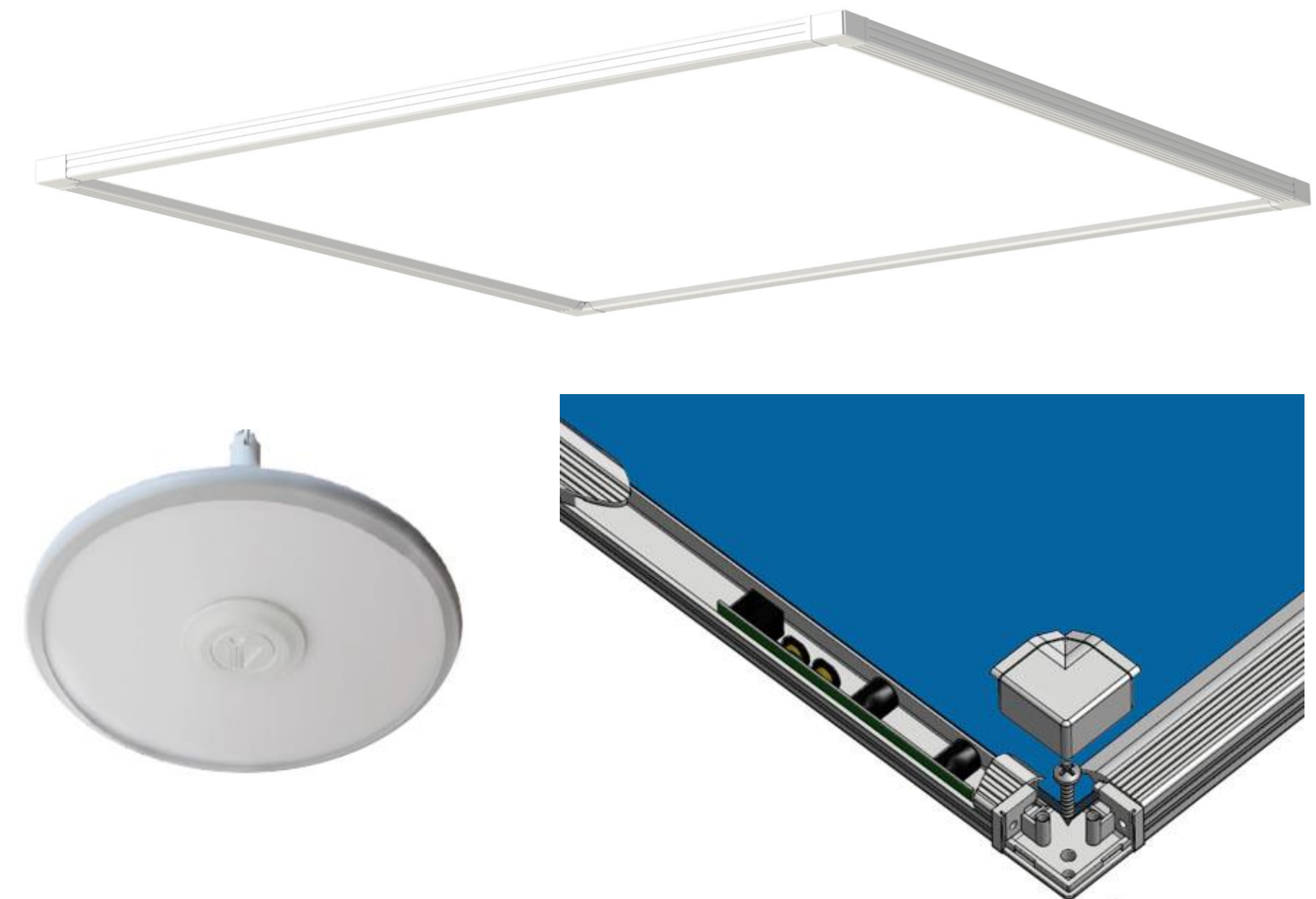


# Indoor lighting

## SLIM PANEL series with revolutionary design

### KEY ADVANTAGES:

- Super slim design with driver inside! Width 17mm/23mm only.
- Efficiency 140 lm/W
- Absolutely uniform lighting, no flicker effect
- Different sizes and forms
- Smart functions available: power dimming, color temperature control



**UNIQUE DESIGN**

Unparalleled product in the global market

# Smart cities

**INCOTEX designs innovative Street Lighting Control System ASTRO.**  
It consists of soft and hardware complex.

## Combination of design advantages makes ASTRO unique in the world

- **Designed for energy saving**

LED luminaires become truly intelligent: they change lumen flux and power consumption saving additional energy; report about their state, consumption, and failures providing full picture for smart city control and energy reporting.

- **Real MESH network**

It ensures stable connectivity of luminaires regardless urban topography that makes possible to control luminaires in tunnels and underground areas.

- **Costs efficiency**

Minimum energy consumption, no traffic expenses, almost unlimited number of luminaires in the network.

- **Technological effectiveness and universality**

Built on the opened system principal, compatible with other IoT platforms and devices. Managed from various devices.



# LED information display solutions



Complex solutions for transport



Indoor LED screens



Outdoor LED screens and mediafacades

**Display Systems Ltd.**  
of **Incotex Group**

is the largest manufacturer of LED information display solutions in the CIS area. During 16 years of operation it has implemented **>1500 projects** of various complexity: airports, railway stations, stadiums, TV studios, art galleries, shopping malls, and a lot of other public and commercial objects.

# IP cameras and video surveillance systems



**INCOTEX** supplied  
**4 000** IP-cameras to  
FIFA-2018 stadiums

**IP cameras**

Various application and options: indoor/outdoor, Standard/Premium (PTZ).  
All cameras support PoE supply standard and are compatible with other equipment.

# Electricity meters

Number 1 in Russia and CIS countries  
**4,000,000** pcs. sold every year  
Compatible with Russian, CIS, and EU standards.



# Trade equipment

Among leaders in Russia and CIS  
**300,000-400,000** pcs. sold every year  
Compatible with Russian, and some CIS standards.



! - Technical standards and requirements for these products are very different around the world. New market entrance requires deep re-design that is negotiable on next stages of collaboration.

# Our experience

## LED lighting

Photo: city of Tula



# Biggest LED lighting projects

## OUTDOOR LED LIGHTING

- 2011 – Russia. M4-Highway, 2,000 LED luminaires.
- 2012 – Russia, Kaluga-city, 600 pcs.
- 2012 – Russian Federal Space Agency, 300 pcs.
- 2012-2018 – Tula-city, 15 000 LED luminaires.
- 2013 – Russia, Surgut-city, 500 pcs.
- 2014 – Russia, Yaroslavl region, 1,000 pcs.
- 2013-2014 – Russia, highways of State Company Russian Highways, 10,000 pcs.
- 2014-2018 – Kazakhstan National Railways, 23 200 pcs.
- 2015-2018 – Russia, Tula-city. 3,000 LED pcs.
- 2017-2018 – Argentina, Municipalities Lanus, Bahia-Blanca, Quilmes – 4 200 pcs.
- 2018 – Kazakhstan, Kostanay-city, 780 LED luminaires with control system (7500 pcs. Planned for 2019).

## INDOOR LED LIGHTING

- 2011-2012 – Belarus, Central Bank of Belarus, 40,000 pcs. office luminaires.
- 2016 – UN Development Project, Modernization of 7 schools, 3 000 OFFICE type luminaires.
- 2014-2018 – Russia, Sberbank, 150,000 recessed LED luminaires.
- 2016-2018 – Russia, X5 Retail Group. 132,371 luminaires: office, linear, outdoor, warehouse and industrial luminaires.
- 2018 – objects in Germany: airport of Frankfurt, medical center in Munich, school in Hannover, 2,000 slim panels.

+ other commercial and pilot projects all around the world

# Russia, city of **Tula** (600,000 habitants), 2012-2018



**15,000** LED luminaires of 90W and 180W supplied in 2012-2014 using borrowed funds of Bank of Moscow.

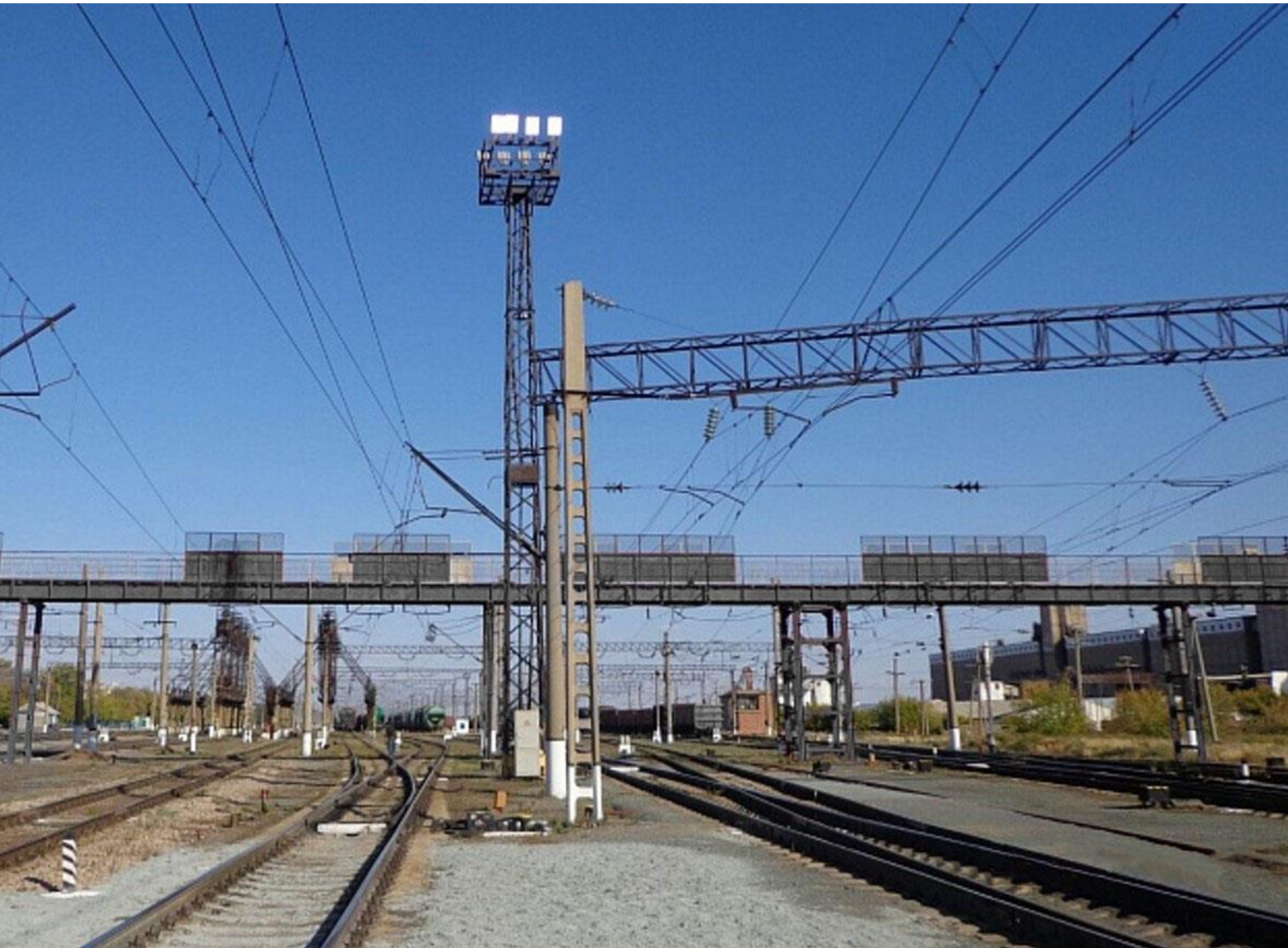
**3,000** LED luminaires were supplied during 2014-2018.

Planned saving was achieved.

**6 000 000** kW/h saved annually.



# Kazakhstan, National Railways, 2014-2018



**International** public tender funded by European Bank of Reconstruction and Development (London).

**>23 000** outdoor LED luminaires with specialized mounting.

**15 199** LED luminaires supplied in July 2015.

**7 863** LED luminaires supplied in October 2018.

# Projects in **Latin America**, 2017-2018

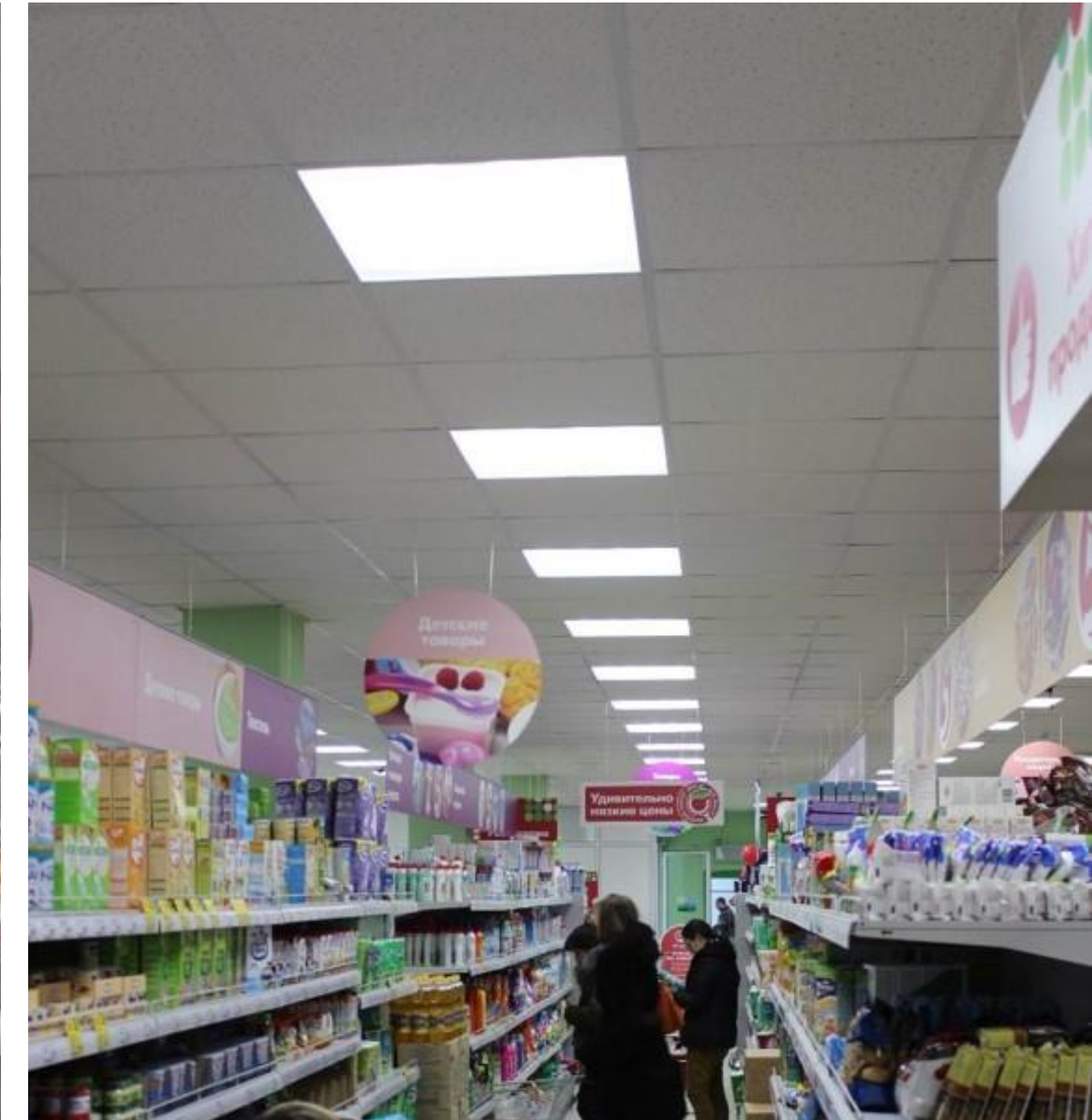


In 2016 Incotex with a local partner Avangard Energy SRL opened a Representation in **Argentina**.

In 2017 – 2018 we won several public tenders and supplied **4,200** LED luminaires to municipalities: Lanús, Quilmes, Bahía Blanca, Río Cuarto, Río Colorado.

In March 2018 we have launched **Smart Lighting** pilot project in Santa Cruz de la Sierra, Bolivia.  
10 luminaires + controllers.

# X5 Retail Group, 2016-2018



Modernization of Pyatyorochka supermarkets of national-wide chain **X5 Retail Group**.

We supplied **132,371** LED luminaires: office, linear, outdoor, warehouse and industrial luminaires

# Smart lighting

Kazakhstan, project **Kostanay city** (217 000 inhabitants), **2018**



Right photo:  
Dimming during twilight

**780** intelligent LED luminaires with software and hardware complex were installed in the city of Kostanay, **Kazakhstan** in 2018 year.

Other **7,800** intelligent luminaires are planned to be installed in 2019

# Our experience. Other Areas 2018

INCOTEX can be proud for the performance of various projects in different business areas.



As an example, for **World Cup 2018** we supplied:

- **4,000 IP** cameras in 2 stadiums;
- **12 LED** displays in 2 stadiums;
- Passengers **information system** in numerous railway stations.



Stadiums of Volgograd and Nizhniy Novgorod were equipped with **INCOTEX** solutions.

# Contact

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