



FILKAB

PRESENTATION OF THE GROUP OF COMPANIES



A handwritten signature in black ink that reads "Atanas Tanchev".

Atanas Tanchev CEO, FILKAB AD

FOR THE COMPANY

It is very likely that we have already met: FILKAB's innovative products and technologies in the sphere of electrical engineering can be found in your homes, offices and in the urban environment around you, to make your lives and work easier and more enjoyable.

The world around us is changing at a rapid pace. The new technologies, new energy sources, communications are the challenges for tomorrow. To further develop as a business in the field of energy, we need to prepare now. Customers prefer a company offering the best service and the best products. FILKAB will be this company. With our new additions – subsidiaries and representations in the country and the region, we look forward to the process of mutual growth.

And the best is yet to come!

GENERAL ACTIVITY

We, the companies of the FILKAB Group have been working in the last 19 years in three main areas: trade in electrical materials, production of electrical products and project implementation. We offer complete solutions, competent consulting, high-quality servicing and specialized services. Our engineering solutions are successfully applied in sectors such as power industry, construction, and communications. We are YOUR ELECTRICAL WORLD.

Throughout the years of our growth, we have built and still maintain excellent business relations with many Bulgarian and European suppliers, which enables us to offer products and services under the best conditions.

HEAD OFFICE, PRODUCTION FACILITIES AND WAREHOUSE PLOVDIV

Total area – **37 500** m2 including:

Administrative building – **4400** m2,

Warehouses – **9800** m2

Production facilities – **8900** m2



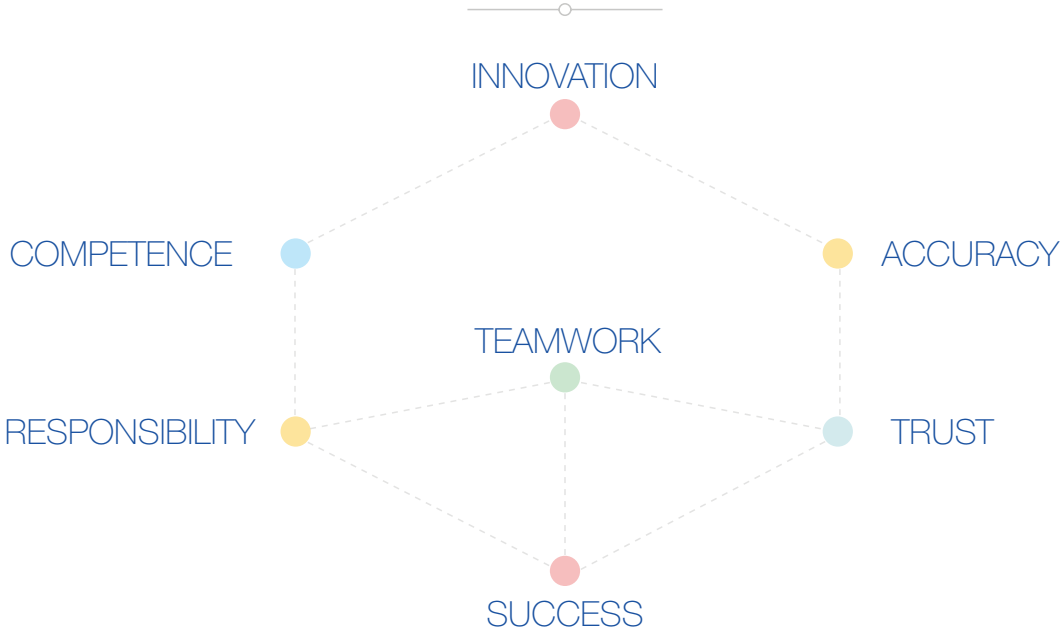


OUR PHILOSOPHY

WELCOME TO THE WORLD OF FILKAB!

It is important for us to know not only our products and services, but also our values, roots and corporate culture. We believe we stand out for the feeling that we are incredibly lucky to do what we love, with care for the customer and for nature. We are aware that employees who are informed and competent take responsible decisions. We prove that business can be a driving force, which brings profits and simultaneously contributes to a better world.

OUR VALUES



OUR MISSION

To build trust with customers, suppliers, investors, and financial institutions by providing comprehensive solutions in the field of power industry, supply, service and expert advice.

OUR VISION

We strive to be a leader on the Bulgarian market and to be recognised as one of the major companies in Eastern Europe in the delivery of electrical products, engineering services and after-sales support through comprehensive solutions and innovative products.

Did you know that...

... we are proud for more than **19** years to have the reputation of a loyal, reliable and responsible partner in the country and abroad?

... we have **2** daughter companies in Bulgaria – FILKAB Solar OOD and Engineering EAD, and **5** in the region – in Romania, Serbia, Macedonia, Turkey and Hungary?



... we have **300+ employees** in the country and abroad?

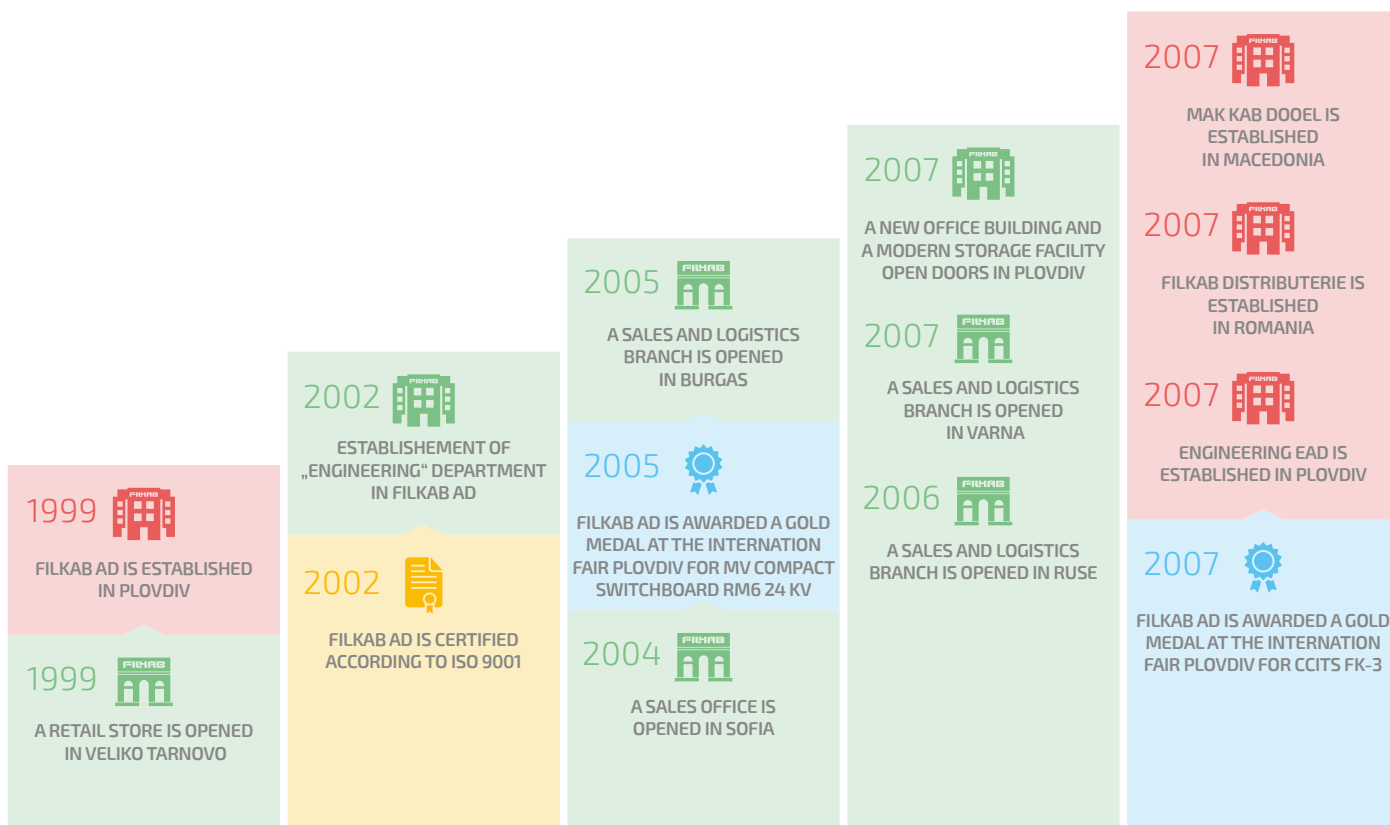


... we have modern storage and production facilities and own transportation?



... we offer more than **100 000** products and services?


HISTORY





2009 
A RETAIL STORE IS OPENED
IN PLOVDIV

2009 
NEW PRODUCTION FACILITIES
ARE COMMISSIONED AT THE
PLOVDIV HEADQUARTERS


2008 
FILKAB AD IS AWARDED A GOLD
MEDAL BY THE BULGARIAN
CONSTRUCTION CHAMBER FOR
CONSTRUCTION OF ENERGY
INFRASTRUCTURE

2008 
FILKAB AD IS CERTIFIED
ACCORDING TO ISO 14001

2008 
FILKAB AD IS CERTIFIED
ACCORDING TO OHSAS 18001

2010 
FILKAB AD RECEIVES A BRONZE
AWARD BY THE BULGARIAN
CONSTRUCTION CHAMBER FOR
CONSTRUCTION OF ENERGY
INFRASTRUCTURE

2009 
FILKAB AD RECEIVES THE
AWARD OF THE GERMAN
ECONOMY IN BULGARIA


2009 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR MODULAR
BOARDS OF SHN SERIES


2009 
FILKAB AD RECEIVES A SILVER
AWARD BY THE BULGARIAN
CONSTRUCTION CHAMBER FOR
CONSTRUCTION OF ENERGY
INFRASTRUCTURE


2009 
FILKAB AD IS AWARDED „THE
GOLDEN PLUMMET“ OF THE
BULGARIAN CONSTRUCTION
CHAMBER


2012 
FILKAB AD IS AWARDED A GOLD
MEDAL BY THE BULGARIAN
CONSTRUCTION CHAMBER FOR
CONSTRUCTION OF ENERGY
INFRASTRUCTURE

2011 
A SALES AND LOGISTICS
BRANCH IS OPENED IN SOFIA

2011 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR MODULAR
BOARDS OF HL SERIES

2011 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR WIRELESS
PUSHBUTTON HARMONY XB5R
BY SCHNEIDER ELECTRIC

2011 
FILKAB AD EARNS BASEL'S
AWARD FOR INNOVATIVE
PRODUCT FOR THE WIRELESS
PUSHBUTTON HARMONY XB5R

2014 
ENGINEERING EAD IS
CERTIFIED ACCORDING TO THE
INTEGRATED SYSTEM OF ISO
9001, ISO 14001, OHSAS 18001

2014 
FILKAB SOLAR OOD IS
ESTABLISHED IN PLOVDIV

2014 
FILKAB SOLAR ENERJI A.S. IS
ESTABLISHED IN TURKEY


2013 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR POWER
OUTLET WITH QUICKFLEX
TECHNOLOGY BY SCHNEIDER
ELECTRIC

2013 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR NOARK
ELECTRIC'S INTELLIGENT STRING
MONITORING SUP DEVICE

2013 
FILKAB AD IS AWARDED A GOLD
MEDAL AT THE INTERNATION
FAIR PLOVDIV FOR LEGRAND'S
ALPIVARZ CAPACITORS

2018 
FILKAB SOLAR HU IS
ESTABLISHED IN HUNGARY

2017 
FILKAB SOLAR OOD IS
CERTIFIED ACCORDING TO THE
INTEGRATED SYSTEM OF ISO
9001, ISO 14001, OHSAS 18001

2016 
FILKAB AD IS AWARD THE
SECOND PLACE AT THE ANNUAL
NATIONAL AWARDS OF THE
FOUNDATION „CENTER FOR
SAFETY AND HEALTH AT WORK“

2016 
A NEW OFFICE BUILDING AND
STORAGE FACILITY SERVING
MAK KAB DOEL OPEN DOORS
IN SKOPIJE, MACEDONIA

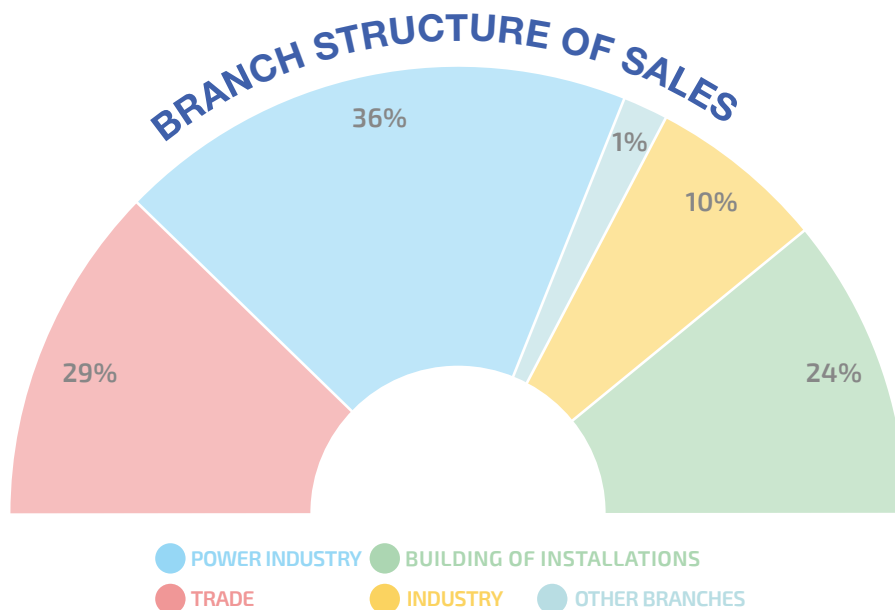
2015 
FILKAB MIG D.O.O IS
ESTABLISHED IN SERBIA

RESULTS

BGN **75** million
are revenues from operations for 2017

EBITDA is BGN **3.10** million for 2017
+5.87% as compared to 2016

more than **7,500** serviced customers for 2017



CHALLENGES AND CHANGES

In order to realise our business ideas in a highly competitive environment, we need to grow, but without losing our focus and company values, to adapt and to respond appropriately to the increasing consumer demands. Our image of an innovative and high-tech company is supported by our potential to anticipate innovations and implement them by expanding our product portfolio and building on high-quality products, services and complete solutions offered by highly qualified and responsible staff.

Due to the expansion of the departments "Renewable Energy Sources" and "Engineering Activities" within FILKAB AD, two separate national fellow subsidiaries were established with activities focused on complete solutions in the relevant areas.

We also dared to enter new markets by establishing fellow subsidiaries in the region: in Romania, Macedonia, Turkey, Serbia, Hungary.

We have implemented a certified ISO integrated system for management of quality, environment, health and safety at work: ISO 9001:2015, ISO 14001:2015 and OHSAS 18001:2007.

We have also implemented an ERP system to optimise our operations.

With all the changes introduced, the new investments and development plans, we aim to maintain our market stability and our position as a reliable business partner.



FILKAB



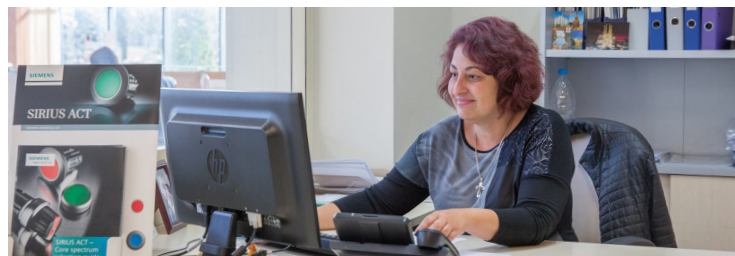
COMPANY PROFILE

FILKAB AD is the biggest trade company within the Group that has won a place among the leaders on the Bulgarian market of goods and services in the field of electrical engineering, with a reputation of reliable and responsible partner. We develop our business in three main areas: trade, production and project implementation. We provide a complete and quality servicing, as well as a specialized service. Our customers of many years are companies and businesses operating in the electrical installation, construction and commerce, and such related to power generation, electricity transmission and distribution, as well as of RES and communications industry.

Our qualified specialists offer leading products and technologies to meet the growing demands of a rapidly changing world.

In the years of its development, FILKAB AD has established excellent business relationships with many reputed Bulgarian and European producers enabling us to provide products, services and servicing under the best conditions.

In addition, we are proud winners of many industry awards and medals that we have deservedly earned over the years. They motivate us to develop and realize our vision professionally.





SCOPE OF BUSINESS

Our portfolio includes more than 100,000 items divided into 5 product categories:

-Cables and wires – all types, including special customized cables: wiring and mounting cables and cables for electric devices, power copper and aluminum cables, non-halogen cables and wires, rubber, optical, solar, radio frequency cables, etc.

- Cable accessories for: power and optical cables, copper telephone cables, low voltage power lines, MV and HV overhead lines, etc. Cable terminals, cable ties and bands, heating cables and accessories, earthing equipment and accessories, personal protection and working equipment, cable handling tools, etc.

- Electrical equipment and automation devices – equipment for: distribution and protection, control and protection, modular installation devices, driving technologies, etc. Distributing panels, sensors and detector elements, control and signaling elements, industrial, process and building automation, etc.

- Lighting: design and production works, various types of light sources – light-emitting diodes (LED), halogen, energy-saving, luminescent, gas-discharge, special, etc. Industrial luminaires, and street and park lighting, floodlights, etc., starting and control gear.

- Electrical Installation Materials – a range of switches and outlets, structured cabling systems, electrical products and devices, wiring boxes, terminals, trunkings and pipes, cable shafts, and other materials.

We keep more than 45,000 products in stock in all 7 local branches thanks to which we provide short delivery times, service and handling, as well as a quick response when there is a problem. We also facilitate our customers with an own transport and with extended working time: of offices – 8:00 - 18:15h; of warehouses – 6:00 - 23:00h.



PROJECTS

- Over the past ten years, we have completed more than 100 public procurement contracts for delivery of cables, cable accessories and electrical equipment to **Elektrozpredelenie YUG EAD**, amounting to BGN 100 million in total.

- We have implemented more than 100 public procurement contracts for **ESO EAD**, amounting to over BGN 20 million, for delivery of cables, cable accessories, equipment, light fixtures, lamps and other electrical materials. In 2017 we signed a contract for setup of a new cable line 110kV.

- The total amount of contracts completed with **CEZ Distribution Bulgaria AD** exceeds BGN 50 million. For ten years we have made deliveries of cables, cable accessories and electrical equipment for the company.

- We have won public procurement contracts worth more than BGN 2 million for **NRIC** (the National Railway Infrastructure Company). In the period 2015–2017 we have been a primary supplier of cables, cable accessories, cable protection pipes and lighting equipment under a project for modernization of railways in Bulgaria, part of the Trans-European Transport Network.

- Our partners under public procurement contracts also include **local water and sewerage companies**; many **municipalities** (with contracts in the total amount of more than BGN 2.5 million in the recent ten years, for delivery of materials); **NEC EAD**; **Mini Maritsa Iztok EAD** (implemented contracts for more than BGN 5.5 million for cables, electrical equipment and light fixtures); **ENERGO-PRO EAD** (we delivered cables, including for 110kV, cable accessories and electrical equipment, concrete complete transformer stations (CCTS) for more than BGN 7.6 million); **Sofia Public Electrical Transport Company JSCo**; **TPP Maritsa East 2 EAD**, etc.

- Some of the key projects for which we have made deliveries include a number of **local commercial centres**, such as Mall Markovo Tepe, Plovdiv, Sofia Ring Mall, Mall Bulgaria, Sofia, Lidl Logistics centre Kabile, etc.; **plants and factories**, such as Multivac, Bozurishte Industrial Zone, KOSTAL Pazardzhik, Yazaki Dimitrovgrad, Devnya Cement, **substations** in Burgas, Karnobat, Yambol, Rosenets, Marek, NATO Novo Selo Training Area nearby Sliven, Kolodrum Sports Hall, Plovdiv, Cogeneration Plant for TPP North Plovdiv, Wind Farm Buzludzha-Vetrocom, ABC Wind Farm, Kavama, Metropolitan Sofia EAD, and many others.





COMPANY PROFILE

MAK KAB DOOEL is the first foreign company in the FILKAB group that offers products and services in the field of power industry in the Republic of Macedonia. The construction of an own company building with commercial and warehouse facilities, which ensures fast delivery to our customers and maintenance of a wide range of products, was completed in 2016. It is also planned to arrange for the production of electrical equipment and with such investment FILKAB will become one of the most powerful companies in the region.

SCOPE OF BUSINESS

The Company performs, from its own facility, delivery, distribution and trade of cables and wires, cable fittings and accessories, tools, electrical equipment and automation devices, medium voltage transformers and equipment, lighting, electrical materials, modules and equipment for photovoltaic projects.







PROJECTS

- Mak Kab DOOEL took part in the construction of Photovoltaic Power Plant Dubrovo with installed output power 950 kWp in Macedonia.
- Implemented a project for complete high voltage equipment of a new hospital in Skopje.
- Performed the complete high voltage equipment of Yane Sandanski Sports Hall.
- Implemented the complete high and low voltage equipment for the International Balkan University and the FON University.
- Performed the electrical part of Residential Complex Garden City in Skopje: electrical switchboards, cables, plastic pipes, contacts, switches, etc.
- The company is a main partner and supplier of the local electricity distribution companies.



COMPANY PROFILE

FILKAB-MIG DOO is a part of the group companies of FILKAB in Serbia. The company has been established to expand the business in the region by performing deliveries for large-scale projects in the field of power industry, construction and communications within the country.

SCOPE OF BUSINESS

The company carries out deliveries mainly for major projects in Serbia. It performs complete deliveries of products from leading European and global producers of cables and wires, cable fittings and accessories, tools, electrical equipment and automation devices, MV transformers and equipment, lighting, electrical materials, modules and equipment for photovoltaic projects.





COMPANY PROFILE

For over a decade Filkab Distributie SRL has been dealing with a comprehensive supply of goods and services in the field of power energy in Romania, mainly performing deliveries for large projects on the territory of the country.

SCOPE OF BUSINESS

The company operates as a supplier of electrical products.





COMPANY PROFILE

FILKAB SOLAR OOD offers a wide-range portfolio of products and equipment for the implementation of facilities for production and storage of electricity from renewable energy sources. Their successful partnership with leading European producers of photovoltaic modules, solar inverters, charge controllers and rechargeable batteries enables the company to setup installations with high-quality input materials and equipment, long operational lifetime and high average yield per unit of installed power.

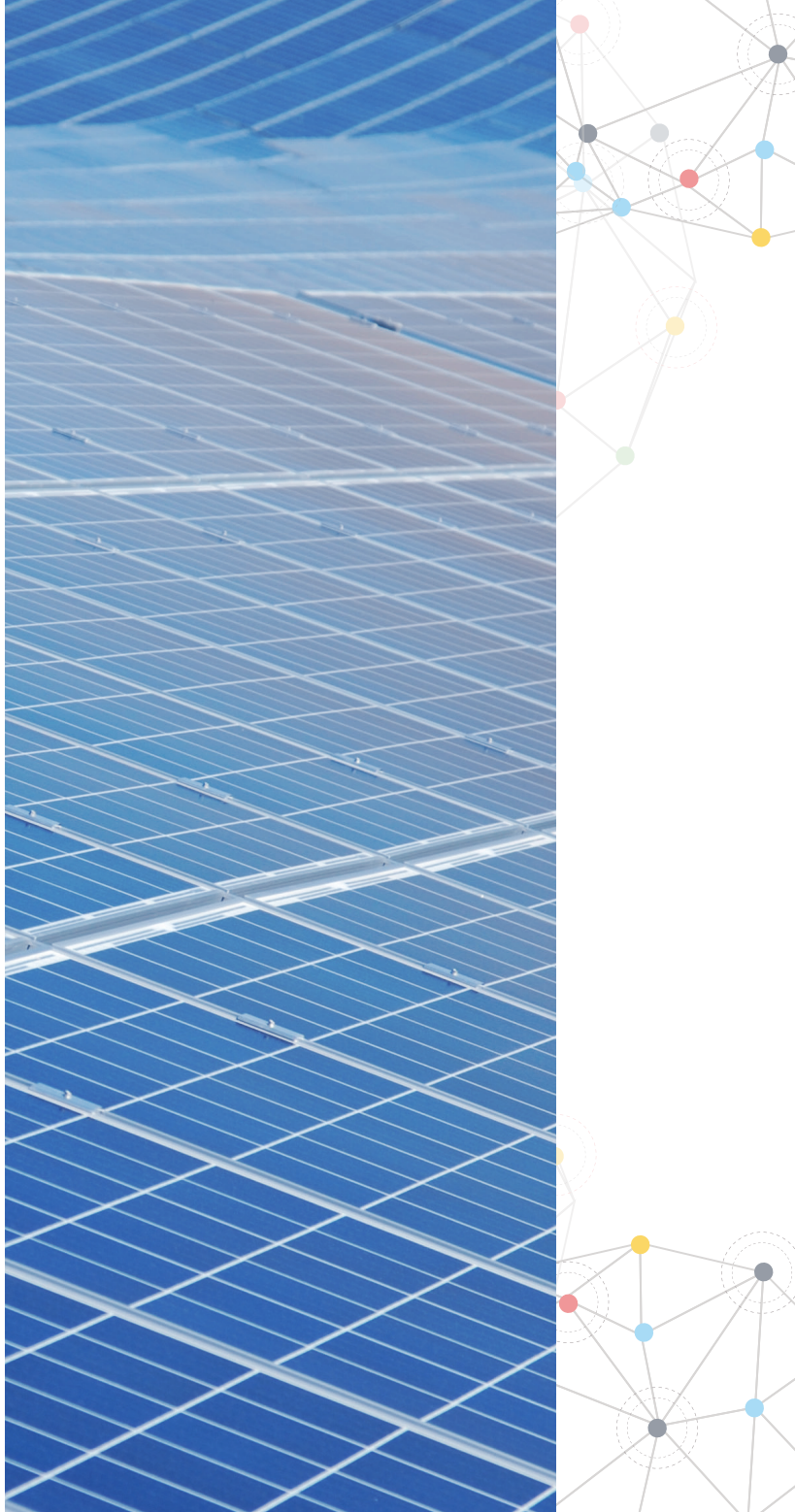
FILKAB Solar OOD develops complete engineering solutions in the field of renewable energy sources: research, analysis, planning, design, consulting services. It carries out construction and project management of photovoltaic power plants, autonomous and hybrid systems for own consumption, solar pumping systems.

The offered package of services for remote monitoring, notification, preventive and emergency maintenance of photovoltaic electrical installations ensures a high degree of continuous operation and high specific yield. The applied remote monitoring systems provide permanent monitoring and recording of the operating parameters of the photovoltaic power plants and present up-to-date information on the status of each component, thus reducing the time of detection of possible failures and their troubleshooting.

PROJECTS

The company has an extensive experience in the construction of all types of photovoltaic installations – from multi-MW terrestrial power plants to small off-grid and hybrid autonomous power systems. It has successfully implemented projects on the territory of Bulgaria, Romania, Macedonia, Cyprus and Turkey.





COMPANY PROFILE

FILKAB Solar Enerji A.Ş. is one of the new members of the group companies of FILKAB in the region. The company was established in 2014 with headquarters in Istanbul, Turkey.

SCOPE OF BUSINESS

- The company offers engineering services, deliveries and construction of PV farms on the territory of Turkey.
- As a subcontractor, the company works on the electrical and mechanical parts of photovoltaic power plants.
- It has completed several projects with installed capacity of over 70 MW in the country, with materials supply and electrical installations construction.

PROJECTS

As a subcontractor, FILKAB Solar Enerji A.Ş. has already completed several projects for the concern Hanwha Q Cells in Turkey:

- PV plant Maras 01 with installed power 8.00MWp, put into operation in 2015.
- PV plants Yozgat 01 with installed power 5.76MWp, Yozgat 02 with installed power 5.65MWp and Yozgat 03 with installed power 1.76MWp, put into operation in 2016.
- PV plants in the region of Sivas: Sivas 01 – 3.5 MWp; Sivas 02 – 2.34 MWp; Sivas 03 – 4.7MWp, put into operation in 2017.
- PV plant Elazig 01 – 34.0 MWp, put into operation in 2017.





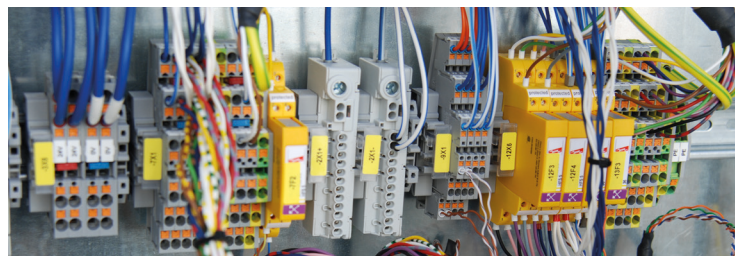


COMPANY PROFILE

FILKAB Solar HU Kft. is the most recent foreign company of FILKAB group. As a result of the enriched experience and the successful implementation of numerous photovoltaic projects, its incorporation is a natural step to the expansion of the Group's business within the European Union. This fellow subsidiary was registered in 2018 with a headquarter in Budapest, Hungary.

SCOPE OF BUSINESS

The newly established company is aimed to offer engineering services, complete delivery of equipment and setup of photovoltaic projects on the territory of Hungary. As a subcontractor, it will carry out works related to the implementation of the electrical, construction and mechanical completion of PV plants.







COMPANY PROFILE

Engineering EAD is the company with most numerous personnel within the group companies of FILKAB. It started its operation with services in the field of electrical installation for various project in Bulgaria, but in 2014, due to expansion of its business, the Engineering department turned into a separate company dealing with production and complete engineering services. It has licences for the manufacture of type tested switchboards of leading European producers. The company has modern-day workshops with advanced equipment and technologies, own transport and the necessary equipment and machinery to carry out its operations.





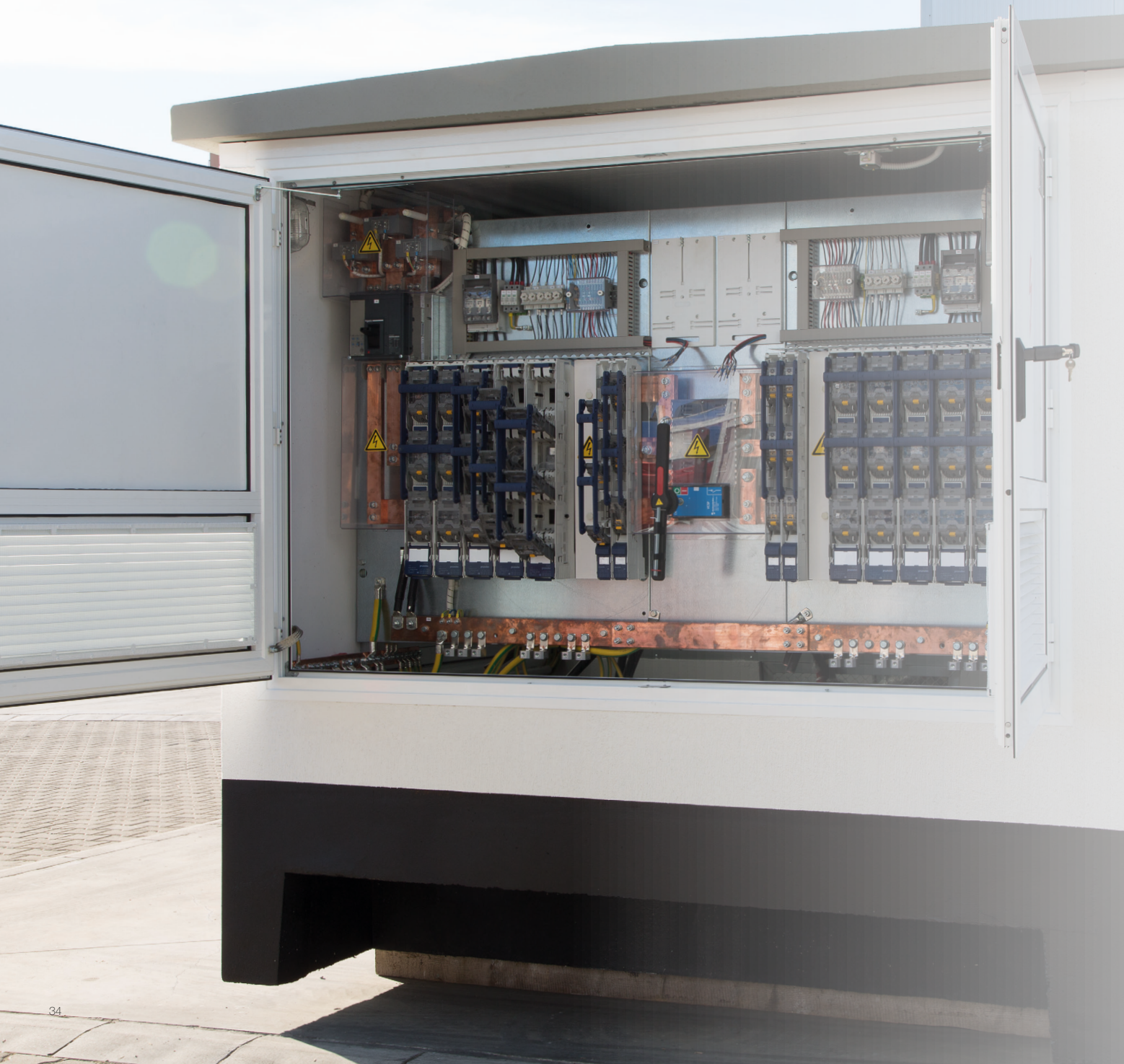


SCOPE OF BUSINESS

The company develops its business in two main areas: complete engineering services and production.

It offers designing, production, delivery and installation of complete electrical equipment and automation of projects, lines and facilities for industry, construction and photovoltaic projects, street, industrial, park and office lighting.

A state-of-the-art production facility serves for the successful completion of engineering projects where the following is performed: sheet metal processing, metal working, pressing, welding, powder painting and installation of metal structures. The workshops manufacture metal boxes FILBOX of different size – own production line, as well as all types of electrical switchboards, concrete complete transformer stations (CCTS), inverter stations for PV plants, complete distribution stations 24kV, distribution cabinets, lighting fittings for industrial application and street lighting.





PROJECTS

- For EVN Bulgaria Elektrorazpredelenie EAD, Customer Energy Centre Stamboliyski, the company performed setup and repair of LV distribution overhead networks, MV overhead and cable power lines, repair and reconstruction of transformer stations, installation of electricity meter panels and cable distribution cabinets, emergency repairs, etc.
- Carried out works on the repair and maintenance of electrical installations and electrical equipment in administrative buildings and facilities, owned by EVN Bulgaria Elektrorazpredelenie EAD.
- Performed the reconstruction and modernization of pumping stations on the territory of Asarel-Medet AD in the electrical completion, control-and-measuring instruments and automation – reconstruction of pumping stations, retrofit of transformer chambers, setup of complete automation and SCADA, setup of optical paths.
- Carried out reconstruction of Druzhba Glassworks, Plovdiv, and Mondi Packaging, Stamboliyski.
- Made the complete electrical system of the following projects: Ixetic, Stryama (now owned by Magna Powertrain); Aroma, Sofia; Devorex, Plovdiv; Mobiltel – Lift, GSM Base Stations, Sofia; Kostal Plant in Pazardzhik; Mall Gallery, Plovdiv; Mall Gallery Burgas; Mall Markovo Tepe Plovdiv; NATO Military Training Facility – FOS Novo Selo.
- Engineering EAD carried out the work on the setup of electrical installations of the following projects: EVN Cogeneration TPP North, Plovdiv; KCM Plovdiv – new

OUR PARTNERS

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Koronea group

 **ELKABEL**

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