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, 2014): 2.0 million

**Area:** 64 573 km²

**Language:** Latvian (official); Russian, English and German are also widely spoken

**Currency:** euro (EUR)

**GDP growth (2013):** 4.2%

**GDP in current prices (2013):** EUR 23.222 billion

**GDP per capita (2013):** EUR 11 537

**FDI stock (2013):** EUR 11.570 billion

**FDI stock per capita (2013):** EUR 5 781

Source: Central Statistical Bureau of Latvia, Bank of Latvia
Contents

Electrical Engineering and Electronics Industry in Latvia 3
Major Product Lines 8
Company Profiles 12
Useful Addresses 36
Promotion of Entrepreneurship, Investment and Foreign Trade 38
Representative Offices of Investment and Development Agency of Latvia 40
The Latvian electrical engineering and electronics (E&E) sector has always been one of the cornerstones of the Latvian economy and remains one of our key, high value-added industries. The total output of the sector reached 381 million euros in 2013.

Similarly, E&E has always been one of Latvia’s most competitive sectors in foreign markets with export output comprising approximately four-fifths of total output. Moreover, export sales increased during the economic recession while domestic sales were decreasing. The traditionally good knowledge and skills of engineers and workers, together with the invention of new technologies ensure excellent prospects for sector growth in the future.

The industry works closely with the Latvian government. Having a clear vision of the E&E sector’s future development, the Latvian government is meeting its challenges to ensure sustainable growth.

The ultimate mission of the Investment and Development Agency of Latvia (LIAA) is to promote Latvia’s economic growth. Consequently, LIAA promotes 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 programmes in the form of EU Structural funds.

Having over 20 years experience in the attraction of foreign direct investment to Latvia and the promotion of foreign trade, the Agency works 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 communication technologies, as well as those in the defence, aviation and space technology sectors.

I would like to thank Latvian entrepreneurs, the 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 affirm that we will continue to do our utmost to facilitate the growth and development of Latvia’s electrical engineering and electronics sector.

Andris Ozols
Director
Investment and Development Agency of Latvia
Today, more than 200 companies make up the Latvian electrical engineering and electronics (E&E) industry which has strong historical traditions here. The legendary VEF Minox miniature camera, the world’s first miniature camera invented at the VEF factory in 1937, is one of the most widely recognised Latvia inventions around the world. Telephones or radio-sets made in Latvia are still in use and their brand names are remembered fondly in former Soviet regions. Today, the Latvian E&E industry is set to become one of the key high value-added industries in Latvia thanks to the concerted work of the government and industry professionals.

The Latvian E&E industry is one of the largest employers of technically and scientifically trained people in Latvia. Its companies in Latvia manufacture products such as advanced acoustic systems and related accessories, wireless data-transmission equipment and other telecommunication systems, industrial optics, nuclear electronics, electronic control and monitoring devices used in many industrial and scientific applications. The high proportion of exports (80%) and the variety of export destination countries point to the competitiveness of the Latvian electronics industry in the international arena.

**COMPETITIVENESS ASPECTS**

Latvian companies specialize in specific niche products where in-depth technical expertise in specific technologies is utilised to create unique, high value-added products. The key strengths of Latvian companies are know-how in current technologies and creativity in solutions. Small and medium electronics companies can offer immediate, cost-effective business solutions based on the full cycle of product development, engineering support and services. Capital-intensive, computerized product subsectors, e.g. electronic systems for contract suppliers, are likely to be too competitive for small and medium companies whose key strengths are providing more customized products with more specialized customer service and faster delivery.

Rapid development and presence in global markets has been achieved during the last decade from joining international supply chains. Despite lacking their economies of scale, Latvian companies compete internationally with the different level suppliers to the telecommunication-industry market leaders such as Samsung, Siemens Networks, Ericsson, Alcatel or NEC in certain niche-product markets.

Latvian companies take advantage of the microelectronics industry’s valuable intellectual resources, broad pool of researchers, well-developed infrastructure and an efficient telecommunication system, and extensive R&D experience. As the life cycle for many electronic products has become too short, it is of vital importance to keep up to date with current industry trends and integrate cutting-edge technologies.

**SUBSECTORS**

The Latvian E&E industry can be divided into 5 main subsectors:
- Radio, television, telecommunication and data transmission equipment
- Electronic components (including automotive components)
- Heavy-current, electrical technology (electrical machines and equipment, e.g. electricity 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 along these lines, the lines are not sharply drawn. The communication 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 have then been applied in other sectors.
ELECTRONICS MANUFACTURING SERVICES (EMS)

The development of the E&E industry has encouraged the establishment of contract-manufacturing service 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 Latvian home-grown companies that have established niche positions within the EMS industry. Companies such as ARCUS ELEKTRONIKA, Controltech, HANSAMATRIX, RD Aifa, STE-Vikan and Volburg provide manufacturing services in components from 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 telecommunication system, coupled with a continued commitment to research and development, infrastructure and human-resource development, Latvia is a viable location for the establishment of EMS operations. The country’s sound information-technology infrastructure also allows EMS companies to tap opportunities in virtual manufacturing, a growing market trend arising from the influence of the cyber world and its borderless society. Manufacturers in Latvia and the other Baltic States are benefitting from services provided by the recently established, advanced Latvian Electronic Equipment Testing Centre (www.leitc.lv). The centre is providing EMC compliance testing; reliable, high-quality services for development, compliance and production testing.

ELECTRICAL ENGINEERING

Electrical engineering is the discipline in the engineering profession that deals with the application of electricity, electronics and computers to serving 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 operations of vast electric power stations. This sector is well developed in Latvia.

Latvia has the largest proportion of renewable energy in its energy mix within the EU. Renewable energy sources make up one third of Latvia’s energy mix. Wood and water are the most widely used renewable energy resources: wood is used as fuel for district heating, both centralised and local, and for the heating of individual buildings. The majority of electricity generated by public limited company Latvenergo comes from renewable and environmentally friendly energy sources, whereas the remaining electricity is generated by combined heat and power plants working in cogeneration mode.

EDUCATION, RESEARCH & DEVELOPMENT

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

Some of the earliest education programmes in engineering were established at the Riga Polytechnicum in 1862, where famous scientists were engaged, including Nobel prize winners Wilhelm Ostwald and Svante Arrhenius, and spacecraft engineering pioneer Friedrich Zander.

During the 2013/2014 academic year, around 4 300 students were studying engineering sciences (including electronics, telecommunications, electrical and mechanical engineering), around 1 800 new students started their studies and some 840 qualified engineers entered the Latvian labour market in 2013. Currently, Latvia has:

- 20 vocational education establishments in various regions
- 5 higher education establishments – the University of Latvia, Riga Technical University, Riga Technical College, Transport and Telecommunication Institute and Ventspils University College.

Following the best traditions of the Riga Polytechnic Institute, today the Riga Technical University (RTU) offers its 15 000 students courses in power and electrical engineering, electronics and telecommunications.

The Institute of Solid State Physics of the University of Latvia carries out research into electron and ion processes in a wide range 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 applications in optics, electronics, photonics and energetics.

The Institute of Physics of the University of Latvia is recognized as one of the oldest and largest centres in the world 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 the design of electricity generators. MHD, where a liquid conductor carries an electric current by interaction with a magnetic field, provides an alternative means of generating electricity. Scientists and electrical engineers in Latvia are involved with these new innovations and in the development of such alternative energy sources. Numerous versions of electromagnetic pumps and other specific devices for alloy transport, stirring, pouring and conditioning have been developed for ferrous and non-ferrous metallurgy, for the technologies of composite material production, the growth of single semiconductor crystals, etc.

The Institute of Electronics and Computer Science (IECS) carries out research into advanced digital-signal processing, event timing, high-sensitivity signal conversion, embedded systems, wireless-sensor networks, energy-efficient data acquisition, low-power communications, smart sensor systems, distributed data processing, computer network management, etc. Currently, IECS is the developer and producer of high-precision (<5ps) event-timing technology for satellite laser ranging.

The Innovation Centre of the Ventspils High Technology Park (VHTP) is working with Ventspils University College on establishing a testing laboratory for specific space products. The main objective of the VHTP 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 carry out their operations in the city or region of Ventspils. Since 2009, VHTP has also been coordinating the activities of Latvia’s Space Technology Cluster by initiating and implementing the cluster’s projects nationally.

Ventspils University College (VUC) provides bachelor and master degree programmes in electronics and information technology. Each year, an average of 12 master and 20 bachelor students graduate in electronics studies and an average of 30 students graduate in IT. VUC graduates gain employment with IT, engineering and electronics companies in Ventspils and other Latvian cities in, but some also find research positions in western European research institutes, as also at Tartu University’s (Estonia) Cube-Sat nanosatellite development team. The VUC’s International Radioastronomy Centre (VIRAC) runs research projects in the development of modern data-processing and transmission technologies, including smart metering methods, increasing the data-transmission rate for communication with Cube-Sats, and the processing of satellite images. VIRAC’s 16 and 32 m radio telescopes are used in space research, but smaller antennas serve as ground stations for communications with Cube-Sats. VUC provides services to engineering SMEs including in the implementation of data-processing solutions on programmable microchips (FPGA), CAD/CAM prototyping, 3D scanning of various objects, 3D printing, and the design and prototyping of electronic PCBs (up to 6 layers).

The first Latvian space probe ZINOO-1 was developed by Riga Technical University students of the Faculty of Energy and Electronics in cooperation with Cesis Science Centre Z(in)oo. The probe will reach an altitude of 30 kilometres. A thermometer is to be fixed to the ZINOO-1 so as to measure temperature changes in different atmospheric layers during the probe’s return.

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

STATISTICS

The production of electrical and optical equipment has developed rapidly – the sector’s output has tripled since 2005. Total E&E industry output in 2013 exceeded EUR 320 million.

Approximately 80 % of electronic products are exported. The growing proportion of exports in relation to industry output demonstrates the competitiveness of the Latvian electronics industry in the international arena. Since 2010, there has been constant development in both main subsectors – electrical engineering and electronics manufacturing. Exports of electronic goods from Latvia were EUR 311.6 million in 2013.
The main export markets for the electronic products made in Latvia are EU countries, comprising 74% of sector exports. The most important export countries are Lithuania, Estonia and Russia; in total, Latvia exports electronic products to more than 170 countries all over the world.

Principal Export Markets for Electrical Equipment, Optical Instruments and Apparatus

Source: Central Statistical Bureau of Latvia

Nevertheless, the industry is one of the largest employers of technically and scientifically trained people in Latvia. The Latvian labour force is multi-lingual, well-educated, ready to take on new challenges and most of all, well-motivated. The Latvian workforce possesses a northern European culture and work ethic. In addition, Latvia’s history equips it with unequalled experience and business knowledge in working with Russia and other CIS countries.

LATVIAN E&E MANUFACTURERS’ SUCCESS STORIES

SAF TEHNIKA is a telecommunication equipment company engaged in the development, production and distribution of digital microwave radio equipment. SAF TEHNIKA products provide 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, precision in production and logistics make SAF TEHNIKA a unique designer and manufacturer of point-to-point microwave data transmission equipment. The company has 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 comprises solutions for mobile network operators, data service providers, and government and private companies. Since its establishment in 1999, SAF TEHNIKA has been competing with such multinational corporations as Ericsson, Huawei, Alcatel and NEC.

Hanzas Elektronika (HANSA MATRIX brand) runs two manufacturing sites and is one of the largest electronic manufacturing service (EMS) providers in the Baltics, headquartered in the city of Ogre and operating a subsidiary in Ventspils. Hanzas Elektronika is a one-stop shop for complete electronic manufacturing services including product design support, industrialization,
manufacturing processes from PCB assembling to complete box build, 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.

**JZ Microphones** – 20 years of experience in the audio acoustics sector has brought success to JZ Microphones. The products developed and manufactured by the company, namely microphones, are highly appreciated throughout the world. In 2007, the USA's largest music magazines, *MIX* and *EQ*, singled out JZ Microphones’ products; the Black Hole microphone was recognized as the most remarkable innovation in the microphone sector. The company's products have also received accolades from many audio acoustics magazines and media, including *Electronic Musician*, *Pro Audio Asia* and *Pro Sound News Europe*.

**INVESTMENT SUCCESS STORIES**

**AXON CABLE** – an AXON Group company – manufactures cables and cable assemblies for the automotive, telecommunication, computing, military and medical electronic sectors. **AXON CABLE** is located in Daugavpils, 250 km south east of Riga. The company was created in 2000, employs around 420 staff and opened new production facilities in 2012.

**Schneider Electric/LEXEL FABRIKA**, Schneider Electric is a leading international electrical distribution, management and control company, headquartered in France. Schneider Electric has been present in Latvia for 15 years. The company has achieved a stable position in the domestic market and in the Scandinavian and western European export markets, as well. Schneider Electric unifies the Merlin Gerin, Telemecanique, Square D, Lexel, Thorson and Wibe brands. Schneider Electric employs around 200 people in its Latvian companies.

**Biosan** – the philosophy of the company is to develop modern, exciting products for sample preparation in the fields of genomics, proteomics and cellomics. The company is a spin-off from the Institute of Microbiology of the Academy of Sciences and, after successful commercialisation of its concept, has attracted investment from leaders in the sector. At present, the company’s products are mostly known under its own Biosan brand and as global brands such as Grant-bio, Life Technologies, Boeco and Randox.
<table>
<thead>
<tr>
<th>No</th>
<th>Company</th>
<th>Manufacture of computer, electronic and optical products</th>
<th>Manufacture of electrical equipment</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Electronic components and boards</td>
<td>Computer components and peripheral equipment</td>
</tr>
<tr>
<td>1</td>
<td>ADI</td>
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<tr>
<td>2</td>
<td>ALCATEL-LUCENT BALTICS</td>
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<td></td>
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<td>3</td>
<td>ALFA RPR</td>
<td></td>
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<td>6</td>
<td>ARKADA TRAIN</td>
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<td>7</td>
<td>AUTOMATIZĀCJA</td>
<td></td>
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</tr>
<tr>
<td>8</td>
<td>AUTONAMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>AXON CABLE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>BALTIC DATA</td>
<td></td>
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<td>11</td>
<td>BALTIC DATORS</td>
<td></td>
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<tr>
<td>12</td>
<td>BALTIC SCIENTIFIC INSTRUMENTS</td>
<td></td>
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</tr>
<tr>
<td>13</td>
<td>BALTRONIC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>BELSS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>BIENE ELECTRONICS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>BIOSAN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>BIOTEHNISKAIS CENTRS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>COMPUTER HARDWARE DESIGN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>CONTROLTECH</td>
<td></td>
<td></td>
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<tr>
<td>20</td>
<td>DIGITALĀS EKONOMIKAS ATTĪSTĪBAS CENTRS (DEAC)</td>
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</tr>
<tr>
<td>21</td>
<td>EFN NORD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>ELECTRIC MOBILITY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>ELEKTRUROLUZ 2014</td>
<td></td>
<td></td>
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<tr>
<td>24</td>
<td>ELLAT</td>
<td></td>
<td></td>
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<tr>
<td>25</td>
<td>ENERGOLUMSS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>GASMA UN SERVSS</td>
<td></td>
<td></td>
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<tr>
<td>27</td>
<td>HANZAS ELEKTRONIKA</td>
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<tr>
<td>28</td>
<td>HF HYDRAULICS</td>
<td></td>
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<tr>
<td>29</td>
<td>ISP OPTICS LATVIA</td>
<td></td>
<td></td>
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<tr>
<td>30</td>
<td>JAUDE</td>
<td></td>
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</tr>
<tr>
<td>31</td>
<td>JZ MICROPHONES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>JAUDA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Programming and broadcasting activities</td>
<td>Telecommunications activities</td>
<td>Computer programming, consultancy and related activities</td>
<td>Information service activities</td>
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<td>Radio broadcasting</td>
<td>Wireless telecommunications</td>
<td>Computer programming</td>
<td>Data processing, hosting and related activities</td>
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<tr>
<td>Television programming and broadcasting</td>
<td>Wired telecommunications</td>
<td>Computer consulting</td>
<td>Web portals</td>
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<tr>
<td>Other telecommunications activities</td>
<td>Other telecommunications activities</td>
<td>Computer facilities management</td>
<td>Scientific research and development</td>
</tr>
<tr>
<td></td>
<td>Consumer electronics</td>
<td>Data processing, hosting and related activities</td>
<td>Scientific research and development</td>
</tr>
<tr>
<td></td>
<td>Irradiation, electromedical and electrotherapeutic equipment</td>
<td>Scientific research and development</td>
<td>Education</td>
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<td>Other electronic and electric wires and cables</td>
<td>Scientific research and development</td>
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<td>Electricity distribution and control apparatus</td>
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<td>Wiring devices</td>
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<td>Electric lighting equipment</td>
<td>Scientific research and development</td>
<td>Education</td>
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<td>Domestic appliances</td>
<td>Scientific research and development</td>
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<td>Computers and peripheral equipment</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>LATTELECOM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>LATVIAN INTELLIGENT SYSTEMS LTD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>LATVIJAS MOBILAS TELEFONS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>LATVIJAS ŪDEŅRAŽA ASOCIĀCIJA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>LASMA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>LEITC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>LEXEL FABRIKA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>MAKSIKOMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>MC COMMUNICATION</td>
<td></td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>MIKROTīKLS</td>
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<td>RD ALFA MIKROELEKTRONIKAS DEPARTAMENTS</td>
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<td>REMEKSS SERVISS</td>
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<td>49</td>
<td>REGAS ELEKTROMASĪNĪBES RŪPNICA</td>
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<td>VENTSPILS AUGSTO TEHNOLOGIJU PARKS</td>
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<td>VERIFONE BALTIC</td>
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<td>VIDZEMES ELEKTROTEHNĪKAS FABRIKA</td>
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<td>VIKAN MARKETING</td>
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<td>Z-LIGHT</td>
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<td>No.</td>
<td>Company</td>
<td>Manufacturing Activities</td>
<td>Telecommunications activities</td>
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<td>LATTELECOM</td>
<td>Manufacturing Activities</td>
<td>Radio Telecommunications</td>
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<tr>
<td>33</td>
<td>LATVIAN INTELLIGENT SYSTEMS LTD</td>
<td>Manufacturing Activities</td>
<td>Wired Telecommunications</td>
</tr>
<tr>
<td>34</td>
<td>LATVIJAS MOBILAIS TELEFONS</td>
<td>Manufacturing Activities</td>
<td>Wireless Telecommunications</td>
</tr>
<tr>
<td>35</td>
<td>LATVIJAS ŪDEŅRAŽA ASOCIĀCIJA</td>
<td>Manufacturing Activities</td>
<td>Other telecommunications</td>
</tr>
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<td>36</td>
<td>LATVIJAS VALSTS RADIO UN TELEVĪZIJAS CENTRS</td>
<td>Manufacturing Activities</td>
<td>Computer Programming</td>
</tr>
<tr>
<td>37</td>
<td>LĀSMA</td>
<td>Manufacturing Activities</td>
<td>Computer Consulting</td>
</tr>
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<td>38</td>
<td>LEITC</td>
<td>Manufacturing Activities</td>
<td>Computer Facilities Management</td>
</tr>
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<td>39</td>
<td>LEXEL FABRIKA</td>
<td>Manufacturing Activities</td>
<td>Other Information Technology and Computer Services</td>
</tr>
<tr>
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<td>MAKSIKOMS</td>
<td>Manufacturing Activities</td>
<td>Other Information Technology and Computer Services</td>
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<td>41</td>
<td>MC COMMUNICATION</td>
<td>Manufacturing Activities</td>
<td>Scientific Research and Development</td>
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<td>42</td>
<td>MIKROTĪKLS</td>
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<td>RĪGAS ELEKTROMAŠĪNBŪVES RŪPNĪCA</td>
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<td>Manufacturing Activities</td>
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</tbody>
</table>

Manufacturing Activities:
- Radio broadcasting
- Television programming and broadcasting
- Wired telecommunications
- Wireless telecommunications
- Other telecommunications activities
- Computer programming
- Computer consulting
- Computer facilities management
- Other information technology and computer services
- Technical testing and analysis
- Scientific research and development
- Education
- Other
Company Profiles

**ADI**

Legal form: Ltd
Address: Bauskas iela 86, Rīga, LV-1004, 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: 37

Founded in: 1993

Turnover in 2013: EUR 846 000

Turnover in 2012: EUR 637 000

Main markets: Latvia

Business profile: ADI provides a variety of 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. ADI supplies card application systems ranging from issuing-control software to applications such as access-control, loyalty 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, loyalty systems.

Member of association: Latvian Electrical Engineering and Electronics Industry Association

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**ALCATEL-LUCENT BALTICS**

Legal form: Ltd
Address: Ropažu iela 10, Rīga, LV-1039, Latvia
Phone: +371 6708521 1
Fax: +371 67085205
E-mail: armands.dirins@alcatel-lucent.com
Website: www.alcatel-lucent.com

Chairman of the Board:
Mr Armands Dīriņš

Contact: Mr Armands Dīriņš

Position of the contact person:
Chairman of the Board

Languages spoken: Latvian, English, German, Russian

Number of employees: 19

Founded in: 1994

Turnover in 2013: EUR 10 400 000

Turnover in 2012: EUR 11 700 000

Export volume 2013: EUR 4 400 000

Export volume 2012: EUR 7 400 000

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 centres 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
**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 Aleksānds Kuznychovs  
Contact: Mr Aleksānds Zaslavskis  
Position of the contact person: Chairman of the Supervisory Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 149  
Founded in: 1959  
Turnover in 2013: EUR 4 200 000  
Turnover in 2012: EUR 4 100 000  
Export volume 2013: EUR 4 000 000  
Export volume 2012: EUR 3 900 000  
Main markets: Belgium, Netherlands, France, Russia, Belarus, Ukraine, Kazakhstan, USA, China

Business profile: Manufacture of high-technology electronic and microelectronic components, LED lighting.  
Seeking cooperation in: ASIC design and production, subcontracting in PCB assembly.  
Certificates in use: ISO 9001  
Member of association: Latvian Electrical Engineering and Electronics Industry Association

**ALTON**

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

Chairman of the Board:  
Mr Valerija Sergejevs  
Contact: Ms Alla Kudina  
Position of the contact person: Office Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 16  
Founded in: 1995  
Turnover in 2013: EUR 43 500 000  
Turnover in 2012: EUR 51 400 000  
Export volume 2013: EUR 1 200 000  
Export volume 2012: EUR 2 800 000  
Main markets: Latvia

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

**ALSO LATVIA**

**Legal form:** Ltd  
**Address:** Liliju iela 29, Mārupe, Mārupes nov., LV-2167, Latvia  
**Phone:** +371 67018333  
**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: 58  
Founded in: 1999  
Turnover in 2013: EUR 43 500 000  
Turnover in 2012: EUR 51 400 000  
Export volume 2013: EUR 1 200 000  
Export volume 2012: EUR 2 800 000  
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
ARCUS ELEKTRONIKA
Legal form: Ltd
Address: Tiraines iela 1, Tiraine, 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 Vītālijs Aišpurs
Contact: Mr Vītālijs Aišpurs
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 1993
Turnover in 2013: EUR 169 000
Turnover in 2012: EUR 179 000
Export volume 2013: EUR 145 000
Export volume 2012: EUR 130 000
Main markets: EU, CIS
Seeking cooperation in: Joint-venture and green-field projects.
Certificates in use: ISO 9001
Member of association: Latvian Electrical Engineering and Electronics Industry Association

ARKADA TRAIN
Legal form: Ltd
Address: Krišjāņa 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 Arkādijs Poligalovs
Contact: Mr Andrejs Grigorjevs
Position of the contact person:
Technical Director
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2007
Turnover in 2013: EUR 43 000
Turnover in 2012: EUR 70 000
Export volume 2013: EUR 28 000
Export volume 2012: EUR 49 000
Main markets: EU
Business profile: Repair, assembly and modernization of the electrical parts of trains and locomotives.
Our capabilities:
• Cable and wire processing
• Repairs and assembly of electrical equipment
• Testing and engineering
Seeking cooperation in: See Business profile.
Certificates in use: Certificate Latvijas elektroenergetiku biedriba 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, German, Russian
Number of employees: 5
Founded in: 1999
Turnover in 2013: EUR 66 000
Turnover in 2012: EUR 85 000
Export volume 2013: EUR 59 000
Export volume 2012: EUR 76 000
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 favourable solutions for automation, machine and tool design.
Our services:
• Consultancy
• Innovative 2D and 3D design
• FEM analysis
• Design and manufacturing of prototypes
• Intermediary in the allocation of manufacturing and design support for manufacturing and assembly
• Design of parts and assembly of units from drawings
• Digitalization of customer 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
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 Iветa Briede
Contact: Mr Edvīns Panders
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 55
Founded in: 1994
Turnover in 2013: EUR 2 400 000
Turnover in 2012: EUR 2 800 000
Export volume 2013: EUR 103 000
Export volume 2012: EUR 509 000
Main markets: Latvia, Lithuania,
Estonia, Germany, Belgium,
Hungary, France, Spain, Bulgaria, UK,
Croatia, Russia, Ukraine, Kosovo

Business profile: Latvia-based inventor
and manufacturer of the new generation
automobile security and fleet management
system SKY BRAKE. Autonams leads the
eastern European 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 has grown to become a leader
in wireless data transmission technology.
Autonams 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 distribution of
security and tracking system products, and
contract development and manufacturing
(OEM).
Certificates in use: ISO 9001
Member of association: Latvian Electrical
Engineering and Electronics Industry
Association

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: 408
Founded in: 2000
Turnover in 2013: EUR 23 400 000
Turnover in 2012: EUR 23 000 000
Export volume 2013: EUR 23 400 000
Export volume 2012: EUR 23 000 000
Main markets: Poland, France, UK,
Russia

Business profile: The enterprise specializes in
the manufacturing of high-tech harnesses
and connectors; it is also an expert
in plastic-moulding and interference-
protection technologies. In Latvia, the
assembly of harnesses and connectors
is carried out to meet the needs of the
European market, with more than 80% of
products being exported.
Seeking cooperation in: New customers
in Russia and the CIS for special wires and
cables, microwave coaxial assemblies, flat
cables and Micro-D connectors,
MIL-STD-1553 Databus harnesses.
Certificates in use: ISO 9001, EN 9100:2009
BALTIC DATA
Legal form: Ltd
Address: Augusta Deglava
iela 50, Rīga, LV-1035, 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: 53
Founded in: 1992
Turnover in 2013: EUR 3 800 000
Turnover in 2012: EUR 3 300 000
Export volume 2013: EUR 1 000
Export volume 2012: EUR 19 000
Main markets: Latvia
Business profile: Chain of computer shops; sales, adaptation, training, implementation and maintenance of ERP systems; software development.

Baltic Data was established in 1992. We have 12 specialized information technology shops in major shopping centres in Latvia’s largest cities: Riga, Liepaja, Jelgava, Ventspils, Bauska, Valmiera, Saldus, Ogre and Talsi. We also have about 100 active dealers distributing our products. Our shops provide a variety of IT services, including 50 internet workstations and photo kiosks. In 2005, Baltic Data was listed in the Deloitte Technology Fast500 EMEA ranking, which recognizes the 500 fastest-growing technology companies in Europe, the Middle East and Africa, based on percentage revenue growth from 2000 to 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 to 2005.

Seeking cooperation in: The company is interested in finding customers and cooperation partners for: sales of BALTIC DATA computers; e-business solutions; software development, re-engineering and maintenance; web development, maintenance and hosting; provision of data-centre and application services.


• Installation of embedded OS: own microOS, Linux, FreeRTOS and others
• Programming of quality tests and drivers, also software applications
• Prototype and batch manufacturing

We provide high quality for a low price, extensive development experience: Tablet computers, POS terminals, modems, own micro OS (fast, real time, multitasking) and TCP/IP, security system, telemetry, access control, video-surveillance.

• The company has created and tested experimental, innovative, low-cost AIO (All-in-One) computers with new features and options.

Seeking cooperation in: Orders for development on ARM processors or/and PLD Altera, financial partners to start production/sales of innovative AIO computers, partners in Brussels (EU or Israel) for European projects (grants), or buyers for AIO-project products.

Certificates in use: NetWare 5.1 Administration, Linux Administration, TCP/IP Internetworking & Advanced TCP/IP (Windows & Unix), CE certification of products.
**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: Latvian, English, Russian  
Number of employees: 64  
Founded in: 1994  
Turnover in 2013: EUR 2 700 000  
Turnover in 2012: EUR 3 600 000  
Export volume 2013: EUR 2 700 000  
Export volume 2012: EUR 3 600 000  
Main markets: Austria, Belgium, France, Italy, Belarus, Russia, Ukraine, India, China, Japan, South Korea, Pakistan, USA  

Business profile: Development and manufacture of ionizing—radiation, semiconductor detectors, spectrometers, and analyzers for determining chemical element content 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, Association of Mechanical Engineering and Metalworking Industries of Latvia

**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 Jānis Upītis-Upenieks  
Contact: Mr Jānis Upītis-Upenieks  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 4  
Founded in: 2002  
Turnover in 2013: EUR 2 700 000  
Turnover in 2012: EUR 2 200 000  
Main markets: Latvia, Lithuania, Estonia  

Business profile: Distribution of telecommunication network components. Solutions for wireless and mobile networks, fibre optic networks, power supply systems, UPS, electricity generators and measurement devices. Focused on the distribution and representation of design, manufacturing, and project engineering companies for cellular network components, **Baltronic** provides system solutions to customers in north-eastern European mobile communication, wireless, broadcast and military markets, supporting a wide range of frequency bands and technologies.  
Seeking cooperation in: 1. **Baltronic** provides completely integrated systems/services to meet customers’ 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 and power splitters.  
2. Solutions for fibreoptic networks: cables, patch cords, pigtails (including FTTH application), ODFs, panels, splitters and tools.  
3. Power solutions (DC systems, UPS, generators).  
Certificates in use: ISO 9001, ISO 14001
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: 50
Founded in: 1994
Turnover in 2013: EUR 2 600 000
Turnover in 2012: EUR 4 900 000
Main markets: Latvia
Business profile: Distribution, installation
and service of radio communication
equipment. Official Motorola
distributor. Production of non-standard
telecommunication equipment.
Project development, construction,
and service (24 hour) and maintenance
telecommunication facilities and
networks, including design, assembly and
construction of telecommunication base
stations, antennas and feeder systems.
Seeking cooperation in: The promotion of
base station antenna and feeder equipment
design, assembly, and construction, as well
as the promotion of TETRA systems.
Member of association: Telecommunications
Association of Latvia, Sun Energy Association

BIENE ELECTRONICS
Legal form: Ltd
Address: Rušonu
iela 24 k-1-53, Rīga,
LV-1057, Latvia
Phone: +371 29106159
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: 2
Founded in: 1992
Export volume 2013: EUR 16 000
Export volume 2012: EUR 31 000
Export volume 2013: EUR 10 000
Export volume 2012: EUR 25 000
Main markets: EU, Middle East
Business profile: Biene Remote GSM remote-
control and monitoring modules. Home
and industrial automation control via SMS
and GPRS. GPRS data logger. Electronic
design.
Seeking cooperation in: Distribution.

BIOSAN
Legal form: Ltd
Address: Rātsupītes iela 7/2,
Rīga, LV-1067, Latvia
Phone: +371 67426137
Fax: +371 67428101
E-mail: secretary@biosan.lv
Website: www.biosan.lv
Chairman of the Board:
Mr Vasilijs Bankovskis
Contact: Mr Aleksey Konstantinov
Position of the contact person:
Sales Director
Languages spoken: Latvian, English,
Russian
Number of employees: 109
Founded in: 1992
Turnover in 2013: EUR 7 200 000
Turnover in 2012: EUR 6 500 000
Export volume 2013: EUR 6 900 000
Export volume 2012: EUR 6 100 000
Main markets: Europe, Russia, other
CIS countries, Japan, South-East
Asia, Latin America
Business profile: Our mission is the
development, production and supply
of innovative, laboratory biomedical
instruments developed on the basis
of the most advanced scientific and
manufacturing technologies. BioSan
produce devices for mixing,
vortexing-centrifugation, incubation,
cultivation, water purification systems,
DNA/RNA UV-cleaner boxes, devices,
ensuring biosafety of laboratory air, as well
as analytical solutions for bioprocesses.
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

Member of association: Telecommunications
Association of Latvia, Sun Energy Association
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: 13
Founded in: 1996
Turnover in 2013: EUR 2 200 000
Turnover in 2012: EUR 1 200 000
Export volume 2013: EUR 1 900 000
Export volume 2012: EUR 893 000
Main markets: Latvia, Lithuania, Estonia, Poland, Russia
Seeking cooperation in: Seeking sales representatives; Joint developing of bioreactor application projects.
Certificates in use: ISO 9001
Member of association: Latvian Biotechnology Association, Latvian Biogas Association

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 Bluķis
Contact: Mr Jānis Janums
Position of the contact person: Sales Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 27
Founded in: 1991
Turnover in 2013: EUR 3 600 000
Turnover in 2012: EUR 2 900 000
Export volume 2013: EUR 714 000
Export volume 2012: EUR 517 000
Main markets: Lithuania, Czech Republic, Denmark, Germany, UK, Italy, Spain, Malta, Switzerland, Singapore, Malaysia, Australia and others
Business profile: Design, development and manufacture of ECR (electronic cash register) and POS (point of sale) systems. Software development for retail POS and payment transactions. 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: 12
Founded in: 2004
Turnover in 2013: EUR 158 000
Turnover in 2012: EUR 145 000
Export volume 2013: EUR 157 000
Export volume 2012: EUR 142 000
Main markets: Finland
Business profile: ControlTech provides outsourcing services in the production of electronic and electro-mechanical devices. Since 2006, ControlTech has mainly 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 12 people and has production facilities 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 assembly or soldering services.
Member of association: Latvian Electrical Engineering and Electronics Industry Association
Chairman of the Board:
Mr Andris Gailītis
Contact: Ms Alina Zizina
Position of the contact person: Marketing and Development Department Group Leader
Languages spoken: Latvian, English, Russian
Number of employees: 75
Founded in: 1999
Turnover in 2013: EUR 8 000 000
Turnover in 2012: EUR 4 900 000
Export volume 2013: EUR 4 000 000
Export volume 2012: EUR 2 200 000
Main markets: Europe (Latvia, Germany, Netherlands, UK, France, Cyprus, Austria, Sweden, Finland, Israel, Poland, Iceland and others), Russia and other CIS countries (Ukraine, Belarus and others), Asia, USA, Canada, New Zealand and others

Business profile: 
DEAC is the largest data-centre operator in the Baltics. DEAC is a reliable partner for more than 2 500 customers from 40 countries around the world. Our operations are oriented to providing the full range of data-centre services on a global scale, our key regions being Europe, Russia and the USA. DEAC technical support for customers is available 24/7.
The total capacity of DEAC's data centres, located in the EU in Riga, is 630 racks.
Certificates in use: ISO 9001, ISO 27001
Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association

EFN NORD
Chairman of the Board:
Mr Patrick Adamski
Contact: Ms Kristīne Simonova
Position of the contact person: General Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 45
Founded in: 2002
Turnover in 2013: EUR 760 000
Turnover in 2012: EUR 1 000 000
Export volume 2013: EUR 760 000
Export volume 2012: EUR 1 000 000
Main markets: Germany, Belgium

Business profile: We provide a value-added process chain that picks up design ideas and turns them into products. The company produces:
• Assembly tools
• Semi-automatic production units
• Test equipment and mould injection plastic parts
• Welding of plastics
• Potting and 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

ELECTRIC MOBILITY
Director: Mr Andris Dambis
Contact: Mr Edijs Orols
Position of the contact person: Executive Director
Languages spoken: Latvian, English, Russian
Number of employees: 5
Founded in: 2014
Main markets: Europe

Business profile: 
Engineering and production of light electric vehicles
• Electric scooters
• Controllers for LEVs (light electric vehicles)
• Wireless solutions for electrical drives
• Electric motors
• Other electrical drive solutions
Seeking cooperation in: See Business profile.

ELEKTROREZ 2014
Director: Mr Vasiļijs Sidorenko
Contact: Mr Vasiļijs Sidorenko
Position of the contact person: Director
Languages spoken: Latvian, English, German, Russian, Italian
Founded in: 2014

Business profile: 
Thermosetting and thermoplastic injection moulding, manual and automatic assembly of electrical fittings -- branch outlets, boxes, CP-Link and patch cables, cable harnesses, etc.
Seeking cooperation in: Subcontracting of plastic moulding and assembly of electrical fittings.
Certificates in use: Schneider Electric Supplier Quality Management (SSQM)
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

Business profile: Ellat 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 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 operation).

Certificates in use: ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association

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

Business profile: Energolukss is a full-service company providing emergency power supply solutions. Energolukss is the Latvian market leader in sales and rental of generating sets. Energolukss is one of the major players in power electronics repairs and maintenance. Energolukss provides delivery, installation, maintenance, repairs and rental of equipment as well as manufacturing switchboards and designing wiring diagrams. For the construction industry, we provide diamond tools and machines as well as professional welding equipment. We also offer the 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 interested in cabinet assembly services. Emergency power supply systems.

Certificates in use: ISO 9001
GAISMA UN SERVISS
Legal form: Ltd
Address: Pāles iela 14, Riga, LV-1024, Latvia
Phone: +371 67333085
Fax: +371 67333085
E-mail: kristaps@gaismaunserviss.lv
Website: www.gaismaunserviss.lv

Chairman of the Board:
Mr Kristaps Jaundzems
Contact: Mr Kristaps Jaundzems
Position of the contact person: Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 3
Founded in: 2007
Turnover in 2013: EUR 460,000
Turnover in 2012: EUR 201,000
Export volume 2013: EUR 69,000
Export volume 2012: EUR 1,000
Main markets: Latvia, Lithuania, Estonia

Business profile: Production of lamps, lighting fixtures; sales, electrical installation.
Seeking cooperation in: See Business profile.
Member of association: Latvian Electrical Engineering and Electronics Industry Association

HANZAS ELEKTRONIKA
(Ventspils Elektronikas Fabrika)
Legal form: Ltd
Address: Akmeņu iela 72, Ogre, Ogres nov., 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 Iveta Vanaga
Position of the contact person: Office Manager
Languages spoken: Latvian, English, Russian, Swedish
Number of employees: 237
Founded in: 1999
Turnover in 2013: EUR 10,400,000
Turnover in 2012: EUR 7,400,000
Export volume 2013: EUR 69,000
Export volume 2012: EUR 1,000
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 the volume manufacturing of high complexity PCBAs, 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

HF HYDRAULICS
Legal form: Ltd
Address: Braslas iela 29A-3, Riga, LV-1084, Latvia
Phone: +371 66103104
E-mail: hf@hydraulfunktion.com
Website: www.hydraulfunktion.com

Managing Director:
Mr Hans Eric Wallenburg
Contact: Mr Hans Eric Wallenburg
Position of the contact person: Managing Director
Languages spoken: Latvian, English, German, Russian, Swedish, Chinese
Number of employees: 8
Founded in: 2012
Turnover in 2013: EUR 45,000
Export volume 2013: EUR 45,000
Main markets: Poland, Germany, Finland, Sweden, Russia

Business profile: Development and manufacturing of electro-hydraulic power packs and components. Manufacturing and sales of components for hydraulic power units. Our products are used in the vehicle building, material handling and machine manufacturing industries.
Seeking cooperation in: Cooperation with companies in the vehicle building, material handling and machine manufacturing industries.
Certificates in use: CE, EMC
ISP OPTICS LATVIA
Legal form: Ltd
Address: Ganību dambis 24A k-13, Rīga, LV-1005, Latvia
Phone: +371 67323779
Fax: +371 67323781
E-mail: info@ispoptics.eu
Website: www.ispoptics.com
Chairman of the Board:
Mr Ēriks Bediķis
Contact: Mr Ēriks Bediķis
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 60
Founded in: 1991
Turnover in 2013: EUR 3 600 000
Turnover in 2012: EUR 3 700 000
Export volume 2013: EUR 3 600 000
Export volume 2012: EUR 3 700 000
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 Edmunds Šimins
Position of the contact person:
Marketing Director
Languages spoken: Latvian, English, Russian
Number of employees: 233
Founded in: 1991
Turnover in 2013: EUR 22 700 000
Turnover in 2012: EUR 27 300 000
Export volume 2013: EUR 2 000 000
Export volume 2012: EUR 2 600 000
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 the 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
Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia

JZ MICROPHONES
Legal form: Ltd
Address: Gaujas iela 30, Mārupe, Mārupes nov., LV-2167, Latvia
Phone: +371 67246648
Fax: +371 67246649
E-mail: info@jzmic.com
Website: www.jzmic.com
Chairman of the Board:
Mr Filips Rajevskis
Contact: Mr Edijs Rudzis
Position of the contact person:
International Sales Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 2
Founded in: 2007
Turnover in 2013: EUR 154 000
Turnover in 2012: EUR 160 000
Export volume 2013: EUR 153 000
Export volume 2012: EUR 159 000
Main markets: Germany, Italy, France, Norway, USA, Canada, Asia
Business profile: Microphone manufacturing and distribution.
Seeking cooperation in: Distribution, OMM manufacturing.
Member of association: Audio Engineering Society, National Association of Music Merchants
**LATTELECOM**

Legal form: Ltd
Address: Dzirnavu iela 105, Riga, LV-1011, Latvia
Phone: +371 67051010
Fax: +371 67055481
E-mail: lattelecom@lattelecom.lv
Website: www.lattelecom.lv

Chairman of the Board:
Mr Juris Gulbis
Contact: Mr Anita Mertena
Languages spoken: Latvian, English, Russian
Number of employees: 1 340
Founded in: 1994
Turnover in 2013: EUR 165 600 000
Turnover in 2012: EUR 188 900 000
Export volume 2013: EUR 12 300 000
Export volume 2012: EUR 18 000 000
Main markets: Latvia, Lithuanian, Estonia, Sweden, Finland, Russia

Business profile: Lattelecom provides integrated electronic communication and IT services. In addition, Lattelecom offers telecommunication, network design and construction services and provides custom-built data transmission and IT infrastructure solutions, internet and call-centre services, and business process outsourcing. For more than five years, Lattelecom has also been actively operating within Latvia’s TV service market. Since 2007, Lattelecom has invested over EUR 70 million in the development of a fibre optic network in Latvia, thus ensuring one of the fastest internet services in Europe. In 2013, Lattelecom opened Dattum, the most secure data centre in northern Europe which has received internationally acknowledged TIER III certification.

Seeking cooperation in: See Business profile.
Certificates in use: ISO 9001
Member of association: Latvian Information and Communications Technology Association, Latvian Open Technology Association

**LATVIJAS MOBILAIIS TELEFONS**

Legal form: Ltd
Address: Ropažu iela 6, Riga, LV-1039, Latvia
Phone: +371 80000076
Fax: +371 67535533
E-mail: info@lmt.lv
Website: www.lmt.lv

Chairman of the Board:
Mr Juris Binde
Contact: Ms Anda Tērauda
Languages spoken: Latvian, English, Russian
Number of employees: 491
Founded in: 1992
Turnover in 2013: EUR 161 000 000
Turnover in 2012: EUR 174 000 000
Main markets: Latvia

Business profile: Latvijas Mobilais Telefons is the market and technology leader in Latvia, providing high-quality mobile telecommunication services and the country’s most extensive network coverage. 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

**LATVIAN INTELLIGENT SYSTEMS LTD**

Legal form: Ltd
Address: Zirgu iela 7-1, Riga, 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: 5
Founded in: 1991
Turnover in 2013: EUR 313 000
Turnover in 2012: EUR 267 000
Export volume 2013: EUR 60 000
Export volume 2012: EUR 40 000
Main markets: Latvia

Business profile: Nanotechnologies, heated floors, computer systems and software design, IT and modelling consultancy and services.

Seeking cooperation in: Relevant to Business profile.
Member of association: Latvian Electrical Engineering and Electronics Industry Association
LATVIJAS ŪDEŅRAŽA ASOCIĀCIJA
(Latvian Hydrogen Association)
Legal form: Foundation
Address: Akadēmijas laukums 1-1312, Rīga, LV-1050, Latvia
Phone: +371 29242995
Fax: +371 67132778
E-mail: info@h2lv.eu
Website: www.h2lv.eu
Chairman of the Board:
Mr Jānis Kleperis
Contact: Mr Aivars Starikovs
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English, Russian, German
Founded in: 2005
Business profile: Promoting the implementation of hydrogen technology in Latvia’s economy, as using only local natural resources will lead to independence from imports in such sectors as energy, transport and industry, at the same time stimulating society to use environmentally friendly technologies, with lower impact on nature, as power sources.
Seeking cooperation in: Connecting research institutions and manufacturers working with hydrogen technologies in order to participate in international projects. Representing members in activities such as conferences, congresses and exhibitions, educating and encouraging young scientists to turn their attention to hydrogen technologies and related topics.

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: 263
Founded in: 1991
Turnover in 2013: EUR 12 600 000
Turnover in 2012: EUR 12 200 000
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 centre 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 being a wholesaler of data transmission services to retail providers. Other core services of LVRTC include terrestrial broadcasting of radio and television programmes covering the whole of Latvia.
Seeking cooperation in: Corporate entities looking for a high-quality data centre site and cloud infrastructure services – storage, servers and recovery sites.
Member of association: Latvian Electrical Engineering and Electronics Industry Association, Telecommunications Association of Latvia

LĀSMA
Legal form: Ltd
Address: Krusta iela 9, Langstīni, Garkalnes nov., LV-2137, Latvia
Phone: +371 26559566
Fax: +371 67800606
E-mail: lasma@lasma.lv
Website: www.lasma.lv
Member of the Board:
Mr Lauris Bērziņš
Contact: Ms Lāsma Bērziņa
Position of the contact person:
PR & Marketing Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 13
Founded in: 1992
Turnover in 2013: EUR 1 400 000
Turnover in 2012: EUR 1 200 000
Export volume 2013: EUR 140 000
Export volume 2012: EUR 86 000
Main markets: Latvia
Business profile: Lāsma supplies 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 components from well-known manufacturers.
Seeking cooperation in: We offer switchboard mounting.
Member of association: Latvian Electrical Engineering and Electronics Industry Association
LEXEL FABRIKA
Legal form: Ltd
Address: Augusta Deglava iela 60, Riga, LV-1035, Latvia
Phone: +371 67388917
Fax: +371 67549749
E-mail: support@schneider-electric.com
Website: www.schneider-electric.lv

Member of the Board: Mr Uldis Stūre
Contact: Mr Ulidis Stūre
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2011
Turnover in 2013: EUR 38 000 000
Turnover in 2012: EUR 39 000 000
Export volume 2013: EUR 4 000
Export volume 2012: EUR 5 000
Main markets: Latvia, Lithuania, Estonia, Scandinavia, Russia

Business profile: Lexel Fabrika, an international company, has operated in Latvia since 1993. Since 1999, the company has been part of the global French group Schneider Electric SA. Lexel Fabrika produces and distributes various electrical-installation materials such as switches, socket outlets, installation boxes, etc. More than 85% of production is 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, Lexel Fabrika will expand its business into final assembly and testing of electronic products and continue to introduce new lines of production in order to improve productivity with the aid of Schneider Electric processes and methods, which are well established and recognized throughout the world.

Seeking cooperation in: Highly qualified suppliers of metal stamping/machining, plastic moulding, packaging. Various material and service providers (technical, stationery, etc.).
Certificates in use: ISO 9001, ISO 14001, ISO 50001, OHSAS 18001

LEXITC
Legal form: Ltd
Address: Āzenes iela 12, Riga, LV-1048, Latvia
Phone: +371 22001023
E-mail: info@leitc.lv
Website: www.leitc.lv

Member of the Board: Mr Uldis Stūre
Contact: Mr Uldis Stūre
Position of the contact person: Member of the Board
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2011
Turnover in 2013: EUR 72 000
Turnover in 2012: EUR 59 000
Export volume 2013: EUR 4 000
Export volume 2012: EUR 5 000
Main markets: Latvia, Lithuania, Estonia, Scandinavia, Russia

Business profile: The Latvian Electronic Equipment Testing Centre (LEITC) is a European Union accredited laboratory specializing in tests and measurements on electrical and electronic devices to determine their electromagnetic compatibility (EMC) in accordance with EN and ETSI standards. We provide:
- EU-accredited EMC measurements for devices produced by customers
- EU-approved test reports
- Low voltage measurements in our EU-accredited lab together with our partners
- CE certification

Seeking cooperation in: Electronic equipment producers and importers/exporters.
Certificates in use: ISO 17025
Member of association: Latvian Electrical Engineering and Electronics Industry Association
MAKSIKOMS  
Legal form: Ltd  
Address: Raunas iela 44 k-1, Rīga, LV-1039, Latvia  
Phone: +371 29459183  
Fax: +371 67600407  
E-mail: info@maxicom.lv  
Website: www.maxicom.lv

Member of the Board:  
Mr Eižens Purtniņš

Position of the contact person:  
Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 9

Founded in: 1998

Turnover in 2013: EUR 530 000

Turnover in 2012: EUR 320 000

Export volume 2012: EUR 67 000

Main markets: Latvia

Business profile: Design, implementation and support of wired (including optical WDM) and wireless data network solutions, IT system development and integration, specialized IT solutions for railway and airports, IT training.

Seeking cooperation in: WLAN solution implementation for the retail, logistics, transportation, and hospitality sectors, system integration projects, transportation IT system projects in EU.

Certificates in use: Railway Safety Permit, ISO 9001

Member of association: Latvian Electrical Engineering and Electronics Industry Association

MC COMMUNICATION  
Legal form: Ltd  
Address: Tārgales iela 12, Ventspils, LV-3602, Latvia  
Phone: +371 63681234  
Fax: +371 63607228  
E-mail: office@mc-com.lv  
Website: www.mc-com.lv

Member of the Board:  
Mr Vītālijs Ķuvižovs

Position of the contact person:  
Secretary

Languages spoken: Latvian, English, German, Russian

Number of employees: 14

Founded in: 1994

Turnover in 2013: EUR 284 000

Turnover in 2012: EUR 549 000

Main markets: Latvia, Finland, Germany

Business profile: Project engineering (engineering base, SCADA), automation systems, monitoring and control systems, electrical installation systems, radio-control systems: diagnostics, consultancy, equipment selection and procurement, supervision, installation works, commissioning.

Seeking cooperation in: Engineering design and manufacturing of equipment for any production or automation processes to customer specifications. Subcontracting in engineering design, production, electrical assembly and commissioning.

Certificates in use: ISO 9001, LEAA No. 70-2244, LEAA No. 2244, LEAA No. 70-3281, LEAA No. 70-2880, LEAA No. 70-2961, TÜV Nord No. WPS-G014-07

MIKROTĪKLS  
Legal form: Ltd  
Address: Pērnavas iela 46, Rīga, LV-1009, Latvia  
Phone: +371 67317700  
Fax: +371 67317701  
E-mail: sales@mikrotik.com  
Website: www.mikrotik.com

Chief Technology Officer:  
Mr Arnis Riekstiņš

Contact: Mr Jānis Jankovskis

Position of the contact person:  
Product Manager

Languages spoken: Latvian, English, Russian

Number of employees: 114

Founded in: 1996

Turnover in 2013: EUR 103 500 000

Turnover in 2012: EUR 80 000 000

Export volume 2013: EUR 103 000 000

Export volume 2012: EUR 80 000 000

Main markets: Lithuania, Germany, Poland, Czech Republic, Italy, Spain, Russia, USA, United Arab Emirates, South Africa, Argentina, and other

Business profile: Wireless and wired networking products, switches, routers, antennas, hardware and software.

Seeking cooperation in: Distributors and resellers.
ORAM MOBILE
Legal form: Ltd
Address: Ventspils Augsto tehnoloģiju parks 1, Ventspils, LV-3602, Latvia
Phone: +371 29451181
E-mail: dana.taurina@orammobile.com
Website: www.orammobile.com
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 2013: EUR 107 000
Turnover in 2012: EUR 83 000
Main markets: Latvia
Business profile: ORAM Mobile is an IT and electronic solution development company operating in four main business segments:
• Mobile and web applications – for smartphones, tablets, navigation devices and other mobile and portable devices intended for education, entertainment, sports and navigation.
• Electronic devices – for navigation, remote control and transport. The company also develop different audio-guide solutions for indoor and outdoor exhibitions, open-air sites and excursion vehicles.
• Data processing and monitoring – data processing and monitoring services from a base station, sensor, navigation and satellite data.
• Research and development – the company continually develops new products, keeping up with the latest technology and market trends. In collaboration with our partners and universities, the company implements space-technology and application research.
Seeking cooperation in: See Business profile.
Member of association: Latvian Electrical Engineering and Electronics Industry Association

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: 2
Founded in: 2004
Turnover in 2013: EUR 1 500 000
Turnover in 2012: EUR 1 300 000
Export volume 2013: EUR 16 000
Export volume 2012: EUR 50 000
Main markets: Estonia, Germany
Business profile: OPTILAS is a sales and service of equipment for scientific research, manufacturing of electronic equipment. Seeking cooperation in: Coherent laser manufacturers.
Member of association: Latvian Electrical Engineering and Electronics Industry Association

Business profile: ORAM MOBILE
ORAM MOBILE is an IT and electronic solution development company operating in four main business segments:
• Mobile and web applications – for smartphones, tablets, navigation devices and other mobile and portable devices intended for education, entertainment, sports and navigation.
• Electronic devices – for navigation, remote control and transport. The company also develop different audio-guide solutions for indoor and outdoor exhibitions, open-air sites and excursion vehicles.
• Data processing and monitoring – data processing and monitoring services from a base station, sensor, navigation and satellite data.
• Research and development – the company continually develops new products, keeping up with the latest technology and market trends. In collaboration with our partners and universities, the company implements space-technology and application research.
Seeking cooperation in: See Business profile.
Member of association: Latvian Electrical Engineering and Electronics Industry Association
PHOTON-L BALTIČ

Legal form: Ltd
Address: Emīļa Melngailī iela 2, Rīga, LV-1010, Latvia
Phone: +371 29164845
Fax: +371 67495101
E-mail: raivis@photon-l.lv
Website: www.photon-l.lv

Member of the Board:
Mr Raivis Skvireckis

Contact: Mr Raivis Skvireckis

Position of the contact person:
Member of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 10

Founded in: 2010

Turnover in 2013: EUR 557 000

Turnover in 2012: EUR 1 600 000

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

Business profile: Founded by a group of entrepreneurs with a vision of 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
- Petrol stations
- Health care, education and administrative institutions
- Manufacturing facilities
- Sports facilities
- Underground
- Automotive repair 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, Energy Efficiency Association of Latvia, Energy Efficient Lighting Association

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RD ALFA
MIKROELEKTRONIKAS DEPARTAMENTS

Legal form: JSC
Address: Maskavas iela 240, Rīga, LV-1063, Latvia
Phone: +371 67109400
Fax: +371 67109498
E-mail: info@rdalfa.eu, diana.lapkis@rdalfa.eu
Website: www.rdalfa.eu

Chairman of the Board:
Mr Mihails Lapkis

Contact: Ms Juna Zhaleiko

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

Languages spoken: Latvian, English, Russian

Number of employees: 67

Founded in: 2002, originally at 1962 as Riga Scientific Research Institute of Micro-devices (RSRIMD)

Turnover in 2013: EUR 1 200 000

Turnover in 2012: EUR 1 600 000

Export volume 2013: EUR 1 200 000

Export volume 2012: EUR 1 600 000

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 electronic applications
- Long-distance video-transmission systems
- Researching Development

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

Certificates in use: ISO 9001, EC - certificate of conformity No. Е006/01

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REMEKS SERVISS

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

Chairman of the Board:
Mr Egīls Kaross

Contact: Mr Egīls Kaross

Position of the contact person:
Chairman of the Board

Languages spoken: Latvian, English, Russian

Number of employees: 103

Founded in: 1998

Turnover in 2013: EUR 7 900 000

Turnover in 2012: EUR 2 500 000

Export volume 2013: EUR 189 000

Export volume 2012: EUR 20 000

Main markets: Latvia, Croatia, other EU countries, Russia, Belarus

Business profile: Remeks Serviss provides a wide range of engineering services – starting from the design and assembly of various systems and equipment to the technical maintenance and modernization of power-engineering, telecommunication, 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
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: Mr Edgars Dudko
Position of the contact person:
PR & Marketing Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 168
Founded in: 1999
Turnover in 2013: EUR 13 600 000
Turnover in 2012: EUR 13 700 000
Export volume 2013: EUR 12 800 000
Export volume 2012: EUR 13 500 000
Main markets: Worldwide
Business profile: SAF Tehnika is among the world’s top microwave carrier-class point-to-point data transmission equipment manufacturers and distributors. Originally incorporated and having its headquarters in northern Europe, SAF Tehnika has become a global company within just a decade, covering all relevant market segments in more than 130 countries worldwide. SAF products are ISO 9001:2008 certified and correspond to major industry standards such as ETSI, FCC and Industry Canada. The company’s product portfolio covers most licenced and licence-free frequency bands within the range of 300MHz-42GHz with capacities up to 1 Gigabit full-duplex. SAF Tehnika has also created the world’s first handheld spectrum analyzer, Spectrum Compact.
SAF Tehnika is committed to providing a strong focus on both the production and delivery of customer-adapted wireless solutions at competitive prices while delivering the highest quality standards. The company’s shares are publicly traded in the NASDAQ OMX Riga stock exchange (SAF1R).
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, Latvian Information and Communications Technology Association

Rīgas elektro mašīnbūves rūpnīca
Chairman of the Board:
Mr Miklai Merokhau
Contact: Mr Ilya Shestakov
Position of the contact person:
Head of Sales Department
Languages spoken: Latvian, English, Russian
Number of employees: 857
Founded in: 1991
Turnover in 2013: EUR 33 600 000
Turnover in 2012: EUR 37 600 000
Export volume 2013: EUR 31 300 000
Export volume 2012: EUR 35 300 000
Main markets: Poland, Germany, Slovakia, Serbia, Switzerland, Belarus, Russia, Uzbekistan, Azerbaijan, Kazakhstan
Business profile: Rīgas elektro mašīnbūves rūpnīca is the leading machinery building plant in the Baltic States and is focused on the production of AC/DC traction motors and electrical traction equipment for electric trains, passenger carriages, locomotives, underground train carriages, other city transport and dump trucks; also electrical equipment and motors for general industrial purposes.
Seeking cooperation in:
• carriages and repair plants
• enterprises dealing with urban-transport construction including underground transport
• repair companies providing services for railway rolling stock and urban transport
• companies that use or repair motors and electric equipment intended for general industrial purposes
Certificates in use: ISO 9001:2008, Certification of the Federal Rail Transport of Russia
Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia
**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: 11  
Founded in: 2006  
Turnover in 2013: EUR 2 400 000  
Turnover in 2012: EUR 2 100 000  
Export volume 2013: EUR 2 300 000  
Export volume 2012: EUR 2 000 000  
Main markets: Scandinavia  

Business profile: Switchboards, temporary electrical 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  

Chairwoman of the Board: Ms Vita Zīle  
Contact: Ms Linda Roga  
Position of the contact person: Project Manager  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 2  
Founded in: 2008  
Turnover in 2013: EUR 74 000  
Turnover in 2012: EUR 25 000  
Main markets: Latvia, Sweden, Netherlands, Norway  

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

**SIDRABE**

Legal form: JSC  
Address: Krustpils iela 17, Rīga, LV-1073, Latvia  
Phone: +371 67249806  
Fax: +371 67139506  
E-mail: sidrabe@sidrabe.eu  
Website: www.sidrabe.com  

President: Mr Nils Veidemanis  
Contact: Mr Andrejs Balabkins  
Position of the contact person: Head of Marketing and Sales Department  
Languages spoken: Latvian, English, Russian  
Number of employees: 78  
Founded in: 1962  
Turnover in 2013: EUR 10 000 000  
Export volume 2013: EUR 9 500 000  
Main markets: EU, Russia, USA, Canada, South Korea, Japan  
Business profile: SIDRABE designs and manufactures customized vacuum-coating systems and develops unique thin-film technology processes.  

We offer:  
- development and implementation of thin-film technology processes  
- customized vacuum-coating systems  
- optimized and cost-effective product solutions  
- contract R&D and design engineering  
A variety of processes have been successfully implemented in SIDRABE equipment for many applications: coating of:  
- polymer films and metal foils  
- metal strips  
- large-size flat glass  
- large-size astronomical mirrors  
- artificial diamond and various powders  
- 3D articles for protective and decorative purposes  
- substrate pre-treatment using ion sources  
- vacuum lamination  
- vacuum drying of webs  

Seeking cooperation in: Innovative companies in the electronics, medical-material, scientific, solar, energy storage, architectural glass and other industries interested in applied thin-film technologies.  
Certificates in use: ISO 9001, ISO 14001  
Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia
Silmor
Legal form: Ltd
Address: Ropažu iela 140, Rīga, LV-1006, Latvia
Phone: +371 29129238
E-mail: info@silmor.eu
Website: www.silmor.eu

Chairman of the Board: Mr Jānis Siliņš
Contact: Ms Linda Kazaine
Position of the contact person: Project Manager
Languages spoken: Latvian, English, Russian
Number of employees: 12
Founded in: 1995
Turnover in 2013: EUR 289 000
Turnover in 2012: EUR 144 044
Export volume 2013: EUR 67 000
Main markets: Latvia, Estonia, Lithuania, Scandinavia, USA

Business profile:
Silmor – your partner in technical marking! Silmor has been operating successfully since 1995. We produce aluminium plaques (Metalphoto technology), membrane switches and overlays, safety labels, 3D logoprints, large-format printing. We offer a complete service from design to finished product. Our main purpose and work standard is quality. To implement this objective we work with the best raw materials, using globally tested technologies, as well as contributing to the professional growth of our employees. Seeking cooperation in: Electronic parts and components, technical marking, metal industry, automation, equipment.

Certificates in use: ISO 9001, LEAN
Member of association: Latvian Electrical Engineering and Electronics Industry Association, Association of Mechanical Engineering and Metalworking Industries of Latvia

Teliko
Legal form: Ltd
Address: Brīvības iela 224, Rīga, LV-1039, Latvia
Phone: +371 67620626
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: General Manager
Languages spoken: Latvian, English, German, Russian
Number of employees: 12
Founded in: 2009
Turnover in 2013: EUR 885 000
Turnover in 2012: EUR 578 000
Export volume 2013: EUR 487 000
Export volume 2012: EUR 219 000
Main markets: Europe, Middle East, East Asia

Business profile: The company specializes in the design, development and manufacturing of 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 develops products to individual customer specifications, enabling customers to distribute them under their own brand name. Seeking cooperation in: Teliko 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 products in other countries.
VENTSPILS AUGSTO TEHNOLOGIJU PARKS (VATP) (Ventspils High Technology Park)

Legal form: Foundation
Address: Ventspils Augsto tehnoloģiju parks 1, Ventspils, LV-3602, Latvia
Phone: +371 63664934
Fax: +371 63664934
E-mail: info@vatp.lv
Website: www.vatp.lv

Member of the Board: Mr Ivars Eglājs
Contact: Ms Sandra Rožkalne
Position of the contact person: Head of Finance and Services Department
Languages spoken: Latvian, English, German, Russian
Number of employees: 18
Founded in: 2005
Turnover in 2013: EUR 1 300 000
Turnover in 2012: EUR 1 400 000
Main markets: Latvia, other European countries

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

Structural units: Business Incubator, including Pre-incubator, the Technology Park, Space Technologies Cluster and the Kurzeme Democentre interactive science museum.

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

Member of association: Latvian Electrical Engineering and Electronics Industry Association, Association of Mechanical Engineering and Metalworking Industries of Latvia

VERIFONE BALTIC

Legal form: Ltd
Address: Krasta iela 105A, Riga, LV-1019, Latvia
Phone: +371 67844701
Fax: +371 67844702
E-mail: verifonelv@verifone.com
Website: www.verifone.lv

Managing Director in Baltics: Mr Agris Štikāns
Contact: Mr Agris Štikāns
Position of the contact person: Managing Director in Baltics
Languages spoken: Latvian, English, Russian
Number of employees: 79
Founded in: 1998
Turnover in 2013: EUR 4 900 000
Turnover in 2012: EUR 4 800 000
Export volume 2013: EUR 1 500 000
Export volume 2012: EUR 1 200 000
Main markets: Latvia, Lithuania, Estonia, Finland, Sweden, Denmark, UK, Norway, Iceland, Australia, Thailand

Business profile: Verifone offers a range of cost-effective, multi-channel payment solutions. All are backed by Verifone’s market-leading software and payment processing systems. Point offers rental of VeriFone POS terminals 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 system integration services; specialized consulting; repair services; 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 Technology and Telecommunications Association
VIDZEMES ELEKTROTEHNIKAS FABRIKA
Legal form: Ltd
Address: Ieriķu iela 73, Rīga, LV-1003, Latvia
Phone: +371 67605306
Fax: +371 67605306
E-mail: info@vefabrika.lv
Website: www.vefabrika.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: 6
Founded in: 2003
Turnover in 2013: EUR 722 000
Turnover in 2012: EUR 844 000
Export volume 2013: EUR 652 000
Export volume 2012: EUR 767 000
Main markets: Sweden, Germany
Business profile: VIDZEMES ELEKTROTEHNIKAS FABRIKA manufactures cable harnesses, specific and customized assemblies of electronic and mechanical parts and products, encapsulation (potting) services for the automotive, telecommunication, industrial equipment, medical and defence industries. Capabilities: processing of discrete wires, coaxial, multi-conductor, power, battery and other cables, semi-automatic crimping of wire and cable terminals, strip or loose piece; manual soldering in accordance with IPC requirements; PCB assembly; coating, encapsulation (potting); assembly of parts and finished products.

VIKAN MARKETING
Legal form: Ltd
Address: Mazā Krasta iela 83, Rīga, LV-1003, Latvia
Phone: +371 67140560
Fax: +371 67140009
E-mail: info@vikanmarketing.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: 33
Founded in: 2003
Turnover in 2013: EUR 165 000
Turnover in 2012: EUR 1 000
Export volume 2013: EUR 652 000
Export volume 2012: EUR 767 000
Main markets: Latvia
Business profile: Vikan Marketing manufactures cable harnesses, specific and customized assemblies of electronic and mechanical parts and products, encapsulation (potting) services for the automotive, telecommunication, industrial equipment, medical and defence industries. Capabilities: processing of discrete wires, coaxial, multi-conductor, power, battery and other cables, semi-automatic crimping of wire and cable terminals, strip or loose piece; manual soldering in accordance with IPC requirements; PCB assembly; coating, encapsulation (potting); assembly of parts and finished products.
Seeking cooperation in: See Business profile.
Member of association: Latvian Electrical Engineering and Electronics Industry Association

VOLBURG
Legal form: Ltd
Address: Meža iela 2, Salaspils, Salaspils nov., LV-2169, 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: 43
Founded in: 1996
Turnover in 2013: EUR 2 300 000
Turnover in 2012: EUR 2 200 000
Export volume 2013: EUR 1 700 000
Export volume 2012: EUR 1 800 000
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, Autotronik 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 assembly and packing, including sub-unit assemblies, box-built products.
Seeking cooperation in: Long-term relationships with OEMs in the industrial sector.
Certificates in use: ISO 9001, ISO 14001, Member of association: Latvian Electrical Engineering and Electronics Industry Association
WILL SENSORS
Legal form: Ltd
Address: Ulbrokas iela 23,
Riga, LV-2012, Latvia
Phone: +371 67718678
Fax: +371 66012063
E-mail: info@willsensors.lv
Website: www.willsensors.lv

Chairwoman of the Board:
Ms Inga Liduma
Contact: Ms Inga Liduma
Position of the contact person:
Chairwoman of the Board
Languages spoken: Latvian, English, German, Russian
Number of employees: 3
Founded in: 2009
Turnover in 2013: EUR 577 000
Turnover in 2012: EUR 417 000
Export volume 2013: EUR 28 000
Export volume 2012: EUR 6 000
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.

ZIEGLERA MAŠĪNBŪVE
Legal form: Ltd
Address: Spaļu iela 3,
Daugavpils, LV-5404, Latvia
Phone: +371 65404111
Fax: +371 65404149
E-mail: ziegler@ziegler.lv
Website: www.ziegler-gmbh.com

Member of the Board:
Ms Olga Krusinska
Contact: Ms Inga Nosale
Position of the contact person:
Chief Secretary
Languages spoken: Latvian, English, German, Russian
Number of employees: 312
Founded in: 1997
Turnover in 2013: EUR 8 900 000
Turnover in 2012: EUR 8 200 000
Export volume 2013: EUR 8 600 000
Export volume 2012: EUR 8 000 000
Main markets: Latvia, Lithuania, Estonia, other EU countries, Belarus, Russia

Member of association: Association of Mechanical Engineering and Metalworking Industries of Latvia

Z-LIGHT
Legal form: Ltd
Address: Celtniecības iela 8,
Līvani, Līvānu nov.,
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: 89
Founded in: 2004
Turnover in 2013: EUR 9 200 000
Turnover in 2012: EUR 7 400 000
Export volume 2013: EUR 9 200 000
Export volume 2012: EUR 7 400 000
Main markets: EU, Israel, USA, Canada, Taiwan

Useful Addresses

LATVIJAS ELEKTROTEHNIKAS UN ELEKTRONIKAS RŪPNIECĪBAS ASOCIĀCIJA
(Latvian Electrical Engineering and Electronics Industry Association)
Address: Dzirnavu iela 93, Rīga, LV-1011, Latvia
Phone: +371 67288360
Fax: +371 67288390
E-mail: letera@latnet.lv
Website: www.letera.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

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

LATVIJAS INFORMĀCIJAS UN KOMUNIKĀCIJAS TEHNOLOGIJAS ASOCIĀCIJA
(Latvian Information and Communications Technology Association)
Address: Stabu iela 47-1, Rīga, LV-1011, Latvia
Phone: +371 67311821
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 TESTĒSANAS CENTRS
(State Ltd Certifying and Testing Centre)
Address: Dārza iela 12, Priekuli, Priekulu pag., Priekuli nov., LV-4126, Latvia
Phone: +371 64130013
Fax: +371 64130010
E-mail: info@stc.lv
Website: www.stc.lv

ELEKTRONIKAS UN DATORZINĀTŅU INSTITĪTUŠS
(Institute of Electronics and Computer Science)
Address: Dzērbenes iela 14, Rīga, LV-1006, Latvia
Phone: +371 67554500
Fax: +371 67553337
E-mail: info@edi.lv
Website: www.edi.lv

TRANSPORTA UN SAKARU INSTITĪTUŠS
(Transport and Telecommunication Institute)
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Promotion of Entrepreneurship, Investment and Foreign Trade

Investment and Development Agency of Latvia
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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 over 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.

We look forward to helping your company succeed in Latvia!
The Latvian Export Import Directory
- The online database that will jumpstart your business in Latvia.

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

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

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

We make it easy for international businesses to find the right contacts in Latvia!
Representative Offices of Investment and Development Agency of Latvia

Representative Office in Belarus
Address: Посольство Латвийской Республики в Республике Беларусь
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Your best partner in LATVIA for

- Smart investments
- Business and trade expansion
- Commercialization of innovative ideas via EU and private funds

Representative offices

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Paris
Berlin
Warsaw
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Oslo
Stockholm
Copenhagen
Moscow
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