



COMPANY PROFILE

VALVECS is a company specialized in the design and manufacture of ELECTRONIC PRODUCTS

- Since its founding 16 years ago, **VALVECS** is a reference in Europe in the **design, development and manufacture** of electronic products, as well as carrying out projects aimed at the reception and distribution of TV.
- **VALVECS** takes advantage of the digitalization of the TV broadcasting by providing distribution and sales of satellite, cable and terrestrial TV equipment. Since 2009 VALVECS **provides also OEM, ODM services**.
- Always being **up-to-date to technology innovations** in the communication industry, VALVECS work with the latest tools and technological resources, developing and manufacturing electronic products to meet the demands of different markets and clients.
- With its **qualified and experienced staff**, VALVECS performs end-projects and tenders related to the communications sector, from offering the best solutions for each case, to the installation and setting up of the systems.
- And we do so from **product design to mass production through the different stages of HW and SW design, development, test systems, materials purchasing, logistics and prototyping**.



“Our most important success is the recognition and satisfaction of our Clients”



Location

The R & D, manufacturing plant and offices of VALVECS are located in Plodvid, BULGARIA.



Plodvid is the second-largest city in Bulgaria and has one of the country's fastest growing economies with average GDP growth of 12-13%.

Ploddiv has an extraordinary geographical position which makes it an international transport hub, being a strategic communications point in Balkans as three of the ten Pan-European corridors run into or near the city: Corridor IV (Dresden-Bucharest-Sofia-Ploddiv- Istanbul), Corridor VIII (Durrës-Sofia-Ploddiv-Varna/Burgas) and Corridor X (Salzburg-Belgrade-Ploddiv-Istanbul).

Manufacturing Facilities

Our extensive operational capacity of response, flexibility and service makes us one of the leaders in the sector in terms of production capacity. We offer to our clients the service they demand from small series and prototypes to mass-production.

Actually Valvecs factory, among other products, **is able to produce 16,800 set top boxes per month**; the modular set up of the machines allows increasing this quantity if more throughputs are needed. The design services include **PCB design**, prototype manufacturing and software development.



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The service provided to our clients ranging from managing sourcing to assembling and packaging the final product, through different processes; **SMD, assembling, manual assembly, test and quality controls.**



Research & Development facilities

In our Research & Development facilities, we design electronic circuits of any kind and to produce prototypes, and develop, modify and improve software. This means that we have the know-how of how to design a PCB from an outline or idea of a university, to produce small series of industrial products or mass-production for the automotive sector.

The Research & Development department brings its know-how for the implementation of the various phases of design, including:

- Product Specifications.
- HW Design.
- SW Design.
- Prototypes.
- Validation and approval of products.
- Product life analysis.



“Our rapid product design development engineering and rapid prototyping process produces robust engineered designs for manufacturability”

Consulting and engineering services

VALVECS provides consulting engineering services including designing and product / project developing always applying latest technology and creativity to develop innovative designs, products, and solutions that aid our customers to achieve a competitive edge in their field.



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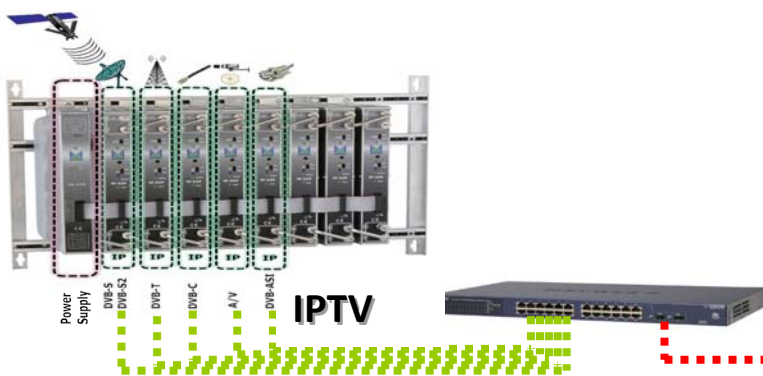
- **Products**

Capabilities include CAD, photo rendering, mechanical analysis, manufacturing, prototyping, project management, etc.



- **Projects**

Our long experience in telecommunications allows us to design, estimate, budget and carry out end-projects, mainly in satellite TV systems, cable or terrestrial digital television. We got great references on TV reception and Distribution systems for Hotels, Sport Centers, Residential Resorts, Hospital, with installations all around Europe. Just in Bulgaria we have carried out more than 120 hotels, among them are Hilton, Radisson, Grand Hotel Sofia (picture).



“VALVECS provides design compatibility and cost control to ensure successful completion of projects based on functional and budgetary requirements”





Valentin Vasilev

President and CEO

"The strength of **VALVECS** is the fast approach to market demand. Getting the advantage of implementing the latest silicon technology our experts design and manufacture products that are rich in features at very reasonable prices"

"**VALVECS** provides customer orientated services. This allows our clients to order their own exclusive product, brand name, features set, OSD and external enclosure design. The light-weight concept of our products makes them easily transportable to any destination. We invite our key clients to discuss with us their preferable business model as to set up a win-win business strategy"

Investors are WELCOME

The revenue from manufacturing for the past 18 months is nearly 880,000 euro, from sales of over 45,000 digital boxes to cable operators in Bulgaria and surrounding countries. Now with the launch of the DVB-T broadcasting in Bulgaria and the rest of the EE region the revenue is expected to grow to over 3M euro in the next.

Why?

1. Because we want to **keep growing** to be increasingly competitive and offer the best solutions, products, services and prices.
2. Because our recent commitments and **contracts** with TV Cable Operators guarantee us a major workload for the coming years.
3. Because it is guaranteed work allows us to better negotiate with our suppliers, making it possible to work on **new products and projects and also lowering costs.**
4. Because the revenue from manufacturing for the past months is nearly **880.000€** on sales of over 45,000 units just in digital boxes to cable operators in Bulgaria and surrounding countries.
5. Because now with the launch of the **DVB-T broadcasting** in Bulgaria and the rest of the EE region the revenue is expected to grow to over **3M euro** in the next years just manufacturing and selling **STBs.**



VALVECS®

Investors are **WELCOME**

We're looking for?

- ✓ Investors wishing to **invest capital** in a company that is growing and consolidating each year.
- ✓ Capital seeking attractive **yields and profits** by investing in technology.
- ✓ **Businessman's** who wish to design, manufacture and even have their own products under their trade mark with all guarantees.
- ✓ Companies wishing **to be part of this engineering and manufacturing company** and are seeking to compete with their own products in their markets with assurance of product control from start to finish, from design to packaging.

“We will be delighted to welcome you in our facilities to know about our capabilities and resources so we can inform you about all the possibilities and options we can offer”.



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Full Service
Prototypes
Projects
Engineering
Materials Management
Production
After-Sales Service

