



Solutions for Traffic control and Traffic lights

Lithuanian success story

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Imtech.eu

Over 100 companies

Revenue
5 billion Euro

Peek Traffic BV
6 country organizations
500 employees



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Imtech

Shared Success

The Netherlands
Belgium
Germany
Nordic
UK
Spain
ICT
Marine
Infra & Traffic

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Acquisitions

- Acquisitions in 2009
- Acquisitions in 2008
- Acquisitions in 2007
- Acquisitions in 2006
- Acquisitions in 2005
- Acquisitions in 2004
- Acquisitions in 2003
- Acquisitions in 2002
- Acquisitions in 2001

Acquisitions

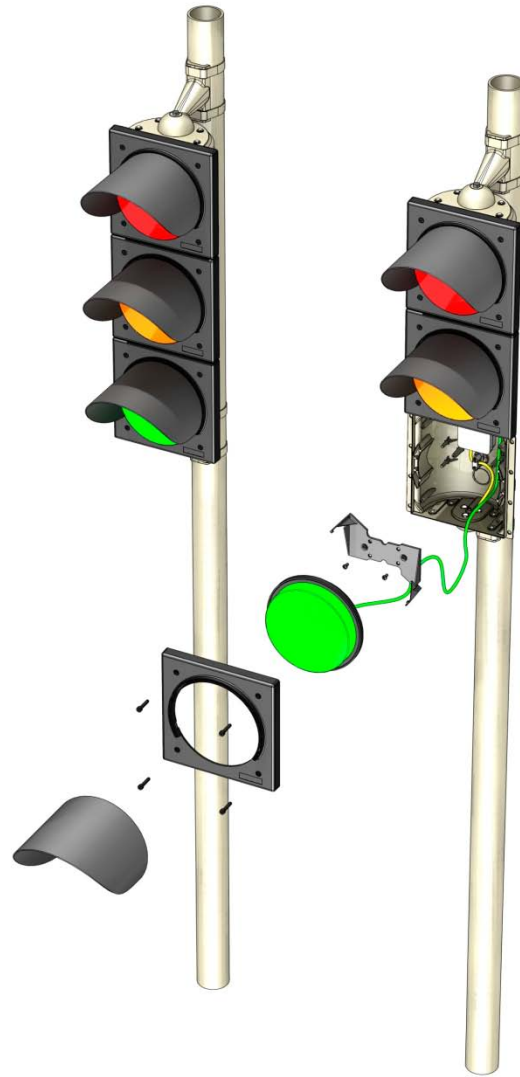
Acquisitions in: 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001

Recently, the group's aim to further strengthen Imtech's activities has been substantiated. The following technology companies were acquired in 2010:

- Penta
- Medical Engineering SL
- LIT
- Elkon
- YSP
- Sapphir
- NEA Gruppen AB
- Spitsbergen VVS
- FCC Sprinkler & Service



Product





Investment

Size of investment: 1 million Euro

Annual production: 20 million Euro

- Market analysis
- Design
- Production technology
- Production location
- Organization of logistics
- Further development



Market analysis

- Market dominated by a single European supplier
- High quality
- High price especially for aluminum made signal heads
- Market demand for long life product (15 year) made of fully recyclable material
- Focus on reduction of Energy consumption (dimming)



Design

Design made by a Dutch company „Klava”

- CONCEPTVOORSTEL.EASM



Production location

China or Eastern Europe (Vilnius, Lithuania)?

Main reasons in choosing Lithuania

1. Experienced labour force
2. Reasonable labour cost
3. Transportation corridor
4. Location near potential market expansion (CEE)





Organization of logistics

Main concern - Delivery of 20m Euro per year production to all European countries

- Analysis of transportation routes to Western Europe
 - Via Poland or sea?
 - Introduction of very high tolls in Poland (July 2011) was major concern. (7x)
 - Delivery „just on time” requires high quality of transportation corridors.



Production facility in Vilnius





Creation of jobs in Vilnius





First installations of signal heads

- Kaunas LT
- Jelgava LV
- Estonia



Vilnius – November 2010

Unfortunately these signal heads are not made in Vilnius





Is our investment really appreciated?

Brand new Peek controller
replaced by a competitor





Product development & expansion

Led Street lighting (aluminum)

Passenger information signs – casing & integration

Variable message signs – casing & integration

It leads to Branch expansion up to 30 people



Peek Traffic Vilnius team





Conclusions – recipe for success

- Strategic position of Lithuania
- Available labour force: multilingual, educated
- Good transportation corridors: to Klaipeda
- Good relations with neighbouring countries: BY, RU
- Access to raw materials

Thank you for your attention