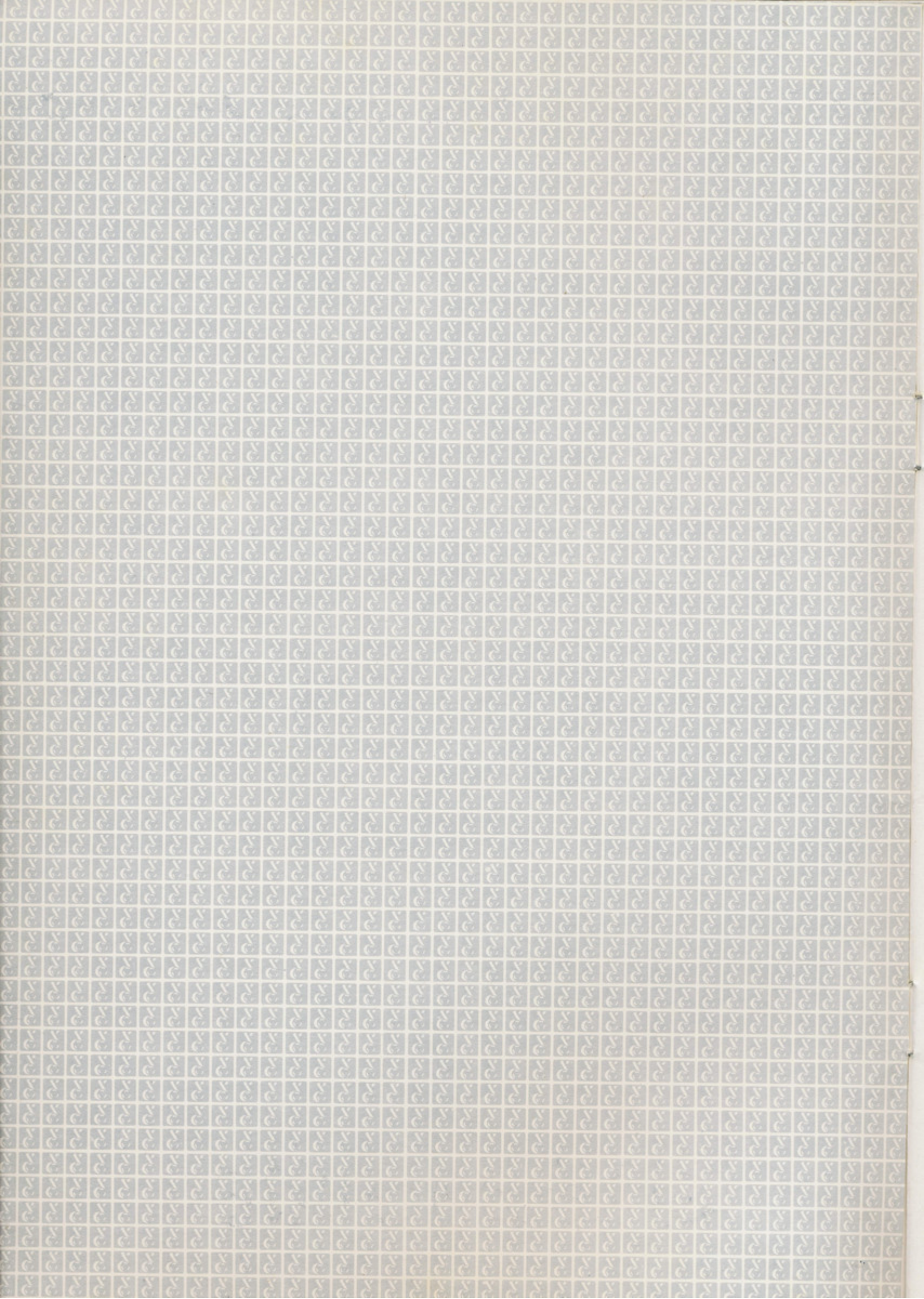


COMPANY PROFILE



Iskra Delta



INTRODUCTION

The scientific and technological revolution with wide usage of computers is a process no society can avoid. Since computer and information technology is the key technology of this revolution, everybody within ISKRA DELTA is well aware that it deserves special attention and special treatment. This is the only way to assure optimal use and development of this technology for our society as a whole. The production concept as applied by ISKRA DELTA computers has been, from the very beginning, a complete concept, oriented towards all components of the production process – from research and development, education and training, to production, hardware maintenance and users' support. ISKRA DELTA is doing its best to develop a wide flow of scientific and technological information; only, state-of-the-art solutions can lead to success on the world market. Our investments are, as much as possible, oriented towards the long term aspects of the production process; it is not only in our view that this is at best reflected in the high knowledge and proficiency of our staff but in that of our users as well. It is therefore not difficult to understand all the efforts ISKRA DELTA has made in the field of software development, production and testing of hardware, and the training of hardware and software experts – all with one aim: to become independent in the professionally most demanding areas. The logical consequences are good relations with universities, other research institutes and computer manufacturers the world over. And finally, these new relationships afford a better flow of communication in professional literature and in the exchange of ideas and findings in this area of scientific achievements.

Ljubljana, Feb. 1983

ISKRA DELTA
Janez Škrubej
President



ORGANIZATION

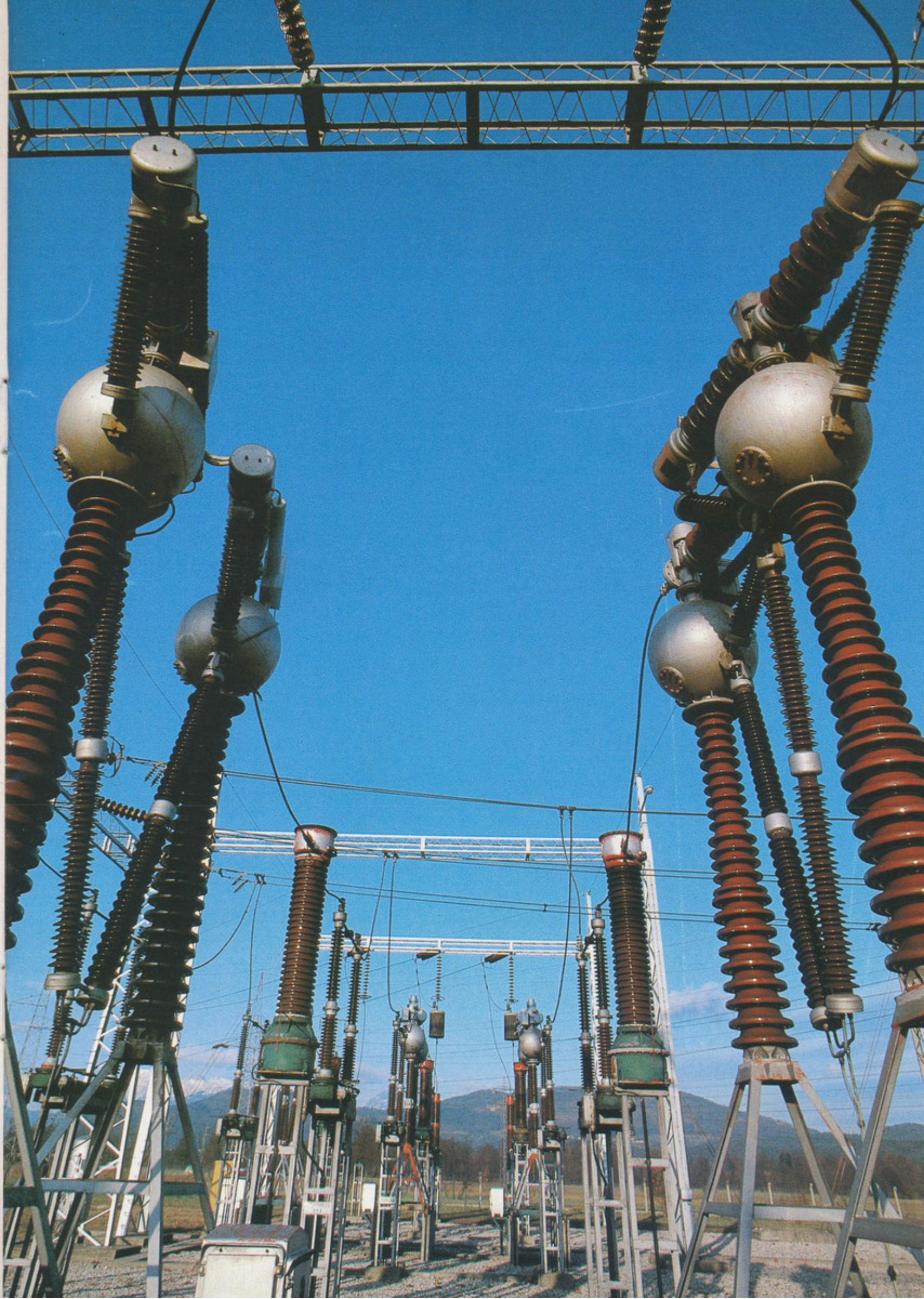
ISKRA DELTA designs, manufactures, markets, distributes and services computers and associated peripheral equipment and related software and supplies.

The greatest assurance of ISKRA DELTA growth are all the employees with their professional and creative capabilities and it is their efforts that have brought business results and continuous development.

In 1982 two computer manufacturers DELTA (founded in 1977) and ISKRA-computers (founded in 1977), merged into an integral organization named ISKRA DELTA. At the same time ISKRA DELTA become one of the many divisions of the Yugoslav industrial giant ISKRA which ranks twelfth concerning "Yugoslav TOP 200" companies list.



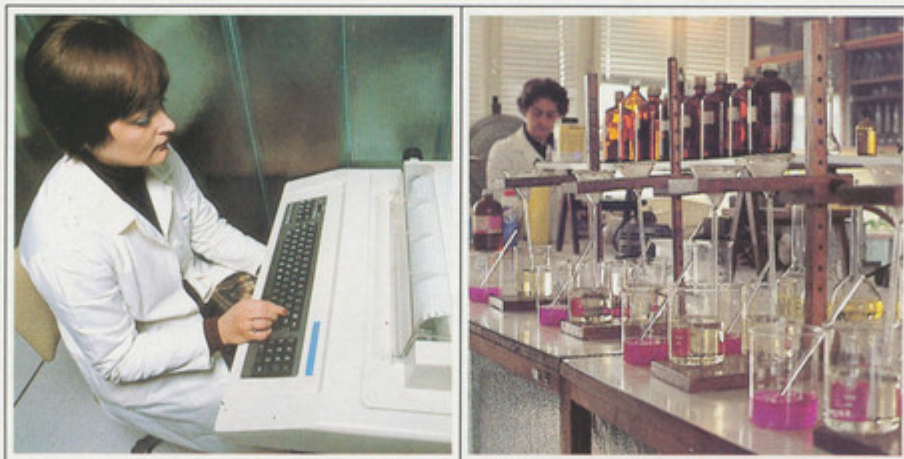
Electrical utilities face an ever-increasing challenge in their efforts to meet the growing demand for electrical power. The problems of managing the generation, transmission and distribution of power become even more complex. Electro industry has looked to the tremendous power of the computer assistance in the monitoring, planning and optimization of power systems. ISKRA DELTA offers computer based solutions with its processing computer systems and the appropriate software SCADA/D.



ISKRA DELTA employs 750 highly skilled and fully trained employees. We have a vital interest in our research and development programs and almost 200 experts are engaged in such activities.

Our highly qualified field service staff uses the latest principles of remote diagnostics and supervision of computer operation. The high professionalism of our software support includes all software products of ISKRA DELTA systems and equivalent software of other compatible computer systems (like Digital Equipment Corporation: RSX, RT, VAX/VMS, TOPS; Control Data Corporation: ITOS, FUJITSU: OS, IV/F4, OS2/VS).

An extensive program of continuing education offers different high level courses. During 1982 ISKRA DELTA education center has realized 188 courses and more than 2100 participants (user personnel and our employees) have undergone training at the Center. In this way ISKRA DELTA employees can acquire specialised skills through technical and professional training.



Chemical and pharmaceutical industry require a wide variety of parameters and different processes. The benefits of computer usage are central process management, energy, time and raw material economies. Special applications used in chemical and pharmaceutical industry DELTA SCADA and DELTA SINVIP have been developed by a group of ISKRA DELTA experts.

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TECHNOLOGY AND PRODUCTS

ISKRA DELTA has achieved significant results in the past five years, developing and producing computer hardware and software products. The concept of ISKRA DELTA is based on its own know-how and this approach has proved to be successful.

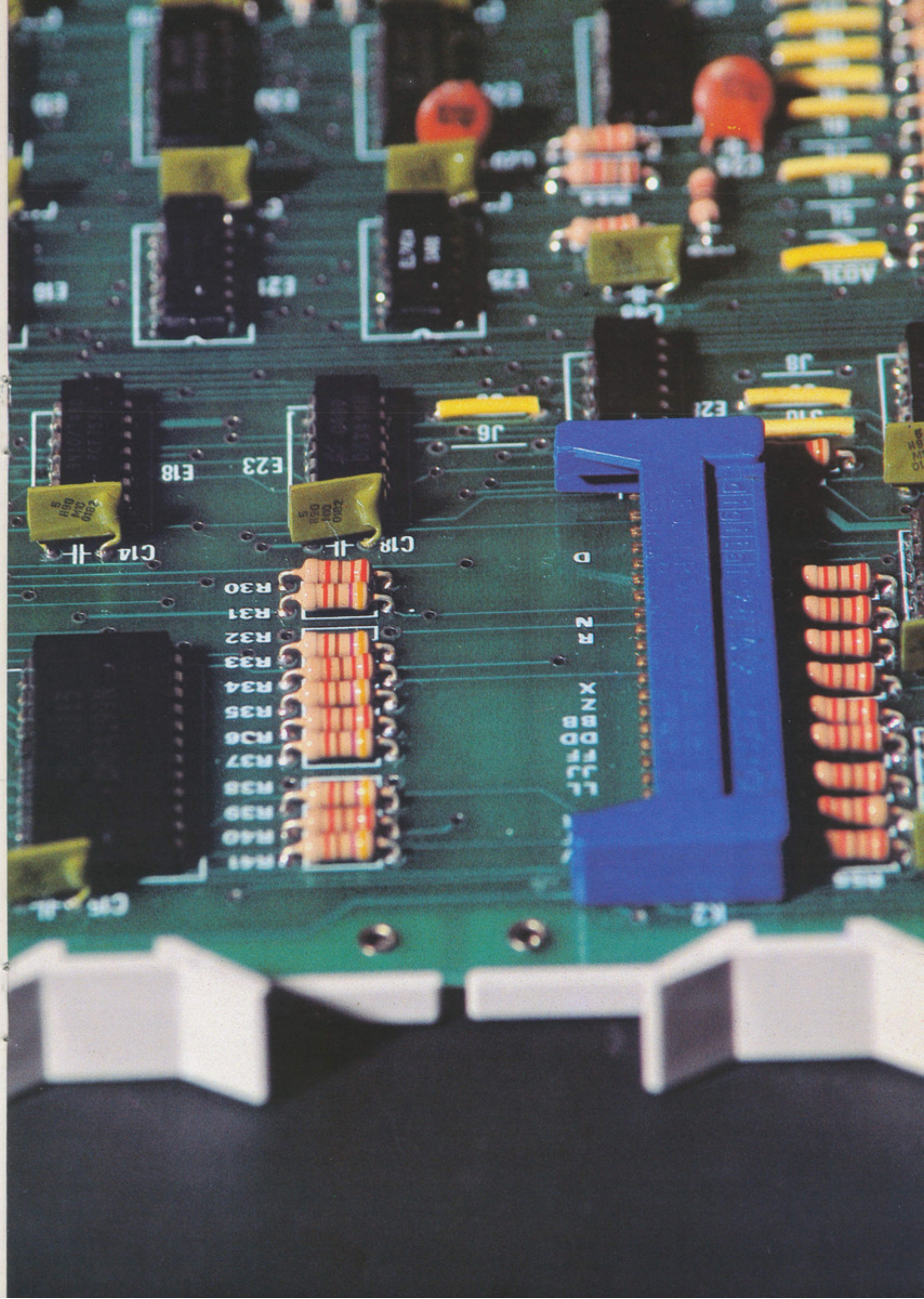
ISKRA DELTA products and activities are:

- business computer systems with applications
- process computer systems with applications
- information systems and networks
- planing, installation and maintenance of hardware and software
- training
- engineering
- consulting

At the present moment ISKRA DELTA produces a complete family of computers, ranging from small 8-bit microprocessors to more powerfull 32-bit systems and much attention has been paid to making them as compatible as possible with each other. We also offer a complete computer line of printing terminals, video display terminals and a range of special options. The basic concept of ISKRA DELTA computers has always been and will be their modularity, compatibility, reliability and ease of maintenance. They are completely adaptable to any user's needs. The large range of hardware options is supported by sophisticated software, offering an extensive array of application possibilities.



ISKRA DELTA specialists have succeeded to develop all modules for microcomputers 8071, 8076 and PARTNER and numerous modules for our 16-bit systems (communication interfaces, interface for two line printers, memory board).



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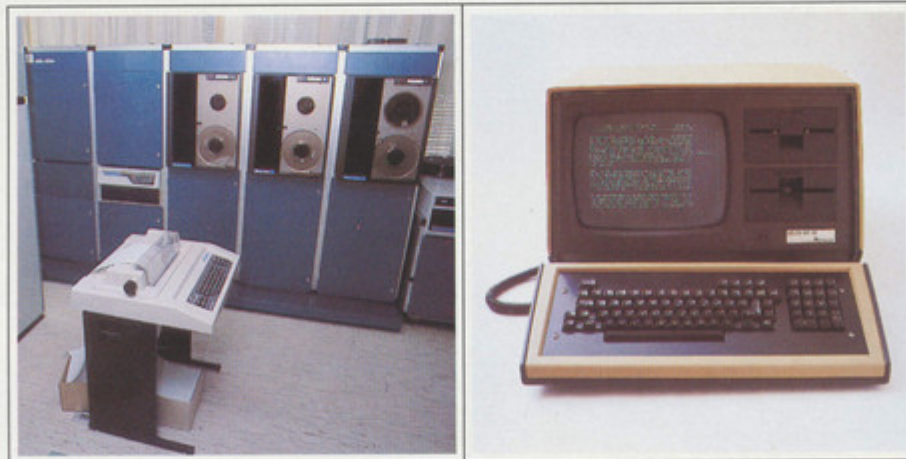
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Thanks to full exploitation of the latest technology, ISKRA DELTA computers are extremely capable computers. High-speed processors, easily expandable memory and modern communication software are the main features of these systems. ISKRA DELTA's family of computer systems offers a broad range of cost-effective system configurations to meet the varied applications requirements of our users. Our largest 32-bit system DELTA 4850 has a maximum memory capacity of 8 MB. This powerful computer has virtually unlimited program capacity with an external memory up to 8 GB. Wide use of ISKRA DELTA computer systems in a wide variety of industry branches and in public services confirms the correct selection of the model range.



ISKRA DELTA offers a broad range of hardware configurations from 8-bit microprocessor (DELTA 8071, PARTNER) to 32-bit system DELTA 4850.

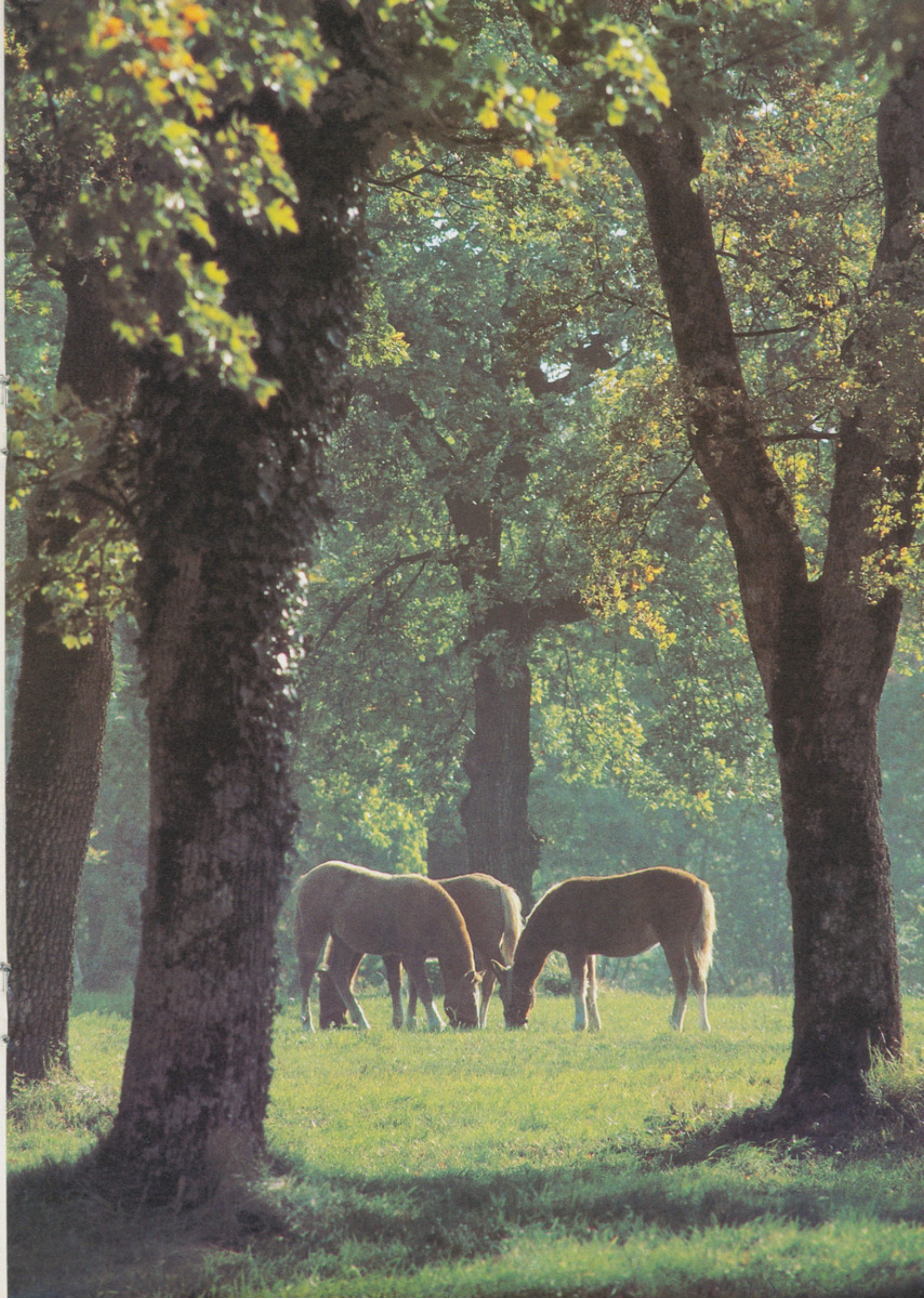


EXPORT ACTIVITIES

The world computer market is showing a permanent growth. In this decade, a big growth is expected especially in the developing countries with which Yugoslavia has many common interests and a traditionally good relationship. ISKRA DELTA started its export activities in 1980 by approaching the markets of Mediterranean countries on one side and establishing a joint venture company in Western Europe on the other side. Today the major sales efforts are concentrated in the Mediterranean countries, Middle East and Western Europe.



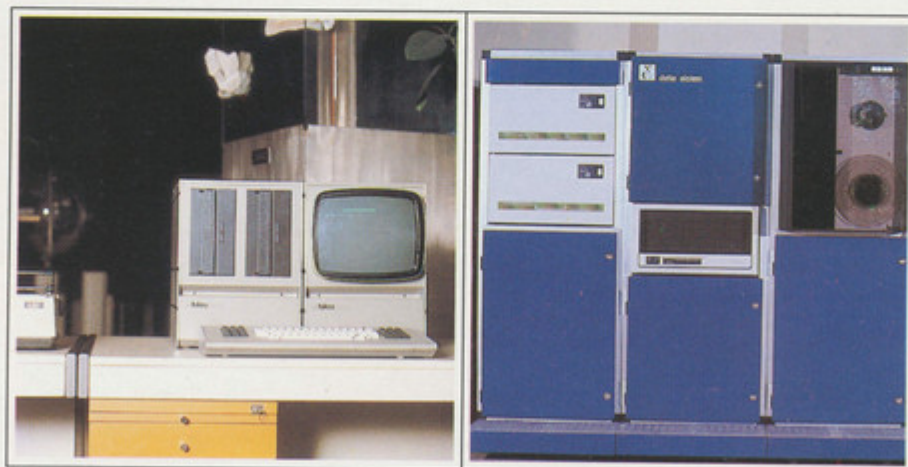
It is important to have enough reliable data to provide high-quality services. The hotel reservation system requires exact and complete information and ISKRA DELTA has developed the hardware and the appropriate software for the construction of hotel computer net system.



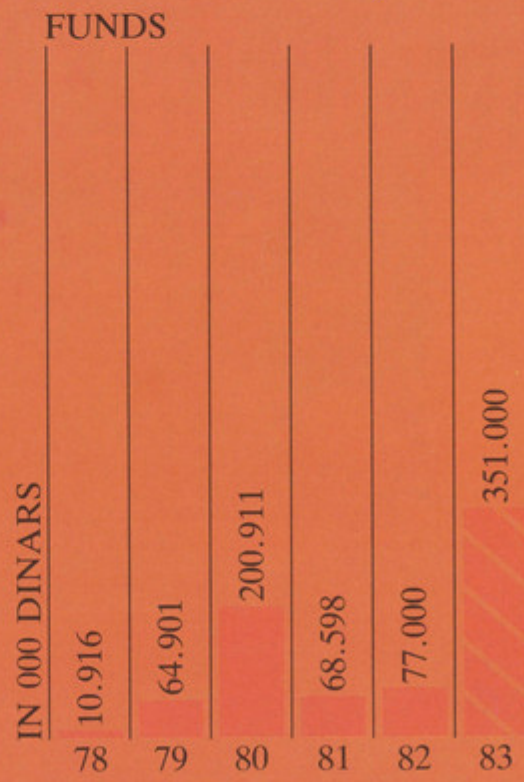
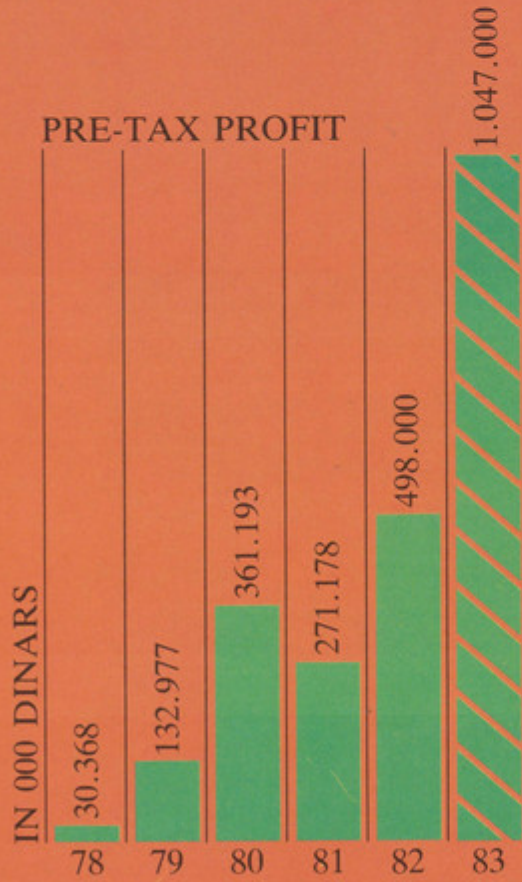
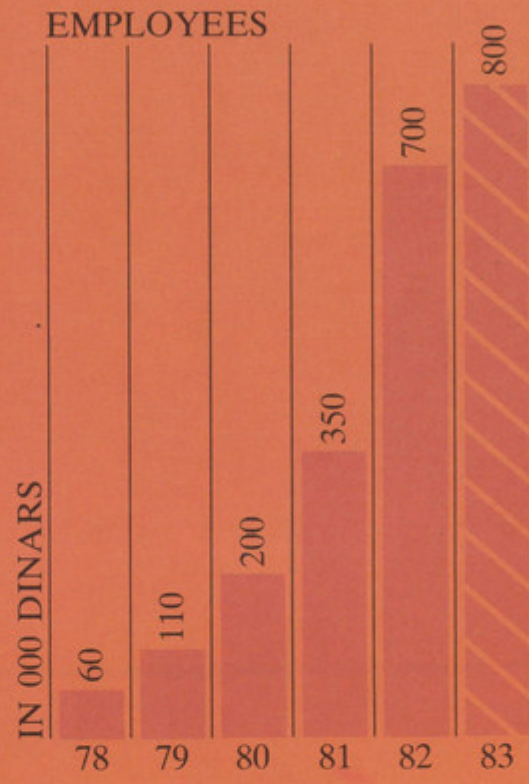
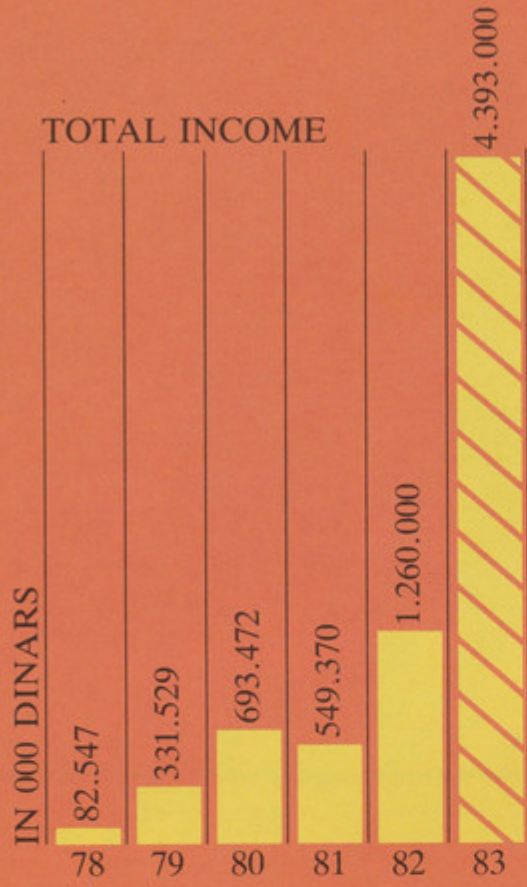
FINANCIAL HIGHLIGHTS

The financial and business results of ISKRA DELTA in the past five years, from 1977 to 1982, were closely connected with the general economic situation on one side and with the attitude of our society towards computer manufacturing on the other side. Thus, a rapid growth in first three years was followed by two years of rather moderate economic growth, when we had to confront hard economic austerity measures. In this period we undertook an intensive pooling of labour on the territory of Slovenia, with the ambition to extend it to the whole of Yugoslavia. In this way we established a solid base for our future development.

These quantitative steps towards good business results are supported by qualitative changes in the development and production of computer hardware and software as well as by integration of these into different technological processes.



Our development orientation is based on selective directing of informatics and computer science to the economically successful areas, with the optimal use of technological and financial resources and cadre-potentials.



APPLICATIONS FOR ALL NEEDS

A significant portion of the company's total research and engineering resources is devoted to the development of software products. The main areas of ISKRA DELTA computer applications are:

- Process control
- Manufacturing and business applications



Food processing industry includes various operations like determination of doses, mechanical and chemical operations. Computerized production techniques provide higher productivity, better production planning, higher product quality. ISKRA DELTA software team can construct complex computer network that can handle every phase of production or only some isolated phases of production.

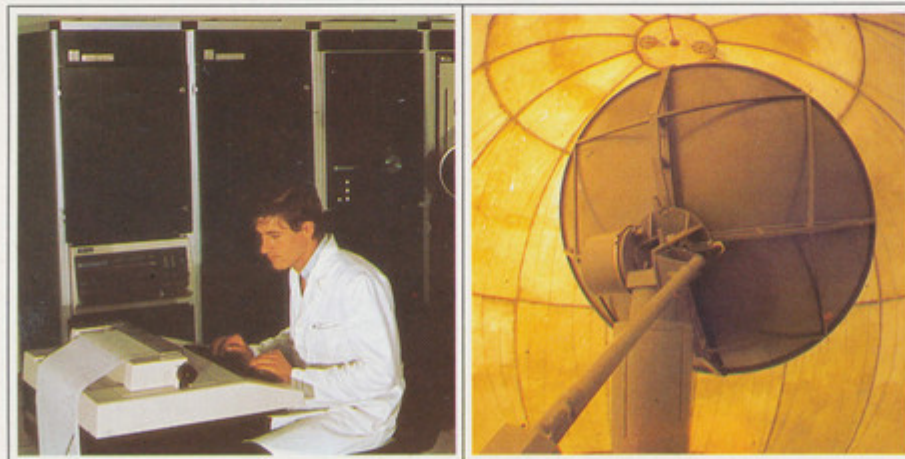


Process control

The use of computers for process control in different branches of industry is more and more frequent. A group of ISKRA DELTA experts has developed many special applications for process control by means of ISKRA DELTA mini and microcomputers. The main applications are as follows:

- power generation, transmission and distribution systems
- energy conservation
- industrial and municipal energy systems
- water treatment and irrigation
- chemical and pharmaceutical industry
- food processing industry
- traffic
- processing of radar signals
- timber, paper and textile industry

Besides ready-to-use applications the above mentioned group of experts offers also engineering and consulting services.



Natural disasters like hail-storms can strike any place any time. Radar-computer system provides processing of radar signals, makes early prediction and warning of hail storms, represents meteorologic situation etc. ISKRA DELTA has developed double process computer DELTA 341/10 and has also developed the appropriate application software.



Manufacturing and business applications

Manufacturing and business applications represent an important area of ISKRA DELTA computer applications. Three kinds of activities have been developed in constructing computer aided information systems: consulting, standard applications and engineering. Our information centers throughout Yugoslavia are established with the main task to stimulate ISKRA DELTA users. These information centers provide computer education for users through data base planning and through the usage of software tools such as systems of data dictionary management, query languages, program generators. On the other hand ISKRA DELTA users, using their technological knowledge, take part in construction of specific standard applications. We have developed standard applications covering the following areas:

- production
- accounting
- finances and industry
- purchase, sale, inventory control
- banks
- tourism
- municipal administration



It is significant of Yugoslav timber industry that it is based on rich natural resources and that it has developed high technology. Yugoslav timber industry has also spread its export activities all over the world. Iskra Delta has developed some applications for log data collection, saw setting, sorting. We have also developed the applications programs for the whole process control DELTA SCADA/M and DELTA SCADA/L.



From the above mentioned we can assume that ISKRA DELTA is "more than a computer company". We provide a full range of integrated services including application programs, technical support, extensive personnel training and equipment maintenance. In other words, we sell solutions to your specific and unique needs.

ISKRA DELTA is ready to assist you in solving your problems.

For more information, please contact:

ISKRA DELTA
Marketing communication group
Parmova 41
61000 Ljubljana
Yugoslavia



The world moves faster and business gets busier. A prime concern nowadays in financial, bank and insurance systems is the ability to offer convenient services to a growing number of clientele and to meet their every financial services need with speed and efficiency.

The use of computers in business, bank and insurance systems gets more and more important. We have to depend on their speed, accuracy and efficiency. ISKRA DELTA manufactures business computer systems and together with appropriate software offers complete solutions.



ISKRA DELTA IN YUGOSLAVIA

**Iskra Delta Computer
Manufacturing Organization**
LJUBLJANA, Parmova 41
Telephone 061/312-988
Telex 31366 YU DELTA

**Ljubljana
Computer Factory**
Karlovska 19
Telephone 061/211-751

**Ljubljana
Field Service**
Linhartova 62a
Telephone 061/323-585

**Ljubljana
Software Support**
Parmova 41
Telephone 061/312-988, 314-394

**Ljubljana
Marketing Department**
Titova 52
Telephone 061/325-871

**Ljubljana
Training Centre**
Titova 51
Telephone 061/329-877

**Zagreb
Manufacturing and
Field Service Centre Zagreb**
Spasićev prilaz 7
Telephone 041/527-876
Telex YU DELTA

**Zemun
Manufacturing and
Field Service Centre Belgrade**
Karadordev trg 13
Telephone 011/694-537

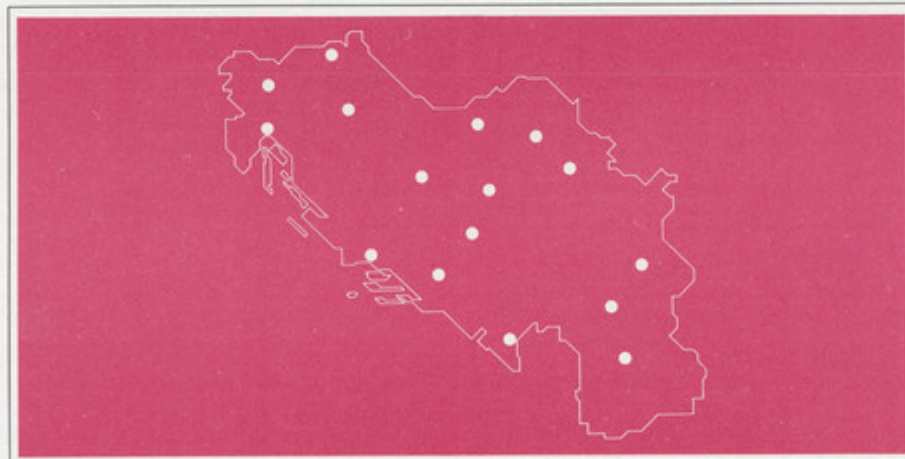
**Novi Beograd
Marketing Department**
»Sava Centar«
Milentije Popovića 9
Telephone 011/146-965

**Novi Beograd
Software Support**
Sava Centar«
Milentije Popovića 9
Telephone 011/138-993

**Sarajevo
Iskra Delta Centre**
Ul. Vojvode Putnika b.b., Kubus A
Telephone 071/612-326

**Skopje
Iskra Delta Centre Skopje**
Naselje Aerodrom,
Ul. Rudi Čajevec – Kula V
Telephone 091/232-747

**Novi Sad
Iskra Delta Centre**
Hotel Park
Telephone 021/611-038



ISKRA DELTA in Yugoslavia

ISKRA ABROAD

Foreign Trading Subsidiaries

Switzerland

Cranex AG, Talacherstrasse 17, CH-8065 Zürich,
telex 51 513 enx

Switzerland

Iskra Electronics AG, Stalden 11, CH-4500 Solothurn,
telex 34 800 iskra ch

Fed. Republic of Germany

Iskra Elektronik GmbH, Furtbachstrasse 2b, D-7000 Stuttgart 1,
telex 722 700 isel d

Fed. Republic of Germany

Cefra Export und Import GmbH, Ungererstrasse 40, D-8000 München 40,
telex 521 61 41 cefm d

Italy

Iskra Electronica Italiana, S.r.l., Piazza de Angeli 3, 20146 Milano,
telex 320 360 iskra it

United Kingdom

Iskra Limited, Redlands, Coulsdon, Surrey CR 3 2 HT,
telex 946 880 iskra g

USA

Iskra Electronics Inc., Greenfield Road, Syosset, N.Y. 11791,
telex 645 127 iskra ny syet

Fed. Republic of Germany

Perles Elektrowerkzeuge GmbH*, Münsterstrasse 157, D-4000 Düsseldorf,
telex 858 83 95 perl d

France

Perles France S.A.*, rue Lecourbe, F-75015 Paris,
tel. int. + 33 1 985 21 99, telex 697 248 perlsfr f

Belgium

Perles Benelux S.A.*, 65, rue des Deux Gares, B-1070 Bruxelles,
tel. int. + 32 2 523 23 31

Spain

Perles Suiza S.A.*, Sicilia 101-103, Barcelona 13,
tel. int. + 34 3 245 63 21, telex 51 811 pesu e

United Kingdom

Perles (UK) Limited**, Redlands, Coulsdon, Surrey CR 3 2 HT,
tel. int. + 44 1 668 71 41, telex 946 880 iskra g

Foreign Representative Offices

U. S. S. R.

Iskra, Mosfiljmovskaja 42, Moskva
telex 414 454 iskra su

Czechoslovakia

Iskra, Lazarska 5, 11000 Praha 1
telex 122 387 iskp c

Poland

Iskra, Swietokrzyska 36 m 15, Warszawa,
telex 815 423 iskra pl

German Dem. Republic

Iskra, Hermann Maternstrasse 46, 104 Berlin,
telex 114 068 iskra dd

Roumania

Iskra, Bd. Magheru Nr. 9, SC-B, Ap 60, Bucuresti,
telex 10 044 iskra r

Sweden

Globmarket AB, Kungsgatan 62, S-11122 Stockholm,
telex 115 58 globmar s

France

Iskra France, 354, rue Lecourbe, F-71015 Paris,
telex 202 890 f

Turkey

Iskra Istanbul, Yenicarsi Cad. Bitez Han No. 40, Galatasaray, Istanbul
telex 245 66 tele tr

Egypt

Iskra Cairo, 34 Adly Street, P.O. Box 206, Cairo,
telex 92 086 intra un

Iran

Iskra Teheran, 9th Street No. 6, Maydan Sanai, Teheran
telex 215 413 iskra ir

Venezuela

Eurocommerce S.A., Apartado 68901, Altamira,
telex 234 57 eurocom

Production Plants

Switzerland

Perles AG, CH-2542 Pieterlen/Biel,
telex 34 524 perls ch

Spain

Perles Suiza S.A.*, Calle Enna 23, Barcelona, tel. int. + 34 3 300 13 12,
telex 51 811 pesu e

Ecuador

Iskraemec, Panamericana norte km 5, Apartado 6241 CCI, Quito,
telex 24 53 iskem ed

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