

2017

THE ENTERPRISES
OF "BUSINESS RUSSIA"



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"...The companies of Business Russia account for almost 1 million jobs in spheres with high added value, and more than one hundred billion in taxes paid annually to the budgets of different levels. The export ambitions of Russian businesses are also growing. The enterprises of Business Russia already supply their products in more than 120 countries across the world. However, that is far from the limit: the potential is in fact much higher."

Vladimir Putin at the Business Russia Congress on October 18, 2016



# ESS RUSSIA IN FIGURES



**TURNOVER** 

RUB **2.8** trillion a year

**TAXES** 

RUB 120 billion a year

**INVESTMENTS** 

RUB 1.5 trillion



# **SELECT FACTS ABOUT BUSI**

- Angstrem is the only Russian manufacturer of crystals for power electronics.
- STRIKH-M accounts for 40% of the Russian cash register equipment market.
- Sovcombank PJSC is one of the Top 20 Russian banks for net asset volume.
- Hoff is the only Russian furniture and household supermarket retail chain in the country.
- Batica-trans group annually transports approximately 1 million tons of various freight.
- GeoProject Survey is frequently engaged in international projects. For example, engineering and geodesic surveys of the diamond mining company on the Luele kimberlite pipe (Luasche project, Angola, Africa).
- EcoStandard is the first organization in Russia to be accredited by the international U.S. Green Building.
- In 1995, Maksim Savinkov owned a small plant for the production of sunflower oil. To improve the quality of its products, the company ordered the first color sorting machine in Russia from abroad. Maksim Savinkov then made the decision to manufacture color sorting machines himself. This is how SiSort, Russia's largest powder sorting machine producer, was founded. The company's products are exported to more than 20 countries.

- Abrau Durso is the largest domestic producer of sparkling wine made using the traditional French bottle fermentation method.
- H1 2017 proves that Bastion Est.1942 JSC is the largest producer of cognacs in Russia (403.6 thousand decalitres).
- Yaroslavl Technical Carbon OJSC is one of the world's largest plants producing carbon black.
   Yaroslavl Technical Carbon is included in the Top 200 Russian exporting companies.
- Detonika LLC (ONETRAK brand) is the first Russian manufacturer of smart bracelets.
- Kvass Nikola, produced by Deca JSC, was named one of the top domestic Russian brands established after 2005 according to Forbes.
- Barnaul Asbestos Technical Products Plant OJSC produces 90% of brake pads for all drilling rig winches produced in Russia.
- In 2016, Glencore Agriculture IGC exported 2.957
  million tons of grain. It is among the top three
  exporters of Russian grain, with a 10% share in the
  grain market and shipments made to 40 countries.
- Astrakhan Glass Fiber PJSC is the only producer of micron glass fabrics among post-Soviet countries.
- Vostok-Service Group is a top developer, manufacturer, and supplier of PPE in Russia and



# NESS RUSSIA ENTERPRISES

Europe. Its branches and representative offices are located in all Russian regions as well as abroad, including in Belarus, Ukraine, Kazakhstan, Azerbaijan, Czech Republic, Germany, Denmark, Slovakia, Poland, Hungary, Italy, India, Turkey, Belgium, China, Holland, Finland, and South Africa.

- CREDO-DIALOG developed CREDO, the very first computer-aided design (CAD) for personal computers in the USSR. Since then, the consortium has designed more than 60 programs over three generations to help solve engineering problems: from the processing of survey data to the operations of the finished facility. Nowadays, CREDO is used by approximately 11,000 organizations in 35 countries worldwide.
- The medical diagnostic center of the Berezin International Biological Systems Institute (IABS) LLC conducts 15—17% of all Russian studies with magnetic resonance imaging scans. The radiosurgery and general oncology clinic of IABS performs 30—35% of all radiosurgical interventions in the country (almost 2,000 operations a year). The construction of the first Russian hospital center for proton therapy in Saint Petersburg is in its final phase, with the total volume of private investments reaching RUB 7.5 billion.
- Live Coffee products are sold in Moonpig retail stores in the UK (a large domestic company) as well as on Amazon and Ocado.
- Masterslavl JSC is the first Russian interactive development project where children between

the ages of 5 and 14 can learn about various job specializations.

- Omsk Polypropylene Plant LLC is one of the three largest producers of polypropylene in Russia, with its products supplied to 20 countries around the globe. In 2016, the plant produced 203,000 tons of polymer.
- The Tetkinskiy Sugar Plant is one of Russia's oldest continuously operating companies. Its history begins with an ordinary sugar refinery established in 1849.
- Titan Group is one of the three largest exporters of butadiene-methylstyrene rubbers in the country, occupying a quarter of the domestic market for the production of methyl tertiary butyl ether. Its export geography includes more than 30 countries.
- In 2008, Yegorov, Puginskiy, Afanasiyev & Partners Law Firm was recognized as The Best Russian Law Firm of the Year by Chambers Europe Awards for Excellence.
- M.Video ranks No. 1 in Russia in sales of home appliances and electronics (17.1% of the market in 2016). The annual turnover of the company is more than RUB 200 billion. It is also the only public Russian nonfood retail chain.
- EUROCEMENT Group supports the Golden Mask theatrical festival and is partners with the State Tretyakov Gallery and Russian Geographical



## **SELECT FACTS ABOUT BUSI**

Society. 11 years of collaboration with the Tretyakov Gallery has helped hold exhibitions from such artists as Marc Chagall, Mikhail Nesterov, Alexander Golovin, Pavel Fedotov, and Fedor Rokotov. With the holding's support, research into the life and career of George Daw, creator of the famous Winter Palace Military Gallery and member of the Royal Art Academy, was also completed. As part of its sponsorship activities in the Russian Geographical Society, EUROCEMENT Group also manages a unique project to supply children's libraries throughout the country with a new series of geography books. In 2016, the second series of Great Russian Travelers was published. From 2013 to 2018, the project has published 192,000 books, and distributed them to children's libraries, cadet schools, Suvorov schools, and educational institutions throughout Russia.

- Rosinter Restaurants Holding PJSC is the leader in the family restaurant segment in Russia and the CIS. 267 enterprises in 28 cities of Russia, CIS, and Central Europe are under its management.
- At the end of 2016, company purchases at auctions for the sale of federal property provided 83.5% of the planned budgetary assignment of the Federal Property Management Agency for Privatization.
- NEOPHARM Group includes the NEOPHARM and STOLICHKI chain pharmacies. NEOPHARM operates more than 350 pharmacies, and services over 25 million customers annually. NEOPHARM

- offers the largest assortment of medicines among all pharmacy networks in Russia.
- Over its three-year history, the Institute of Financial Business Development has worked with 43 company clients, helping them formalize rights to intellectual property objects, thereby increasing capitalization by RUB 17 billion.
- ATOL developed the first-ever service on the Russian market for renting online cash registers for online stores — ATOL Online.
- May LLC is one of the largest Russian producers of packaged food products and the second player in the tea market in Russia in terms of sales and market share. Its products are sold under the following brands: May, Richard, Curtis, Lisma, and coffee Coffesso. The comapany's products are exported to more than 35 countries. In 2016, the company produced and sold a volume of 23 thousand tons.
- Acronis IT solutions protect the data of more than 5 million users and 500,000 companies in 150 countries.
- Pervouralskiy Pipe Plant JSC produces over 25 thousand standard sizes and pipe profiles from more than 200 grades of carbon, alloy, and stainless steels.
- In 2016, the company transported about 150 million passengers under gonvernment contracts.



# NESS RUSSIA ENTERPRISES

- In October 2015, Granel Group entered the Top 3 rating of reliable developers in the Moscow Region according to Moscow's Reliable New Building Projects. In 2016, the company joined the Top 10 largest developers in Moscow Region.
- Fabrikant is included in the Top 5 largest electronic trading platforms (ETP) under Law No. 223-FZ as well as in the Top 3 ETP by number of trades for the sale of property of debtors according to the Single Federal Register of Bankruptcy Information. The Fabrikant trading portal unites 530 thousand companies from various industries. The total trading volume in the system exceeded RUB 5 trillion.
- Glukharev Signal EDB production covers up to 40% of the needs of the aviation industry and up to 20% of the needs of the rocket-and-space industry and Russian Strategic Missile Forces for pressure sensors. It is the only manufacturer in Russia for a range of products.
- From 2004 to 2008, virtually all Coca-Cola refrigerating cabinets manufactured by the Frigoglass plant installed electromechanical locks produced by ITC PROMIX.
- Tuboflex Uglich Polymer Plant LLC was the first Russian company to produce inlet hoses for washing machines (2006) and now operates a line for the production of drip irrigation tapes.
- Scientific Innovation Engineering Center Radius JSC is the only Russian manufacturer of search systems for mining enterprises.

- Voronezhselmash LLC is a manufacturer of search systems for mining enterprises, with a market share in the Russian Federation of more than 25%. The only enterprise in Russia producing a full range of equipment for the post-harvest processing and storage of grain.
- Ivanovo Machine Tool Plant LLC is the only Russian manufacturer of heavy horizontal boring machines and machining centers.
- Grinding machines LLC is the only manufacturer in Russia of modern machines for deep grinding.
   Some of the company's developments have no analogues in the global machine-tool industry.





#### **ADDRESS**

111B Leninskiy Prospekt Moscow 119421, Russia +7-495-956-7937; +7-495-956-7938 info@rpharm.ru

## R-PHARM Group







Alexey Repik Chairman of the Board of Directors

#### INTERNATIONAL PRESENCE

Represented in 9 countries. The company runs various joint projects in the USA, Kazakhstan, Belarus, Azerbaijan, Japan, India, Turkey, Germany, and others.

#### SOCIAL RESPONSIBILITY

A member of the Pharma-2020 state program. The company also supports a number of organizations financially and provides them with pharmaceuticals, medical products, and equipment. In 2013—2016, R-Pharm was a partner of a number of educational and career guidance projects.

A high-tech Russian pharmaceutical company operates a complete production cycle. Its main goal is to make modern and effective pharmaceuticals accessible to the largest number of patients. Research, drug development, production of innovative pharmaceuticals and technologies, placement of cutting edge pharmaceuticals on the market alongside the education and training of specialists in the health care and pharmaceutical industries. The company's portfolio includes the pharmaceuticals of numerous pharmaceutical groups for institutional and secondary care.

#### **COMPANY HISTORY**

The Company was founded in 2001 to supply pharmaceuticals for institutional and secondary care. In 2009, the manufacturing and distribution holding was launched. Then, the Yaroslavl plant for finished dosage forms was built and put into

operation in 2012. In 2011, R-Pharm Overseas, Inc. was established in the USA. In 2013, a suboffice in Turkey, TR-Pharm, was established, while in 2014 the USA group of companies officially began operations. By the end of 2015, joint projects were being held in Kazakhstan, Belarus, Azerbaijan, Japan, Turkey, and other countries. A pharmaceutical plant in Germany is also part of the group. In 2016, the construction of Hayat Pharm LLC's plant began in Baku. In December 2016, R-Pharm and Mitsui&Co, a Japanese company, signed a memorandum of intent on cooperation, and in April 2017 the agreement on R-Pharm's purchase of 10% of Mitsui was signed between the companies.

#### **REGIONS OF PRESENCE**

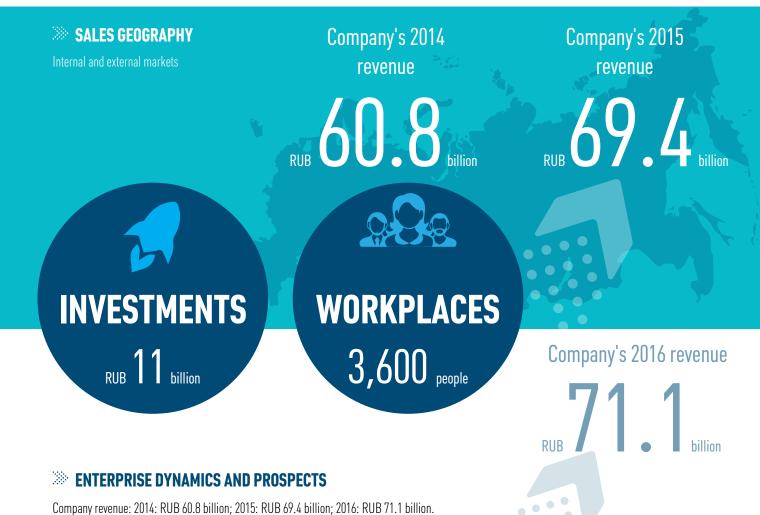
The company is represented in 60 Russian regions. The group's manufacturing sites are based in Russian Ferederation regions, including Moscow, Yaroslavl, Kostroma, and Novosibirsk Regions. Currently, a modern scientific and manufacturing complex is under construction in Rostov (Yaroslavl Region).

## AWARDS AND ACHIEVEMENTS

ASIATOX2015 International Congress Award, "The best products, works, and service provider for governmental, local, and corporate needs," as well as "The best pharmaceutical supplier" in 2015; the company also joined the Top 200 largest nonpublic companies in Russia (according to Forbes and RBK 500 lists).

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Saint Petersburg International Economic Forum, World Economic Forum, Russian Internet Forum, Krasnoyarsk Economic Forum (KEF), Yalta International Economic Forum (YIEF), Adam Smith Conferences, BIOTECHMED Conference, Russian Pharmaceutical Forum. etc.







43A/2 Sevastopolskiy Prospekt, Moscow 117186

Phone: 495-933-3333 www.abraudurso.ru www.abraudurso.ru

#### GENERAL COUNCIL



TURNOVER
2016
RUB 7 billion

**TAXES** RUB 2016: 1.67

2017: 1.97



Pavel
Titov
Chairman of the
Board of Directors

Export

countrine

#### INTERNATIONAL PRESENCE

The wine is exported to 20 countries, including Germany, China, Israel, Hungary, Greece, France, Latvia, Croatia, Estonia, Japan, and Finland.

The largest producer of sparkling wine made using the traditional French bottle fermentation method. The quality of products is controlled at every stage of production. Following age-old traditions, the Abrau-Durso resident winemaker is a French master known all around the world. Since 2016, the head oenologist of the House is George Blank, a French champanger of the fifth generation.

#### **COMPANY HISTORY**

The Abrau-Durso estate was established in 1870 under a special decree from Emperor Alexander II. Until 1917, it was the tsar family's personal property. Victor Dravigny, a French wine maker, also made a special mark on the Abrau-Durso establishment. During the Soviet period, the enterprise served as a sovkhoz, or state winemaking farm. Then, the new surge of development

started in 2006 when SVL group run by Boris Titov bought up the shares of the enterprise. In 2012, after making the transition into civil service, he handed the wine house over to his son Pavel.

#### >>> REGIONS OF PRESENCE

Abrau-Durso Group is comprised of Abrau-Durso CJSC (Novorossiysk), Donvinprom Managing Company (Rostov Region), Lazurnaya Yaroda LLC (Gelenzhik), Loza LLC (Anapa region), and Chateau d'Avize Champagne House (France).

## AWARDS AND ACHIEVEMENTS

Every year, Abrau-Durso wines win gold, silver, and bronze medals in the most respected world tasting competitions, including Mundus Vini (Germany), Decanter World Wine Awards, International Wine and Spirits Competition, International Wine Challenge (Great Britain),

and the Cup of the Union of Winegrowers and Winemakers of Russia.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Abrau-Durso participates annually in large forums, such as SPIEF and RIF Sochi. Abrau-Durso also holds core business and cultural events on its own grounds: the All-Russian Winemaker Summit, "O, da! Eda!" (Oh yes! Food!) gastronomic festival, and Theater days.

# Social Responsibility For several years running, Abrau-Durso has financially supported the Child Palliative Care Fund. As part of its corporate social responsibility, the Company supports professional and amateur athletics at the local level. In 2017, the company established a partnership with FC Chornomorets (Novorossiysk), built a 120-square-meter sports complex in the area, and opened the Abrau Sailing club and sailing school for children. WORKPLACES 1,700 people

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the company managed to sell a record-breaking number of products: 29.13 million bottles. Sales growth in Abrau-Durso sparkling wines account for 8% of the volume.





22/2 Tverskaya St., Building 1, Moscow 125009 +7-967-225-9618, +7-495-132-0388 (ext. 5301) http://www.granelle.ru/ k.disnenko@granelle.com

#### GENERAL COUNCIL



**GRANEL GROUP** 

**TURNOVER** RUB 2016: 11.5 2017: 16



Andrey
Nazarov
Chairman of the
Board of Directors



#### INTERNATIONAL PRESENCE

Cooperates with Sheraton, a well-known foreign partner, in the hotel complex construction industry. Its symbiosis of productivity and success has proven itself in a number of implemented projects.

The Company specializes in building housing and commercial real estate in several Russian regions. The company's project portfolio includes low-rise and high-rise residential complexes. The company's specialists manage all stages of the development process, from concept development and the building process to project implementation and management.

## **COMPANY**HISTORY

The company was founded in 1992 and for 25 years has been earning its reputation as a reliable builder and one of the leading developers of the Moscow region. Its portfolio includes for more than 4.5 million metres of housing in New Moscow and nearby areas, with approx. 1 million sq. m already in operation. Another 2 million sq. m is currently under construction in Moscow and Moscow

Region. Among the company's assets is the Astrum managing company, which is a major operator of commercial projects in Bashkiria and Tatarstan.

#### **REGIONS OF PRESENCE**

Moscow, Moscow Region, Bashkortostan.

## AWARDS AND ACHIEVEMENTS

In 2015, the company became one of the Top 2015 developers in Russia according to the National united developers rating. The same year, the company entered the Top 2015 rating of reliable developers in the Moscow region, according to "Moscow's Reliable New Building Projects." In 2015, the company was named third in the Top 100 largest developers in Moscow Region. In 2016, the company joined the Top 2016 largest developers in Moscow Region. Based on H1 2016 results, the company acquired the status of Sberbank

Platinum Partner and Diamond Partner of VTB Bank Moscow.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The JOY 2015 award, MIPIM-2016 and MIPIM-2017 Real Estate Exhibitions, the 14th All-Russian Conference on Morgage Lending in Russia, the 34th Annual Urban Exhibition "Real Estate from the Leaders" 2016, ARMY-2016 international military and technical forum, RusRealExpo 2016, X Forum of Market Leaders, MREF-2016, YIEF (Yalta International Economic Forum), and others.

#### >>> SOCIAL RESPONSIBILITY

The company contributes to charity and offers financial support for social aid organizations.









34B Prospekt Aleksandra Korsunova, Velikiy Novgorod 173024 +7-8162-33-93-50, +7-8162-33-93-51 www.deka.com.ru secretary@deka.com.r

**DEKA JSC** 

WORKPLACES

 $750_{\text{people}}$ 



Nikolay Levitskiy Shareholder

DEKA



#### INTERNATIONAL PRESENCE

Its products are exported to all EU countries as well as Eastern Europe, China, and the USA.

The leader among Russian manufacturers of fermented yeast beverages. The company has a long 138-year history. It produces a wide range of products, such as kvass, beer, energy drinks, mead, water, and refreshing juice-containing beverages. The company's main brand is Nikola kvass. The plant's equipment has the capacity to produce up to 60 million dal of kvass, mead, and other beverages as well as up to 12—15 million dal of beer yearly.

#### HISTORICAL OVERVIEW

The brewing plant's history began in 1878 when G.Smetanin, a merchant in the First Guild, was granted a permit to build a brewing plant under the name Bohemia. By 1913, Beer production had reached 200,000 pints, and fruit mead production hit 40,000 pints. In 1986, the plant was renamed

the Novgorodskiy Beer and Nonalcoholic Beverages Plant. In October 1992, the enterprise was reregistered as the Deka public joint-stock company (currently Deka JSC). In 2012, the Nikola brand was named one of the top domestic Russian brands established after 2005 according to Forbes.

## REGIONS OF PRESENCE

The industrial site is located in Velikiy Novgorod.

## AWARDS AND ACHIEVEMENTS

In 2012, the Nikola brand was named one of the top domestic Russian brands established after 2005 according to Forbes. In 2016, Nikola earned the "No. 2016 Brand in Russia" award for the fifth time in a row.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

ProdExpo international investment forum in Sochi, the Russian Drinks Festival (Nis, Serbia), an exhibition in China and others.

## SOCIAL RESPONSIBILITY

The company takes an active role in the city's life by holding its own large projects and participating in local and regional celebrations and festivals. It also supports people in difficult life situations, charity funds, projects, and organizations. The company also remembers and cares for the elderly, including veterans, participants of WWII, and prisoners of concentration camps who are given personalized presents on Victory Day.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Revenue growth was stimulated by the production base's modernization, introduction of new robust brands, and developing new product releases. Large-scale modernization of the beer branch was completed to help reach a new level of product quality. The company plans to continue concentrating on its beer portfolio. In 2017, the company entered the market of nonalcoholic drinks.





1 Varshavskoye Shosse, Building 1-2, Moscow 117105

Ph.: +7-495-215-5757 www. avia-academy.ru a.goryuhin@avia-academy.ru

## INTERNATIONAL AVIATION ACADEMY LLC



TURNOVER RUB million

2016: 90 2017: 140



TAXES RUB million

2016: 14 2017: 18



Sergey Generalov Chairman of the Board of Directors





The Boeing aviation training center provides training courses for pilots of the following Russian airlines: Aeroflot, Rossiya, Pobeda, Utair, Northwind airlines, Taimyr Air Company. In 2016, delegations from all over the world visited the academy. China has also expressed their willingness to send their pilots to the training center.

The International Aviation Academy is a project of the Industrial Investors Group and Boeing in the Skolkovo Innovation Center. The Boeing training center offers a transition training course for pilots, engineers, and technicians, whereas the separate Boeing center researches aviation related subjects in cooperation with the Skolkovo center. More than 1.8 thousand people are trained here on a yearly basis in facilities totalling over 4 thousand sq m. Research space accounts for more than 500 sq m.

#### HISTORICAL OVERVIEW

The International Aviation Academy was founded on April 8, 2013, by the Industrial Investors Group. The company is listed among the founding companies of the Skolkovo Innovation Center. In 2016, the new building of the academy opened, housing both R&D and

Boeing aviation training facilities. The aviation corporation also has a chain of 20 similar training centers worldwide but only pursues R&D in Russia.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The academy annually takes part in large international forums and conferences focused on aviation specialist training, such as WATS, EATS, Aviation Personnel Training, Flight and Transport Simulators and Training Centers of Russia, and others.

#### SOCIAL RESPONSIBILITY

The International Aviation Academy is currently a part of the "Best Development Project Implemented in Moscow 2017" competition in the "Development of Facilities for Educational and Training Purposes category.



The academy in figures for 2016: more than 2,000 training hours, 500+ aircrews trained. 2017 Targets: more than 16,000 training hours, 4,000+ aircrews. Annual scope of services exceeds RUB

120 million, whereas the growth rate has gone up more than 20%.





19 Leninskaya Sloboda St., Moscow 115280 Phone: (495) 916-55-55 www.stan-company.ru info@stan-company.ru

GENERAL COUNCIL





8=



Sergey Nedoroslev President



The company develops, produces, and services machine-tool equipment. More than 50% of metalcutting machines in Russia are produced by STAN LLC. The company specializes in the construction and production of unique and heavy machines. Its key product portfolio includes five-axis milling CNC machines.

#### COMPANY HISTORY

In September 2012, the company's first production site was acquired at the Sterlitamak machine-tool plant. In November 2013, another was established at the Kolomna heavy machine-tool plant, and at the end of 2014, at the Ryazan machine-tool plant and Ivanovo heavy machine-tool plant. The Moscow Grinding Machines plant

joined STAN in early 2015, and in 2016 the site operating at the Savyolovskiy machine-building plant was opened in Kimry, and in 2017 Donpressmash LLC joined STAN's structure as well.

## AWARDS AND ACHIEVEMENTS

Winner of the Priority-2015 national award for import substitution. Also a winner of TechUspech-2016 for fast-growing companies. Participant of the priority project for the "support of private high-tech leading companies — National champions" of the Ministry of Economic Development. Winner of the Machine-Tool Industry Innovation competition within the framework of the 10th Southern Russia Industry Congress.

## **REGIONS**OF PRESENCE

The production sites are in Sterlitamak (Bashkortostan), Kolomna (Moscow Region), Ryazan, Ivanovo, Moscow, Kimra (Tver Region) and Azov (Rostov Region). More than 100 Russian enterprises, including Rosctech, UAC, Roscosmos, Rosatom, RZD, USC, and oil companies are among STAN's clients.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

On an annual basis, STAN takes part in large forums such as SPIEF, WEF, and KEF along with industry-oriented business events such as Metalwork and Innoprom exhibitions, MAKS Air Show, and others.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The company grows 50% on average every year, with its order quantity doubling in 2017. In cooperation with the IRE-Polus scientific and technical union (a member of IPG Photonocs international group), STAN has launched projects for high-tech lazer production and additive technologies introduction.



#### **ADDRESS**

54/4 Malyy Prospekt Vasilyevskogo Ostrova, Saint Petersburg 199178 Phone: +7 -812-325-3131.

http://www.transas.ru info@transas.rum

# TRANSAS NAVIGATOR LLC



TAXES RUB, million 2016: 137 2017: 168



Sergey Generalov Chairman of the Board of Directors



Transas Navigator is a part of Transas Group, a worldwide famous producer of high-tech maritime solutions. It provides the Russian market with the most advanced navigation and integrated onboard systems, maritime simulators, and other training equipment, maritime traffic control systems, and coastal surveillance used by shipping companies and ports as well as popular informational and analytical applications for professional and amateur sailors.

## **COMPANY**HISTORY

From the foundation of the company till today, Transas Navigator has always been on the cutting edge of maritime sphere development. During 2016—2017, the company implemented more than 80 large new building projects, which currently account for 95% of all existing

projects in Russia. Moreover, over the past four years, Transas Navigator has installed 68 tailored maritime simulators, increasing its market share up to 85%. In addition, the company owns more than 90% of the maritime traffic control system market and 40% of the market of Russian and commercial fleet modernization projects.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

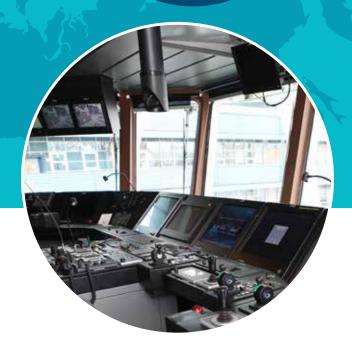
The company regularly participates in the most significant industry-oriented Russian business maritime events, such as NEVA.

## SOCIAL RESPONSIBILITY

The company actively participates in social activities and regularly holds charity events for various children's funds. Transas Navigator provided financial support to build the Naval Cathedral. Moreover, the company sponsored the Handball Federation of Russia and the women's national team, which ultimately brought home the Olympic gold.







#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The company's financial indicators are increasing steadily. In addition to its current projects, Transas Navigator is also a member of the National Technological Initiative.



#### **ADDRESS**

54/4 Malyy Prospekt Vasilyevskogo Ostrova, Saint Petersburg 199178

Phone: +7-812-325-3131 http://www.transas.ru info@transas.com

## TRANSAS TECHNOLOGIES JSC



**TAXES** RUB, million 2016: 96 2017: 120



Sergey Generalov Shareholder, Chairman of the Board of Directors



#### INTERNATIONAL PRESENCE

The company operates through an international network of offices (17 regional offices) and distributors allowing it to deliver products to customers around the world.

Its major sphere of operation is software development, high-tech solutions, program software, and system integration in the maritime industry. The company part of Transas international group) is a high-tech logic development center for software and system integration in industry. maritime Specializations: information systems, mathematical and modelling on big data-based analytics systems capable of self-learning, 3D graphical and modelling systems, computer appliances, and web technologies.

## **COMPANY**HISTORY

Transas Technology was founded in 1990 by a small group of professional sailor and engineer maritime computer technology enthusiasts. In the 1990s, it became one of the first companies

to suggest using e-card systems. In 1999, the company became the first to ever obtain an international certificate of standard approval for its ECDIS system.

## **REGIONS**OF PRESENCE

Saint Petersburg.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company demonstrates its Transas Technologies product line at the largest industry-related international events, such as Neva, SMM, Norshipping, Sea Asia, and others.

#### AWARDS AND ACHIEVEMENTS

SMART4SEA Technology Award (2017), Lloyd's List Digital Innovation Award (2016).

## SOCIAL RESPONSIBILITY

Transas Technologies effectively pursues its social responsibility policy when providing solutions and services ensuring maritime vessel security, cooperates with universities and schools to prepare highly-qualified specialists, advertises high-tech professions, and ensures that every graduate finds a job in their specialization.

# Market share 13 thousand vessels in more than 100 countries (30% of the market). More than 5.5 thousand simulator systems are installed in 106 countries (45% of the market). More than 300 maritime traffic control systems have been installed in over 100 ports of the world (25% of the market). WORKPLACES RUB 270 million Market share 3 0 9/6





3 Dolgoprudnenskoye Shosse, Moscow +7-495-648-1427, +7-495-988-2268

**GENERAL COUNCIL** 

**Acronis** True Image 201

**ACRONIS** 















#### INTERNATIONAL PRESENCE

The affiliate network comprises over 50,000 companies working with customers in more than 150 countries.

A developer of system solutions for corporate and home users to work with hardrives, backup and restore data manage operating systems, edit disks, destroy data and other system tools. The Japan Finance Corporation, Deutsche Bank, Pfizer, HSE, Post of Russia, and Gazprombank are among its clients.

#### **COMPANY HISTORY**

Founded in 2003, the company protects the data of more than 5 million users and 500,000 companies in 150 countries. The company has obtained more than 100 patents, and its solutions provide a wide range of functions, including migration, cloning, and replication, and have earned the title of best product of the year. The company's solutions are available in every country thanks to a global network of service providers, distributors, and resellers of cloud products.

#### **REGIONS OF PRESENCE**

Present in all global regions, with 24 offices in 19 countries. The largest office is located in Russia and houses the development center, which employs about 500 of the more than one thousand company employees.

## AWARDS AND ACHIEVEMENTS

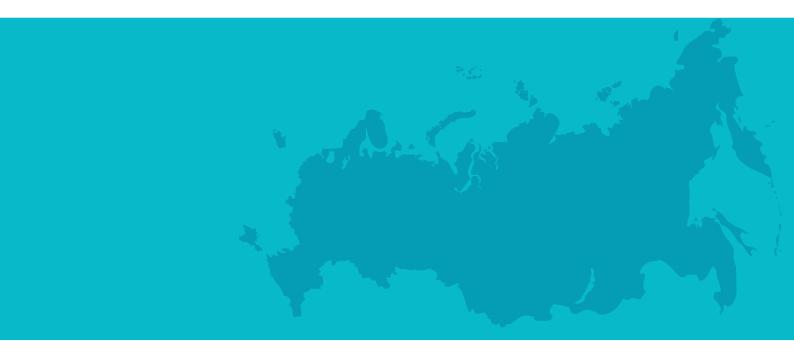
More than 100 patents, Open Innovation Market Place Contest 2016, PR in IT Award 2016 and 2017, Runet Award 2015 and 2016, the Top 1,000 in 2016 and 2017.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF 2016, Territory of Meanings (IT-shift) 2016, Skolkovo Startup Village 2017, and others.

## SOCIAL RESPONSIBILITY

For more than 14 years, the company has been implementing programs to support IT education. Department of Theoretical and Applied Informatics in MIPT, the joint student educational and scientific laboratory at Novosibirsk State University, the laboratory of cloud systems and service virtualization at the University of Innopolis, Master's program in cooperation with JetBrains and MIPT, HSE project team in the Department of Computer Science at ITMO University (joint laboratory). Acronis also has a joint project with BMSTU.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2017, the company introduced revolutionary systems of active protection against cyberthreats, such as Acronis Active Protection 2017 programs developed with machine learning as well as blockchain-based Acronis Notary data notarization and Acronis ASign to make signing digital signatures even easier.





7/1, Spasopeskovskiy Proyezd, Building 1, Moscow 121099, Russia +7 (495) 646-56-01.

www.globalrustrade.com info@globalrustrade.com www.facebook.com/globalrustrade/

#### **GLOBAL RUS TRADE**





Anna Nesterova Founder, Chairman of the Board of Directors

#### INTERNATIONAL PRESENCE

The company representatives work in Shanghai, Hanoi, San-Paulo, and New Delhi.

The company has been on the market since 2015, and has since become the leading Russian electronics platform for noncommodity export companies from BRICS countries, Southeast Asia, and Latin America. The global rustrade.com platform is a B2B IT solution; a simple and understandable service for registering companies, a multistage process for verifying their reliability, a convenient chat for users with automatic translation into seven languages, and the option to use the services of export and import specialists at any time.

#### **COMPANY HISTORY**

The platform was developed within the framework of the BRICS initiative to foster cooperation among SMEs in 2015. Global Rus Trade represents Russia in the project to create a trading platform network

between BRICS countries. Negotiations are currently underway on cooperation with the IndiaMART Indian electronic platform. The platform is also an ASEAN project for the development of software to support SME export activities.

#### >>> REGIONS OF PRESENCE

The company's headquarters are in Moscow.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Participates in SPIEF, WEF, BRICS forum and Eurasian week; business forums Vietnam — EAEU, Russia — South Korea, Russia — Brazil, Russia — ASEAN, and other events.

#### SALES GEOGRAPHY

More than 1,000 legal entities from 24 countries have registered in the platform. The main areas of the platform are BRICS, ASEAN, Latin American and Southeast Asian countries.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

After launching the new release of the platform, there are plans to expand the geography of active work for APEC countries. Thanks to the promotion of e-commerce channels, the catalogue will include and represent all Russian nonresource based export interests in the long term.





The village of Kurumoch, Volzhsky District, Samara region 443545

Driveways: Russian route M5, proprietary railway line branch Phone: (846) 998-94-61

#### GENERAL COUNCIL







2017: 42.5



Vladimir Koshelev Chairman of the Board of Directors



Aviakor-Zhelezobeton produces reinforced-concrete products for various construction sectors, helping significantly reduce building timelines and construction costs. The production technology for precast reinforced concrete is recognized by experts as one of the most advanced and promising in today's global construction industry.

## COMPANY HISTORY

The Aviakor-Zhelezobeton plant is unique because it was constructed "from scratch": from designing the buildings, to the procurement and installation of full-fledged production lines. This ensured the strict observance of all technological process requirements to guarantee the highest product quality.

## REGIONS OF PRESENCE

Samara Region.

## ENTERPRISE DYNAMICS AND PROSPECTS

Thanks to the modernization of production facilities, Aviakor-Zhelezobeton produced 76,490,000 cubic meters of product in 2016.



Production volume in 2016

76.49 cubic meters

INVESTMENTS

RUB  $\overline{24}_{million}$ 

WORKPLACES

203 people





4/1 Stroiteley Boulevard, Section A, Krasnogorsk, Moscow Region 143407 +7 (495) 662 99 00, www.autoline.ru, info@autoline.ru

## GENERAL COUNCIL







(a) (b) (c)

T518PP 777

Sergey Valentinovich Moiseyev Chairman of the Board of Directors



The company is active in auctions for governmental contracts to service municipal bus routes. In 2015, the group won 38 lots to service 128 routes. Service began in May 2016, with 1,150 absolutely new MAZ and IVECO buses of various capacities.

# AWARDS AND ACHIEVEMENTS

The compliance certificate of the transport operator to the requirements of the reform of

the surface city transport (December 2015), Supplier of the Moscow Government diploma in the Transportation infrastructure category (2015).

#### **COMPANY**HISTORY

The company has been riding with Moscow residents and visitors to the capital for more than 20 years. The company first brought RAFs and Gazelles to Moscow streets in the 1990s. This gave people the opportunity to travel within city limits without having to wait in line at bus stops. Autoline was the pioneer of a new vision in public transport: minibuses.

# REGIONS OF PRESENCE

Moscow and Moscow Region.

#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, the company transported about 150 million passengers under gonvernmental contracts.







7/2 Kosmonavtov St., Moscow 129301 +7 (495) 956-89-89, info@almaz-holding.ru.

ALMAZ HOLDING JSC EWELLERY COMPANY

WORKPLACES

1,500 people



Flun Gumerov President



A large jewelry company providing its customers with the highest quality jewelry since 1993. The assortment of the company, which includes more than 50 thousand decorative items, is updated every year with more than 3 thousand models. The company produces, jewelry made of platinum, gold, silver, precious and semiprecious stones as well as exclusive silverware, business souvenirs, and qifts.

#### **AWARDS**

International "Champion of Champions" award at the international competition of jewelry design excellence in Hong Kong as part of the HKTDC international jewelry exhibition in March 2015. The company has been awarded numerous diplomas and awards at both Russian and international jewelry exhibitions.

# **COMPANY**HISTORY

In 1994, the first production hall in Kostroma was opened, and in 1995 the first retail stores appeared. In 1997, a production shop was opened in Plyos, Ivanovo Region, and one year later a controlling stake in Krasnoselskiy Yuvelirprom OJSC was acquired. Since 1999, the company has been actively expanding abroad. In 2001, five additional workshops were opened. In 2007, its representative office opened in the United States, and in 2008, in Hong Kong. In 2013, the retail chain reached 250 stores in 118 cities. In 2016, showrooms were then opened in China.

#### **REGIONS OF PRESENCE**

Production facilities are located in Moscow, Krasnye-on-Volna, and Kostroma Region. The company operates its own shops in more than 200 cities of Russia as well as in China.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

It also takes part in major jewelry exhibitions, forums, conferences, and specialized business events

# INTERNATIONAL PRESENCE

The company's products are exported throughout the CIS and other countries. The company has branches in the USA and Hong Kong and two retail stores in PRC.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The company has successfully implemented lean manufacturing and Kaizen systems and actively is expanding abroad.









65 Serdobolskaya St., Saint Petersburg 197342 Phone: (812) 703-75-00 mail@argus-spectr.ru

#### GENERAL COUNCIL

#### **ARGUS-SPEKTR GROUP**





2016: 181 2017: 127



Mikhail Levchuk Coowner, CEO



Argus-Spektr is the Russian leader in developing and producing security systems, with a success story spanning 20 years. Today, it produces approximately 69,000 devices per month, has more than 100 patents, and has equipped over 100,000 facilities in Russia and abroad, including the Big Ben, the Palace of Westminster and Buckingham Palace (UK), Cirque du Soleil (Germany), and others. Its key product is the Strelets system: the only professional wireless fire safety and analogue addressable fire alarm system.

# COMPANY HISTORY

In 1993, five graduates of Leningrad Polytechnic Institute founded a specialized enterprise to develop and produce safety systems. In 2004, the second Argus-Spektr plant was opened in Italy (Trieste).

#### REGIONS OF PRESENCE

Argus-Spektr products are widely used in Russia and abroad, with export volume amounting to 50% of income.

#### AWARDS AND ACHIEVEMENTS

Russian Government Research and Engineering Prize for young researchers (2003, 2007). Top 2014 in the TechUspekh national rating, 7th by export in the TechUspekh rating in 2016. Awarded the bronze medal by Toyota Engineering for implementing a modern Toyota production system (2016). A contributing members of a Ministry of Economic Development and Trade priority project. Gazelle of Business award (2017). Ranks 1st each year in the Best Innovative Product competition held at the MIPS Exhibition.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Each year takes part in SPIEF, profile MIPS Exhibitions, Interpolitex, Army, BiOT, and others.



#### SALES GEOGRAPHY

Argus-Spektr supplies its equipment to Europe, Asia, Australia, South America, and Japan.

 $270_{\text{people}}$ 



#### ENTERPRISE DYNAMICS AND PROSPECTS

Yearly turnover growth: about 20%. In 2017, thanks to entering new sales markets in Russia and abroad, growth totalled 38%. Jointly with other high-tech companies, Argus-Spektr implemented a major project to equip fire departments with advanced fire technologies in 900 Russian cities. Thanks to the project, the number of people in these areas affected by fires has dropped by a factor of 14.





37/2 Staromonetnyy Pereulok, Moscow 119017 Phone: +7 (495) 225-1525 info@berezkagas.com http://www.berezkagas.com/

# BEREZKAGAZ GROUP, ROZA MIRA GROUP

TURNOVER 2016

RUB 71.15 billion

2016: 482 2017: 931

TAXES RUB million



Dmitriy Lipyavko CEO



BerezkaGaz implements projects for the construction, reconstruction, modernization, and technical reequippment of associated petrolium gas (APG) processing production complexes, generation facilities, transport, and electric energy distribution and also operates projection complexes and facilities.

#### **COMPANY**HISTORY

The company started with the Roza Mira brand in 1993, which traded petroleum and petroleum products and supplied petroleum to oil refinery plants. In 1999, the tank-container transportation of gas processing products project was launched. Starting in 2006, the company began developing an electricity generation and recycling of associated petroleum gases program.

#### REGIONS OF PRESENCE

The recycling facilities are based in Yugra and Khanty-Mansi Autonomous Okrug, with the headquarters in Moscow.

#### AWARDS AND ACHIEVEMENTS

Winner of The Best Ecological Project of the Year and the Ministry of Natural Resources and Environment award in the Eco-efficiency of the Economy category (2008). Winner of the Investment Angel international award (2010). Award "for the successful implementation of associated petroleum gas recycling projects" at the 10th Global Forum of the World Bank in London (2012). Since 2013, the company has annually won the Black Gold of Ugra contest in The Best Gas Processing Plant of Khanty-Mansi Autonomous Okrug category.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

BerezkaGaz participates annually in major forums, including SPIEF, RIF-Sochi, MIOGE, as well as profile business events organized by Arqus media, Maxconference, and others.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Processed APG and generated electricity volumes increase every year thanks to processing new types of raw materials, modernizing facilities, and expanding the subscriber base.





54 Chapayevskiy Proezd, Stavropol 355016 +7-8652-365356, +7-8652-365355, biocom@biocom.ru

# GENERAL COUNCIL



**BIOCOM JSC** 

WORKPLACES

100 people



Aleksandr Vinokurov Marathon Group President



The plant is a part of Marathon Pharma pharmaceutical holding (part of Marathon Group). The two main activities of the enterprise are the production of high-quality reproduced pharmaceuticals (generics) for full cycle, and contract production.

#### **COMPANY**HISTORY

It has been operating on the immunobiological preparations market since 1991. In 2002—2004, capital reconstruction was carried out. In 2005, the plant passed an audit for compliance with the international quality standard of the European Union's GMP. In May 2007, it was certified in ISO 9001: 2007 and IQNet.

#### AWARDS AND ACHIEVEMENTS

It is the first Russian pharmaceutical manufacturer to become an approved producer of medicines of the World Health Organization (2013). It won in the first regional stage of the National Golden Mercury Prize for entrepreneurial activity in The Best Exporting Enterprise in Consumer Goods Production in 2016 category.

# REGIONS OF PRESENCE

Its production enterprises are located in Stavropol.

#### ENTERPRISE DYNAMICS AND PROSPECTS

Plans are in motion to modernize production facilities.

#### **SALES GEOGRAPHY**

Company products are sold across all Russian regions as well as exported.







34 Vtoroy Grayvoronovskiy Proyezd, Moscow 109518 Phone: 495-665-7575, 665-7665 www.vostok.ru td@vostok.ru

# GENERAL COUNCIL

#### **VOSTOK-SERVICE GROUP**

TURNOVER
2016
RUB 32 billion

TAXES RUB million 2016
RUB 300 million



Vladimir Golovnev Founder



A leader in the Russian and European labor protection market and top developer, manufacturer, and supplier of work clothes, footwear, personal protective equipment, and comprehensive labor safety services for all industry structures. Most of the largest Russian enterprises trust the provision of their employees with protection from Vostok-Service Group.

#### **COMPANY**HISTORY

Vostok-Service was founded in 1992 by a group of MAI students, and in 1995 the first company store, first branch, and first garment factory were opened. In 2005, Vostok-Service grew into one of the 200 largest private companies in Russia. A year later, the Czech company Cerva, its first foreign asset, was acquired. Today, Vostok-Service Group is a top developer,

manufacturer, and supplier of PPE in Russia and Europe.

## **AWARDS**AND ACHIEVEMENTS

Annual diploma of the Safety and Labor Protection, SAPE, and ISSE international exhibitions. Worldskills Russia Union leader of gratitude received in 2016. Annual winner of the Health and Safety, and Protected Means Healthy competitions. Diploma from the Successful Supplier 2014 and Purchaser of the Year 2014 competitions.

# **REGIONS**OF PRESENCE

Vostok-Service Group facilities comprise 11 sewing and 4 footwear factories located in Lipetsk, Ryazan, Bryansk, Belgorod, Novgorod, Tver, Tula, and Kemerovo Regions of Russia as well as in Belarus and

Italy. Branches and representative offices are located in all Russian regions and outside the country, including Belarus, Ukraine, Kazakhstan, Azerbaijan, Czech Republic, Germany, Denmark, Slovakia, Poland, Hungary, Italy, India, Turkey, Belgium, China, Holland, Finland, and South Africa.

#### **SOCIAL RESPONSIBILITY**

It creates jobs by opening branches, stores, representative offices, and production facilities. The sewing and shoe enterprises of the company are in most cases city-forming. Vostok-Service's social responsibility lies in the high quality of the PPE it develops and produces, which the health and productivity of personnel all around the world depend on.



The company's Center of Development and development of products manufactured is responsible for developing new models of uniforms, footwear, and PPE. The assortment is updated annually by 10%—15%. The company works steadily to expand its production facilities in Russia. In 2016 alone, three garment factories were opened.

15%





Address: 30 Marshala Proshlyakova St., Zenit Plaza BC, Office 607,

Moscow 123458 Phone: +7-495-956-2526 msk@eastmining.ru yus@eastmining.ru

#### GENERAL COUNCIL

# EASTERN MINING COMPANY LLC







Oleg Misevra Chairman of the Board of Directors

#### **INTERNATIONAL PRESENCE**

Coal mined at the Solntsevo deposit is shipped through the Coal Port of Shakhtersk to Japan, Korea, China, the Philippines, and other countries of the Asia-Pacific Region. The company's key advantage is its proximity to the end market and inbetween the coal production and coal shipping sites (28 km).

EMC produces brown coal on Sakhalin and exports it to APR countries. The company's main assets are located in the Uglegorsk district of Sakhalin. The Solntsevo coal mine is the largest mining enterprise in the region (coal reserves: 316 million tons). The second major asset of EMC is the marine terminal Coal Port of Shakhtyorsk, where coal is exported from.

# COMPANY HISTORY

The Eastern mining company started operations in Sakhalin in 2013, where it combined its coal mining asset (Solntsevo coal mine) with port facilities (Coal Port Shakhtersk). Since then, coal production in the field has increased many times over to a record for the region of 4 million tons per year. At the end of 2016, the company took 26th place among the largest coal miners

in Russia and 11th among the main exporters of coal in Russia.

#### >>> AWARDS AND ACHIEVEMENTS

Winner of the Philanthropist of Sakhalin Region competition (twice). Winner of the Silver Archer — Far East Award for public relations development (2016).

# REGIONS OF PRESENCE

Uglegorskiy district, Sakhalin Region.

#### **SOCIAL RESPONSIBILITY**

In Sakhalin, the EMC implements and supports social projects in various spheres, such as sports, culture, medicine, patriotic education, and Orthodoxy.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

WEF (2015,2016), MINExpo-2016.

#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2015, 3.2 million tons of coal was mined, whereas in 2016 this figure reached 4 million. Based om the company's development plan, the extraction and shipment of coal will grow to 10 million tons per year by 2022.

#### SALES GEOGRAPHY

Company products are sold across all Russian regions as well as exported.







3/7 Pokrovka St., Building 1B, Moscow 101000 +7-495-628-6636, fin@oooinmet.ru

GENERAL COUNCIL





75 people



**Ildar Neverov**Founder



One company of the SEVER Group is a scrap metal supplier for the metallurgical production of Severstal PJSC, the Pipe Metallurgical Company, the Mechel Group, the Ural Mining and Metallurgical Company, and other Russian enterprises. Scrap and secondary metals waste geography in Russia covers the area from Kaliningrad Region to the regions of Eastern Siberia.

# **COMPANY**HISTORY

The company is an authorized representative of the International Bureau for Industrial Waste Processing, the world's largest processing industry association (www.bir.org),

headquartered in Brussels, with extensive experience in advanced technologies for waste processing, methods of utilization, and use with commercial benefits for a processing enterprise.

#### >>> REGIONS OF PRESENCE

Arhangelsk, Vladivostok, Moscow, Nakhodka, Postov-on-Don, Yaroslavl.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, WEF, KEF, MAF.





CHAPTELINI THE



162 Mirnaya St., Samara 443035 Phone: (846) 331-3000

6a/47 Gagarina St., Kaluga 248000

Phone: (4842) 909-600

# **KOSHELEV CORPORATION**



**TAXES** 2016 RUB 957 million



Vladimir Koshelev Chairman of the **Board of Directors** 



One of Russia's largest multiprofile construction companies with its own production facilities in the construction industry, including a reinforced-concrete products plant, window production, and others. The corporation has developed a universal model for comprehensive housing development with developed public infrastructure and an improved landscape called the KOSHELEV project. The company implements large-scale housing projects in areas with developed public infrastructure in Samara and Kaluga Regions. The project will also soon be implemented in Sergiyev Posad (Moscow Region).

# COMPANY HISTORY

In 1992, the construction business unit of an aircraft factory was transformed into a subsidiary: the AVIAKOR industrial design construction association. In 1996, it became its own independent enterprise. In 2013, the company was rebranded and renamed KOSHELEV. KOSHELEV Project started in Samara in 2010. About 80 people live there now. Starting in 2012, the KOSHELEV Project has been underway in Kaluga, on the right bank of the Oka. The population of the district has since reached 30,000 people. 2015 saw the opening ceremony of the Hilton Garden Inn hotel complex in Ulyanovsk, an investment project of more than 2 bln rubles.

# REGIONS OF PRESENCE

Samara, Kaluga, Ulyanovsk, Saransk, Sergiyev Posad.





\_mobile\_объединяет



40/12 Nizhnyaya Krasnoselskaya St., Building 20, Moscow 105066 +7 (495) 777-777-5, 8 800 200-777-5 pr@mvideo.ru.

M.VIDEO



WORKPLACES

15,000 people



Aleksandr Tynkovan Founder and Director General



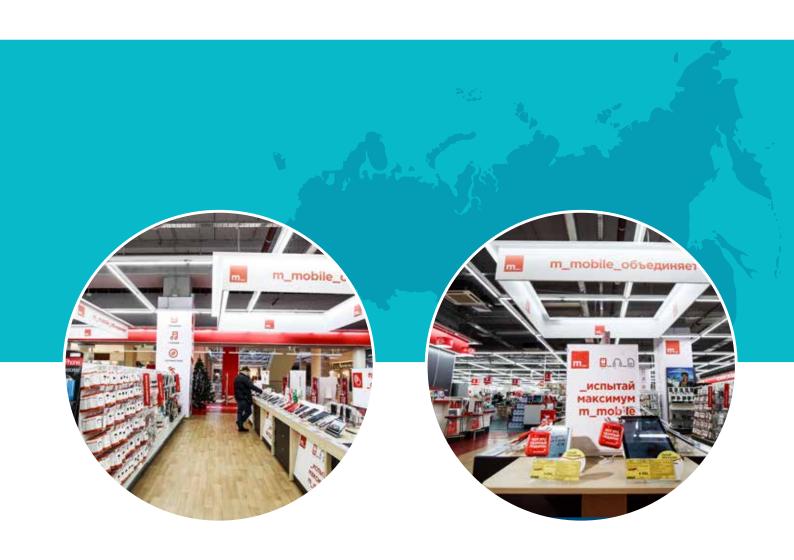
The company is the leader among electronics and household appliance retail chains in Russia, one of the largest European companies in this segment, and the only public Russian nonfood retail chain.

# COMPANY HISTORY

It was founded in March 1993. As of mid-2017, almost 400 stores are operating in 165 Russian cities. The total number of employees is more than 15 thousand people, and the official website (mvideo.ru) is visited by more than 20 million people monthly. First place in Russia for sales in the home appliances and electronics market (17.1% of the market in 2016). The annual turnover of the company is more than RUB 200 billion. The assortment of goods in stores exceeds 20 thousand items.

# REGIONS OF PRESENCE

165 cities in Russia.





#### **ADDRESS**

7A dmitriya Ulyanova St., Moscow 117036 +7 (495) 775-75-05, www.themay.com info@theMay.com

#### **GENERAL COUNCIL**



ОТБОРНЫЙ

MAY LLC



TURNOVER RUB billion

2016: 13.3 2017: 15.3



TAXES RUB billion

2016: 1 2017: 1.2



Igor Lisinenko Chairman of the Board of Directors Export 35

countrine

#### **INTERNATIONAL PRESENCE**

It exports a full assortment of tea products with a total volume of more than 1.3 thousand tons. Today, the company's products are represented in more than 35 countries, including CIS countries, Germany, China, Iran, Canada, and others.

This company is one of the largest Russian producers of packaged food products and the second player in the tea market in Russia (in terms of sales and market share). It consists of five strategic business units: MAY-Energy manages its own investment portfolio in the energy sector, MAY-Venture invests venture capital in the high-tech sector, MAY-Foods produces hot drinks, MAY-Store conducts e-commerce, and MAY-Realty develops and manages commercial real estate.

# COMPANY HISTORY

An investment pioneer in the domestic tea and coffee industry, the business was founded in 1991. In 1998, it organized and launched the first tea-growing factory in the history of post—Soviet Russia. In 2004, MAY was the first among domestic enterprises to pass

certification of its quality management system for compliance with the ISO 2004 international standard. It produces tea under the following brands: Maiskiy, Richard, Curtis, Lisma, and Coffesso coffee. It also has a network of its own representative offices in countries that export tea and coffee.

# AWARDS AND ACHIEVEMENTS

The national "Brand of the Year/EFFIE 2012" competition is the highest award in the "Nonalcoholic Beverages" category. The MAY quality management system has been certified for ISO 9001 international standard compliance since 2004. In 2016, the integrated quality and food safety management system was certified for compliance with ISO 9001:2015 and the FSSC 22000v3 certification scheme. Tea products thus received the right to be labeled UTZ Certified.

# REGIONS OF PRESENCE

The main production facility of the company— Maycomplex is located in Fryazino, Moscow Region.

#### **SOCIAL RESPONSIBILITY**

The variety of social programs the company offers in its own production facility includes providing social support for employees, creating new attractive jobs, incentives, and conditions for each specialist to have real opportunities for professional and career growth. All business procedures are based on a strict code of ethical standards, principles of honesty, fairness, and integrity in relations with partners and clients.

# SALES GEOGRAPHY Its distribution system also covers all regions of Russia, CIS countries, and more than 35 countries. PARTICIPATION IN EXHIBITIONS AND EVENTS PRODEXPO International exhibition, GulfFood-2017 in Dubai, World Tea Expo-2017 in Las Vegas. PRODEXPO International exhibition, GulfFood-2017 in Dubai, World Tea Expo-2017 in Las Vegas. WORKPLACES 1,200 people Planned production volume in 2017

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the company produced and sold 23 thousand tons of products. In 2017, the plans are to produce and sell over 27 thousand tons, with a volume of over 40 thousand tons by 2021.





#### \*\*\* ADDRESS

83.1 Nizhegorodskaya St., Moscow 109052

47A, Leningradskoye Shosse, Moscow 125195

21A, Obrucheva St., Moscow 119421

8, Sovetskaya St., the village of Glukhovo, Moscow Region 143421

Phone: (495) 122-03-03

медскан.рф (medscan.rf)

info@medscannet.ru

#### **MEDSCAN LLC**



2016: 96.2

2017: 247.8



TAXES RUB, million

2016: 52

2017: 76



Yevgeniy Tugolukov Founder



The company specializes in cancer treatments focusing on radiation and drug therapy as well as complex and high-tech diagnostics. Research and treatments are carried out using the latest equipment manufactured by Siemens, Mindray, GIOTTO, Carmex, Varian Medical Systems, and others.

# **COMPANY**HISTORY

Medscan.rf has been operating on the medical services market since 2015. In 2016, three diagnostic centers were launched in Moscow and Moscow Region (Nizhegorodskaya Street, Leningradskoye Shosse, Ilyinskoye Shosse). In 2017, a fourth center was opened as a diagnostics and treatment center (Obrucheva Street). Further development of the federal and international network of medical diagnostic centers is also planned.

#### >>> REGIONS OF PRESENCE

As part of the infrastructure of Medscan.rf, there are four centers located in Moscow and Moscow Region.

#### **SOCIAL RESPONSIBILITY**

Medscan.rf also cooperates with Pravmir charitable foundation, helping patients in need of diagnostics and treatment. In February 2017, Medscan.rf and the Russian Post organized a promotion where the latter's employees were able to undergo free diagnostics from a mammologist.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Seminar "Differentiated Diagnosis of Pancreatic Structures: CT and MRT," National Surgical Congress, V Interdisciplinary Congress on Diseases of the Head and Neck, etc.

# INTERNATIONAL PRESENCE

There are plans to open centers equipped to treat cancer in Eastern Europe, the CIS, and Southeast Asia



INVESTMENTS
RUB 1.6 billion





70 Angliyskaya Naberezhnaya Saint Petersburg 190000 +7 (495) 280-77 -70, info@globalintercorp.ru

# INTERSTATE CORPORATION FOR DEVELOPMENT OJSC



PRIPPIT



Ivan Polyakov CEO



A holding company focused on research, production, investment, and management activities and the development of media and social and cultural projects in the Russian Federation and member countries of the Eurasian Economic Union (EAEU), the European Union (EU), the Shanghai Cooperation Organization (SCO), BRICS group, Asia-Pacific Economic Cooperation (APEC), and the Association of Southeast Asian Nations (ASEAN).

# COMPANY HISTORY

It was founded in 2011 in Omsk to facilitate scientific, industrial: and high-tech cooperation in the CSTO and EEA. The corporation was established on the basis of the

Omsk Popov Production Association and AK-Maral Corporation (Kyrgyzstan).

#### REGIONS OF PRESENCE

Moscow, Saint Petersburg, Altai, Transbaikal, Krasnodar, Krasnoyarsk and Perm Krais; Kemerovo, Kostroma, Kurgan, Leningrad, Lipetsk, Moscow, Nizhny Novgorod, Novosibirsk, Omsk, Orel, Tver, Tomsk, Tyumen, and Chelyabinsk Regions; the republics of Buryatia, Crimea, and Tatarstan.

#### **SOCIAL RESPONSIBILITY**

2011:—exhibition of Kyrgyz artist Nariste Aliyeva "Isolation/Integration"; 2012:—exhibition "World of Faberge" in the Shanghai Museum; 2014:—publication of the collection of works by writer Chingiz Aitmatov; 2015:—the corporation was partner of the Open Film

Festival of CIS, Latvia, Lithuania, and Estonia Kinoshok-2015; 2016:— an exhibition of photographs of the prime minister of Russia D. A. Medvedev; 2016:— the corporation organized a pilgrimage trip for Chinese descendants of Albazinians in Russia.

#### SALES GEOGRAPHY

The corporation's products are exported to CIS countries.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, WEF, KEF (Krasnoyarsk Economic Forum), BOAO Forum for Asia, as well as specialized business events.





#### **ADDRESS**

11 Shosse Zhirkombinata, Nizhny Novgorod 603950 Phone: (831) 275-61-21 www.nmgk.ru lea2@nmgk.ru

**GENERAL COUNCIL** 

NMGK GROUP (NIZHNY NOVGOROD OIL AND FAT PLANT)







Nikolay Nesterov Chairman of the Board of Directors



PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, WEF, KEF (Krasnoyarsk Economic Forum), BOAO Forum for Asia as well as specialized business events

NMGK Group is a vertically integrated holding, including oil and fat plants in Nizhny Novgorod and Samara, oil extraction plants in Uryupinsk and Sorochinsk, and eight elevators in Volgograd, Saratov, and Orenburg Regions, and Bashkortostan. The main products are mayonnaise (Ryaba, Sdobri), sauces (Astoria), margarines (Khozyayushka), spreads, snacks (Stepanovna), industrial margarines and fats, bathroom and laundry soap (Moy Malysh), and sunflower oil and meal. NMGK Group is the leader in the Russian market of mayonnaise, sauces, margarines, and spreads.

#### **COMPANY HISTORY**

It was founded in Nizhny Novgorod in 1898 as a manufacturing factory for oil. During the Great Patriotic War, it produced products for the front, soap for the army and hospitals, and food for Leningrad during the bloackade. In 1953, the mayonnaise shop was launched, giving start to the history of the legendary Soviet mayonnaise "Provansal." In 1998, a vertically integrated holding was formed. The basic enterprise of NMGK is included in the list of backbone enterprises of the Russian Federation.

#### **AWARDS AND ACHIEVEMENTS**

The products of NMGK Group have repeatedly won the national "No. 1 Brand in Russia" and "Product of the Year" award. Ryaba mayonnaise was one of the first to ever earn the Russian Mark of Excellence. The company has also won the awards of Russian and international exhibitions: "Golden Autumn," "Healthy Nutrition," and Ingredients Russia.

#### **REGIONS OF PRESENCE**

Enterprises of the holding are located in Nizhny Novgorod, Samara, Volgograd, Orenburg, and Saratov Regions and in the Republic of Bashkortostan. Commercial branches of the company operate in Moscow, Saint Petersburg, Samara, and Rostov-on-Don.

#### SOCIAL RESPONSIBILITY

The company helps children's institutions, schools, and religious organizations. NMGK Group has repeatedly won the Nizhny Novgorod Phoenix Charity Prize.

#### SALES GEOGRAPHY

The products of NMGK Group are sold on the domestic market and exported to more than 35 countries, including Germany, Belgium, Spain, Italy, France, the USA, Baltic countries, Southeast Asian countries, China and India, and the CIS.

**INVESTMENTS** 

RUB 5.2 billion

**WORKPLACES** 

3,400 people

Production growth

#### ENTERPRISE DYNAMICS AND PROSPECTS

The production volume of the holding in 2016 grew by 5% despite the general decline in the consumer market. Thanks to the launch in 2015 of a new oil extraction plant, the production of sunflower oil and meal has been increased. Since 2012, a consistent plan of investment and production development with increasing capacity has been implemented on-site in Nizhny Novgorod.





2, Letnikovskaya St., Moscow 115114 + 7 (495) 787-78-77 www.openholding.ru, info@open.ru

OTKRITIE HOLDING JSC

TURNOVER
2016
RUB 123.3 billion

TAXES RUB billion

2016: 5.56 2017: 2.81



Ruben Aganbegyan President



Included in the TOP 35 largest companies in Russia and TOP 5 leaders of the financial sector, the holding is the largest private player in this segment according to the RBC 500 rating. The products and services of the companies included in Otkritie Group are intended for all customer categories. The number of clients of the group total approximately 4.3 million individuals and 270 thousand legal entities. Its key business area is the banking segment, where its assets amount to RUB 2,7 trillion.

## COMPANY HISTORY

The history of Otkritie in fact spans two different companies: Otkritie Corporation and NOMOS-BANK, the purchase of which was finalized in 2013. In 2014, NOMOS-BANK was then renamed Otkritie Financial Corporation.

#### AWARDS AND ACHIEVEMENTS

That year, it took 444th place in the annual rating from Brand Finance Banking 500. Tochki internet bank also took 1st place in three separate categories in the annual banking rating of the Markswebb Business Internet Banking Rank 2017, and the bank won in three categories of the rating of leading digital banks in Central and Eastern Europe in 2017 according to Global Finance: "The Most Innovative Digital Bank," "The Best Mobile Bank," and "The Best Information Security Project."

# REGIONS OF PRESENCE

Otkritie's main operations are in large part concentrated in Russia, where banks and group company offices are open in 65 key regions of the country. The main regions of presence are Moscow, Saint Petersburg, Yekaterinburg,

Khanty-Mansiysk, Tyumen, Novosibirsk, and Khabarovsk. Investment units of the group also operate in the UK (London) and USA (New York).

#### SOCIAL RESPONSIBILITY

It actively supports science (Polytechnic Museum), education (Lomonosov Moscow State University, European University in Saint Petersburg), culture (Maly Theater, collaboration with the author of the "Hedgehog in the Fog" cartoon by Yuriy Norshtein, reconstruction of the Khudozhestvenniy cinema), public health ("Vera" Fund in Support of Hospice Hospitals), and athletics (partnership with Spartak-Moscow FC, Yugorsk skiing marathon).







2 Odesskaya St., Tower C, Lotus BC, Moscow 117638 Phone: +7 [495] 223-77-22 info@ruscompozit.com www.ruscompozit.com

#### GENERAL COUNCIL









Sergey Fakhretdinov Chairman of the Board of Directors



The Group unites producers and distributors of innovative solutions for the extraction, processing, and transportation of gas, oil, and oil products, construction at deposits as well as construction, energy, housing and utility services, Russian Railways, and others. The Group's portfolio includes more than 40 kinds of composite structures, approximately 50 kinds of insulating materials and solutions for corrosion protection, and more than 30 types of geosynthetic materials.

# COMPANY HISTORY

Founded in 2008, RUSCOMPOZIT is a diversified Russian holding uniting seven production sites, a trading house, and several independent business areas. The Group includes Delan JSC, Steklonit Management LLC, Complex Insulation Systems LLC, and Russintek LLC. Since 2013, it has been

developing and implementing projects with the support and commissioned by the Ministry of Industry and Trade of the Russian Federation, the Agency for Strategic Initiatives, the Industrial Development Fund, and the Foundation for Infrastructure and Educational Programs (Rosnano).

# >>> AWARDS AND ACHIEVEMENTS

Gazprom Prize in Science and Technology (2005, 2010), the V-KPD certificate for contributions to the creation of high-performance jobs (2013), the Diploma for Scientific and Technical Solutions for the Application of Composite Materials for the Construction of Road Panel Bridges (2016), and ROSNANO certificate of compliance (2016).

# REGIONS OF PRESENCE

Smolensk, Tula, and Moscow Regions (Noginsk, Chekhov, and Yegoryevsky districts), the Republic of Bashkortostan (Ufa), Samara Region (Novokuybyshevsk).

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

RUSCOMPOZIT Group takes part in large forums and related business events every year, including Composite-Expo, Downstream Russia, MIOGE, scientific conferences of the Russian National Scientific Research Institute for the Construction and Operation of Fuel and Power Sector Pipelines and Facilities (VNIIST), Saint Petersburg Gas Forum, GTS, and Conference of the Union of Producers.



#### ENTERPRISE DYNAMICS AND PROSPECTS

RUSCOMPOZIT is constantly increasing its potential. In 2016, as part of Complex Insulation Systems LLC, it commissioned a site for the production of anticorrosive materials for the oil and gas industry. In line with Russia's import substitution policy, Delan JSC localized the manufacture of products under the Canadian brand of Canusa. The Group plans to expand its presence in the international arena and develop the markets of Asian countries.





7 Prospekt Konstitutsii, Kurgan 640008 +7 (3522) 48-12-46, 44-41-38, 44-91-84 centr@kurgansintez.ru

Moscow office: Bldg. 110A Bolshoy Savvinskiy Pereulok, Moscow 119435

+7 (495) 137-57-27

**JSC JOINT-STOCK KURGAN MEDICINES AND** 

SINTEZ PRODUCTS



**TURNOVER** 2016

RUB 6.7 billion

WORKPLACES

3,000 people



Aleksandr Vinokurov Marathon Group President



The plant is a part of Marathon Pharma pharmaceutical holding (part of Marathon Group). The pharmaceutical enterprise operates in accordance with international standards for the production of GMP medicines. It produces active pharmaceutical substances, ready-made dosage forms, and medicines from polymeric materials. The plant's assortment includes about 300 different brands of medicines and medical products. Over 30% of medicines are made from the company's own substances. Roughly half of the portfolio are medicines from the VED list. The plant is among the top ten domestic pharmaceutical industry leaders in terms of production volumes.

#### **\*\* HISTORICAL OVERVIEW**

The plant was established in 1958 as a pharmaceutical substance enterprise. In the 1960s, the company starts producing natural

antibiotics for the first time in the USSR. In the 1970s, the production of medical devices was launched. In the 1990s, the company first started producing generic medicines. In the 2000s, production began of coated tablets, solutions for infusions in glass bottles and drops in polymer bottles, powders in single-dose sachet type bags, sprays, and gels. Modernization efforts have been carried out.

#### AWARDS AND ACHIEVEMENTS

Order of the Badge of Honor.

# REGIONS OF PRESENCE

The company's production facilities are located in Kurgan, with its headquaters in Moscow. The medicines are sold Russia-wide and are exported to more than 15 countries around the world.

#### SOCIAL RESPONSIBILITY

The plant is a city-forming enterprise, accounting for 7% GRP of Kurgan Region. It implements a number of social programs and is a reliable employer in the Kurgan Region. Entire families of employees work at the plant, with the total experience of some families exceeding 400 years.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Health Care 2016, the Adam Smith Institute's Health Care 2016 of Russia forum. Conferences: Biotechmed, the 2nd All-Russian GMP conference, Health Care 2016 of the Trans-Ural region.







14 Olimpiyskiy Prospekt, Diamond Hall BC, Moscow 129090 Phone: +7 (495) 258-27-41 general@sovfracht.ru



#### **SOVFRACHT PJSC**







**Dmitriy** Purim Chairman of the Management Board

#### **INTERNATIONAL PRESENCE**

The Group operates offices in Istanbul (Turkey), Limassol (Cyprus), and Cuba. Sovfracht provides logistic services in all regions of the world, including the Arctic.

#### SOCIAL RESPONSIBILITY

Sovfracht took part in the organization of a high-latitude Arctic deep-sea expedition led by A. N. Chilingarov (2007) and sponsored a Russian expedition to Nepal (2009). It also made a significant contribution to the delivery and deployment of the marine high-latitude Arctic expedition to the North Pole-38 drifting station. It finances sports events, the "Sports League of the Fuel and Energy Complex" organization, the Club of Graduates of the Moscow Power Engineering Institute, and the reconstruction of several churches in Moscow Region. It cooperates with the Korablik charity fund for helping children with serious illnesses and their parents. Provides targeted support for retired company employees as well as Moscow organizations for transport industry veterans.

One of the largest independent transport and logistics companies in Russia. It carries out railway, sea, and river cargo transportation, has unique expertise in the transportation of oversized and heavy cargo, including in the Arctic. It also offers stevedoring, brokerage, and freight services, ship agency, and cargo insurance, carries out container transport, and manages a number of warehouse complexes.

# COMPANY HISTORY

The company was founded on March 8, 1929. During the Great Patriotic War, the USSR's sea transport actively participated in transportation contracts with its allies in Great Britain, the USA, and Canada. By the end of the 1950s, all the ports of the USSR were connected by lines to the main ports of all other continents.

In 1992, Sovfracht was privatized. In the 2000s, the staff was replaced, new types of services began to develop, and representative offices were opened in Russia and abroad. The average annual volume of transportation is about 20 million tons and roughly 20 thousand railroad cars with a deadweight of 55 thousand tons.

# AWARDS AND ACHIEVEMENTS

The winner of the "Logistic Operator of Russia" rating in the "Best National Intermodal Transport Operator" category (2010 to 2013). The Group was a Top 15 leader in the Russian logistics services market in terms of turnover (2009, 2010, and 2012). Ministry of Transport "Formula of Motion" award in the "Best Logistics Solution" category (2015). Dmitriy Purim was the winner of the international "Entrepreneur of the Year" competition held by EY in Russia (2015) and laureate of the international WEOY competition in Monaco

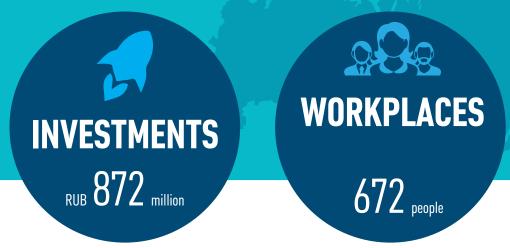
(2016). Sovfracht entered the Top 10 largest transport and logistics companies in Russia according to the Expert analytical center and took 6th place in the rating of the most dynamically developing companies in the transport and logistics industry.

# **REGIONS**OF PRESENCE

The Group includes Sovfracht LLC, Sovfracht PJSC, Sovmortrans, Sovfracht-NN (Nizhny Novgorod), Sovfracht-Privolzhsk (Saratov), Sovfracht-Vostok (Vladivostok), a separate subdivision of Sovfracht PJSC in Yuzhno-Sakhalinsk, a separate subdivision of Sovfracht in Novokuznetsk, a separate subdivision in the region of the Samara-Nikolskoye-Bodeyevo stations, and a separate subdivision in the Uyar station region.

#### PARTICIPATION IN FORUMS

Sovfracht PJSC annually takes part in major forums, conferences, and seminars, such as SPIEF, JAEF, WEF, Arctic Territory of Dialogue, Eastern Economic Forum, the Sochi Russian Investment Forum, Transport and Transit Potential, SouthTrans, the Crimean Transport Forum, Eastern Oil and Gas Forum, "Logistics in the Arctic" international conference, Development of the Arctic Shelf: Step by Step, Development of the Shelf of Russia and the CIS, Exploration-2017, Argus Neftetransport, HEAVY RUSSIA, Russian Market of Petroleum Products 2017: Problems, Prospects, Risks, Petrochemistry of Russia and the CIS, Construction in the Oil and Gas Complex, Oil and Gas of Sakhalin, etc.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

At the end of 2016, the company's profit compared to the same indicator in 2015 increased by 1.5 to reach RUB 3 billion. Together with Rosneft Oil Company, a long-term contract for the transportation of oil and oil products was signed. The company is now a commercial operator of the unique Sevmorput nuclear lighter ship and won a tender for the provision of ship agency services for Rosmorport FSUE in 2017. Together with Oboronlogistika and the Far Eastern Shipping Company, Sovfracht created the First Arctic Consortium, a structure helping to ensure the optimization, coordination, and development of the transportation process in the Arctic.





47/5 Gilyarovskogo St., Moscow 129110 Phone: (495) 925-55-75 www.tn.ru pr@tn.ru

#### GENERAL COUNCIL





TURNOVER RUB billion

2016: 70 2017: 70



TAXES RUB billion

2016: 3.3 2017: 3.3



Sergey Kolesnikov President, Managing Partner

# INTERNATIONAL PRESENCE

The company's enterprises are located in Belarus, Lithuania, the Czech Republic, Italy, Great Britain, and Germany.



TECHNONICOL is one of the world's largest producers of construction materials: 52 production sites in seven countries, 18 training centers, 6 research centers, and 21 representative offices in 17 countries. Its products are supplied to more than 80 countries. The headquarters of TECHNONICOL are located in Russia, Poland, Italy, China, and India.

### **COMPANY**HISTORY

The company was founded in 1992. In 1994, the first production of roll roofing materials was launched at the Vyborg roofing factory. By the end of the 1990s, the company already had five production sites and 35 sales offices in various regions of the Russian Federation. In the 2000s, it actively developed its production of heat-insulating materials and flexible tiles. From 2011 to 2017, it has been

intensely pursuing new markets and opening new production facilities. Enterprises for the production of PIR (an innovative material for Russia), construction foams, and concrete additives have been launched.

### **REGIONS**OF PRESENCE

Its production facilities in Russia are located in Ryazan, Vyborg, Voskresensk, Rybinsk, Nizhny Novgorod, Rostov-on-Don, Mineralnye Vody, Zainsk, Novoulyanovsk, Chelyabinsk, Uchaly, Beloretsk, Yurga, and Khabarovsk.

# >>> AWARDS AND ACHIEVEMENTS

Winner of the "Company of the Year 2015" National Business Award in the "Company of the Year. Region" category in the "Increase and Creation of High-Performance Jobs" category. Laureate of the "Captains of Russian Business" award in the "Business Reputation" category (2015). Winner of the National DIY & Household Awards in the "Supplier of the Year" category (2016). Diploma of the 1st category for "The Best Business" established by Business Russia (2016).

### SOCIAL RESPONSIBILITY

TECHNONICOL supports various athletic projects. For example, it became the initiator and investor of construction of biathlon bases in Ulyanovsk and Ryazan Regions. It also takes part in events to revive the cultural heritage of Russia.

### **SALES GEOGRAPHY**

TECHNONICOL products are exported to more than 80 countries.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

TECHNONICOL annually participates in major forums, such as SPIEF, VEF, the Russian Investment Forum "Sochi" as well as in special business events.



# WORKPLACES

5,000 people

### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016 alone, four new enterprises were opened in different regions of the Russian Federation—from Rostov-on-Don to Khabarovsk. The company is dynamically increasing its exports of products, opening up new markets for themselves. For example, in 2016, TECHNONICOL entered the markets of Iran and Canada. The company is also expanding its product line, including by entering the markets for construction foams and additives to concrete.





### **ADDRESS**

Address: North Tower, Moscow City Complex, 10 Testovskaya St., Moscow 123317 +7 (495) 514-02-04 www.fabrikant.ru tp@fabrikant.ru

### FABRIKANT.RU LLC



 $150_{\text{people}}$ 



Sergey Gabestro CEO

FABRIKANT.

165 000

# INTERNATIONAL PRESENCE

Foreign companies and Russian subsidiaries of foreign companies supply their products and conduct purchases through the portal.



The trade portal has been a leader in the electronic trading market since 2005. The portal unites 530 thousand companies of various industries. The total trading volume in the system exceeded RUB 5 trillion. Thanks to the portal, the companies saved over RUB 513 billion on purchases. It is included in the Top 5 largest ETPs under Law 223-FZ and in the Top 3 ETPs according to the number of tenders conducted for the sale of property of debtors according to the Unified Federal Register of Bankruptcy Information.

# COMPANY HISTORY

Fabrikant.ru was established in 2005 and specializes in conducting corporate tenders and purchases as well as selling debtors' property. Today, the group unites several electronic trading platforms. In 2009, the Oborontorg

specialized trading system was established. In 2012, the following trading systems were launched: GazNefttorg.ru, Spetsstroytorg, and Fabrikant Ukraine. In 2014, it purchased ETP MICEX, which was later renamed the National Electronic Platform.

### AWARDS AND ACHIEVEMENTS

2014:—2nd place in the "Quality of Services for Corporate Procurement" category, Expert RA rating. 2015:—1st place in the "Highest Level of Quality of Services in Corporate Procurements" category, Expert RA rating, certificate of acknowledgement from the State Atomic Energy Corporation ROSATOM for long-term cooperation. 2016:—1st place in "The Breadth and Quality of Additional Services Provided by ETP" category, Expert RA rating, laureate of the "Best Business" contest of Business Russia.

# REGIONS OF PRESENCE

All regions of Russia.

### **SOCIAL RESPONSIBILITY**

Actively engaged in charitable activities, regularly provides support to the Our Home center for the promotion of family education. With the help of the Nachinanie, crowdfinding platform, it helps raise funds for the implementation of various charitable projects.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, VEF, KEF, Corporate Purchasing Management, Atomex, Innovative Purchases, MetalExpo, National Oil and Gas Forum, Forum for Procurement Directors, etc.

### **SALES GEOGRAPHY**

To date, on all of the consortium's platforms, various types of electronic trading are carried out, including governmental purchases according to Law 44-FZ, purchases of state-owned companies according to Law 223-FZ, corporate purchases, sale of state property, sale of the property of debtors, bidding for the determination of contractors for the capital repair of apartment buildings.





7 Internatsionalnyy Pereulok, Office 4, Ruza, Moscow Region 143103 +7 (495) 628-66-36, fax: (495) 628-57-20, ildar@neverov.ru

### **EKOTEKHNOPARK LLC**



Ildar Neverov CEO

A waste-processing industrial and technical complex located in the Ruzskiy urban district of Moscow Region with a capacity of 1 million tons of solid municipal waste (SMW) per year, with the production of finished products and secondary raw materials, alternative fuel from waste (RDF), and the disposal of tailings from the waste recycling complex.

### **COMPANY**HISTORY

Since 2016, activities have been focused on improving the sanitary and ecological situation in the region, minimizing the negative impact on the environment, and bringing the industry

to a qualitatively new technological level in Russia, including through the development and implementation of modern domestic technologies and equipment in line with the modern level of scientific technical progress and global environmental standards.

### **REGIONS**OF PRESENCE

The production plant is located in the Ruza district of Moscow Region.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, VEF, KEF, MAF.







44B Volkhonskoye Shosse, Block 2, Saint Petersburg 198188 Phone: (812) 325-02-02 www.electronxray.com omb@electronxray.com

> **ELECTRON** RESEARCH **COMPANY**

AND PRODUCTION CJSC



TAXES RUB million 2016: 200 2017: 250



Aleksandr Elinson CEO

### PARTICIPATION IN FORUMS

Electron RPC annually takes part in the SPIEF, VEF, KEF, Russian Health Week, FarmMedProm, Congress of the Russian Society of Radiologists, international exhibition MedFarmDiagnostika, Nevskiy Radiological Forum, and others. In addition, it demonstrates its products at the largest international exhibitions in the industry: Medica (Germany, Dusseldorf), ECR (Austria, Vienna), RSNA (USA, Chicago), CMEF (China, Shanghai).

Electron RPC is the leader of the Russian market in the development and production of medical diagnostic equipment and integrated and IT solutions for health care. It has the widest product line among all Russian manufacturers of equipment for radiation diagnosis, including complexes for X-ray diagnostics, radiosurgery, nuclear medicine, computed tomography and ultrasound diagnostics, etc. Production capacity is 2 thousand pieces of equipment per year.

### COMPANY HISTORY

Electron RPC was established in 1989. It is a pioneer in Russia in the development of new equipment, including endoscopic video camera (1989), mobile X-ray apparatus (1993),

digital fluorograph for screening and diagnosis (1998), angiographic complex (2009), 16-slice CT with a Russian interface (2010), CMOS imaging systems (2014), a universal polypositional X-ray diagnostic complex (2016), etc.

# AWARDS AND ACHIEVEMENTS

It holds 4th place in the TechUspech (2013) rating. Letter of acknowledgment from the president of the Russian Federation for its contributions to the development of the economy of Leningrad Region and its integration in the economic system of the Russian Federation. Diploma of the Russian Union of Industrialists and Entrepreneurs in the "Best Russian Enterprises. Dynamics, Efficiency, Responsibility" category. Diploma "For active Participation and Prosperous Cooperation" as part of the "Made in Saint

Petersburg" award. The winner of the Better Business Bureau award for outstanding performance indicators, etc. Aleksandr Elinson was issued a commendation from the president of the Russian Federation "For Active Public Work" and was also awarded with diplomas from the Ministry of Industry and Commerce and the Governor of Saint Petersburg.

# REGIONS OF PRESENCE

The production facilities and main office of the company are located in Saint Petersburg and Leningrad Region, and in Moscow there is a representative office.



### **SOCIAL RESPONSIBILITY**

Priority areas include support for orphanages and children with disabilities, assistance to veterans, and the prevention of socially significant diseases and education. It sponsors the Dolg charitable program for veterans, assists orphanage No. 4 (Pavlovsk), supports children of the Petrodvorets boarding school No. 3, is a partner of the Chess for Orphanages project, and is one of the initiators of the Doctors Sing social project. It supports a number of conferences and educational programs for radiation diagnosis specialists and competitions for young radiologist scientists.





22/1 Tsvetnoy Boulevard, Moscow 127051 +7 (495) 685-93-52 info@etalon-invest.com

**GENERAL COUNCIL** 

### **ETALON-INVEST LLC**

ЭТАЛОН - ИНВЕСТ

1,200 people

WORKPLACES



Daniil Seledchik CEO



The company is a part of one of the largest construction holdings in Russia—Etalon Group. It provides a full range of services related to the development, construction, and implementation of major investment projects in the real estate market of Moscow and Moscow Region and attracts investments for construction projects of the company and Group. The most ambitious project is the Emerald Hills residential neighborhood in Krasnogorsk, where more than 1 million sq.m of real estate is planned be built.

# COMPANY HISTORY

It was founded in 2006 and belongs to Etalon Group. Since its establishment in 1987, the Group has commissioned a total of 5.5 million sq. m of real estate.

### SOCIAL RESPONSIBILITY

It is actively engaged in charitable activities, supports the holding of socially significant events, including the Vmeste International Cinema Forum, the Krasnogorskiy International Festival of Sports Cinema, and is also a partner in the publication of socially important books and movies.

# >>> AWARDS AND ACHIEVEMENTS

Winner of "The Best Implemented Development Project in the Russian Real Estate Market" contest—the national stage of the FIABCI Prix d'Excellence Awards (2017); winner of the BIM-technology 2016 contest in the BIM-Invest category (2017); winner of the contest held by the Ministry of Construction of the Russian Federation in "The Best Implemented Project of the Construction of an Educational Facility" category (2016); winner of the real estate

market RREF Awards in the "Affordable Housing" category, etc.

# **REGIONS**OF PRESENCE

Moscow, Moscow Region.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

PMUF, SPIEF, Sochi Russian Investment Forum as well as the Kommersant Publishing House Conference, ProEstate International Real Estate Forum, International Real Estate Business Forum, Russian Forum of Real Estate Market Leaders, Moscow Urban Forum.

### ENTERPRISE DYNAMICS AND PROSPECTS

Every year, the number of projects grows, and the land bank of the company is increasing. In 2016, the company introduced two new comfort-class residential complexes—the Letniy Sad Residential Complex and Zolotaya Zvezda Residential Complex. In 2017, two more new projects were launched—the Normandy Residential Complex and Serebryanyy Fontan Residential Complex. In total, 6 residential real estate projects with a total area of about 2 million sq. m are currently being implemented by Etalon-Invest.



In the implementation phase, there are







11/1 Pervyy Magistralnyy Proyezd, Moscow 1123290 Phone: (495) 663-67-03 www.hoff.ru mk@hoff.ru

GENERAL COUNCIL

# HOFF NETWORK OF FURNITURE AND HOME FURNISHINGS HYPERMARKETS



TURNOVER RUB billion

2016: 18.3 2017: 24.5



TAXES RUB million

2016: 870 2017: 1,000



Mikhail Kuchment Vice President, Coowner



Hoff is one of the largest and most dynamically developing Russian furniture chains. It is the only Russian network of furniture and household goods operating as a hypermarket. The company is known for its stores having a unified space, where a wide range of goods is on display, including furniture, fixtures, carpets, textiles, dishes, etc. It currently operates 35 stores: 22 hypermarkets and 13 miniformat stores. The total area of the network is more than 234 thousand sq. m. Hoff stores are visited by more than 10 million people a year.

# COMPANY HISTORY

It was founded in 2008. First hypermarket was opened in April 2009 in Moscow. The company annually opens two or more stores a year. In

2011, the company also launched internet sales in Moscow. In 2015, it began developing its own brands of dishes and textiles. Now, the range includes eight of its own brands of furniture and household products. Since 2016, Hoff mini and Hoff Home miniformat stores have been developing, and a customer loyalty Hoff bonus program has also been launched. In 2017, the 10th hypermarket was opened in Moscow.

# AWARDS AND ACHIEVEMENTS

The DIY & Household Awards in the "Format of the Year" category (2013). Its online store hoff.ru is recognized as the best in the DIY & Household segment (2014) and received the DIY & Household award in the "Internet Breakthrough of the Year" category (2016). Every year, according to the Superjob.ru portal, the company is classified as an Attractive Employer.

### **SOCIAL RESPONSIBILITY**

The company supports the charitable foundation of Konstantin Khabenskiy. As part of a partnership program, at the cash registers of Hoff hypermarkets in Moscow, stationary boxes are located to collect donations to help children with severe brain diseases.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Hoff annually takes part in major conferences and forums, such as DIY & Household, Retail in Russia, Russian Retail, Online Retail Russia, and others.

### SALES GEOGRAPHY

Ten hypermarkets are located in Moscow, two in Saint Petersburg and Krasnodar, and one each in Samara, Rostov-on-Don, Voronezh, Yekaterinburg, Kazan, Orenburg, Tyumen, and Sochi. In addition, there are also miniformat stores in Novorossiysk and Tyumen. Delivery is available throughout Russia.





4,000 people



### **ADDRESS**

2/204 Gorbunova St., Office B315, Moscow 121596 Mailing address: 15/43 Rochdelskaya St., Moscow 123022 +7 (495) 640-73-40, +7 (495) 640-73-50, www.walletone.com

walletone@w1.ru

### **WALLET ONE GROUP**

IRNOVER

TURNOVER RUB Billion

2016: 30 2017: 30 TAXES
2016
100 RUB
million



ите Viber Кошелёк и ещё

бов оплаты Единой кассы

Denis Serezhkin Managing Partner

Подключить ва

INTERNATIONAL PRESENCE

15 countries on four continents, including the Russian Federation, CIS countries, Georgia, Ukraine, Latvia, Poland, South Africa, Zambia, Mozambique, the USA, and China.



Innovative fintech solutions. It has been operating since 2004 and is represented in 15 countries. The company has developed solutions for all segments of the e-commerce market, including software and hardware solutions for receiving payments, processing payments of suppliers and agents, electronic money, online store aggregators, individual payment solutions for large industry customers, and international multicurrency payment service for cross-country settlements.

### COMPANY HISTORY

2004 to 2006: beginning of operations from terminals to receive payments in hardware and software systems. 2006: international expansion, beginning of operations in the Republic of South Africa, beginning of the issue of electronic money and electronic purses in rands. 2009: entering the US market

under the franchise model. 2010: beginning of operations in Ukraine. 2012: beginning of operations in the PRC. 2013 and 2014: launch of the service in Belarus, Tajikistan, and Kazakhstan. 2015: beginning of work in Georgia, launch of a franchise in Poland. 2017: start of the franchise in Azerbaijan.

### >>> REGIONS OF PRESENCE

Moscow, Orenburg, Minsk, Kiev, Baku, Tbilisi, Almaty, Riga, Wroclaw, Pretoria, Lusaka, Las Vegas, Shanghai.

# AWARDS AND ACHIEVEMENTS

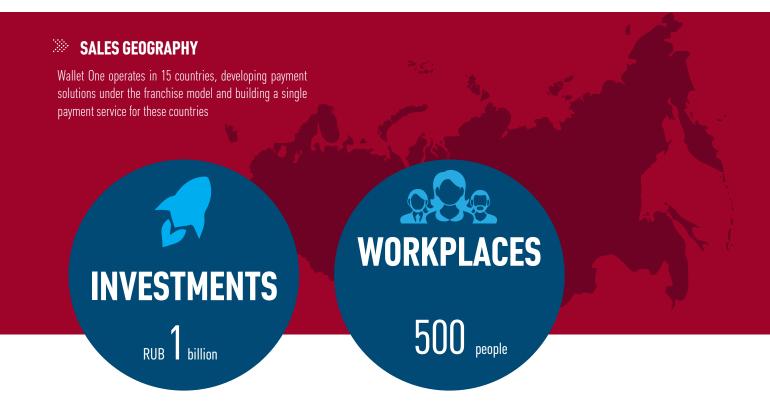
Wallet One operates in 15 countries, developing payment solutions under the franchise model and building a single payment service for these countries.

### SOCIAL RESPONSIBILITY

It is a partner of the Liniya Zhizni charitable foundation and the All-Russian Organization of War and Labor Veterans. Participates in athletic competitions and supports sports teams in various sports, including extreme sports.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

It is a member of the Electronic Money Association and the Association of Russian Banks. Representatives of the company regularly visit various events and international and local conferences under the auspices of the Bank of Russia and as take an active role in the formation of legislative initiatives to develop and regulate the market for electronic payments.



### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, its banking license was extended, and permission was obtained to operate with foreign currencies and maintain settlement accounts. In 2017, it became one of three banking organizations operating under Law 244-FZ. A payment service in the Viber messenger has also been launched. As part of its R&D, artificial vision technology with the use of neural networks has been implemented.





65/3 Leningradskoye Shosse, Moscow 125445 +7 (495) 789-38-06, +7 (499) 642-81-81.

www.aviagroup.ru info@aviagroup.ru

# AVIA BUSINESS GROUP LLC



TAXES RUB million 2016: 5.5 2017: 15



Maksim Vologzhanin Cofounder, Deputy CEO

# INTERNATIONAL PRESENCE

It cooperates with airlines of Europe, America, and China.



The company specializes in flight operations and aircraft maintenance. Since 2005, the company has organized and carried out charter flights (business aviation, commercial aviation), and event air travel (corporate transportation, corporate flights). It also offers its customers an aircraft ordering service (aircraft rental) from a wide fleet of domestic and foreign aircraft.

### **COMPANY**HISTORY

In 2005, the company was founded by a group of like-minded people as a way to provide organizational support for flights. Initially, it provided Russian airlines with services to operate flights abroad. In parallel, the development of its group and corporate charter

flights business line was also developing. The next stage of development was the organization of service flights for the Ministry of Emergency Situations in foreign airports. Its main development area is currently the business aviation market, provision of business jets, joint ownership of aircraft, and active participation in the private air transportation market.

### AWARDS AND ACHIEVEMENTS

In 2017, the company was awarded a diploma for participating in the Wings of Business award in the Organizational Support for Flights category. It has received numerous letters of acknowledgment from partners.

# REGIONS OF PRESENCE

The company's head office is located in Moscow, a shelter located on the grounds of the Vnukovo-3 airport.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It is a registered member of the RUBAA and EBAA Business Aviation Associations. For many years, it has participated in the Jet Expo, EBACE, ABACE specialized exhibitions.

### SALES GEOGRAPHY

Its products and services are sold both on the domestic and foreign markets. The main service region is Europe and the CIS.



23 people



In the previous two years, after the end of the economic turndown, when the volumes of fuel sold and services provided for flights decreased, the trend has been positive. Today, there has been steady growth in both the services provided in Russia to foreign companies and the volumes of fuel sold. The average growth in services for the year is 12% to 17%.



12% to 17%







60/9 Stantsionnaya St., Office 319, Novosibirsk 630096 Phone: +7 (383) 319-00-08







TAXES RUB, 2016: 10 2017: 15



Vadim Kulubekov Founder, owner



AME provides comprehensive services for the design, production, delivery, construction, and assembly of prefabricated modular buildings for administrative, domestic, and industrial purposes. Production is carried out at the company's own factory in Novosibirsk. The Group has produced more than 65 thousand sq. m of buildings for more than 1 thousand customers. The company is able to design, manufacture, supply, and install 220 modules each month.

# COMPANY HISTORY

The Group has been operating since 2007. During this time, it completed more than 200 large facilities in Siberia, the northern regions of Russia, the Urals, and the Far East, Kazakhstan, and Mongolia. Today, the Avista Module team has 180 people.

### REGIONS OF PRESENCE

Production is located in Novosibirsk, with branches in Moscow, Yekaterinburg, Khabarovsk, and Krasnoyarsk.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

AME Group takes an active part in profile exhibitions, such as the "Oil. Gas. Environment. Energy" interregional specialized exhibition, "Construction Innovations. Special Equipment. Transport and Roads of Siberia. Sibavtoservis," a series of specialized exhibitions "Oil. Gas. Chemistry", "Mining," "Siberian GEO-Forum."

### AWARDS AND ACHIEVEMENTS

The company has awards from 17 specialized Russian exhibitions, including the gold medal from "Oil. Gas. Environment. Energy" (2011), a diploma from "Construction Innovations. Special Equipment. Transport and Roads of Siberia. Sibavtoservis" (2011), diplomas from "Oil. Gas. Chemistry," "Mining," and "Siberian GEO-Forum" (2012).

### **SOCIAL RESPONSIBILITY**

It is the trustee of the young athletes of the Union rafting school with a 10-year history. Over the years, the Union school has won many international competitions.





### **ADDRESS**

11 Derbenevskaya Naberezhnaya, Pollars Business Center, Building B, Office 1402, Moscow 115114

Phone: (495) 646-75-58

www.id-mt.ru mail@id-mt.ru

ID — MANAGEMENT TECHNOLOGIES LLC

**GENERAL COUNCIL** 

TURNOVER
2016
475 RUB
million

WORKPLACES

150 people



Roman Mailyan Chairman of the Supervisory Board, founder



The company specializes in the implementation of electronic document management systems and enterprise management systems, including on domestic platforms. Among its completed products are the SEDO© electronic document management system based on its own platform and the UMP© mobile personnel and resources management system. As regards scientific developments, the company has a solution for the automated management of costs associated with the repair of production assets, with the use of estimate and regulatory planning.

### **COMPANY**HISTORY

ID — Management Technologies was founded in 2010. The company is focused on the creation of integrated information systems for large enterprises and organizations with a complex structure of production and economic assets, primarily in the fuel and energy sector, engineering, telecommunications, and public sector. The main areas of activity are the implementation, support, development, and enhancement of corporate enterprise management systems on the SAP or 1C platform as well as electronic document management and information management systems on the OpenText Documentum platform or free software.

# AWARDS AND ACHIEVEMENTS

ID—Management Technologies has certificates and awards from the leading suppliers of IT solutions for asset management of enterprises and electronic document management, including both global and domestic brands: 1C; SAP; OpenText Documentum.

# REGIONS OF PRESENCE

The head office is located in Moscow, but the company's products are used throughout the country.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Smart Energy 2017 Federal IT Forum of the Russian Power Industry, key industry and profile exhibitions and conferences.

### **SOCIAL RESPONSIBILITY**

The company renders material support to the orphanage and also donates money for the construction of an Orthodox church.







8 Timiryazev St., Aleksyeyevka, Belgorod Region, 309850 Phone: (47234) 305-33/ 464-78

www.azhm.ru

s.avto@azhm.ru

ALEKSEYEVKA KHIMMASH GROUP



TURNOVER RUB billion

2016: 1 2016: 1



TAXES RUB million

2016: 33 2017: 35



Aleksandr Parkhomenko Chairman of the Board of Directors



### INTERNATIONAL PRESENCE

Annually, the products are exported in non—CIS countries for an amount of more than RUB 1 million. Special automotive vehicles are also exported in European countries.

Alekseyevka KHIMMASH is a leader in the development and manufacture of specialized vehicles, tanks and vessels for the storage and transportation of petroleum products, liquefied petroleum gases, carbon dioxide, ammonia and liquid organic fertilizers. The design and development of design documentation are carried out by highly qualified personnel, using a three-dimensional product modeling system.

# COMPANY HISTORY

On the basis of the decision of the Council of Ministers of the USSR in 1974, the first phase of a new plant for the production of equipment for storing, transporting, and introducing liquid ammonia into the soil was commissioned. In 1988, the product range expanded. In February 1994, the plant was reorganized as a public joint-stock company. In 1998, the production

of motor vehicles for the transportation and storage of liquefied hydrocarbon gases was launched.

### **REGIONS OF PRESENCE**

Production enterprises are located in Belgorod Region (Alekseyevka), while the engineering company is stationed in Voronezh.

# AWARDS AND ACHIEVEMENTS

Numerous diplomas and awards from international exhibitions KIOGE 2016, Gas Surf 2014, "Construction Equipment and Technologies." A letter of acknowledgment from the German company Deuzer Maschinenfabrik. The company is included in the Register of organizations/major manufacturers of self-propelled machines and trailers (register No. 83, Order of the Ministry of Industry and Trade of the Russian Federation No. 3042 dated August 31, 2016).

### PARTICIPATION IN EXHIBITIONS AND EVENTS

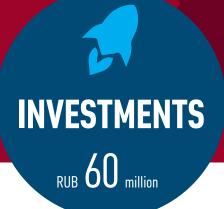
Alekseyevka KHIMMASH Group annually takes part in the following exhibitions: KIOGE, Gas Surf, Russian-Chinese Expo, CTT as well as various investment forums and the Atomexpo international forum.

### >>> SOCIAL RESPONSIBILITY

The company pays significant attention to labor veterans, veterans of the the Great Patriotic War, and employees who have participated in active combat. Events and meetings for former retired employees are held regularly. The company's management also takes care of the children of employees, orphans, children with disabilities, as well as veterans and the elderly living alone. The company encourages a healthy lifestyle and exercise.

### SALES GEOGRAPHY

Among the consumers of special automotive vehicles and stationary tanks and vessels, there are Gazprom, Rosneft, TNK, and other major producers. Products are delivered to Russia and non—CIS countries.





250 people



### **ADDRESS**

12 Petropavlovskaya St., Perm 614000 +7 (342) 207 32 02, +7 (342) 2700 618 www.alltherm.ru www.naladkagroup.ru info@alltherm.ru

**ALLTHERM LLC** 

GENERAL COUNCIL



TAXES RUB thousand 2016: 66 2017: 121



Aleksey Shatrov Cofounder



The company has been operating since 2013 as a manufacturer of power equipment and complete energy centers. It carries out projects on a turn-key basis and specializes in service and commissioning operations at energy facilities. It is a division of the Laboratory of New Technologies Group.

### **COMPANY HISTORY**

It was founded in 2013. 2014 saw the launch of its own production site. 2015 to 2017: participation in the service and operation of the captive power plant of the primary oil treatment shop. 2016: signing of an agreement on a consortium with Perm National Research

10 people

Polytechnic University. 2017: signing of an agreement on a consortium with the Regional Center of Engineering fund. 2017: development of design and manufacturing technology for fans for the local ventilation of the package of gas pumping units.

### **REGIONS OF PRESENCE**

The enterprise is located in Perm. Trade agents are located in Moscow and Saint Petersburg.

### **PARTICIPATION IN EXHIBITIONS AND EVENTS**

SPIEF, PCF, Energynet program activities, MIOGE Oil.Gaz, Powerrussia.







7 Georgiyevskiy Prospekt, Zelenograd, Moscow 124498 +7 (499) 645-52-70, +7 (499) 731-23-90

www.angstrem-t.com general@angstrem-t.com

### **ANGSTREM-T JSC**

INVESTMENTS
RUB 896 million

**WORKPLACES** 

395 people



Konstantin Nosov CEO

### INTERNATIONAL PRESENCE

Even before construction of the plant begins, work on the development and transfer of advanced world technologies is already underway. Plant employees regularly hold international negotiations with both commercial and technological partners. A network of company trade representatives is being established in Southeast Asia.

Angstrem-T is Russia's most modernized factory for the production of microelectronic products. One of the first in Russia, it operates under industry 4.0 standards. The plant ensures a full production cycle, from project support to microscheme production. Its main goal is to carry out the contract production of submicron semiconductor products according to the technological norms of 130—90 nm, as it is the most in-demand technology on the world market, with prospects for development and transition to the level of 65—45 nm.

# COMPANY HISTORY

The company was established on June 10, 2005. The factory was commissioned in trial operation in August 2016. In 2017, the enterprise became part of Technopolis Moscow, a special economic zone. Its name stands for Angstrem Technologies. The

enterprise has all the necessary infrastructure to develop the microelectronic cluster and is also constructing new factories to work according to technological standards less than 28 nm. Angstrem-T infrastructure includes world-class technicians, the factory's technological building, clean industrial premises of the 1000 cleanliness class (7.5 thousand square meters); more than 360 units of engineering, technological, measuring and control and analytical equipment; a design center for prospective prototyping, research laboratories, an autonomous gas-piston power plant with a capacity of up to 42 MW, a factory for the production of ultra pure deionized water, a chemical factory, a gas factory, and a complex disposal system of industrial waste.

# AWARDS AND ACHIEVEMENTS

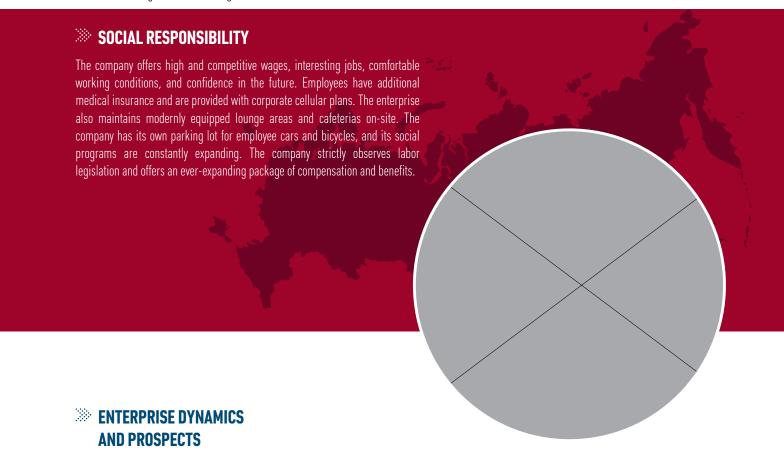
Angstrem-T JSC was awarded the Caring Employer award in 2016 and 2017.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Angstrem annually participates in major forums, such as SPIEF, VEF, KEF, as well as specialized business events, such as New Electronics, Expo-Electronics, and Power Electronics.

### SALES GEOGRAPHY

The target market of the project includes foreign and domestic developers as well as electronics manufacturers. Deliveries to foreign customers amount to 70%—80% of all microelectronic products produced. Product range: components for electronic cards (bank cards, identity cards, etc.), mixed signal components/radio frequency products, mobile processors, devices with built-in flash memory, voltage regulators, standard logic (high performance, low voltage) and their combinations, etc.



The factory entered its commercial operation stage in the summer of 2017. By the end of 2017, plans indicate sales will reach 2,000 silicon wafers. Taking into account the growth of the domestic and global electronics market, Angstrem-T will significantly increase its share in the production and export of Russian high-tech products.





**ADDRESS** 

1 Derbenevskaya St., Derbenevskiy Business Park, Moscow 115114 +7 (495) 642-63-21, +7 (495) 642-63-20, www.asapcg.com asapcg@asapcg.com mail@id-mt.ru

ASAP CONSULTING OJSC



WORKPLACES

85 people



Valeriy Vorobyev CEO



The company provides comprehensive services for the implementation of ERP, MES, BI, NCM, and CRM enterprise management systems based on SAP and SAP S/4HANA. Its experience spans more than 70 successfully implemented projects in leading sectors of the economy and largest manufacturing practice in Russia. More than half of all SAP implementations are in the production sector.

# COMPANY HISTORY

The company was founded in 2004. It is the only preferred SAP partner in discrete manufacturing and has confirmed its status annually since 2007 (also a gold partner of SAP). The company is the preferred SAP partner in SAP HANA and holds Partner of the Year awards for the

highest number of transactions in this area as well as SAP international quality accreditation. The success of its completed projects is confirmed by more than 90 references, certificates, and success stories.

### AWARDS AND ACHIEVEMENTS

It is the leading provider of IT solutions for Production Management and Managing Human Capital according to Production Management magazine. It holds awards for the maximum number of transactions in the SAP HANA field. The company is a member of the Russian Engineering Union.

# REGIONS OF PRESENCE

The head office of the company is located in Moscow.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

SAP Forum Moscow, SAP Forum Kazakhstan, Discrete SAP Forum, SAP Industrial Forum, CIO Summit, and others.

### SALES GEOGRAPHY

Projects are implemented throughout Russia and in Uzbekistan, Kazakhstan, and Belarus.







8 Latysheva St., Astrakhan 414056 Phone: (8512) 25-26-54 http://azsv.ru qlass@azsv.ru

> ASTRAKHAN GLASS FIBER PJSC



TURNOVER RUB million

2016: 350 2017: 500



TAXES RUB million

2016: 42 2017: 50



Igor Kuimov Chairman of the Board of Directors



The company produces and sells a wide range of fiberglass products, including glass fabrics of various thickness, commercial glass fabrics, glass mats, unidirectional fiber as a filler of composite materials, etc. The annual output of fiberglass exceeds 12 million m and is constantly growing. The main consumers are enterprises producing electrical insulating materials, cable plants, and the space and aviation industries.

# COMPANY HISTORY

Astrakhan Glass Fiber was founded in 1962 as an enterprise for the production of 5 to 10 micron glass fibers and electrical insulating glass fabrics based on them. In 2005, it became a member of the Elinar holding company. In 2007, technical reequipment was carried out. By 2015, new technological equipment

for the production of fine glass fabrics was commissioned. Today, Astrakhan Glass Fiber PJSC is the only producer of micron glass fabrics in post—Soviet countries.

# **REGIONS**OF PRESENCE

The production enterprise is located in Astrakhan.

# AWARDS AND ACHIEVEMENTS

Enterprise of the Year 2016 according to Lotos State TV and Radio Broadcasting Company (regional television and radio company of VGTRK). Winner of the contest of the regional ministry of foreign economic activity as "The Best Exporter in Astrakhan Region" (2015).

### PARTICIPATION IN EXHIBITIONS AND EVENTS

Astrakhan Glass Fiber PJSC annually takes part in major profile exhibitions, such as World of Glass, Kompozit, Inlegmash, and Tekhtekstil



300 people

### SALES GEOGRAPHY

The products of Astrakhan Glass Fiber PJSC are exported, as well as sold on the domestic market. The company ships glass fiber weighing 16—35 g/sq.m to Belgium and the Czech Republic.



### ENTERPRISE DYNAMICS AND PROSPECTS

In 2017, the volume of output increased by 15%. Ultralight fabric weighing 16 g/sq.m is also produced. A long-term program for the technological development of the enterprise is currently being implemented.







14/2 Bolshaya Novodmitrovskaya St., Floor 4, Moscow 127015 +7 (495) 730-74-20, Fax: (495) 232-96-87. www.atol.ru info@atol.ru.

ATOL LLC



400 people



Aleksey Makarov President



A Russian manufacturer of cash register equipment (CRE) and software with a 16-year history. The company has produced more than 35 models of cash registers. The company has produced more than 35 cash register models. In addition, it developed the first service on the Russian market for renting online cash registers for online stores—ATOL Online. Its product range also includes POS systems, equipment for bar-coding, scales, and solutions for organizing merchant acquiring.

# **COMPANY**HISTORY

The company was founded in 2001. In 2002, the company entered into an agreement with SchetMash JSC for the production of Felix-02 fiscal registers. In 2006, it launched

its proprietary software, Frontol, and in 2008 introduced its FPrint fiscal registers. In 2009, a comprehensive solution for small business automation EasyBOX. 2014 year, sale of FPrint-77PTK, a solution for businesses with a high flow of customers.

# AWARDS AND ACHIEVEMENTS

2016: Top 5 in the rating of "The Largest IT Vendors in Retail 2015" as well as TOP 50 in the CNews100: The Largest IT Companies in Russia 2015 rating; 2016: Diploma of a finalist in the National Payment Initiative; 2015: winner of the Outstanding HSM Scanning Win of The Year 2015 award; 2015: winner of the Basis of Growth 2015 award; 2015: Aleksey Makarov won the High Technologies category at the Entrepreneur of the Year 2015 international contest.

# REGIONS OF PRESENCE

Production enterprises are located in Moscow and Moscow Region, and the products are sold throughout the Russian Federation.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Embedded Technologies 2015 Conference; 2nd International PLAS-Forum "Online & Offline Retail 2015"; Embedded Technologies-2015 conference; Efficiency in Retail 2015 business dinner for business and IT directors of leading companies in the industry; a series of partner conferences entitled ATOL. Choice of a New Time throughout Russia.









17/2 Trubnaya St., Moscow 127051 +7 (495) 7480607 www.auditgr.ru ag@auditgr.ru

# GENERAL COUNCIL



LUPASHKO





Chairman of the **Board of Directors** 

The company's areas of activities include strategic consulting, tax and legal consulting, investment consulting, dispute resolution, judicial representation; management and organizational consulting, including personnel management, bankruptcy procedures support and debt management; archiving (storage, processing, destruction, electronic processing), outsourcing services, auditing services (financial evaluation; express, investment, tax, initiative, and mandatory Professionalism, audits). partnership, passion, specialist experience, observance of high standards of work quality, self-discipline, an individual approach and respect for each partner are the most crucial ideas that went into forming the basis of the company in 1999 and which it has been following ever since for 18 years.

# COMPANY HISTORY

Founded in 1999. In 2000, the company was one of hundreds of audit and consulting groups in Russia according to Expert and Finance magazines, but in 2013 it already entered the Top 10 financial and tax consulting companies in Russia. In 2000, the Department of Business Support was established. In 2003, a license for valuation services was obtained. Since 2006, Priority Insurance Company has fully insured its professional liability for maintaining and restoring accounting records. In 2015, a project to increase the financial, tax, and legal literacy of the company was launched.

### REGIONS OF PRESENCE

Located in Moscow. It cooperates with partners all over Russia and the world, including the USA, Israel, Germany, and Italy.

# AWARDS AND ACHIEVEMENTS

Audit Group is one of the 100 largest Russian audit and consulting groups according to Expert and Finance magazines. According to their ratings, the company ranks 12th in strategic consulting, 9th in tax consulting, 43rd among consulting companies in Russia, and 38th in accounting outsourcing.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Boris Lyuboshits regularly holds lectures at MGIMO, the Finance Academy under the Government of the Russian Federation, and the Timiryazev Academy, and speaks at All-Russian forums and conferences (Digital Industry of Industrial Russia, Oil and Gas Summit). His articles and comments are published in Expert, What to Do Review, Director General and Snob magazines.



# ENTERPRISE DYNAMICS AND PROSPECTS

It has shown stable growth since 1999, and even during recession years it was no less than 30%. The company grew twofold in both 2008 and 2014. In 2017, the team faces the ambitious task of increasing its capacity by a factor of three. Thanks to its strategic consulting services, the company's customers are growing, and the Audit Group is growing together with them.





1 Fabrichnaya St., the settlement of Udokan, Kalar District, Trnas-Baikal Krai 674153 28 Rublevskoye Shosse, Moscow 121609 www.bgk-udokan.ru bgk@metalloinvest.com +7 (495) 645-00-45

**BAIKAL** 

**MINING COMPANY** LLC

TURNOVER 2016 RUB 80 billion

**INVESTMENTS** RUB 240 billion



Valeriy Kazikayev Chairman of the **Board of Directors** 



The company was established to effectively implement the Udokan copper deposit development project, which is unique in terms of scale and complexity, and has the right to use subsoil for the purpose of mining copper and associated components on the basis of license ChIT 14956 TE. The deposit is located in the Kalar district of the Trans-Baikal Krai. It is the largest in Russia and one of the world's largest undeveloped copper deposits.

# COMPANY HISTORY

2008 to 2010: foundation of the company, obtaining a license for the development of the Udokan deposit, preparation of a preliminary feasibility study for the project. 2011 to 2013: the evaluation of mineral resources and reserves were completed, as so were all

necessary tests. 2014 to 2016: an international feasibility study was prepared, the technical optimization/cost engineering stage was completed, an assessment of the impact on the natural and social environment was prepared, and the feasibility studies of the conditions, reserves of copper, and associated components were also approved.

### **REGIONS OF PRESENCE**

Production enterprises are located in the villages of Novaya Chara and Udokan (Trans-Baikal Krai), and there is a branch in Moscow.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Participants in business meeting in the framework of talks between Russian president Vladimir Putin and Chinese President Xi Jinping. Participation in the Krasnoyarsk Economic Forum, Baikal Economic Forum.

### **SOCIAL RESPONSIBILITY**

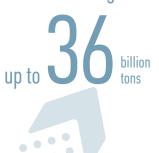
The government of the Trans-Baikal Krai, the administration of the municipal district, and the company have signed an agreement on socioeconomic interaction, within which a program of socioeconomic support measures is implemented. It includes more than 30 events to develop and support athletics, carry out repair works on educational institutions, finance children's creative teams, and organize holiday and socially significant events.

# SALES GEOGRAPHY Domestic market and key export markets: China, South Korea, Japan. WORKPLACES 6,000 people

### **ENTERPRISE DYNAMICS AND PROSPECTS**

The first stage of the project: production of 12 million tons of ore per year and 150 thousand tons of cathode copper. The second stage of the project: maximum production of at least 36 million tons of ore per year.

### **Production growth**





### **ADDRESS**

18 Bumazhnaya St., Portal BC, Office 518, Saint Petersburg 190020 +7 (495) 456-49-33,+ 7 (495) 765-37-43

www.baltica-trans.ru info@baltica-trans.ru

### GENERAL COUNCIL

BALTICA-TRANS





TURNOVER RUB million

2016: 99 2017: 300



TAXES RUB million

2016: 10 2017: 30



Dmitriy Krasilnikov Owner

fantuzzi



INTERNATIONAL PRESENCE

It cooperates with transport agencies, carriers, and freight brokers from 42 countries. Areas of activity: both imports and exports. The company plans to open a representative office in the Netherlands.

It specializes in providing a full range of logistics services, delivery and escort of any cargo from anywhere in the world using all modes of transport along the optimal route and at minimal cost. The company owns its own rolling stock, including 85 modern road trains with container platforms, and a fleet of 1,300 tank containers for liquid cargo. Annually, the company transports about 1 million tons of various cargoes.

#### COMPANY HISTORY

In 2000, the first offices of the company were opened on the sites of PKT CJSC and Petrolesport OJSC. At that time, the annual volume of transportation was 6 thousand containers. In 2002, a private road vehicle fleet was purchased. The company acquired its first

tank containers in 2007. In 2008, it expanded its presence on the logistics services market. By 2016, the volume of transportation reached 69.44 thousand containers.

### **REGIONS**OF PRESENCE

Offices are located in Saint Petersburg, Moscow, Novorossiysk, Vladivostok, and Yekaterinburg.



#### AWARDS AND ACHIEVEMENTS

Awarded by Global Ports in the Breakthrough of the Year category in 2015. Employees of the company were awarded the honorary titles of Expert of the Year by the Government of Saint Petersburg in the framework of the Exporter of the Year award.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, Transport and Logistics in Munich, Russian Logistics market in Hamburg, Development of the Big Port of Saint Petersburg, Trans Russia, Transport and Transit Potential of Russia, industry exhibitions of customers, etc.

#### **SOCIAL RESPONSIBILITY**

It participates in charitable actions of the Advita Foundation.

WORKPLACES

700 people

#### >> SALES GEOGRAPHY

It provides services to organize exports, imports, and domestic transportation and is a certified partner of the REC.



#### ENTERPRISE DYNAMICS AND PROSPECTS

The increase in the volume of cargo traffic in 2016 by 12% compared with previous years throughout the company's presence. 980 own tank containers, almost 1.39 million tons of processed cargo.







14 Prospekt Kosmonavtov Barnaul, Altai Krai, 656023, Tel.: +7 (3852) 201-722 info@barnaul-ati.ru

# BARNAUL PLANT OF ASBESTOS TECHNICAL PRODUCTS JSC

TURNOVER 2016
RUB 1.24 billion





Artem Shamkov CEO

#### INTERNATIONAL PRESENCE

At the end of 2016, the enterprise was certified in accordance with GOST R ISO 9001-2015 and the IRIS international railway industry standard. Among Russian asbestos-engineering enterprises, the Barnaul Plant of Asbestos Technical Products is the only holder of an IRIS certificate, allowing it to better develop and strengthen international relations.

#### SOCIAL RESPONSIBILITY

Social programs are one of the company's top priorities. The enterprise has one of the largest trade-union organizations among chemical manufactures in the krai, and its council of veterans is quite active. The enterprise has its own ski base and also operates a full-fledged health center. In the summer of 2016, a student construction team worked on the territory of the plant. At the end of the year, the enterprise ultimately took second place in the district and third place in the city's landscaping competition.

Barnaul Plant of Asbestos Technical Products is one of the leaders in Russia's asbestos technical industry and the only enterprise of its kind east of the Ural Mountains. The plant focuses on three main manufacturing areas: paronites and diecut products made from them, textile products (asbestos fabric, cords, brake bands, packing) and auto molded parts (brake pads, rings, clutch discs, and other friction products). The company's products are supplied to KamAZ, GAZ, UralAZ, Russian Railways, car-building enterprises, ore mining enterprises, and others. The plant makes up to 90% of brake pads for drilling rig winches produced in Russia.

#### **COMPANY**HISTORY

The enterprise has a history stretching back to 1960 when the management of the Barnaul rubber and asbestos plant under construction

was approved. The first product in October 1964 was a composition brake shoe for railway cars. A year later, the company mastered the production of autocouplers and clutch rings. In 1966, the shop for the production of paronite was launched, and in 1967, textile products. In 2000, the serial production of asbestos-free brake linings for BelAZ dump truck drum brakes was launched.

### AWARDS AND ACHIEVEMENTS

By order of the Ministry of Industry and Trade of the Russian Federation No. 1920 dated June 9, 2016, the plant is listed as having significant influence over Russia's industries and trade. Honorary Member of the Chamber of Commerce and Industry of the Russian Federation (since October 2016). 2nd place in the All-Russian ENES-2016 competition of energy saving and energy efficiency projects. In 2016, the Head of the plant's antiferrodielectric workshop Galina Gilmiyarova was awarded the prestigious state Order of Friendship.

### REGIONS OF PRESENCE

Its manufacturing enterprises are located in Barnaul. In 2007, a branch of the Barnaul Plant of Asbestos Technical Products JSC was opened in Moscow, and in 2012 another branch was opened in Yekaterinburg.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

In May 2016, the enterprise took part in Iranexpo, held in Tehran. Thanks to business cooperation with Iranian colleagues during IranRail 2016, brake pads of the Barnaul Plant of Asbestos Technical Products were installed on railway cars assembled at the Tikhvin Carriage Works for Iran. In August 2016, the enterprise took part in the 20th Moscow International Exhibition of Spare Parts, Automotive Components, Equipment and Goods for Car Maintenance (MIMS Automechanika Moscow).

#### SALES GEOGRAPHY

Products of Barnaul Plant of Asbestos Technical Products JSC are supplied to the Russian marketand also to CIS countries (Kazakhstan and Belarus).

INVESTMENTS

RUB 400 million

**WORKPLACES** 

 $642_{\text{people}}$ 

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Barnaul Plant of Asbestos Technical Products JSC occupies 40% of the Russian antiferrodielectrics market for railway transport. Investments in the development of this area exceed RUB 150 million. In 2016, the enterprise produced more than 1.5 million railway brake shoes, marking an annual growth of 130%. After the acquisition of high-tech equipment, sales of die-cut products increased from RUB 4 million in 2014 to RUB 30 million in 2015 and up to RUB 60 million in 2016.

Annual growth

130%





104 Geroyev Hasana St., Perm 164990 +7 (342) 214-42-42, www.belugagroup.ru

GENERAL COUNCIL

**BASTION EST. 1942 JSC** 



TAXES Billion 2016: 4.4 2017: 5.8



Aleksandr Mechetin Chairman of the Management Board



The company produces strong spirits, including vodka, special vodka, bitters, semisweet and sweet tinctures, and Russian cognacs. The volume of production in 2016 was 1 million 950 thousand dal (66 million bottles). Growth in production compared to 2015 is +78%. The volume of production in the first half of 2017 was 989 thousand decaliters (28 million bottles), an increase of 30% compared to the first half of 2016.

### **COMPANY**HISTORY

The company was founded in 1942. Currently, the plant is equipped with 6 modern bottling lines, and this year a new (and most modern Italian production line) is also being put into operation. The company has the most powerful capacity tanks in the industry. Based on the

volume of Russian cognac output in the first half of 2017, it is the leader in Russia (403.6 thousand decaliters). In total, the company produces more than 20 brands of tinctures and vodkas.

#### **REGIONS OF PRESENCE**

Production facilities and a warehouse for finished goods are located in Perm.

### >>> ENTERPRISE DYNAMICS AND PROSPECTS

The current tasks are to increase the export program, become a significant exporter of alcoholic products on the market through the introduction of new advanced technologies and modern equipment, and increase the production of vodkas and tinctures, while simultaneously reducing the fixed costs per unit of production (intensification of production).

### WORKPLACES

200 people

#### SALES GEOGRAPHY

Export deliveries to Kazakhstan, Turkmenistan, Ukraine (since 2017).









3 Pervyy Grayvoronovskiy Proyezd, Moscow, 109518 +7 (495) 777-5501, +7 (495) 777-5502 info@buket-group.ru.

#### GENERAL COUNCIL



**WORKPLACES** 

8,700 people



Vladislav Burov President



Afinancial and industrial group that implements projects in the agrarian sector, food industry, engineering, banking and development business in Russia and abroad. Since 2014, the company has been implementing a project on the basis of the Solnechnyye Produkty holding company to create an agroindustrial cluster in the Volga Region.

### **COMPANY**HISTORY

The group was established in 1994. It is engaged in the development of assets and invests primarily in the following sectors of the economy: production of First Marketed Consumer Goods (FMCG)—food products, household chemicals; agriculture; development and redevelopment; machine building; and the financial sector.

#### REGIONS OF PRESENCE

The group includes agricultural enterprises, elevator complexes, oil extraction plants in Saratov Region and Krasnodar Krai, fat plants in Saratov, Moscow, and Novosibirsk, as well as trading houses in Russia and the CIS.

#### **SOCIAL RESPONSIBILITY**

It voluntary participates in public life by annually supporting various initiatives related to culture, arts, and athletics and also implements youth projects focused on education and science.









20 Karla Marksa St., Electrostal, Moscow Region 144001 +7 (903) 755-79-59, phone/fax: 8 (496) 579-20-50, www.v-em.ru

VICTORIA
ESTATE MANAGEMENT COMPANY
LLC

WORKPLACES

700 people



Yevgeniy Rostov CEO



Projects in the field of housing construction, housing and public utility services, production of heat and electricity, and the agroindustrial complex. It has implemented more than 30 major construction projects. Basic principles: competence, reliability, and efficiency. Construction of industrial enterprises, shopping/entertainment and business centers, residential complexes, as well as the reconstruction of buildings and structures.

### **COMPANY**HISTORY

Since 2007, the company has successfully completed several construction projects: VICTORIA PALACE business center (Elektrostal); Rogozhskiy shopping center (Noginsk); VICTORIA CLUB cottage settlement (Noginsk district); VICTORIA CITY residential

complex of townhouses (Elektrostal); Vysokovo residential complex (Elektrostal).

#### >>> REGIONS OF PRESENCE

Moscow, Moscow Region.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in SPIEF, VEF, and KEF as well as industry-related business events, such as Golden Autumn, Importozameshcheniye, Innoprom, and others.

#### **SOCIAL RESPONSIBILITY**

Programs in support of professional and children's athletics (general sponsor of the Kristall Hockey Club), repair of preschool and

general education institutions, construction of playgrounds and sports facilities in microdistricts, participation in charitable programs for children, veterans, and veterans of the Great Patriotic War. In 2009, the company established the Happy Children charity fund to help sick children.







Legal address: 17B Butlerova St., 2nd Floor, Premises XI,

Office 69, Moscow 117342

+7 (495) 456-49-33

Actual address: 31/1 Zastavskaya St.,

Saint Petersburg 196084 +7 (812) 643-14-20 info@garantpb.ru

### **GARANT PB LLC**

TURNOVER RUB million

2016: 200 2017: 300 P

TAXES RUB million

2016: 10 2017: 30



Maksim Vinter CEO



Over its ten-year history, the company has proven itself in the Russian firefighting services market as a serious player with high scientific and technical potential and an innovative view on fire safety issues. The engineering team includes more than 30 highlyqualified specialists. It has active licenses from the Ministry of Emergency Situations of Russia, approvals for the design and construction of self-regulating organizations (Neftegazproekt-Alliance and Neftegazstroy-Alliance, Moscow), and an ISO 9001 certificate.

### COMPANY HISTORY

It was founded in 2006 by two graduates of the Saint Petersburg State University of State Fire Service of the Ministry of Emergency Situations of Russia. It started its activities by providing services to small retailers and restaurants.

Starting in 2010, its operations expanded to particularly dangerous and complex oil refining and petrochemical facilities. In 2012, its office in Moscow was opened. In 2013, the first foam fire extinguishing system was designed and implemented at the Tuapse refinery.

#### >>> REGIONS OF PRESENCE

Its production enterprises are located in Saint Petersburg.

### AWARDS AND ACHIEVEMENTS

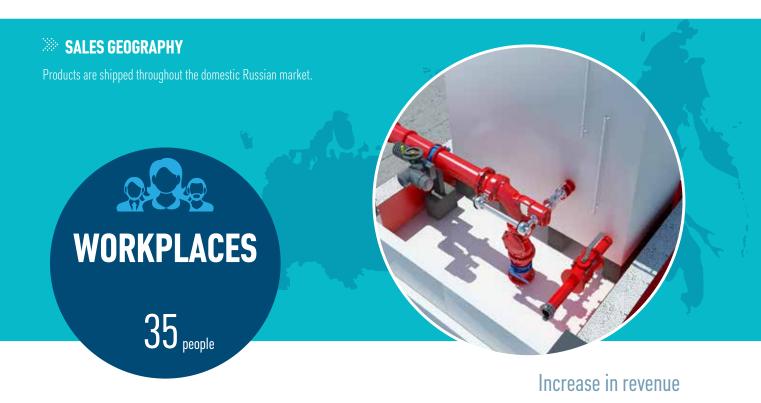
2011: laureate of the Gazelle of Business award, taking 11th place out of 100 companies. In 2011, it was awarded an honorary diploma from the Union of Builders of Saint Petersburg.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

International Integrated Security showroom, 6th Interregional Labor Protection. Fire Safety Specialized Exhibition.

#### **SOCIAL RESPONSIBILITY**

It is actively engaged in charitable activities, is the trustee of young athletes from the Patriot Club, and has been cooperating with the Saint Petersburg BOO TsTRDOFVS Dusha Rebenka for more than five years.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Through the end of 2018, it is planned to increase revenues by 80% (RUB 80 million).

80%



#### **ADDRESS**

26/17 Andronovskoye Shosse, Moscow 111024 +7 (495) 937-13-12, +7 (495) 645-90-49, info@geops.ru www.geops.ru

#### GENERAL COUNCIL





TURNOVER RUB million

2016: 450 2017: 600



TAXES RUB million

2016: 121.3 2017: 31.3



Nikolay Alekseyenko CEO



### INTERNATIONAL PRESENCE

It takes an active role in the implementation of international projects, for example, engineering and geodesic surveys of the diamond mining company on the Luele kimberlite pipe, and the Luasche project (Angola, Africa).

Survey and cadastral work, geology, geophysics. Provides a full range of works and services for the design, construction, and operation of capital construction facilities, including particularly dangerous and technically complex projects.

#### **COMPANY HISTORY**

The company was founded in September 2006, and its main activity is engineering surveys. In 2009, there were 20 structural units and specialists in various areas. During 2011 to 2013, the range of services was expanded, with a new focus on urban transport infrastructure, including the construction of new branches of the Moscow Metro, reconstruction of railroad stations in Moscow, and the reconstruction of the Small Ring of the Moscow Railway.

#### **REGIONS OF PRESENCE**

Branches and separate subdivisions are located in Moscow, Volgograd, Krasnodar, Novosibirsk, Rostov-on-Don, Saratov, Surgut, Ulyanovsk, and Khabarovsk.

#### **AWARDS AND ACHIEVEMENTS**

Special prize in The Best Engineering and Transport Infrastructure Project category for repairs on the M-4 Don highway. Based on its 2014 results, it was awarded the Russian Construction Complex Elite diploma and the grand prix of the 3rd degree from the 9th All-Russian competition among design, survey organizations and firms of a similar profile. In 2012 and in 2014, it was awarded the grand prix of the 2nd degree, and in 2011, the diploma of the 3rd degree of the All-Russian competition for the best design and survey organization.

#### PARTICIPATION IN **EXHIBITIONS AND EVENTS**

The Russian Investment and Construction Forum, Yalta International Economic Forum, the Multidimensional Russia II multidisciplinary information and technology forum, the ECOTECH exhibition-forum, Forum of Strategic Initiatives, the Self-Regulation in the Construction Complex: Daily Practice and Legislation conference, DOROGAEXPO-2016 exhibition, Forum of Regional Builders, Transport Week-2015, etc.

#### SALES GEOGRAPHY

The company has branches and separate subdivisions conducting active production activities throughout Russia and abroad. Its scientific and technical products are in-demand by both Russian and international customers.



#### ENTERPRISE DYNAMICS AND **PROSPECTS**

### SOCIAL RESPONSIBILITY

The company provides material assistance on a regular basis to its sponsored children's institutions: OGOU SKDD Dom Detstva in the village of Maksimovka of Ulyanovsk Region, the Rodniki children's home of Ulyanovsk, and the Materinskoye Serdtse organization. It was the general sponsor of a series of youth sports tournaments held under the auspices of the 9th Ready for Labor and Defense forum on Red Square in Moscow. It also provides assistance to the veterans and victims of military conflicts.



In 2014, the company produced no more than 6 thousand ha of engineering and geodetic works. In 2015, thanks to the modernization of its production process (the introduction of the laser scanning method), it completed approximately 35 thousand ha, and in 2016, more than 110 thousand ha of geodetic survey.





1 Sosnovaya Alley, Moscow 125367 +7 (499) 401-02-37 press@geraklion.ru

AND ATHLETICS

GERAKLION FOUNDATION
FOR THE DEVELOPMENT
OF INNOVATIONS AND
MODERNIZATION IN MEDICINE

WORKPLACES

 $50_{\text{people}}$ 



Sergey Yeremin President



The Geraklion Fund was established in 2012. The company maintains ongoing efforts to improve health and athletic medicine, emphasizing operations through "growth points" that require special attention: high-tech medicine, including nuclear and sports, and innovative general physical training branches.

### **COMPANY**HISTORY

In 2015, Geraklion Foundation purchased the Salyut stadium, which was then reclassified as a multifunctional sports complex in the sports facilities register. The territory of the sports complex was completely reconstructed and significantly modernized. Two facilities were put into operation in 2016: the summer playground and indoor tennis center. The complex has

since become a center for sporting events of different levels, including the SPARTive Games, the Heraclius festival, Moscow Weightlifting Championships, the Russian Crossfit Cup, as well as "dry" rowing, wrestling, track and field athletics, and weightlifting competitions. As concerns global events, professional Russian athletes train here at the Functional, Power, and Conditioning Center.

### AWARDS AND ACHIEVEMENTS

Sport and Russia award winner (2014, 2016, 2017). The best fitness project of the year (2014).

#### SOCIAL RESPONSIBILITY

Athletes with physical disabilities and children from large families regularly train and exercise at Saluyt Geraklion as well. The outdoor sports grounds for general exercise and "Ready for Labor and Defense" training are open all year round.







Legal address: 11—15 Moskovsko-Kazansky Pereulok,

Moscow 107140

Actual address: 4/1 Shchipok St.,

Moscow 115093 Phone: (495) 960-20-63 www.glencoreagro.ru info@intgrain.ru

GLENCORE AGRICULTURE IGC LLC



TAXES
2016
RUB 376 million



Yuriy Ognev CEO



INTERNATIONAL PRESENCE

The company exports products through the ports of Novorossiysk, Rostov-on-Don, and Tuapse to Greece, Algeria, Iran, Egypt, Saudi Arabia, Japan, India, and other countries. In 2016, the company exported 2,957,000 tons of grain. Since its establishment, the company has held leading positions in the export of Russian grain.

The company's two main activities are the export and import deliveries of cereals, legumes, and oilseeds, as well as supplying them to large domestic consumers. Glencore Agriculture IGC is among the top three exporters of Russian grain, with a 10% share in the grain market, supplying grain to 40 countries.

### **COMPANY**HISTORY

The limited liability company was registered in May 2004. Until May 2017, the company operated under the name International Grain Company LLC (IGC LLC). It is a member of the Russian Grain Union.

### REGIONS OF PRESENCE

Its representative offices are in the major grain-producing regions of Russia: Krasnodar and Stavropol Krais, Rostov Region, and the Central Black Earth Economic Region. The deep-sea grain terminal in the port of Taman features one of the largest grain storage facilities in Russia, with a capacity of 200,000 tons, and is capable of exporting 3.5 to 4 million tons of grain annually. The capacity of the terminal in Rostov-on-Don is 88,000 tons, and it is capable of shipping 1 to 1.5 million tons of grain.

#### **SOCIAL RESPONSIBILITY**

Glencore Agriculture IGC provides donations to associations and public organizations engaged in supporting the Russian grain market.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

The company participates in major forums, such as the World Grain Forum, as well as in industry-related business events, such as the annual International Round, quarterly Grain Club meetings, and others.





#### **ADDRESS**

10A/1 Namyotkina St., Moscow, 117420 +7 (495) 252-01-70 gorkunov.com info@gorkunov.com

#### GENERAL COUNCIL



**GORKUNOV GROUP** 







Boris Gorkunov Founder



Production of protected soil vegetables. The approximate area of greenhouse complexes belonging to Gorkunov Group is 115 ha, of which currently 40 ha are in operation, 18 are under construction, and 57 are in the design stage. The enterprises produces more than 15 varieties of tomato, cucumber, lettuce, and green crops with a total production volume of 33 thousand tons worth more than RUB 3 billion year.

### COMPANY HISTORY

The management company was established in 2006 to focus on greenhouse projects and is in constant development: its professionalism, quality of service, and internal services are continuously improving thanks to the application of the most modern and perspective business technologies.

### **REGIONS**OF PRESENCE

Its manufacturing enterprises are located in Novosibirsk, Yaroslavl, and Smolensk Regions, and the Republic of Crimea.

### >>> AWARDS AND ACHIEVEMENTS

In 2013 and 2014, the Novosibirsk greenhouse plant was recognized as the best enterprise in Novosibirsk Region. In 2011, the Yaroslavsky greenhouse complex was acknowledged for its contribution to the development of the protected soil of Russia. In 2013, the Yaroslavsky greenhouse complex was awarded with a diploma for achieving high indicators in crop production and ensuring stable economic development. It has won other awards as well.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Russian Golden Autumn exhibition, YarAgro Yaroslavl agroindustrial exhibition and fair, Krasnoobsk Autumn Novosibirsk agroindustrial fair exhibition, Novosibirsk agrofood forum, the All-Russian Protected Soil of Russia agro-industrial exhibition.

#### **SOCIAL RESPONSIBILITY**

Creation of new jobs in rural areas with wages higher than average for the region; provision of staff with food and housing.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In the period leading up to 2021, more than RUB 15 billion is planned for investment in the further development of its greenhouse business (proprietary and borrowed funds). Upon completion of all projects, the output of products will be 122.3 thousand tons per year, and the volume of revenues will exceed RUB 10 billion, with the number of employees totalling 2.1 thousand.

**Output of products** 

122.3 thousand tons





4/1 Pervyy Avtozavodskoy Proyezd, Moscow 115280 + 7 (495) 740-12-64 www.gradient-alpha.ru inform@gradient-alpha.ru

> **GRADIENT ALPHA AUDIT** AND CONSULTING **GROUP**

**INVESTMENTS** 

RUB 15 billion

WORKPLACES

152 people



Pavel Gagarin Chairman of the **Board of Directors** 



Finance, taxes, increased efficiency, cost optimization, minimizing business risks, increasing efficiency, and financial and credit attractiveness.

### COMPANY HISTORY

1995: Pavel Gagarin unites five finance specialists in a single team. In 1998, Russia goes into default. Financial consultations were in demand more than ever. 2002: active engagement in charity. 2005: included in the list of the largest auditing companies in Russia. 2006: becomes a part of the International Association of Professional Accountants (IAPA). 2008: obtainins a license from the FSB to work with state secrets. 2010: creation of the

investment division. 2014: investments in the Russian defense industry, development of cooperation with state corporations. 2016: opening of the branch in Saint Petersburg.

### REGIONS OF PRESENCE

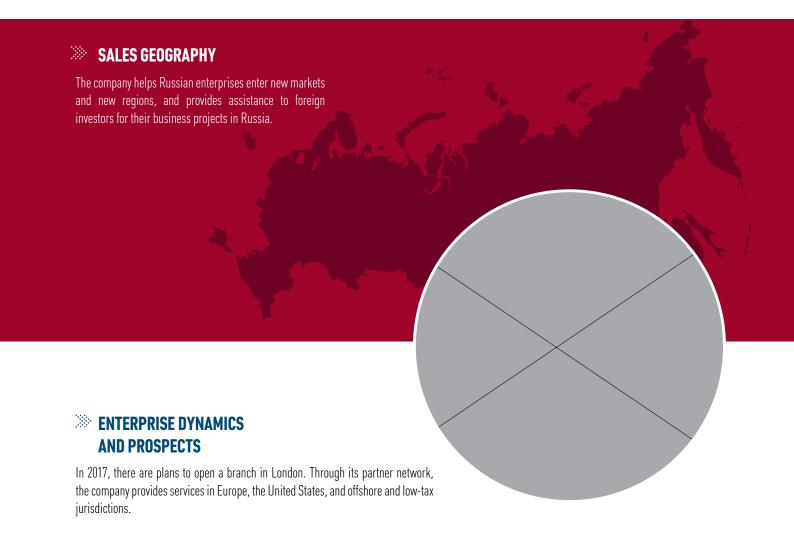
A branch is in operation in Saint Petersburg. The company occupies strong positions in the Volga Region and other economically developed regions of the country. In 2017, the company plans to open a branch in London.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Annually organizes and participates in dozens of expert events at various venues, including Business Russia, the Chamber of Commerce and Industry of the Russian Federation and the Moscow City Duma.

#### **SOCIAL RESPONSIBILITY**

Charity is an integral part of the company's corporate life, as it provides help to people with disabilities, gifted children, orphanages, and Orthodox facilities. Since 2008, it has provided assistance to the Shuya orphanage for children with disabilities. From 2015 to 2016, it also financially supported children's pilgrimages to Israel, Palestine, Jordan, and Italy.







98 Dubininskaya Str, Moscow 115093 +7 (495) 714-65-18, +7 (495) 714-21-36 www.9wave.ru gk9val@yandex.ru

#### GENERAL COUNCIL





50 people



Vyacheslav Sokolenko Chairman of the Board of Directors



The company has been operating on the non-governmental security services market for more than 20 years. The structure of the enterprise includes several private security companies, and two propriety certified training centers specializing in the antiterrorist training of staff and individual training for personal protection and security personnel. It provides physical security services as well as a full range of other security services.

### УБРАТЬ ТЕКСТ HISTORY

Since its founding in 1993, its basic principle has been maintaining its reputation at the highest level. The team is based on the specialists of the legendary "nine"—the 9th Directorate of the KGB of the USSR created to protect the highest state officials and high foreign guests.

SALES GEOGRAPHY

It provides services for the domestic market.

Its personal safety specialists have completed state security services school.

#### **REGIONS OF PRESENCE**

Security activities are carried out in Moscow, Moscow Region, Kostroma Region, Ivanovo Region, Yaroslavl Region, Krasnodar Region, Barnaul, Arkhangelsk, and Murmansk.

### **AWARDS**AND ACHIEVEMENTS

The company has received many letters of acknowledgment, letters of commendation, and diplomas from customers and partners.

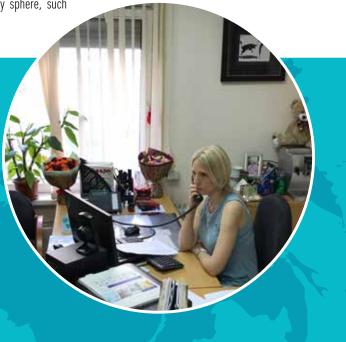
### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It takes part annually in All-Russian forums held in the non state security sphere, such

as INTERPOLITEX-2017, SECURIKA SAINT PETERSBURG-2017, and others.

#### **SOCIAL RESPONSIBILITY**

It is active in charitable activities, is a trustee of orphanages, and supports the holding of socially significant events.



### ENTERPRISE DYNAMICS AND PROSPECTS

The company continues to develop, increase, and improve the quantity and quality of services provided in the security structures market.





6 Likhoborskaya Naberezhnaya, Moscow 125438 8 800 500 25 97

www.onetrak.ru info@onetrak.ru



#### **DETRONIKA LLC**

TURNOVER RUB million

2016: 90 2017: 300



TAXES RUB million

2016: 10 2017: 30



Mikhail Prepelitskiy Founder of the ONETRAK project



The company produces high-tech devices for health monitoring. The company was established in 2014, officially becoming the first Russian manufacturer of smart bracelets. Currently, it is developing and manufacturing gadgets to monitor health indicators and creating software for them. Five models of fitness bracelets have been released under the ONETRAK brand, and a line of related accessories has also been introduced along with mobile and web applications.

### COMPANY HISTORY

In 2013, work began on the ONETRAK project, when the portable electronics market started to first hit its stride. At the time, lots of gadgets for fitness and sports were coming out abroad,

but none of them offered comprehensive information. Then the idea was born to create a unified system to monitor and analyze the entire state of the body that's both simple and convenient. The ONETRAK project became the embodiment of this idea.

### REGIONS OF PRESENCE

The enterprises are located in Moscow.

### AWARDS AND ACHIEVEMENTS

Laureate of the National Priority Prize, award "For Innovations in the Fitness Industry" from the National Fitness Community," winner of the "Gadget of the Year" contest at the Gadget Fair, and laureate of the "Athletics and Russia" award, winner of the ROSTEST Federal State-Funded Institution

competition "For the Best New Product in the Fitness Industry," acknowledgment "For Contributions to the Organization and Holding of the Russian Health Week-2014 International Scientific and Practical Forum," and others.

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom 2016, Consumer Electronics & Photo Expo (CE&PE), Healthy Lifestyle, Wearable Tech 2015, Internet of Things, Mobil & Digital Forum-2016, M-Health Congress-2016, World of Sport and Health-2015, m-Health Congress-2017, Student Career Forum of the Russian Academy of Science and Technology "Motivation. Personality. Career-2017," etc.



### ENTERPRISE DYNAMICS AND PROSPECTS

Increase of the sales market, expansion, and modernization of new products.



#### **ADDRESS**

Euroservice LLC 63B/1 Mikhalkovskaya St., Moscow 125438

Phone: 8-800-700-55-80

www.e-servis.ru info@eserviserus.com





EUROSERVICE NSK LLC

TURNOVER RUB million

2016: 300 2017: 450 P

TAXES RUB million

2016: 20 2017: 20



Sergey Malofeykin Founder, Managing Partner



The company provides services for the maintenance and repair and of various types of equipment, including refrigeration, commercial, industrial, as well as storage and transportation for equipment and commercial structures and materials throughout Russia. The company provides a full range of services for the retail and HoReCa sectors and consumer goods manufacturers.

#### **\*\*\* HISTORICAL OVERVIEW**

It was founded in 2008. It operates 12 regional offices, employs more than 600 employees, and provides maintenance services in more than 80 cities across the Russian Federation. The company operates its own enterprise for the restoration of commercial refrigeration equipment.

#### >>> REGIONS OF PRESENCE

Production enterprises are located on the Don, in Kuban, in Western and Eastern Siberia, the Urals, the Volga Region, Saint Petersburg, Ufa, Orel, Ivanovo, Voronezh, Pavlovsky Posad, and Balashikha. Its services and products are indemand on the domestic market throughout Russia.

### >>> AWARDS AND ACHIEVEMENTS

Letter of gratitude for fruitful cooperation from Danone (2016). Letter of gratitude for successful cooperation in the servicing and repairing of Baltika refrigeration equipment (2015). Awards from Coca-Cola HBC Eurasia in the Best Service Company category (2010, 2013).

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company takes part in profile forums, exhibitions, and business missions abroad.





#### **ADDRESS**

3/1 Malyy Golovin Pereulok, Moscow 107045 Phone: +7 (495) 737-55-00 www.eurocement.ru info@eurocem.ru

#### GENERAL COUNCIL









Mikhail Skorokhod President



EUROCEMENT Group includes two cement plants in Ukraine (EUROCEMENT — Ukraine) and one in Uzbekistan (Akhangarancement). The Holding ships its products to CIS countries, Finland, Denmark, and Great Britain.

This leader in the domestic production of construction materials is included in the list of backbone enterprises of Russia approved by the decision of the Government of the Russian Federation dated February 5, 2015. It is one of the world's five largest cement companies. It manages 19 cement plants as well as factories for the production of concrete, reinforced concrete products, and quarries for the extraction of nonmetallic materials. The annual production capacity is 60 million tons of cement and more than 11 million cubic meters of concrete. Its reserves of nonmetallic materials exceed 5.5 billion tons.

### **COMPANY**HISTORY

The EUROCEMENT group holding was established in 2002 on the basis of Rosuglesbyt and Stern-cement. Initially, it included four

plants. By 2005, the company had increased its capacity to 35 million tons of cement by uniting 15 enterprises. In 2006, the Uzbek company Akhangarancement entered the holding. In 2013, the company launched a unique cement plant built in the Voronezh Region from the ground up.

#### **REGIONS OF PRESENCE**

Russian production enterprises of the EUROCEMENT group are located in Belgorod, Bryansk, Leningrad, Lipetsk, Voronezh, Ryazan, Chelyabinsk, Samara, and Arkhangelsk Regions, as well as in the Republic of Mordovia.

### AWARDS AND ACHIEVEMENTS

In 2012, the holding was awarded the Golden Mask Award for its significant contribution to Russian culture and broad creative activities related to the development and support of the theatrical arts.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually participates in major forums, including SPIEF, the Sochi Russian Investment Forum, as well as industry-related business events.

#### **SOCIAL RESPONSIBILITY**

EUROCEMENT group supports the Golden Mask theatrical festival, and is in partnership with the State Tretyakov Gallery and Russian Geographical Society (RGS). With the help of the holding, exhibitions of Mark Chagall, Mikhail Nesterov, and others have been organized, as well as research into the activities of George Daw, creator of the famous Winter Palace Military Gallery. Thanks to the Group, children's libraries throughout the country are also now stocked with new geography books. From 2013 to 2018, the project will publish a total of 192 thousand books.

#### **SALES GEOGRAPHY**

More than 40 regional sales representations of the holding company form an extensive branch network, thanks to which bulk and tared cement can be shipped by road, rail, and water transport to customers in Russia, the CIS and Baltic countries, Denmark and Great Britain in the shortest possible time.

INVESTMENTS
RUB 165 billion

WORKPLACES

12,000 people

Increase in output

#### ENTERPRISE DYNAMICS AND PROSPECTS

From 2002 to 2017, EUROCEMENT Group increased its capacity from 10 million tons and 4 plants to 60 million tons and 19 cement plants.







40/5 Bolshaya Ordynka St., Moscow, 119017 +7 (495) 935 8011, +7 (495) 935 8010 www.epam.ru Mow\_office@epam.ru.

## EGOROV, PUGINSKIY, AFANASYEV & PARTNERS LAW FIRM

**WORKPLACES** 

260 people



Dmitriy Afanasyev Chairman of the Committee of Partners

### INTERNATIONAL PRESENCE

It represents the interests of international companies in Russia and also provides legal support to Russian companies active internationally.

The company is the largest law firm in the CIS, with offices in Russia, Ukraine, Belarus, and associated offices in the UK and USA. It provides legal support to national and foreign businesses, public authorities, international organizations, and financial institutions throughout the CIS on a wide range of legal issues, including dispute settlement in Russia and abroad, etc.

### COMPANY HISTORY

The company has been operating since 1993. The first clients of the bureau in the mid-1990s were foreign investors and foreign law firms. In 2007, the Bureau opened an associate office in London. In 2008, the international Chambers Europe Awards for Excellence was won in the "Best Russian Law Firm of the Year" category. In 2011, the bureau announced a merger with

the Magisters international law firm. In 2014, the Bureau won the award of The Lawyer European Awards 2014, receiving three major prizes at once.

### **REGIONS**OF PRESENCE

Moscow, Saint Petersburg, Kiev, Minsk, London, Washington.

### >>> AWARDS AND ACHIEVEMENTS

National leader in Russia, Best Lawyers 2017, four-time winner of the Chambers Europe Awards and eight-time winner of the Lawyer European Awards award, No. 1 in the ranking of the top 50 largest players and leader of the majority of industry ratings, Pravo.ru-300, leader of the top 50 legal rating firms of Russia (Kommersant 2016), first-line company in antitrust law (GCR 100 2017), etc.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PMUF, the Eastern Economic Forum, the Antimonopoly Regulation conference, etc.

#### SOCIAL RESPONSIBILITY

It helps improve the investment and entrepreneurial climate in Russia by cooperating in certain cases on pro bono terms. It provided legal support to the athletes and National Olympic Committees during the Sochi 2014 Games and repeatedly participated in the preparation of the Doing Business survey—an annual survey of World Bank. It provides targeted charity support.







7/2 Makeyeva St., Moscow 123100 Phone: +7 (495) 989-44-64 info@thelivecoffee.ru

GENERAL COUNCIL

#### THELIVECOFFEE GROUP







Shay Granovsky Chairman of the Board of Directors



#### INTERNATIONAL PRESENCE

Manufacturing enterprises are located in the UK. Coffee is sold under The Live Coffee Company trademark. In terms of export (Kazakhstan, Belarus, and other CIS countries), products are shipped under the Zhivoy Kofe, Drive for Life, and Le Petit Nuage trademarks.

The company delivers natural coffee, roasted using its own patented technology, thanks to which the coffee bean retains its healthy properties. The company's product range includes more than 60 types of natural coffee, Drive for Life soluble coffee and Le Petit Nuage honey-souffle.

#### COMPANY HISTORY

The company was founded in 2005 as a small enterprise with a single roaster. Since then, it has grown into a major market player, working with the following retailers: X5 Retail Group, Magnit, Auchan, and Dixi. Its geography is constantly expanding, not only in Russia but also in CIS countries and other countries abroad.

#### AWARDS AND ACHIEVEMENTS

Brand of the Year, Healthy Nutrition in the Coffee category, Best Product in the Coffee and Best Packaging categories, prize winner in the Consumer Rights and Quality of Service in the Food Products. Coffee category, prize winner in Athletics and Russia, prize winner of the Moscow Businessman in the Food Production category. Winner of the Industry Leader contest in the Production of Coffee and Coffee Products category, and in the special Brand of Brands nomination.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

TheLiveCoffee annually takes part in coffee and tea exhibitions in Sokolniki, Food Show, marketing and sales conferences (Russian Sales Forum and Russian Marketing Forum), Branbuilding, Email Show, Taste of Moscow, in

the Useful Products exhibition at the Tishinka Trade and Exhibition Complex.

#### >>> REGIONS OF PRESENCE

Manufacturing enterprises are located in Moscow and Moscow Region.

#### **SOCIAL RESPONSIBILITY**

The company is a trustee of young athletes and supports the holding of socially significant and athletic events. Conducts on-site personnel training, on-site training courses, and master classes.







6a Zamorenova St., Moscow 123242 +7 (495) 640 5335, invasta.com info@invasta.com

#### **INVASTA CAPITAL LLC**



11 people



Aynur Ayduldinov Cofounder



#### INTERNATIONAL PRESENCE

The company's management team has a wide network of partners in Europe, North America, Japan, and East Asia. Thanks to its internationally qualified network, it conducts expert review of projects at the highest level.

Investments in the chemical and petrochemical industry. The enterprise is engaged in determining investments with a stable positive cash flow thanks to high operational efficiency and competitiveness in the Russian chemical and petrochemical industry. The target volume of investments is from USD 10 to 40 million for each portfolio company, and sometimes more in individual cases.

### COMPANY HISTORY

The company was established in August 2015. Investment management is carried out by a highly qualified team of professionals in the chemical and petrochemical industry with more than 15 years of industry experience as well as experts and specialists in finance, investment management, and asset management.

#### >>> REGIONS OF PRESENCE

The company's head office is located in Moscow. Production enterprises are located in Moscow, Moscow Region, Saint Petersburg, Leningrad Region, the Republic of Tatarstan, Nizhny Novgorod Region, and Volgograd Region.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, VEF, KEF, the Russian Venture Forum, the Interplastica international specialized exhibition of plastics and rubbers, and the world exhibition of plastics and rubbers in Dusseldorf.

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable activities, is a trustee of young athletes, and

supports the holding of socially significant events.

#### ENTERPRISE DYNAMICS AND PROSPECTS

The company is in an active phase of searching and selecting projects to be included in the list of transactions of the next investment fund. Within the framework of the existing fund, there is an annual addition of up to three production companies.





ятельности как актив

льзования



5/1 Pyzhevskiy Pereulok, Office 424, Moscow 119017 +7 (499) 390-56-73

www.fdbi.ru nma@fdbi.ru



**BUSINESS DEVELOPMENT INSTITUTE JSC** 



2016: 20 2017: 60



TAXES RUB million

2016: 5 2017: 15



Ildar Albertovich Shaykhutdinov CEO, owner



It provides a unique service for the optimization and improvement of financial performance and strategic consulting and also conducts training activities to increase patent literacy and intellectual property management.

## COMPANY HISTORY

In November 2013, Ildar Shaykhutdinov was approached by a company with patents for a unique technological solution in oil production. Its authorized capital was RUB 200 thousand, and while significant developments were patented they were not reflected on the balance sheet. As a result, the patents were valued at a cost of RUB 60 million. Over three years of activity, 43 companies became clients, who were ultimately able to officially acquire intellectual property, increasing their capitalization by RUB 17 billion.

#### **REGIONS OF PRESENCE**

The head office is located in Moscow, and representative offices operate in Tatarstan, Bashkortostan, and the Republic of Sakha (Yakutia).

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, VEF, KEF, Sochi Economic Forum, Innoprom, Synergia, Cheboksary Economic Forum, and others.

## AWARDS AND ACHIEVEMENTS

Certificate of the Russian Presidential Academy of the National Economy and Public Administration (RANEPA), 11th International Youth Financial and Economic Forum, Archimedes-2016 diploma, acknowledgment from the All-Russian Procurement in the Defence and Industrial Complex Conference,

Innoprom 2015, Interregional Forum 2015: the role of business in improving the investment climate.

#### **SOCIAL RESPONSIBILITY**

It is actively engaged in charitable activities, is a mentor for beginning entrepreneurs, and supports the holding of socially significant events.



15 people

INVESTMENTS

RUB 7 million

ENTERPRISE DYNAMICS AND PROSPECTS

In 2017, the company received a license to conduct educational activities and began focusing on a new area—educational services. Throughout 2017, more than 300 people attended the Summer School of the Institute for Financial Development of Business alone.







3 Barabannyy Pereulok, Moscow, 107023 +7 (495) 212-91-91 info@kpi.ru

## GENERAL COUNCIL



**INVESTMENTS** 

 $_{\text{RUB}} \ 10 \ _{\text{million}}$ 



Viktor Viktorovich Zhurba CEO



The company's main area of activity is crop production, including the cultivation of grain, leguminous and industrial crops, such as wheat, buckwheat, peas, rapeseed, and soy. In just 2 years, the cultivated areas has increased from 1.5 thousand ha to 20 thousand ha, the construction of a modern plant for deep wheat processing in Kanash is planned, and assets have been purchased in Orel Region and in the Far East. Much attention is being paid to modern technologies for harvesting and postharvest processing.

## **COMPANY**HISTORY

Since 2015, a new line of business has been launched—agricultural — under the management of the holding. Innovative agriculture projects have since been implemented in Nizhny Novgorod Region and the Chuvash Republic.

## >>> ENTERPRISE DYNAMICS AND PROSPECTS

Future plans include increasing the land bank to 50 thousand ha by 2019, but the agricultural holding is already heading toward a leading position in the region's crop sector.







Scientific Medicine Clinic LLC 52/2 Krasnodarskaya St., Moscow109559 +7(495) 641-06-06, +7 (495) 770 60 60 www.clinicanomer1.ru, info@ clinicanomer1.ru Leda MC LLC

Address: Khimki, Moscow Region, 141400

+7 (495) 542-65-03

www.himkimed.ru, info@himkimed.ru

SCIENTIFIC MEDICINE CLINIC LLC, LEDA MC LLC (OPERATING UNDER THE CLINIC NO. 1 BRAND)



TURNOVER RUB million

2016: 350 2017: 400



TAXES RUB million

2016: 5 2017: 7



Muslim Muslimov Founder



**INTERNATIONAL PRESENCE** 

The clinic treats patients from Italy, Spain, Brazil, the United States, Vietnam, China, as well as CIS countries.

Since the company was founded seven years ago, 295,000 patients (adults and children) have received outpatient and inpatient medical services in 38 medical and diagnostic specialties, including with the use of high-tech equipment (MRI, MSCT, endoscopy, ultrasound, digital X-ray, and laparoscopic surgery) as well as periodic and preinspection services for corporate clients.

## COMPANY HISTORY

Clinic No. 1 was founded in 2010 as a specialized traumatology and orthopedics clinic. Later, it was transformed into a Multiprofile Medical Center with capacities for 38 specialties featuring a wide range of diagnostics and treatment. Since 2011, unique operations have begun to increase height

and correct leg bending. Annually, more than one thousand high-tech surgical operations take place in the traumatology-orthopedics, urology, gynecology, neurosurgery, and plastic surgery fields. In 2016, two new methods of treatment were introduced: transdermal transfer and "brain music."

#### **REGIONS OF PRESENCE**

Moscow, Khimki, Moscow Region.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Territory of Meanings, MEF, as well as professional specialized conferences, congresses, forums on medical specialties and innovations, information medical technologies, conferences on the development and problems of nongovernmental medical aid, International Medical Forum, and others.

## AWARDS AND ACHIEVEMENTS

Winner in The Best Orthopedic Clinic category, winner of Our Podmoskovye-2014 in the Kind Heart category, laureate of Our Podmoskovye-2015 in the Active Podmoskovye category; the company was also awarded a diploma in the Business Dialogue nomination, the Prize of the Governor of the Moscow Region in the Active Podmoskovye category, the MedZabeg Race for Doctors project, etc.

## SALES GEOGRAPHY

The population of Moscow and Moscow Region, regions of Russia, countries in and beyond the CIS.

#### SOCIAL RESPONSIBILITY

In cooperation with the Fair Aid from Dr. Lisa organization, provided charitable assistance by offering a hip replacement to a patient from Donbas. In 2016, it organized the charitable Healthy Children action, and every year the clinics hold charitable events dedicated to Victory Day and Children's Day. Member of the Vmeste social program.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Compared to 2011, the number of patients who applied for medical services in 2016 and 2017 increased by a factor of three, to approximately 100 thousand people per year.





27/8 Yartsevskaya St., Moscow 121552 Phone: +7 (499) 504-41-31 www.klmgroup.ru info@klmgroup.ru

## KLM GROUP LLC

TURNOVER RUB billion

2016: 1.22 2017: 1.57

TAXES RUB million

2016: 51 2017: 59



Sergey Voronin Chairman of the Board of Directors



#### **INTERNATIONAL PRESENCE**

The company has representative offices in Belarus, Kazakhstan, Azerbaijan, Tajikistan, and Uzbekistan. It plans to open production sites abroad.

KLM Group is a fully Russian enterprise with an established production cycle of electrical equipment (buslines, distribution, lighting, trolley with cast insulation; cable trays, lighting products, power transformers, transformer and distribution substations; diesel power plants, etc.) and an offering of cabinet equipment up to 6300A.

## **COMPANY**HISTORY

The company was founded in 2007 and was initially engaged in the supply of foreign equipment to the Russian electrical market. But as early as in 2007, KLM also started developing its own technologies. In 2008, the first batch of the KLM busline was installed onsite. Since 2015, the company has introduced many new products to the market, including buslines in cast insulation, lighting buslines,

trolley buslines, dry and oil transformers, lowvoltage complete devices, medium voltage equipment, cable-supporting systems, and lighting equipment.

## >>> REGIONS OF PRESENCE

Production divisions are located in Vladimir, Podolsk, Ryazan, Saint Petersburg, and Pushkin.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

KLM Group annually takes part in industrial forums and exhibitions in Moscow (for example, Electro-2017), Minsk, Krasnoyarsk, and other cities.

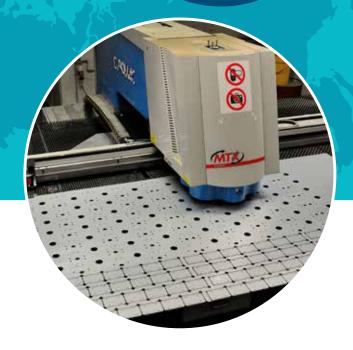
#### SALES GEOGRAPHY

KLM-brand products are exported to CIS countries—Belarus, Kazakhstan, Azerbaijan, Turkmenistan, Tajikistan, Uzbekistan—and others as well.

420 people

**WORKPLACES** 







#### ADDRESS

71/8 Izmaylovskoye Shosse, Moscow 105613 Phone: (499) 346-06-73 www.credo-dialogue.ru market@credo-dialogue.com

## GENERAL COUNCIL

# CREDO-DIALOGUE CONSORTIUM

CREDO

обработна данных инженерно-геоделически инженерно-геологических изысканий, проектирование объектов промышленного гражданского и транспортного строительств ведение горных работ



TURNOVER RUB million

2016: 311 2017: 340



TAXES RUB million

2016: 50 2017: 55



Grigoriy Zhukhovitskiy Chairman of the

Management Board



The company develops and implements CREDO software for the processing of survey materials, design of transport facilities and industrial and civil construction projects, mining, creation, and maintenance of large-scale digital plans for cities and industrial enterprises, data preparation for land management and geographical information systems, and many other engineering tasks.

## COMPANY HISTORY

Starting from the CREDO computer-aided design (CAD) system for highways—the first-ever CAD for PC developed in the USSR—the company has designed more than 60 programs over three generations to help solve various engineering tasks, from the processing of survey data to the operations of the finished facility.

## >>> AWARDS AND ACHIEVEMENTS

Winner of the 10th Roads of Russia-2014 competition in the Scientific Development of the Year category. Diploma of the International Transport Academy for contributions to the development of the road transport complex of the CIS. Diplomas from Russian and international exhibitions, including Doroga, Geostroy, Geo-Siberia, and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company's specialists regularly participate in major industry forums and industry-related business events, such as the Krasnoyarsk Economic Forum, International Information Modeling for Infrastructure Projects and Business Development of Greater Eurasia Forum, and Russian Technologies for

Information Modeling in Construction Projects forum, among others.

## >>> REGIONS OF PRESENCE

Representative offices of the CREDO-DIALOGUE consortium operate in six cities of Russia: Moscow, Saint Petersburg, Krasnoyarsk, Yekaterinburg, Khabarovsk.

#### **SOCIAL RESPONSIBILITY**

CREDO-DIALOGUE partners closely with technical educational institutions. More than 180 higher and secondary educational institutions from various CIS countries use CREDO software products in the classroom. Student Olympiads and CREDO expeditions are regularly held in Crimea. In 2016, the company took part in the first project shift of the Sirius educational center.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Twice a year, the company completes major updates of the entire CREDO complex. In 2017, new versions of more than 20 software products were released.





9 Sibirskaya St., Office 722, Perm 614000 +7(342) 2-700-617

www.водысчетчик.рф info@labnt.su



TURNOVER
2016
RUB 3 million





Aleksey Shatrov Cofounder

Key activities: the supply and installation of metering devices, thermometers, manometers; installation and configuration of smart metering networks; warranty and postwarranty service of devices and metering units. Engaged in a socially significant project—it monitors the water supply systems and fleet of water metering devices of the Perm housing stock to save residents, Homeowners Associations and Management Companies from high common house need accruals.

## **COMPANY**HISTORY

The company was founded in 2012 as a division of the Laboratory of New Technologies Group of Companies to operate in the housing and public utility services market as an integrator of system solutions based on the metering and control

devices of the company's main partner — Meter LLC (Saint Petersburg).

## >>> REGIONS OF PRESENCE

The company is located in Perm.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Perm "Water. Heat. Housing and Public Utility Services" fair.

#### **SOCIAL RESPONSIBILITY**

The project is first and foremost socially focused, and all technological and innovative solutions are designed to address disputes and potential conflict situations in housing and public utility services as well as to move beyond common house needs.



## ENTERPRISE DYNAMICS AND PROSPECTS

The development of technologies for the account and management of resource consumption is a crucial base of any modern economy, with the associated decrease in intense tariff growth. Lean energy consumption is a worldwide trend, and the company is set to operate on the international market in the event of the development and growth of domestic manufacturers of metering devices.





9 Sibirskaya St., Office 722, Perm 614000 +7 (342) 207 32 02 www.labnt.su info@labnt.su

## GENERAL COUNCIL

# LABORATORY OF NEW TECHNOLOGIES LLC



TURNOVER RUB million

2016: 18.4 2017: 18.99



TAXES RUB million

2016: 2.5 2017: 2.6



Aleksey Shatrov CEO



Operates on the engineering and energy markets as an engineering company. The company's specialists implement high-tech projects in the creation of modern production facilities and energy centers. The company carries out projects on a turn-key basis, designs facilities, delivers and manufactures equipment, and offers business and expert support for its operations through the entire life cycle.

## **COMPANY**HISTORY

The company was founded in 2006. Scientific activity and research in nanoceramics, the transfer of engineering technologies in the Russian Federation, engineering in the energy

sector, designing, construction and the launch of a full-cycle enterprise for the production of metering devices in Saint Petersburg; designing, construction and commissioning of the power plant for the needs of its primary oil preparation workshop and other projects.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PGF, Energynet program activities, MIOGE Oil.Gaz., Powerrussia.

## **REGIONS**OF PRESENCE

The enterprise is located in Perm. Sales agents work in Moscow and Saint Petersburg.

#### **INTERNATIONAL PRESENCE**

Through cooperation with the IMTT consortium of Italian equipment manufacturers, the company also has sales agents in the EU.



#### SALES GEOGRAPHY

It provides engineering services and develops projects for enterprises of the Russian Federation, for the CIS, and countries of Central Asia and the Middle East. Individual consulting services are provided to Italian companies.



WORKPLACES
25 people







70 Permskaya St., Office 104, Perm 614000 +7 (342) 271 32 02, e.zemerev@labnt.su info@labnt.su

LABORATORY
OF EFFECTIVE
MATERIALS LLC

WORKPLACES

 $\mathbf{5}_{\text{people}}$ 



Aleksey Shatrov Cofounder



The company develops and implements unique high-performance technologies for the synthesis of nanodispersed powder materials through the combustion of metal air suspensions. The proposed technology and corresponding technological installation synthesizes the nanopowders of metal oxides and nitrides with a predetermined shape and particle sizes on an industrial scale.

## COMPANY HISTORY

Established in 2012, in the same year receiving the status of Participant in the Skolkovo Innovation Center. In 2014, it received a patent of the Russian Federation for the "Method of Obtaining"

Nanodispersed Powders and Devices for its Implementation." In 2015, it received two patents of the Russian Federation for a "Device for the Extraction of Nanodispersed Powders and the Way it is Used" and "Asphalt Concrete." In 2015, three successful fire bench tests were carried out for the development of an installation for the synthesis of aluminum nanooxide.

## >>> REGIONS OF PRESENCE

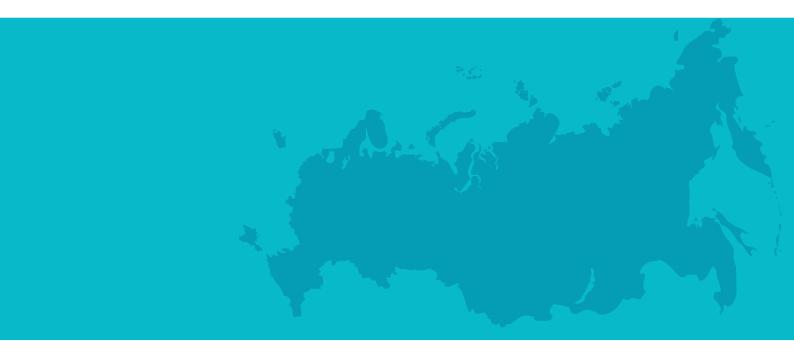
The company is located in Perm.

## AWARDS AND ACHIEVEMENTS

The company is a member of the Skolkovo project.

## >>> ENTERPRISE DYNAMICS AND PROSPECTS

Its development prospects consist of dividing the initial technological installation (the installation for the synthesis of aluminum nanooxide) into independent technologies and technological solutions to form an autonomous product. In particular, the system of a continuous supply of powder materials in the critical flow regime, the system for trapping (cleaning) fine particles, the installation for the sedimentation (separation) of fine particles, etc.







23 Krasnovodskaya St., Apt. 4, Perm 614067 +7 (908) 271-32-02

v.kuprenkov@labnt.su.





10 people



Aleksey Shatrov Cofounder



The main area of activity is the implementation of research and development work on the development of power generation systems using a CO2 turbine as a working medium in the supercritical state. The system under development is unique in its choice of the working medium of the cycle. The application of this working medium allows obtaining the high electrical efficiency of the station in comparison with the existing generation technologies on the market.

## COMPANY HISTORY

The company was founded in 2015. In the same year, a pilot plant with an electric capacity of 100 kW was assembled. In 2016—2017,

computational studies were performed for an installation with an electric capacity of 300 kW.

## REGIONS OF PRESENCE

The company is located in Perm.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in Skolkovo Foundation events, such as the Open Innovations Startup Tour 2016, Startup Village 2016 conference, and Open Innovations Startup Tour 2017.





HOTEKUPRANDUN



73 Volokolamskoye Shosse, Moscow 125424 Phone: +7 (495) 780-34-29 www.lanotek.ru

info@lanotek.ru

## LANOTEK-ENGINEERING CJSC



TURNOVER RUB million

2016: 3.1 2017: 2.7



TAXES RUB million

2016: 3 2017: 1.7



Natalya Kirillova CEO, owner



Founded in 2014, the company owns the patent for "High-Temperature Multipurpose Lubricant for Friction Units, Rolling and Sliding Bearings" invention. At the moment, the company has several projects that have passed R&D and are currently in pilot operation: ROILLUB® heat resistant lubricants for metallurgy and ecological technology of briquetting and mechanoactivation of materials.

## **COMPANY**HISTORY

2014: two projects in its portfolio: ROILLUB® heat resistant lubricants for metallurgy, ecological technology of briquetting and the mechanoactivation of materials. 2014 and 2015: Research and development of heat-resistant lubricants for metallurgy. 2016: contract for the cofinancing of engineering services was concluded and executed within the framework

of the SME support program in Moscow. 2017: opening of a laboratory for briquetting materials.

## AWARDS AND ACHIEVEMENTS

It has been awarded with numerous diplomas and awards from international industry exhibitions, such as Metalloobrabotka, Metal-Expo, WASMA, and others. Its developments are distinguished by a forum participant diploma from Open Innovations 2014, diploma of the Priority 2015 import substitution national prize, and diploma from Evolution Awards 2016.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Open Innovations 2014 Forum; Energy Supply, Energy Saving, Automation of Metallurgical and Machine Building Production conference 2016; Ecology and Industrial Safety of Metallurgical and Machine Building Production conference 2016; Efficiency and Safety of Mining and

Processing Production in 2016 conference.

#### **REGIONS OF PRESENCE**

Central region, the Urals, Western Siberia.

#### **SOCIAL RESPONSIBILITY**

Support for the Orthodox Gymnasium and Social and Rehabilitation Center for Children at the Holy Trinity Church in Kolomna (Shchurovo), projects for orphanage and veterans of the Great Patriotic War together with the Medvezhye-Ozersk secondary general school, and together with the Nadyezhda Foundation, help for sick children and the burn victim children's center of Saint Petersburg.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Introduction of new types of ROILLUB® lubricants at the enterprises of the metallurgical industry. Increase in the volume of orders for R&D in the briquetting of industrial wastes.





24-26/19-21 Shestaya Sovietskaya St., Saint Petersburg 191144

Phone: (812) 244-04-14

www.ldc.ru info@ldc.ru

MEDICAL AND DIAGNOSTIC CENTER
OF THE BEREZIN INTERNATIONAL
BIOLOGICAL SYSTEMS INSTITUTE LLC



INVESTMENTS
RUB 18 billion



Arkadiy Stolpner Chairman of the Management Board



The network of diagnostic centers has been established by the International Biological Systems Institute in 68 cities. The number of patients reaches upwards of 4 thousand per day. The center conducts 15% to 17% of all MRT studies in Russia. The clinic for radiosurgery and general oncology of the International Biological Systems Institute has the most up-to-date line of radiosurgery equipment in Russia, and performs almost 2 radiosurgical treatments per year (30% to 35% of the total number in the country).

## **COMPANY**HISTORY

The medical-diagnostic center of the International Biological Systems Institute was established in 2003. In 2012, the construction of the Center for Proton Radiation Therapy of

the International Biological Systems Institute began. Treatment of the first patient is scheduled for October 2017.

## >>> REGIONS OF PRESENCE

Saint Petersburg, Moscow, Tver, Nizhny Novgorod, Voronezh, Ryazan, Krasnoyarsk, Chelyabinsk, Saratov, Perm, Volgograd, Krasnodar, Penza, Samara, Rostov-on-Don, Barnaul, Lipetsk, Ivanovo, Togliatti, Vladimir, Kazan, Kislovodsk, Izhevsk, Ulyanovsk, Naberezhnye Chelny, Tula, Novosibirsk, Ufa, Kaluga, Kemerovo, Tomsk, Cheboksary, Novokuznetsk, Kirov, Smolensk, Omsk, Yekaterinburg, Kiev, Astrakhan, Kursk, Yaroslavl, Kaliningrad, Kostroma, Stavropol, Sochi, Odessa, Murmansk, Belgorod, Yerevan, Stary Oskol, Vologda, Arkhangelsk, Cherepovets, Orenburg, Nizhny Taqil,

Nizhnevartovsk, Tyumen, Magnitogorsk, Orsk, Tambov, Sterlitamak, Saransk, Biysk, Kurgan, Syzran, Pskov, Mytishchi, Ulan-Ude, and Petrozavodsk.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PTCOG, ESTRO, PATPO Congress, the International Society for Stereotactic Radiosurgery (ISRS), and others.

#### **SOCIAL RESPONSIBILITY**

The International Biological Systems Institute conducts charitable and educational work in several areas—charity programs for the provision of high-tech radiosurgical care as well as support for compulsory health insurance programs.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2017, a project was launched to build 10 to 12 nuclear medicine centers, including positron emission tomography, combined with computed tomography, radiosurgery and radiotherapy. Design and construction of PET/CT centers in Saint Petersburg, Novosibirsk, Tomsk, Barnaul, Kemerovo, and Tver are already under way.





2/5/4 Slavyanskaya Ploshchat, Bulding 3, Moscow 109074 Phone: +7 (499) 638 2298, ext. 99854 press@locotech.ru

**GENERAL COUNCIL** 

# LOCOMOTIVE TECHNOLOGIES LLC







Aleksey Belinskiy Chairman of the Management Board



#### SOCIAL RESPONSIBILITY

The Group actively pursues its Heroes of Our Time social project. Its goal is to raise the status of working specialties in Russia, popularize volunteerism, and promote generous and selfless actions.

It manages assets that provide maintenance, repair, modernization and leasing of locomotives, production of units and parts for railway engineering enterprises. Among the managed assets are TMKh-Service LLC, Zheldorremmash JSC, TMKhS-Leasing LLC, TMKhS Trading House LLC, AVP Technology LLC, LocoTech-Promservice LLC, and others. The production base includes 10 locomotive repair workshops, and more than 90 service depots throughout Russia.

## **COMPANY**HISTORY

In 2010, TMKh-Service LLC was founded. In 2012, it entered into a 5-year contract for the maintenance of 5046 Russian Railways locomotives (about 25% of the fleet). At the same time, a transaction on the purchase of 75% - 2 shares of Zheldorremmash OJSC

was concluded, and the managing company Locomotive Technologies LLC was created. In 2014, TMKh-Service signed a contract with Russian Railways for the full service of almost 15,000 locomotives and commissioned more than 90 locomotive depots throughout the country.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

LocoTech regularly participates in SPIEF, Strategic partnership 1520 forums, Expo 1520, Transport of Russia, Innotrans, Gaidar forum, and others.

## REGIONS OF PRESENCE

10 Zheldorremmash JSC locomotive repair factories are located in Ulan-Ude, Astrakhan, Voronezh, Yekaterinburg, Novosibirsk, Orenburg, Rostov-on-Don, Ussuriysk, Chelyabinsk, and Yaroslavl. TMKh-Service LLC

has 9 branches: in Irkutsk, Khabarovsk, Nizhny Novgorod, Novosibirsk, Moscow, Yaroslavl, Rostov-on-Don, Saint Petersburg, and Voronezh.

## AWARDS AND ACHIEVEMENTS

Based on 2015's results, Locomotive Technologies LLC took 80th place in the rating of 200 Largest Private Companies of Russia according to Forbes, 126th in the rating of 500 Largest Companies of Russia according to RBC magazine, and 130th in the RAEX-600 rating of the Expert rating agency. LocoTech Group is a laureate of the national Priority prize (2016), Eco Best Award (2017), and Project of the Year prize from the community of IT directors of Russia Global CIO (2017).



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, according to RAS, the revenue of LocoTech Group increased by 8% to RUB 92.7 billion compared to 2015's results. The main indicator—availability rate—for 2016 with respect to locomotive depots was 89%, with the planned target of 87%.

89%



#### **ADDRESS**

28 Palchikova St., Mariinsk 652154 +7 (38443) 5-06-01 www.mlvz.net mlvz.ofis@beluqaqroup.ru

## GENERAL COUNCIL

MARIINSK DISTILLERY JSC



TURNOVER RUB billion

2016: 4.8 2017: 5.9



TAXES RUB billion

2016: 2.4 2017: 1.2



Aleksandr Mechetin Chairman of the Management Board



## INTERNATIONAL PRESENCE

The company exports 60% of its total production by volume. The product line consists of 72 SKU, which is 455 thousand decaliters and RUB 1.7 billion by revenue.

The distillery is located in Kemerovo Region, and was founded in 1900. It is here and only at this enterprise where Beluga premium vodka is brewed—the pride of the company and undisputed leader in its segment.

## COMPANY HISTORY

The distillery joined BELUGA GROUP in 2006. Established in 1900, it is one of the leading enterprises of Kuzbass and Russia, with a production capacity of more than 3 million decaliters of alcoholic beverages per year. The distillery is located in the Siberian taiga on the banks of the Kiya River in the ancient city of Mariinsk.

#### **REGIONS OF PRESENCE**

The manufacturing enterprise is located in Mariinsk in the north of Kemerovo Region.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

In 2001 at the Wine-vodka-tobacco exhibition. At the Lenexpo exhibition in 2002. In 2004: participation in the Partnership for Progress program. In 2005: participation in the Russian Organization of High Social Efficiency contest. In 2006: participation in the Leaders of the 21st Century international image program.

## AWARDS AND ACHIEVEMENTS

In 1999, the distillery was awarded the Progress No. 1999 industry mark. In 2001, at the Wine-Vodka-Tobacco exhibition, it was awarded the Grand Prix of independent experts of Russian Vodka magazine. In 2002

at the Lenexpo exhibition, it won grand prize in the Best Distillery for Supporting and Promoting the National Idea in the Production of Alcoholic Beverages award, etc. The plant is the only enterprise in Kuzbass with a High-Quality Enterprise Certificate issued by the Federal Service for the Technical Regulation and Metrology of Russia in 2006.

#### **SOCIAL RESPONSIBILITY**

The enterprise also provides additional support to low-income company employees. The distillery takes care of its retirees and helps the city by supporting repairs of the Archekas children's health camp and secondary school No. 3. There is also a program to support workers on terms of voluntary medical insurance compensation.

#### **SALES GEOGRAPHY**

Its products are available throughout Russia, in Europe, the United States, the Middle East and Australia—in total, in more than 80 countries around the world.

INVESTMENTS
RUB 8.5 million



280 people





4/1 Presnenskaya Naberezhnaya, Moscow 123112 +7 (495) 800-10-12 office@masterslavl.ru

## GENERAL COUNCIL



TURNOVER 2016
RUB 200 million





Vitaliy Survillo Owner



#### **INTERNATIONAL PRESENCE**

Franchises were opened in Cyprus and Armenia in 2017.

The first Russian interactive development project where children between the ages of 5 and 14 learn about various job specializations. This is a true city of industry specialists where children discover their future professions through games, gain work and life skills, study the structure of modern society, and get inspired to learn something new.

## **COMPANY**HISTORY

The project has been in existence since 2011. The official opening of Masterslavl in Moscow City BC was held on November 20, 2014. In the city's 67 workshops, more than 250 different professions are covered. About 500 unique scenarios for classes were developed, including special routes for schoolchildren and children with health limitations. In just 2.5 years, the city

has been visited by about 700 thousand guests, including 200 thousand children in organized groups.

## >>> REGIONS OF PRESENCE

Moscow. Offices in Chelyabinsk and Belgorod are also being prepared to be opened.

#### **SOCIAL RESPONSIBILITY**

Support for the Arithmetic of Good, Give Life, I Exist, The Charity Fund of Elena and Gennady Timchenko, Happy Family, CREATION, and The Champion of Happiness organizations; the Mnogomama Center for Assistance to Large Families Autonomous Non-Commercial Organization, Orthodox Family Autonomous Noncommercial Organization, Bereg Nadezhdy State-Financed Institution, SOKOLENOK Center for the Promotion of Family Education, and the Mospriroda State-Financed Environmental Institution. It provides

long-term assistance to low-income families and provides jobs for people with disabilities.

## AWARDS AND ACHIEVEMENTS

Best for Children quality mark as part of the national program promoting the best Russian goods and services for children. Winner of the OPEN TENDER first professional Moscow contest. Winner of Place of the Year in the New Wave category of the STARTUP Education Festival. Winner of the Environmental Culture. PEACE and CONSENT international project.



150 people

#### **PARTICIPATION IN EXHIBITIONS AND EVENTS**

It takes part in business events of the Agency for Strategic Initiatives, the Moscow Department of Education, the Ministry of Education of the Russian Federation, as well as in profile business events. Within the framework of the Agency for Strategic Initiatives forum, Russian president Vladimir Putin personally reviewed the project.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Future plans: obtain an educational license, closer cooperation with the Department of Education of Moscow, increase the flow of organized groups of students in educational institutions, expansion of the partner project pool, increase in the number of educational and training programs.



#### **ADDRESS**

255 Devyatoe Yanvarya St., Izhevsk, Udmurt Republic 426050 Phone: (3412) 958-163

Website: www.kfh-medonos.tiu.ru medonos.18Qyandex.ru

## **MEDONOS GROUP**





2016: 1 2017: 3



Yevgeniy Bezverkhniy-Demidov Founder



Medonos Group specializes in the production and sale of honey and beekeeping products (more than 12 tons of finished products per year) as well as woodworking (more than 5 thousand cubic meters of edged and unedged sawn timber in 2016; plans for 2017: 30 thousand cubic meters).

## **COMPANY**HISTORY

The group was founded in 2017 by combining enterprises and cooperatives specializing in beekeeping and wood working. Its plans include joint research with the Izhevsk State Medical Academy in the application of bee products for the treatment of pulmonary and cardiovascular diseases.

#### **REGIONS OF PRESENCE**

Its manufacturing enterprises are located in the Udmurt Republic, Kirov Region, Republic of Tatarstan, and Republic of Bashkortostan. The company sells its products in Russia, CIS countries, and Europe.

## AWARDS AND ACHIEVEMENTS

Medonos VSPPK is a prizewinner of international agricultural exhibitions and has been awarded a diploma from the government and Ministry of Agriculture of Udmurtia. It is also the holder of the gold medal of the international Best Goods and Services—GEMMA-2014 competition (Novosibirsk).

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Business missions to Austria and the Czech Republic (October 2013), Italy (December 2014), and Kazakhstan (Atyrau, 2015). International Business Bridge in Udmurtia business forum (2014, 2015, 2016), Udmurtia Week in Saint Petersburg (2016).

#### **SOCIAL RESPONSIBILITY**

Since 2014, Medonos has been supporting the initiative group Light in the Window, which offers aid to poor and disadvantaged families. Since 2015, in conjunction with general educational organizations of the city, it has managed the Wings of a Bee educational program.







19 Stakhanovskaya St., Moscow, 109428 +7 (495) 925-11-55, 8 (800) 555-11-55 www.mc.ru contact@mc.ru

## GENERAL COUNCIL





Oleg Tyurpenko Coowner

The largest warehouse and storage complex in Russia for the storage and processing of metal products. The company's main activity is the wholesale of metal. The most popular types of rolled metal can be found in the company's warehouses, including pipes (electrowelded pipes, cold-deformed and hot-deformed pipes), reinforcement, channel, beam, circle, angle, stainless steel, as well as nonferrous metals (nonferrous rolled products).

## COMPANY HISTORY

The history of the company dates back to 1934. Near the village of Karacharovo, a metal warehouse was founded in the the Stalsbyt Moscow Region office of the People's Commissariat of Heavy Industry. In 2000—2014, the company was chosen as a supplier by more than 50 thousand customers. In Moscow

alone there are six sites as well as another 17 throughout Russia and the CIS. In addition to metal trading, the company also includes metallurgical enterprises. The total volume of products manufactured and sold exceeds 3 million tons per year.

## >>> REGIONS OF PRESENCE

Metal sales companies are located in Moscow, with branches in Balakovo, Barnaul, Belgorod, Bryansk, Kursk, Krasnodar, Minsk, Nizhny Novgorod, Novosibirsk, Orel, Penza, Rostovon-Don, Samara, Saint Petersburg, Smolensk, Taganrog, and Khabarovsk.

## AWARDS AND ACHIEVEMENTS

Based on its performance in 2015, among other recognized Russian industry leaders, the company holds: 108th place in the FORBES rating as one of the 200 largest private

companies in Russia (September, 2016) and 164th in the EXPERT-400 rating (October, 2016).

#### **SOCIAL RESPONSIBILITY**

Support for sports teams in Russia based not only in Moscow but also in a number of other Russian cities where the company's branches are represented; health and fitness programs for comapny employees and members of their families, including spartakiads, bowling, soccer competitions, and assistance in the development of children's sports in the Russian Federation.

## SALES GEOGRAPHY

Domestic market and countries of the Eurasian Economic Union.







159 Kirova St., Office 1610, Chelyabinsk 454091

Phone: (351) 222-06-36 www.mks-group.ru mks@mks-group.ru Skype: mks-group

MKS GROUP



203 people



Maksim Zagornov CEO



#### >> INTERNATIONAL PRESENCE

Among the six branches of the company group, two are located abroad, in Munich (Germany) and Astana (Kazakhstan). The company plans to enter the markets of Algeria, Mongolia, Uzbekistan, Azerbaijan, the United Arab Emirates, Iran, and other countries.

The company designs, builds, and operates gas engine generator plants (mini thermal electric power plants). It is one of the industry leaders in the Urals Federal District. Over 12 years, it has built more than 40 minithermal power plants in Chelyabinsk, Sverdlovsk, Kurgan, and Tambov Regions, Krasnodar Krai, Khanty-Mansi Autonomous District, and other areas. The total volume of its completed energy projects amounts to 172 MW. Since 2008, it has been producing its own auxiliary power equipment.

## COMPANY HISTORY

MKS Group was founded on April 12, 2005. At the initial stage, the company was engaged in the construction of small capacity minithermal power plants (200–400 kW). Since 2006, it began the construction of facilities with a higher capacity—2.5—12 MW — and

opened its own design, service, and production departments. In 2006, MKS Group started the construction of power supply facilities on a turn-key basis, while also working through the regulations and methodology for connecting minithermal power plants to the general energy system of the region.

#### **REGIONS OF PRESENCE**

The headquarters and production enterprise of MKS Group are location in Chelyabinsk, and other Russian branches are in Moscow, Yekaterinburg, Tyumen and Kazan.

## AWARDS AND ACHIEVEMENTS

Two-time winner of the Small Energy—Great Achievements award in the Best Facility for Small Distributed Power with a Capacity up to 6 MW category (2013, 2015). Winner of Strategy of the Year in the annual Year-End Results in the Urals and Siberia awards (2014,

Yekaterinburg). In 2015, it was awarded a letter of acknowledgment from the governor of Chelyabinsk Region, Boris Dubrovsky, in honor of its 10th anniversary. It is the holder of numerous diplomas and awards from exhibitions such as INNOPROM, EXPO (Astana, Kazakhstan), REF (Ufa), and others.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company is not only a participant but also an organizer of major industry events. For example, as part of INNOPROM 2013, it held the Russian-Japanese seminar "Own Generation at an Enterprise: from Project to Facilities," and in 2014, the international round table "Development Strategy of Small Power in Russia." Since 2011, it has held the Annual Energy Forum in Chelyabinsk. In 2013, along with the Small Energy Association of the Urals, it became the founder of the international Small Energy—Great Achievements awards. Since 2016, the prize has been presented in the State Duma of the Russian Federation.

# MKS Group provides patronage assistance to boarding school No. 9 in Chelyabinsk and annually organizes a charitable event called "The Energy of Good." It also provides aid to the family of 9-year old Chelyabinsk resident Katya Shundeyeva, who has infantile cerebral paralysis. In addition, it provides patronage assistance to the KVN Kozyr children's team from the village of Mirny in Chelyabinsk Region.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Throughout 2016 and 2017, it commissioned 16 MW more in capacity than in 2015 and also completed work on its block-modular construction technology for minithermal power plants, where facilities can be built in just 2 weeks from the first steps on-site, to first supplying power. Thanks to the modernization of production, the range of products was also expanded. In connection with obtaining the status of official dealer and service partner of MWM, the warehouse assortment has been increased up to 3 thousand items.





Phone: (495) 774-94-92 Website: www.mzocm.com mzocm@mail.ru

GENERAL COUNCIL

MTSENSK PLANT FOR PROCESSING NONFERROUS METALS LLC

TURNOVER RUB million 2016: 317

2016: 317 2017: 600 **TAXES**2016

RUB 10.6 million



Sergey Tushkov Project investor



The company manufactures products from rolled nonferrous metals, including brass and bronze bars, pipes, hexahedrons, and wire. Its main focus is on the defense industry where the Aviatekhpriyemka system is currently in operation. All equipment used in the company complies with European standards. The plant has the best laboratory in the Central Federal District for quality control control throughout all stages of production.

## **COMPANY**HISTORY

Construction of the plant began in 2013 in the Zelenaya Rosha industrial park in Orel Region. By 2017, three production facilities and an administrative building will have been built.

In 2015, the first finished product rolled off the assembly line. Today, the Mtsensk Plant for Processing Nonferrous Metals continues to build new production facilities and expand capacities with the latest technologies. In the first half of 2018, there are plans to launch a unit for the production of oxygen-free copper and aluminum products.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Metal-Expo.

#### **SOCIAL RESPONSIBILITY**

The plant actively participates in the life of Mtsensk, rendering charitable assistance to large families and low-income families as well as sponsoring various cultural events for the population.



#### **SALES GEOGRAPHY**

The plant is located in Mtsensk, Orel Region and supplies products to the domestic market. But as production capacities increase, products will also be exported.

 $70_{\text{people}}$ 







#### **ADDRESS**

23/2 Bolshaya Molchanovka St. Offices 31, 32, Moscow 121069 +7 (495) 215-12-32

www.nationalmed.ru www.medaboutme.ru info@nationalmed.ru

info@medaboutme.ru.

# **NATIONAL MEDICAL COMPANY**





TURNOVER RUB million

2016: 450 2017: 600



TAXES RUB million

2016: 25 2017: 35



Boris Pastukhov Chairman of the **Board of Directors** 



# **ENTERPRISE**DESCRIPTION

Its main focus is on the investment, creation and management of a network of multidisciplinary medical centers and polyclinics in Russia's major cities. All NMC medical institutions operate under a single brand: New Polyclinic.

# HISTORICAL OVERVIEW

The national medical company has a history stretching back to December 2004. In 2005, it acted as an investor in the establishment of polyclinic medical institutions. In 2007, PPP was established jointly with the administration of Astrakhan Region. In 2012, the Medicine About Me intellectual information medical system was created as the Medaboutme.ru service-content portal, which has a mission to improve the quality of human life through a responsible attitude to health.

#### **REGIONS OF PRESENCE**

Its medical facilities are located in Moscow and Astrakhan, but the users of its portals live all over Russia.

#### AWARDS AND ACHIEVEMENTS

The Best Social Project of 2015.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

2015: opening the meeting of IT in Medicine: Trends and Prospects; 2015: round table Internet + Medicine; 2016: Artificial Intelligence in Medicine—the Future or the Present

conference; 2016: M-Health Congress of mobile technologies and innovations for health; 2016: Internet + Medicine forum; 2017: Opportunities and Prospects on the Medical Market conference.

#### **SOCIAL RESPONSIBILITY**

It supports various socially significant initiatives from the Ministry of Health of the Russian Federation. In partnetship with WHO, Medaboutme.ru gives patients with rare diseases hope for help, providing them with the necessary information support.



WORKPLACES

 $\overline{300}_{\text{people}}$ 

Increase in attendance

up to  $1.2_{\text{million}}$ 

#### ENTERPRISE DYNAMICS AND PROSPECTS

Before 2007, the company provided services worth RUB 80 million. But after 2007, thanks to the development of the clinic in Moscow and opening of the clinic in Astrakhan, turnover has now increased drastically. The portal is now visited more than 60 times more often: from 20 thousand (at the beginning of 2015) to 1.2 million (in July 2017).





#### **ADDRESS**

43 /3 Marshala Zhukova Prospekt, Moscow 123423 +7 (495) 461-01-01

www.neopharm.ru www.stolichki.ru office@neo-pharm.ru

NEO-PHARM LLC



TURNOVER RUB billion

2016: 14 2017: 20



TAXES RUB billion

2016: 0.34 2016: 1



Yevgeniy Nifantyev CEO

ом аптека | Супермаркет здоровья и красог



The company has been operating for more than 15 years on the Russian pharmaceuticals market. The group includes two brands: the NEOPHARM pharmacy network and STOLICHKI, which is focused on different target groups. It also develops new formats for the market — hypermarkets and supermarkets for health and beauty products. It is included in the Russian Association of Pharmacy Networks (RAPN) and ranked 13th by its share in the Russian market (according to RNC Pharma®). As a part of the Top 7 leading pharmacy networks, it leads in terms of the largest assortment of medicines and ranks first for lowest prices and assortment of related products.

#### **COMPANY**HISTORY

The company began as a small family business, with several pharmacy kiosks in the Krasnogorsk

district of Moscow Region. The founders were both trained specialists, pharmacists, and chemists. Now after 16 years, the group of companies continues to be a family business run by its founders. Today, the company manages more than 35 thousand sq.m of leased area and more than 350 POS. In 2016, roughly 100 new pharmacies were opened, and overall the company employees 3 thousand employees and services over 25 million customers per year.

#### **REGIONS OF PRESENCE**

Pharmacies are located in Moscow, more than 35 cities in Moscow Region, Sheremetyevo and Vnukovo airports, as well as in Saint Petersburg, Tula, Ryazan, Vladimir, and Kostroma Regions.

#### >>> AWARDS AND ACHIEVEMENTS

It has been awarded numerous diplomas from Russian and international exhibitions.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually participates in major forums as well as specialized business events, such as the Russian Pharmaceutical Forum, APTEKA International Specialized Exhibition, and International Business Medical and Pharmaceutical Forum.

#### >>> SOCIAL RESPONSIBILITY

The company is actively engaged in charitable activities and supports the holding of sports and socially significant events.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, revenue amounted to more than RUB 14 billion, and in the first half of 2017 turnover exceeded RUB 10 billion. In 2016, the company became part of the project for the "implementation of an automated system for monitoring the movement of pharmaceuticals from the manufacturer to end consumers to protect the public from counterfeit medicines and promptly remove counterfeit and inferior drugs from circulation."





10 Prechistenka St., Moscow 125599 +7 (495) 456-49-33 www.novadent.ru ea-lezhnina@yandex.ru

# NOVADENT NETWORK OF DENTAL CLINICS

WORKPLACES

150 people



**Dmitriy Akhtuba**Founder

Next-gen professional dentistry providing high-tech medical services at the highest level of quality. A flagship Russian dental company, which is fully aware of the importance of its contributions to moving society forward and improving patient health.

#### **COMPANY**HISTORY

The first clinic opened in 2005, and already in 2006 the clinic had reached revenues of RUB 1 million. Starting in 2011, the brand started to develop as a network of dental clinics. The decision to become a network brand was made after one of the doctors became the first coowner of the clinic. Today, the total number of patients totals more than 70 thousand.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The founder of the company Dmitriy Akhtuba regularly participates as a speaker at various conferences and international seminars. In February 2017, he presented a report at the 55th session of the UN Commission for Social Development. The management team of the company also participates in events, forums, and conferences on management, HR and marketing.

# REGIONS OF PRESENCE

14 clinics in Moscow and Moscow Region. By 2020, the company plans to enter other regions of Russia.

#### >>> AWARDS AND ACHIEVEMENTS

According to the Komsomolskaya Pravda newspaper, in 2017, the network of clinics topped the list of the country's best dentistry services. In RIA Novosti's rating, among 1.3 large state and commercial dental clinics in Moscow, it is recognized as a market leader.

#### **SOCIAL RESPONSIBILITY**

The company organizes and participates in a number of charitable projects, including in support of scientific programs and the organization of providing grants to top students.



# ENTERPRISE DYNAMICS AND PROSPECTS

The number of patients in the network in 2017 will reach over 100 thousand. The clinic network will be expanded, and by the end of 2018 five more dentist offices will be opened. According to forecasts from the analysts department, the financial indices of the company will double by the middle of 2018 compared to Q2 2017.

Number of patients

100 th





28 Stantsionnaya St., Novosibirsk 630108 +7 (383) 227 69 10, +7 (383) 341 31 44 mail@nmz-k.ru

GENERAL COUNCIL





Oleg Tyurpenko Owner



One of the leading enterprises in Novosibirsk Region. Its products are widely used in engineering, aviation, rocketry, and housing. Modern, 100% nondestructive testing on the line, flattening tests, bending and hydraulic pressure guarantee the high quality and reliability of the company's pipes.

#### COMPANY HISTORY

Established in 1939 as the rolling mill of the Sibkombain integrated plant (now Sibselmash), in September 1941, the plant was separated into its own independent enterprise. In 1959, a workshop was built for finishing hot-rolled sheets. On June 15, 1960, the first Siberian pipe was welded at the 20-102 pipe-and-welding mill in the sheet and pipe production shop. In August 1960, the construction of a second pipe shop

was started. In 1978, the first stage of the pipe-rolling shop was put into operation at the plant.

# REGIONS OF PRESENCE

Novosibirsk.

#### **SOCIAL RESPONSIBILITY**

Social investments and charitable programs have become a traditional part of the plant's strategy. Each of the corporate programs of the company is specifically targeted. These include sponsorship programs and traditional charities, such as supporting religious institutions, as well as social investment programs, for example, supporting orphanages and educational institutions.

#### SALES GEOGRAPHY

Domestic market and countries of the Eurasian Economic Union.







7/11 Novokuznetskaya St., Building 1, Moscow 115184 Phone: (499) 999-15-20

www.uniwagon.com press@uniwagon.com

# GENERAL COUNCIL

#### UNITED WAGON COMPANY RESEARCH AND PRODUCTION CORPORATION PJSC







Nikolay Dobrinov Chairman of the Board of Directors

#### **INTERNATIONAL PRESENCE**

In 2016, a representative office of RPC UWC was opened in the United States. The company delivers freight railway cars and components to the USA, the Middle East, and Africa.

#### SOCIAL RESPONSIBILITY

RPC UWC implements projects for the development of urban environments and education and culture of the city of Tikhvin as well as provides support for socially vulnerable segments of the population and people with disabilities. Tikhvin Carriage Works is a partner of the AdVita charity fund, which provides assistance to adults and children with cancer as well as the Rus food fund.

RPC UWC railway holding company was established in 2012 and is currently the leader of innovative car building for 1520 mm guage. The holding includes Tikhvin Carriage Works, TikhvinKhimMash, TikhvinSpetsMash and the Pruzhina Research and Production Company, Titran-Express Tikhvin Assembly Plant, leasing companies united under the RAIL1520 brand, UNICON 1520 transport company and the All-Union Scientific Research Center for Transport Technologies. Service activities of RPC UWC are conducted in a network of more than 60 training and service centers at railway car repair depots in the CIS and Baltic countries. The company's production capacity reaches up to 22 thousand freight railway cars per year.

#### **COMPANY**HISTORY

The company was established in 2012 with the launch of Tikhvin Carriage Works. In 2013, a contract was signed with SUEK for the supply of up to 6 thousand next-gen freight railway cars. In 2015, RPC UWC was included in the list of backbone enterprises of the Russian Federation approved by the decision of the Government of the Russian Federation. RPC UWC then became the first railroad company in the Russian Federation to hold an IPO for 12.22% of its shares, totalling RUB 9.028 billion. In 2017, RPC UWC produced its 50,000th freight car.

# **AWARDS**AND ACHIEVEMENTS

Winner of the MOEX Excellence Awards category for the best IR according to IR Magazine Russia & CIS Awards (2016) for a company carrying out an IPO on the Moscow

Stock Exchange in 2015. Tikhvin Carriage Works was the winner of the first Development Award of VEB in the Best Project in the Industry category, winner of the Infor ERP LN for most innovative project of 2011, winner of the Russian CFO Awards 2014 held by the Smith Institute for Best IT Project, and Enterprise of the Year 2016 of the Yekaterina Dashkova award.

#### **REGIONS**OF PRESENCE

The head office of RPC UWC is located in Moscow. Production facilities of the holding are located in Tikhvin (Leningrad Region), and Izhevsk (Udmurt Republic), and the engineering center is headquartered in Saint Petersburg.

#### SALES GEOGRAPHY

RPC UWC products are supplied to the Russian market and foreign countries.

#### **PARTICIPATION IN EXHIBITIONS AND EVENTS**

RPC UWC is an annual sponsor of specialized events, in particular the Transport Week, Expo 1520, Strategic Partnership 1520 international forums, takes part in SPIEF, the Transport Services Market: Interaction and Partnership international conference and in other industry-related Russian and foreign exhibitions and conferences.

INVESTMENTS
RUB 4.8 billion

# WORKPLACES 10,000 people

#### ENTERPRISE DYNAMICS AND PROSPECTS

The production of freight cars at RPC UWC enterprises in 2016 grew by an annualized rate of 28% to 15.9 thousand cars. The company's revenue increased by 32% to RUB 48.5 billion. EBITDA increased by 93% to RUB 13.7 billion. Plans for production in 2017 provide for 18 to 20 thousand cars.





23-4 Krasnovodskaya St., Perm 614067 +7 (342) 207-32-02 www.8form.ru info@8form.ru info@labnt.su

#### OCTAFORM LLC

TURNOVER RUB, million 2016: 0.995 2017: 20

TAXES RUB, million 2016: 0.085 2017: 1.5



Aleksey Shatrov Cofounder



The company specializes in the transfer of technologies and equipment from Europe, design of turnkey plants, and design and manufacture of household and industrial meters. The company also provides services for the maintenance, repair, and commissioning of special-purpose equipment.

#### COMPANY HISTORY

Founded in 2016, it is one of the members of Laboratory of New Technologies LLC group. It focuses on shipping technologies and equipment from Europe to solve specialized technical problems of their clients and designs turnkey production solutions.

#### >>> REGIONS OF PRESENCE

The company is located in Perm.

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PTCOG, ESTRO, PATPO Congress, the International Society for Stereotactic Radiosurgery (ISRS), and others.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2017, it plans to organize its own enterprise with production capacities and finished product output of 50 thousand stamping product units per month.





1 Dvadtsat Let Pobedy, the village of Olimpiyskiy, Kastorensky District, Kursk Region, 306716 +7 (471) 277 00 78 sekretolym@mail.ru

# OLYMSKIY SUGAR FACTORY LLC



Oleg Tyurpenko Owner



The company is located in the Kastorensky District and is one of the largest enterprises of Kursk Region for the production of white sugar, with a designed processing capacity of 5,500 tons of sugar beet per day.

#### **COMPANY**HISTORY

The factory was purchased by METALSERVICE group during the recession of 2008, in an unusable and dilapidated state. From 2009—2014, the first stage of a large-scale reconstruction of the enterprise was carried out, upon the completion of which the capacity of the Olymskiy factory increased to 5.5 thousand tons of sugar beets processed per day.

#### >>> REGIONS OF PRESENCE

Kursk.

# AWARDS AND ACHIEVEMENTS

The enterprise has been awarded numerous awards in the agroindustrial and sugar industries.

#### **SOCIAL RESPONSIBILITY**

Social investments and charitable programs have become a traditional part of the plant's strategy. Each of the corporate programs of the company is specifically targeted. These include sponsorship programs and traditional charities, such as supporting religious institutions, as well as social investment

programs,—for example, supporting orphanages and educational institutions.

#### SALES GEOGRAPHY

Domestic market and countries of the Eurasian Economic Union.







137 Krasnoyarskoye Shosse, Omsk 644035 Phone: +7 (3812) 79-02-07 www.titan-omsk.ru info@poliom-omsk.ru

#### GENERAL COUNCIL

# OMSK POLYPROPYLENE PLANT LLC



TAXES
2016
RUB 2.2 billion



Mikhail Sutyaginskiy Chairman of the Management Board



Joint venture of Titan, SIBUR and Gazprom Neft. The company produces and sells polypropylene. The production process is based on the Spheripol process, developed by LyondelBasell Polyolefins Industries (the Netherlands). The license allows the company to produce 98 grades of polypropylene. The design capacity is 210 thousand tons of products per year.

#### **COMPANY**HISTORY

Polyom LLC was registered in 2005 for the construction of a plant to manufacture polypropylene. More than 100 companies took part in the creation of the enterprise. The main supplier of technological equipment was Tecnimont (Italy). The full production cycle of manufacturing began in February 2013. In May 2014, the plant became part of Titan JV

**SALES GEOGRAPHY** 

and six of the eight federal districts of Russia.

Group of Companies, together with SIBUR, and Gazprom Neft. The company is one of the three largest producers of polypropylene in Russia and one of the key taxpayers in the region.

# >>> AWARDS AND ACHIEVEMENTS

The grades are PP H 030 GP (general purpose), PP H007 EX (for pipe casting), PP H085 CF (production of cast films) produced by Polyom LLC, and in 2014 and 2016 they became winners and diploma winners of the federal Top 100 Goods of Russia competition program.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Representatives of the company annually participate in the Interplastika (Moscow) key industry exhibition, Polypropylene conference (Moscow), All-Russian Week of Labor Protection (Sochi), and international

industry exhibitions, including in Dusseldorf (Germany).

#### >>> SOCIAL RESPONSIBILITY

Poliom LLC participates in socially significant initiatives of the companies participating in the joint venture, including the environment. In 2017, the employees have taken part in the All-Russian Green Spring Saturday voluntary work day. Since February 2017, the plant also sponsors a school. For schoolchildren, employees of the enterprise conduct vocational guidance lessons from the Myths of Chemistry and Chemistry of Victories series as well as excursions to the plant. In 2016, the company took second place in the district stage of the city competition for best facilities decoration and design.

WORKPLACES

400 people

# INVESTMENTS RUB 11.4 billion

The company's products are supplied in 20 countries (Germany, Greece, Israel, Italy, India, China, Turkey, the Baltic States, etc.)

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2013, the enterprise produced 118 thousand tons of polymer, in 2014, 168 thousand tons, in 2015, 191 thousand tons, and in 2016, 203 thousand tons. There are plans to further increase production and expand the brand's assortment.







22 Prospekt Andropova Moscow 115533. +7 (499) 551-66-86 www.oksopro.ru mansurov@oksopro.ru

DOMESTIC COMPLEX OF FENCING SYSTEMS LLC



50 people



Yuriy Danilov CEO



#### **INTERNATIONAL PRESENCE**

It is actively expanding its export to CIS and other countries.

Manufacture of building metal structures, implementation of complex fencing systems. Unique innovative technology for applying a polymer coating helps obtain a hermetically sealed elastic coating with a thickness of more than  $250\,\mu\text{m}$ , which increases the service life of the product by more than two times compared with traditional fence systems.

#### **COMPANY**HISTORY

The company started work in 2015, and its plant area of 7.5 thousand sq.m operates with the latest equipment. The facilities provide production up to 3.5 million linear meters of fences per year. To improve productivity and reduce production losses,

the Lean Manufacturing System (LEAN) has been introduced. 90% of used raw materials and materials are domestically produced.

# >>> REGIONS OF PRESENCE

Production enterprises are located in the city of Tutayev, Yaroslavl Region.

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PMGF, RIF, Innovations in Road Construction international forum, international Strategic Partnership 1520 railway business forum, international Role and Place of Intelligent Transport Systems in the Network of Toll Roads of the Russian Federation: Modern Development Trends (ITSONROAD) conference, and others.

# >>> ENTERPRISE DYNAMICS AND PROSPECTS

While from November to December 2016, when the plant was first commissioned, the output was only 4 tons of final products, from January to July 2017 this figure grew to 400 tons. Modern technologies for the production of a polymer coated mesh (PVC application in a fluidized bed) are now operational at the plant. Prospects for development include opening new production workshops, constructing a laboratory to check the quality of raw materials and finished products.

#### SALES GEOGRAPHY

Company products are delivered to Avtodor State Corporation, Rosavtodor FDA, Leroy Merlin, Megastroy, Vimos, and Akson. Talks are underway with Russian Railways, PJSC Gazprom, Rosneft, the Federal Penitentiary Service of Russia to act as a supplier of fencing systems for roads and railways, oil and gas facilities, and other transport and social infrastructure.









55 Yarmarochnaya St., 14 Floor, Samara 443001 +7 (846) 331-11-11 info@o-code.ru



#### **OPEN CODE LLC**



TURNOVER RUB million

2016: 137 2017: 144



TAXES RUB million

2016: 10 2017: 28



Oleg Surnin Managing Director



**INTERNATIONAL PRESENCE** 

A representative office in Kazakhstan has been opened.

Since 2001, the company has been focusing on breakthrough technologies and advanced fields of knowledge. Its most important focus area is the development of intelligent hardware and software complexes for various purposes on the basis of its own open service-oriented platform. One of the leading developers and system integrators in information technology and coinvestor of more than 10 innovative enterprises.

# **COMPANY**HISTORY

The company was founded in 2001. The impetus to create its own software platform was its victory in 2004 at the Start competition of the Foundation for the Promotion of Small Enterprises in the Scientific and Technical Sphere [Moscow]. In 2014, the company initiated the creation and coorganized basic

specialized departments at ITMO, Samara State Technical University, Samara State University of Economics.

#### >>> REGIONS OF PRESENCE

Samara, Saint Petersburg, Moscow.

# AWARDS AND ACHIEVEMENTS

Diploma for active participation in the activities of the Chamber of Commerce and Industry of the Samara Region Union, contribution to the development of the economy and entrepreneurship of the region (2016); diploma and silver medal for the development of software for hospitality authorities at the 16th Golden Autumn exhibition (2014); diploma of the winner of the TechUspech-2014 rating, and winner's diploma of TechUspech-2013: Russian Potential in Action rating, and diploma in The Best Small Enterprise in Innovation

category of the Zolotoy Merkury prize (2013), and others.

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in various major forums and exhibitions, including SPIEF, Hannover Messe, Open Innovations, etc.

#### >>> SOCIAL RESPONSIBILITY

The company is engaged in charitable activities and provides assistance to libraries, museums, and orphanages.

# SALES GEOGRAPHY WORKPLACES

Domestic and foreign markets.

INVESTMENTS

RUB 11.4 million

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2013 the company received 4 copyright certificates, starting from 2014, thanks to the dedicated work of the management of the project and its analytical and innovation activities, the company received another 25 author's certificates since.









1 Torgovaya St., Pervouralsk, Sverdlovsk Region, 623112 +7 (3439) 27-77-77

www.chelpipe.ru info@chelpipe.ru

> PERVOURALSKIY PIPE PLANT JSC

TURNOVER
2016
RUB 54 billion

TAXES
2016
RUB 6.5 billion



Mikhail Ivanov Deputy CEO for work with government bodies

100 0



**INTERNATIONAL PRESENCE** 

Products are exported to CIS countries as well as more than 25 countries in Europe, Asia, and America.

The plant is part of Chelpipe group and is the leading enterprise in Russia and Europe for the production of steel pipes. It produces over 25 thousand standard sizes and pipe profiles from more than 200 grades of carbon, alloy, and stainless steels. 80% of the volume of seamless pipes is made from its own billet, which is produced by the Iron Ozone 32 electric steel-smelting shop.

# **COMPANY**HISTORY

The history of the plant begins at the founding in the 17th century of the Vasilyovo-Shaytan iron-making plant for the production of cast iron and iron. In 1920, it was renamed The First Ural Plant of Seamless Pipes, and in 1932, the Pervouralsky Pipe Plant. By the end of the 1930s, the plant was supplying pipes to the Far East, Siberia, the Urals, and the

central regions of the country. In 2009, the final center for the production and processing of oil-grade pipes was launched, and in 2010 the Iron Ozone 32 steel-smelting shop was launched. In 2011, on the basis of the plant, the Educational Center for the Training of Highly Skilled Workers began operations.

#### >>> REGIONS OF PRESENCE

Production facilities are located in Pervouralsk, Sverdlovsk Region.

#### AWARDS AND ACHIEVEMENTS

Order of Lenin, twice Order of the Red Banner of Labor, and Order of the October Revolution.

WORKPLACES

8,600 people

#### >>> SALES GEOGRAPHY

The products of the plant are known throughout Russia and the CIS and have for many years been successfully exported to more than 25 countries in Europe, Asia, and America.









73 Volokolamskoye Shosse, Moscow 125424 +7 (495) 780-34-29, +7 (495) 780-35-56, www.permanent.ru info@permanent.ru

# PERMANENT GROUP





Nataly Kirillova CEO, Owner



**INTERNATIONAL PRESENCE** 

Representative office in Berlin (Germany).

Engineering and integrated support of industrial enterprises, including the development and implementation of modernization projects, technical reequipment, reconstruction of existing and the organization of new production with the involvement of Russian and foreign competencies. Introduction of modern technologies for metallurgical, metal and woodworking, food, petrochemical, and printing enterprises, as well as plants for the production of cables, wires, pipes, etc.

# **COMPANY**HISTORY

The group of companies was founded in 1993. In 2010, management founded Grease of High Quality LLC. In 2016, the corporatation underwent rebranding. In 2017, representation began in Berlin (Germany), with more than 2 thousand enterprise customers, more than 5

thousand manufacturer suppliers, and more than 50 company partners.

#### **REGIONS**OF PRESENCE

Yekaterinburg, Yaroslavl, Sayanogorsk.

#### **AWARDS**AND ACHIEVEMENTS

It is annually honored by diplomas and awards of the Metalworking, EURO BLECH, CABEX, WIRE, and other exhibitions. It has been awarded the status Best Supplier by the RusCable.Ru portal, Successful Supplier of 2017 diploma according to B2B-Center, and based on the results of the company's assessment compared to a number of other industrial enterprises of the Russian Federation, is classified as A ("excellent supplier"). The company annually confirms compliance with the Quality Management System requirements of GOST ISO 9001-2011.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Metalworking, EURO BLECH, CABEX, WIRE, etc. It participates in forums and conferences organized by Business Russia, the Ministries of Economic Development of the Russian Federation, Industry and Trade of the Russian Federation, Education and Science of the Russian Federation, and the Chamber of Commerce and Industry of the Russian Federation.

#### **SOCIAL RESPONSIBILITY**

It supports the Orthodox Gymnasium and Social and Rehabilitation Center for Children at the Holy Trinity Church in Kolomna (Shchurovo), implements projects for orphanages and disabled veterans of the Great Patriotic War together with the Medvezhye-Ozersk secondary general school, and together with Nadyezhda Foundation helps sick children and the burn victim children's center of Saint Petersburg.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

H1 2017: an increase in the turnover of sold products compared with the same period in 2016. Opening of a new area of activity—the Department of Technology and Equipment in the Food Industry.





31/1 Zastavskaya St., Saint Petersburg 196084 Phone: (812) 305-38-84 пожинжиниринг.рф info@creafire.ru

# GENERAL COUNCIL

# POZHINZHINIRING SCIENTIFIC AND TECHNICAL CENTER LLC



TURNOVER RUB million

2016: 300 2017: 250



TAXES RUB million

2016: 40 2017: 40



Nikita Demyokhin CEO, Owner



Pozhinzhiniring renders professional engineering services in fire and industrial safety and environmental and energy savings for hazardous, technically complex, and unique capital construction facilities, mainly in the fuel and energy complex.

#### COMPANY HISTORY

The company was established in March 2008 on the basis of companies specializing in fire safety. The basis of the company is a team of professionals, which started forming in 1999, and currently includes specialists in all areas of fire, industrial, and environmental safety. More than 60% of employees have doctoral degrees and are candidates of technical sciences.

#### >>> REGIONS OF PRESENCE

The offices of the Scientific and Technical Center are located in Moscow and Saint Petersburg. Client facilities are located throughout Russia. The company has experience in partnerships with Gazpromneft OJSC, Surgutneftegaz OJSC, Rosneft OJSC, Tatneft PJSC, NOVATEK PJSC, Sibur Holding PJSC, and others.

#### **SOCIAL RESPONSIBILITY**

Employees of the company conduct classes in Russian universities and transfer their experience to young specialists in the fire, industrial, and environmental safety field; they are members of the Dissertation Council of the Saint Petersburg State University of the Ministry of Emergency Situations of Russia. The company's managerial team are part of the

Educational and Methodological Association of Russian Universities in Technospheric Security and are members of the National Academy of Fire Safety Sciences.







124A Prospekt Obukhovskoy Oborony, Saint Petersburg 192012 +7 (812) 320-30-06

www.moderam.ru moderam@moderam.spb.ru.

# MODERAM ENGINEERING AND MANUFACTURING COMPANY JSC

WORKPLACES

150 people



Mikhail Velikovich Senior Partner



#### SOCIAL RESPONSIBILITY

Its products help prevent occupational diseases of the musculoskeletal system and reduce overall fatigue and physical loads; the probability of injury due to falls on slippery surfaces. Thanks to the ease, ergonomics, and appearance of its shoes, which closely resemble athletic and casual shoes, the models are big hits among owners, meaning PPE for legs and feet are utilized more often in the workplace.

The company is a developer and manufacturer of special shoes and clothes. It annually produces and supplies more than 1 million pairs of special footwear. The products are used in the largest industrial enterprises and holdings and are certified in the testing centers of Russia for compliance with applicable standards. In addition, the company also conducts product testing for compliance with international standards.

# COMPANY HISTORY

1993: the company was founded. 2001: the shoe plant is founded in Saint Petersburg. 2002: the creation of a joint Russian-Belarusian enterprise in Gomel. 2004: the opening of a garment plant in Zhlobin, Belarus. 2009: the beginning of operation of the plant in Bobruisk, Belarus.

2010: the opening of a branch in Rostov Region (Bataysk). 2013: a new internal quality standard was adopted. 2014: the reequipment of footwear production facilities was completed.

#### >>> REGIONS OF PRESENCE

Saint Petersburg and Bataysk.

#### AWARDS AND ACHIEVEMENTS

Award at the All-Russian week of labor protection in Sochi in 2016 and 2017. 2015: winner of the Health and Safety contest, silver medal and diploma for the development and production of special-purpose footwear. 2015: first place in the Protected Means Healthy contest. 2015: one of the hundred best companies in Saint Petersburg and the region according to the rating of the Delovoi Peterburg publishing house. Included in the

list of enterprises in Russia with a significant impact on industries and trade.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

International Safety and Labor Protection exhibition, All-Russian Labor Protection Week, Expoprotection-2016. It regularly participates in various exhibitions held under the auspices of the Ministry of Industry and Trade of Russia and the PPE Association.



In 2016—2017, as part of its R&D efforts, an innovative product for the domestic market was developed—lightweight safety footwear with a Jacquard top. The prototypes have already undergone laboratory tests for compliance with the requirements of Russian and European standards. The company plans to further develop its production line and introduce more high-quality competitive products on the market.



1221



12 Aviamotornaya St., Moscow 111024

Phone: (495) 539-55-25 Website: www.rask.ru Email: info@rask.ru



1561

TURNOVER 2016

RUB 1.117 billion

**TAXES** 

2016

 $\mathsf{RUB}\ 560\ \mathsf{thous}.$ 



Nikolay Alekseyenko CEO

R.A.B.C. is a professional source of information on participants of the Russian construction complex and related activities. For four years, the agency has been analyzing the construction industry in various areas, including design, engineering, surveying, construction, production of construction materials, developers, and self-regulating organizations.

#### **COMPANY**HISTORY

R.A.B.C. was founded in 2013. The mission of the agency is the creation of an independent, universal, and professional source of information on participants of the construction complex. R.A.B.C. assigns ratings to industry companies, conducts analytical studies, and calculates the construction industry competitiveness index

(CICI) for constituent entities of the Russian Federation.

#### >>> REGIONS OF PRESENCE

Moscow.

#### AWARDS AND ACHIEVEMENTS

In 2015, the Ministry of Construction and Housing of the Russian Federation included R.A.B.C.'s Remote Rating of Construction Companies project in the "Catalog of the best urban planning practices of the Russian Federation."

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, KEF, the Russian Investment and Construction Forum, the Goszakaz forum, All-Russian Construction Congress, All-Russian Construction Assembly, and specialized Construction exhibition.







35 Dubininskaya St., Moscow 115054 +7(499) 235 02 67 www.rosavtomattorg.ru info@rosavtomattorq.ru

# ROSAVTOMATTORG

**VENDING GROUP** 



2016: 10 2017: 30 **INVESTMENTS**  $_{\text{RUB}}~150~_{\text{million}}$ 



Sergo Grigoryan Advisor and Founder

POCABTOMATTOPI



For more than 10 years, the company has been successfully implementing projects for the production, installation, and sale of advanced products in automated sales, offering the widest choice of vending machines. With its own logistics complex and fleet of specially equipped vehicles, it occupies a strong position on the vending equipment market. The company uses a modern remote monitoring system to service its vendor machines.

# **COMPANY**HISTORY

The group installed its first vending machines in 2009. Several years later, it decided to develop a new vending line. In 2014, the company started developing and manufacturing vending machines in Russia under the Rosavtomattorg trademark. The group includes several companies specializing in various vending business

areas, such as Express Vending and Tekhnovend, as well as its own service for vending machine transportation.

# >>> REGIONS OF PRESENCE

Branches of the group of companies are located in Moscow, Saint Petersburg, and Kazan.

#### AWARDS AND ACHIEVEMENTS

It has earned diplomas and awards from both Russian and international exhibitions: VendExpo and Education and Career.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

International Technologies. Equipment. VendExpo Automated Service specialized exhibition; All-Russian Vending Forum organized by Business Russi and the National Automated Trade Association (NATA); International Education and Career exhibition.

#### **SOCIAL RESPONSIBILITY**

The company strives to protect the environment, responsibly relate to the resources used, and make considerable contributions to helping preserve the environment of our cities. The enterprise is constantly monitoring its impact on natural resources.

# SALES GEOGRAPHY It provides engineering services and develops projects for enterprises of the Russian Federation, the CIS, and countries of Central Asia and the Middle East. Individual consulting services are provided to Italian companies. WORKPLACES 100 people

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Every year, the total number of vending machines of the enterprise grows. Thanks to the introduction of new software, telemetry and cashless payment systems, we have expanded our network in major business centers, shopping and visa centers, embassies, Moi Dokumenty public service centers and other institutions.



#### **ADDRESS**

1/1 Dushinskaya St. Moscow 111024 +7 (495) 788-44-88 www.rosinter.ru pr@rosinter.ru

#### GENERAL COUNCIL

ROSINTER
RESTAURANTS HOLDING
PJSC



WORKPLACES

3,500 people



Rostislav Ordovskiy-Tanayevskiy Founder of the holding, chairman of the Board of Directors and principal shareholder and beneficiary



#### **INTERNATIONAL PRESENCE**

Latvia, Czech Republic, Hungary, Moldova, and Azerbaijan.

The leading operator in the family restaurant segment in Russia and the CIS, managing 267 enterprises in 28 cities of Russia, the CIS, and Central Europe. The network includes 166 corporate and 101 franchise restaurants and cafes. Its shares are listed on the Moscow stock exchange MICEX-RTS (moex.com) under the ROST ticker. Its trademarks include IL Patio, Planeta Sushi, Shikari, American Bar and Grill, Mama Rasha, as well as management of the TGI FRIDAYS network and Costa Coffee franchises.

#### **COMPANY**HISTORY

The company opened its first restaurant in Russia in 1990 and is deservedly known as one of the most successful pioneers and builders of the modern hospitality industry in Russia. For more than twenty years, the

brands and team have won over 45 business and social awards.

#### >>> REGIONS OF PRESENCE

Moscow, Saint Petersburg, Novosibirsk, Omsk, Krasnoyarsk, Novokuznetsk, Sevastopol, Kemerovo, Yekaterinburg, Perm, Kazan, Nizhny Novgorod, Cherepovets, Penza, Tver, Rostov-on-Don, Stavropol, Khanty-Mansiysk, Astrakhan, Krasnodar, Minsk, Kiev, Riga, Prague, Budapest, Jurmala, Warsaw, Chisinau, and Baku.

#### >>> AWARDS AND ACHIEVEMENTS

Costa Coffee—Outstanding Store Environment (2015), winner of the 4th Consumer Rights and Quality of Service Prize in the Retail Services—Public Catering category (2013); winner in the nomination for contributions to improving

consumer literacy on food safety and quality in restaurants; winner of the Healthy Nutrition award (2013); the company is also recognized as an attractive employer (2015), and won Partner of the Year (2016).

#### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Special exhibitions and business events—Buy Brand, Foodservice, etc.

#### **SOCIAL RESPONSIBILITY**

Assistance to the Podari Zhizn fund and cooperation with the Deti Marii Children's Creative Rehabilitation Center.

#### ENTERPRISE DYNAMICS AND PROSPECTS

In general, the revenue of comparable restaurants for 2016 remained practically unchanged. This was achieved by focusing the company on developing the quality of its food and service, progressive pricing strategies, reliance on the Honorary Guest loyalty program, and conducting effective marketing campaigns.









5V Grivtsova Pereulok, Saint Petersburg 190000 +7 (812) 777-57-57

www.auction-house.ru main@auction-house.ru



# AUCTION HOUSE OF THE RUSSIAN FEDERATION JSC



TURNOVER RUB million

2016: 710 2017: 750



TAXES RUB million

2016: 217 2017: 250



Andrey Stepanenko CEO



The company specializes in all kinds of trade and procurement procedures, including property auctions in the interests of the state, corporations and companies with state participation, banks and individuals, as well as bidding on the sale of distressed property. In addition, all types of trade and procurement procedures are carried out on the ETP RAD electronic trading platform within the framework of state and corporate orders.

# COMPANY HISTORY

It was founded on August 31, 2009, in accordance with Decree of the Government of the Russian Federation No. 1186-p dated August 19, 2009. It focuses mostly on the sale of property of large owners. The company is accredited by the Ministry of Economic

Development of the Russian Federation for the sale of federal property in the framework of privatization. As of today, the company has sold assets totalling more than RUB 193 billion all throughout Russia.

#### **REGIONS OF PRESENCE**

It has seven trading floors in Moscow, Saint Petersburg, Nizhny Novgorod, Rostov-on-Don, Novosibirsk, Tyumen and Samara, as well as representative offices in Barnaul, Vladivostok, Krasnoyarsk, Yekaterinburg, and Krasnodar.

#### AWARDS AND ACHIEVEMENTS

In 2017, it was awarded the diploma of the RAEX rating agency in the Breakthrough of the Year and Start of Operations According to Law 44-FZ category and in 2014 earned a diploma in the Leader in the Organization of Electronic Auctions for the Sale of Property category.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, PROEstate, Innoprom, Legal Forum, and MIPIM. In addition, the company's representatives also participate in specialized events organized by Kommersant Publishing House, and Vedomosti and Delovoy Petersburg newspapers.

#### **SOCIAL RESPONSIBILITY**

The company develops its own project, RAD Pomoch [www.paдnoмoчь.pф], aimed at providing financial assistance to people in need of social support, protection, or medical treatment. As part of the project, it supports the Line of Life charity fund for seriously ill children. It also provides charitable assistance to SPB GSUSO boarding school for children with mental disabilities # 4 in Pavlovsk and supports the Razvitiye charitable foundation.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Compared to 2015, the number of facilities sold on the site has increased by 46%. At the end of 2016, company auctions for the sale of federal property provided 83.5% of the planned budgetary assignment of the Federal Property Management Agency for Privatization. The budgetary goal for revenues from the privatization of medium-sized companies in 2016 was RUB 8.5 billion. Of this amount, RUB 7.1 billion was received on the basis of trading in the Auction House of the Russian Federation.





33/1 Kronstadtskaya St., Perm 614081 +7 (912) 58 31 159 rtmperm@gmail.com

GENERAL COUNCIL

RUSSIAN TECHNOLOGIES
OF MECHANICAL ENGINEERING
LLC



9 people



Aleksey Shatrov Cofounder



The design and and assembly of progressive metalworking equipment. The basis of its ideology is that "there is no longer just the machine—there is the automated production complex." This complex includes machines; automated loading/unloading systems; automated systems for cleaning and rinsing parts; automatic control, and automated warehouses. The use of an integrated approach makes it possible to make the production and manufacturing industry more cost-effective.

# **COMPANY**HISTORY

The company was founded in 2015 as a member of the Laboratory of New Technologies LLC group. It specializes in the transfer of machine-tool technologies for equipping civil and special purpose production facilities. Currently,

preparations are underway to begin the production of equipment for full production cycles in Perm krai.

### >>> REGIONS OF PRESENCE

The company is located in Perm.

# >>> ENTERPRISE DYNAMICS AND PROSPECTS

Establishment of production for equipment for full production cycles in Perm Krai by 2019. Planned annual output of at least 15 industrial metal processing complexes.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Activities of the integrated National Technological Initiative program.

# SALES GEOGRAPHY The main area of sale for manufactured products: the domestic market of the Russian Federation. There are plans to expand the sale of products to CIS and other countries.





7 Malyy AfanasyevskiyPereulok, Moscow 125599 +7 (499) 110-10-95

www.support-partners.ru cvldsupport-partners.ru

# SUPPORT PARTNERS KPI LLC







Konstantin Borisov CEO



The company headhunts for top executives and middle managers in Russian businesses, foreign companies, and state corporations. Our clients work in various sectors of the economy, from energy, oil and gas to the production and sale of food products, and from retail trade to the high-tech sector.

# **REGIONS**OF PRESENCE

Moscow.

### **INTERNATIONAL PRESENCE**

The company is a member of the IRC Executive Search Association.

# >>> ENTERPRISE DYNAMICS AND PROSPECTS

In 2017, revenue growth was 40%, and productivity went up 40%





### **ADDRESS**

2/7 Akademika Anokhina, St., Moscow 119602 +7 (495) 540-49-27 www.seendex.ru info@seendex.ru

### GENERAL COUNCIL



**SEENDEX LLC** 

 $25_{\text{people}}$ 



Aleksandr Rabinovich Coowner



The company was created in 2014 by experts in developing complex strategies and information and analytical systems for managing complex social facilities in real time. Digital economy on the basis of machine learning, artificial intelligence, and collective intelligence management technologies is the key area of development.

# **REGIONS**OF PRESENCE

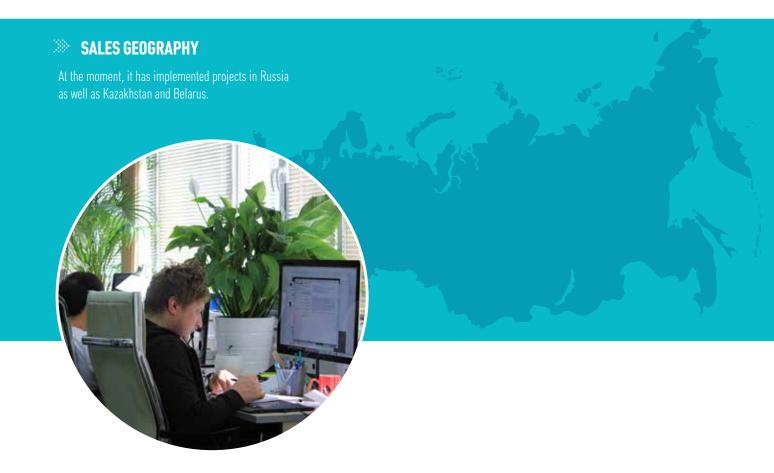
The company's head office is located in Moscow.

# INTERNATIONAL PRESENCE

At the moment, projects have been implemented in partnership with Kazakhstan and Belarus.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It participates in major forums, such as SPIEF, as well as various HR technology summits.







7 Germana Titova St., Barnaul, Altai Krai, 656023 Phone: (3852) 29-03-10, 34-56-37 info@csort.ru

www.csort.ru





WORKPLACES

100 people



Maksim Savinkov Director, Owner



### **INTERNATIONAL PRESENCE**

CSort representative offices are in Germany (Dresden), Bulgaria (Veliko Tarnovo), Poland (Poznan), Czech Republic (Olomouc), Iran (Shiraz), and Ukraine (Rivne, Kharkov). The equipment supplied to 20 countries is certified according to EEA and the EU standards.

CSort is the Russian leader in the production of photo separators and produces equipment for sorting bulk products. It is part of the Rosspetsmash association and the Altai cluster of agrarian engineering. The line of devices developed by the company includes Zorky, Optima, and SmartSort.

### COMPANY HISTORY

In 1995, Maksim Savinkov owned a small plant for the production of sunflower oil. To improve the quality of its products, the company ordered the first color sorting machine in Russia from abroad. This acquisition eventually led to a change in the profile of the enterprise, thus CSort was established in 2007. Since then, more than 600 CSort color sorting machines have been produced.

### >>> REGIONS OF PRESENCE

The company's head office and production facilities are located in Barnaul, with representative offices in Novosibirsk, Krasnodar, and Samara.

### >>> AWARDS AND ACHIEVEMENTS

Winner of the Zolotoy Merkury regional competitions in the Best Small Enterprise in Innovation category, Kommersant of the Year in the Import Replacement category, and winner of the National Business Success Award in the Best Export Project category. The director of the company was named Best Entrepreneur in Altai Krai 2016, with CSort winning Best Exporting Enterprise 2016.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

AGRITECHNICA (Germany), SIMA (France), TechAgro (Czech Republic), IDMA (Turkey), InterAGRO (Ukraine), AgriTek (Kazakhstan), Uzbekistan Agrominitech Expo (Uzbekistan), and others.

### **SOCIAL RESPONSIBILITY**

The company supports young Altaic athletes and various educational events and promotes the popularization of working professions. Every Thursday at the enterprise, there are free tours held for anyone interested. The company actively cooperates with the universities of Altai Krai, and implements the CSort Academy project.



### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the company opened seven representative offices abroad, doubled its export volume, increased staff by one third, and launched the modern JobShop metalworking center. In the near future, the company plans to enter the market of the Asia-Pacific Region. In 2017, CSort will demonstrate the color sorting machines of its own production at an exhibition in the USA.





46 Tekstilshchikov St., Kostroma 156000 +7 (4942) 39-09-10 www.sovcombank.ru smi@sovcombank.ru

### GENERAL COUNCIL

### **SOVCOMBANK PJSC**

TURNOVER
2016
42 RUB
Billion





Dmitriy Gusev Chairman of the Management Board



A universal Russian bank with its head office in Kostroma. General license of Bank of Russia No. 963 dated December 5, 2014. Included in the Top 20 Russian banks in terms of net assets and manages a network of 2,150 offices and branches in 75 regions of Russia. It is rated high by international experts, including B+/stable (Standard & Poor's), Ba3/stable (Moody's), BB-/stable (Fitch Ratings), and ratings of Russian agencies: A- (ACRA) and ruA- (Expert RA).

# COMPANY HISTORY

In 1990, Buykombank was founded in Buy, Kostroma Region, and later changed its name to Sovcombank. In 2003, the head office was moved to Kostroma. By 2005, it had obtained a general license from the Bank of Russia. In 2007, it joined the

Regional Credit Siberian bank and the ARKA network of credit agencies. Since 2013, it has successfully conducted more than 10 mergers and acquisitions on the banking market, thus it rose from 48 to 17 in bank rankings in terms of net assets.

### AWARDS AND ACHIEVEMENTS

Winner of the national Financial Elite of Russia 2017 award in the Development Dynamics category and Bank of the Year on the Debt Market. Sovcombank places regularly in the IA Cbonds Rankings: in 2016, the bank took 4th place among organizers of the market placements of bonds in the consolidated ranking of market issues in terms of volume of issues, and 1st place among the organizers of secondary bond placement. The company is also among the ten most client-oriented banks in the People's Rating portal of Banki. ru (7th place).

# **REGIONS**OF PRESENCE

The bank's services and products are available to customers in 1,059 cities and towns in 75 constituent entities of the Russian Federation as well as all adult citizens of Russia through the Internet banking system.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Active participation in key financial and economic forums and conferences such as SPIEF, the International Financial Congress, the Sochi ARBR Forum—Russian Banks in the 21st century, Finopolis, the Moscow Economic Forum, Cbonds Bond Congress, and others.

### SOCIAL RESPONSIBILITY

with numerous charity programs. One particularly beloved company tradition is the "Don't forget to say thanks to our veterans!" program hosting events for war and labor veterans, their relatives and friends. Residents of many Russian cities also celebrate City Days and other holidays together with the bank every year.





41 Frunze St., Office 19, Simferopol, Republic of Crimea 295017



### SOLO LLP



2010: 333



TAXES RUB million

2016: 3.3 2017: 4.3



Aleksandr Malakhov President



The developer and customer of construction for a unique apartment complex located on the southern coast of the Crimea in the village of Partenit. The capacity of the complex includes more than 300 comfortable "5-star" rooms. The complex also features all the infrastructure needed for rest and rehabilitation.

# **COMPANY**HISTORY

Solo LLP was founded in 2007.







23/15 Avtozavodskaya St., Moscow 115280 Phone: +7 (495) 989-20-98, +7 (495) 984-31-50

office@paffst.com www.paffst.com Instagram: @paffst1

PRODUCTION
ASSOCIATION
FIREFIGHTING SPECIAL
TECHNICS
LTD





TURNOVER RUB billion

2016: 2.02 2017: 1.52



TAXES RUB million

2016: 220 2017: 200



Yegor Bliznov CEO



SOCIAL RESPONSIBILITY

PA FFST actively cooperates with educational institutions in Moscow, involving students and young labor and engineering specialists in practical internships in its facilities.

Production Association FireFighting Special Technics Ltd is the leading Russian manufacturer of fire and specialized equipment. The production facilities of the enterprise have capacities of up to 300 units of equipment per year. Since the start of production, more than 1.2 thousand road vehicles have been manufactured and are currently operatung in fire departments and other sites throughout 350 cities of Russia and seven countries of the world. Up to 90% of components are produced by Russian partner enterprises.

### COMPANY HISTORY

The company was founded in 2009 in partnership with the world leader in the production of fire equipment, Austrian concern

Rosenbauer International AG. Since 2009, the Production association has been implementing an import substitution policy. Since it started operations, the production of 16 models of firefighting, rescue, and aerodrome vehicles has been established—from heavy tank trucks to small rapid fire response cars and mobile extinguishing systems.

### **REGIONS OF PRESENCE**

The production sites of the enterprise are located in Moscow and Simferopol.

### AWARDS AND ACHIEVEMENTS

PA FFST has been repeatedly awarded diplomas and medals for the international Integrated Safety showroom for the creation of a line of fire trucks and individual equipment models. The quality of its products is confirmed by Certificate of Fair Supplier No.

2526 (December 2013). One of the vehicle models is included in the List of Innovative and High-Tech Products dated March 25, 2016.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

PA FFST annually takes part in the most important industrial exhibitions and large economic forums, such as YAEF, Innoprom, and Agromash, as well as in specialized business events, including the International Integrated Safety and Security Exhibition (ISSE), Days of Advanced Technologies and Innovations Ministry of Emergency Situations and Ministry of Internal Affairs, Forest Protection and other exhibitions, the Army exhibition (Kubinka), International Aerospace Show (Zhukovsky), Security. Crimea exhibition (Yalta, Crimea), and others.

### SALES GEOGRAPHY

The company sells its products on the Russian market and has experience exporting to seven countries: Cuba, Jordan, Tunisia, Cameroon, Nicaragua, Serbia, and the DPRK. The company's after-sales service specialists handle after-sales vehicle support for the entire warranty period (2 years) in full.



150 people









8/1 Malyy Tolmachevskiy Pereulok, Office 1 Moscow 117420 +7 495 959 12 15, + 7 903 960 73 74 Taress@bk.ru

### GENERAL COUNCIL



TARESS LLC



Sergey Pronin CEO

The company was founded to provide economic security consulting services to legal entities and to a lesser extent to individuals. The company advises on legislative acts and law enforcement practices as well as provides practical assistance by representing clients addressing even the most complex and nonstandard problems related to the recovery of debts in pretrial, enforcement orders, and in other circumstances.

# **COMPANY**HISTORY

The company was founded on February 23, 1999, in Moscow by a group of former employees serving in the bodies of the Federal Tax Police and members of their families. The company was named TARESS because it initially specialized exclusively in carrying out activities related to the search,

seizure, evaluation, and sale of debtor property.

### >>> REGIONS OF PRESENCE

It works with clients from many different regions of Russia and cooperates with residents of other countries, first and foremost with enterprises of the meat and dairy industry of the Republic of Belarus.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually visits and participates in various forums, exhibitions, and conferences. For example, in the Prodexpo international forum, the largest in Russia and Eastern Europe; annual conferences organized jointly by the Chamber of Commerce and Industry of the Russian Federation and Federal Tax Service, as well as scientific and practical conferences,

board meetings and meetings held at the Federal Bailiff Service.

### >>> SOCIAL RESPONSIBILITY

It provides assistance on a permanent basis to the Kuznetsky Most charitable foundation under the leadership of the Hero of Labor of Russia, People's Artist of the USSR, and State Duma deputy I. Kobzon. The Foundation supports young talented performers as well as provides assistance to veterans of the bailiff service and their families in need. It provides aid to rehabilitation centers, children's institutions, large families and disabled residents of Ulyanovsk Region.







Microdistrict 4, the village of Mosrentgen, 41st km of the Moscow Ring Road, Moscow +7 (495) 727 23 55 info@teplosten.ru

# RESEARCH INSTITUTE OF THE CONSTRUCTION INDUSTRY— TEPLOSTEN RESEARCH INSTITUTE



Valeriy Leshchikov CEO



The institute specializes in the development and implementation of high-speed house construction technology. A method for building next-gen housing, heat-efficient block technology for the shortest construction times and a new construction material as well as equipment for the automated production of heat-efficient wall blocks. For 17 years, more than 17 million sq.m of housing has been built using this technology across the country.

# **COMPANY**HISTORY

The Institute was established in 2001 to study advanced domestic and foreign technologies, design and manufacture the latest equipment for the production of modern construction materials used in the creation of next-gen residential properties.

### >>> REGIONS OF PRESENCE

Plants for the production of Teplosten blocks are located in more than one hundred cities of Russia.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

Regular participation in regional and international exhibitions.

### AWARDS AND ACHIEVEMENTS

Medal of the laureate of the Elite World Informationologists contest of the International Informatization Academy.

### **SOCIAL RESPONSIBILITY**

The company has built more than ten chapels, and the Church of St. Valeria and St. Angelina







24G Kuybysheva St., Vladimir 600035 +7 (495) 744 34723 www.termolazer.ru oleg@tonap.ru

### TERMOLASER LLC

TURNOVER RUB million 2016: 6 2017: 300

INVESTMENTS
RUB 143 million



Dmitriy Chukhlantsev Cofounder



The company offers the market a line of automated laser complexes for the thermal hardening of large-sized products, products in the form of revolution solids, as well as the inner surface of cylindrical products. It also provides laser thermal hardening services and engineering services for the introduction of laser technologies in the production processes of customers.

### COMPANY HISTORY

It was established in 2010 to develop and bring laser equipment to the market. A team of specialists with competence in machine tool construction and laser work has been formed. At the first stage, a powerful 5 kW laser was developed, after which a laser

line was created on its basis. The company is a resident of Skolkovo. Since 2016, the market has been offering laser thermal hardening services and since 2017 has been actively selling equipment.

### >>> REGIONS OF PRESENCE

The main production unit is located in Vladimir, and there is also a representative office in Moscow.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

Metalworking, Photonics, Army, Machine Tool Building, as well as forums dedicated to plants of the future.

### INTERNATIONAL PRESENCE

It offers equipment for the laser processing of metal parts for export and has plans to develop a network of production and engineering centers abroad. Priority countries include China, India, South Korea, Japan, and Kazakhstan.



### **ENTERPRISE DYNAMICS AND PROSPECTS**

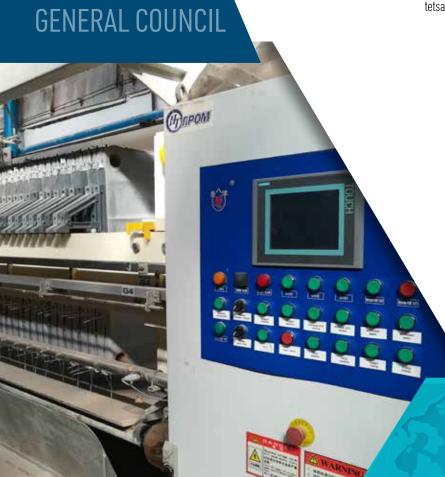
In 2017, the company moved entirely to the production phase from R&D, and the company's performance indicators changed.





Territory of the Sugar Plant, the village of Tetkino, Glushkovsky District, Kursk Region 307490 +7 (471) 277 00 78 tetsax@inbox.ru

# TETKINSKIY SUGAR PLANT LLC





Oleg Tyurpenko Owner



One of the oldest of its kind in Russia, this company began with a typical sugar refinery built in 1849. But as early as in 1861, thanks to the famous industrialist N. Tereshchenko, the first production facilities appeared and are still in operation. It is located in the Glushkovskiy District, and is one of the largest enterprises of Kursk Region for the production of white sugar, with a designed processing capacity of 2.4 tons of sugar beets per day.

# **COMPANY**HISTORY

The factory was purchased by METALSERVICE group during the recession of 2008, in an unusable and dilapidated state. From 2009—2014, the first stage of the large-scale reconstruction of the enterprise was carried out, upon completion of which the capacity of the plant increased to 2.7 thousand tons

of sugar beet processed per day. In the 2016 production season, 330.89 thousand tons of sugar beet was processed, and 39.25 thousand tons of sugar was produced.

### REGIONS OF PRESENCE

Kursk.

### SALES GEOGRAPHY

Domestic market and countries of the Eurasian Economic Union.

# AWARDS AND ACHIEVEMENTS

The enterprise has been awarded numerous awards in the agroindustrial and sugar industries.

### **SOCIAL RESPONSIBILITY**

Social investments and charitable programs have become a traditional part of the plant's strategy. Each of the corporate programs of the company is specifically targeted. The company pursues sponsorship programs, supports Russian athletics and traditional charities, such as supporting religious institutions, as well as social investment programs—for example, supporting orphanages and educational institutions.







31 Molodogvardeytsev St., Chelyabinsk 454021 Phone: 8 (351) 220-33-73 www.itpark74.ru info@itpark74.ru

# **TECHNOPARK** OF INFORMATION





TAXES RUB million 2016: 165

2017: 83



Maksim Sudakov Chairman of the **Board of Directors** 



Technopark is an investment project of RVC Infrafund and private investors created with the support of the government of Chelyabinsk Region and the Ministry of Information Technologies of the Chelyabinsk Region. Its mission is the development of the regional IT industry and entrepreneurial activity in this area. It includes a coworking zone, business incubator, office facilities, a modern conference room, etc.

### **COMPANY**HISTORY

Technopark began work on January 11, 2016, and the official opening ceremony was held April 19, 2016. Since then, it has held IT Park Harvest, @ Startup-Sabantuy, a business meeting on the Protection of Intellectual Property in IT Projects, BAUR

Factor, a meeting of the Meteorit club of IT Directors, round tables on strategic issues, training practical courses and seminars, business games, and master classes. It has coorganized and partnered with the Business and IT and Information Society-2016: Smart Region. Safety and Innovation forums.

### >>> ENTERPRISE DYNAMICS AND PROSPECTS

Technopark today is an entire ecosystem for the development of IT startups. The park develops communities of IT entrepreneurs, IT experts, mentors and investors, helps projects interact with the government, industrialists and businesses of the region, applies the best international practices of technology parks, conducts a large number of educational events, and attracts funds from Skolkovo, Bortnik, FREI, and other development institutions.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The Harvard Club (USA), delegations of the People's Republic of China, Skolkovo, Foundation for the Development of Internet Initiatives, and other partners.





ИНТЕРШТАМП



10/4 Zagoryevskaya St., Moscow 115598 11/1A Ordzhonikidze St., Moscow 115419 +7 (495) 660 12 27 www.interstamp.ru print@interstamp.ru

# **INTERSTAMP**





TURNOVER RUB million

2016: 55 2017: 100



TAXES RUB million

2016: 2.3 2017: 5



Sergo Grigoryan Founder



For more than 7 years, the company has been successfully producing and selling a wide range of advertising and printing products, including digital, offset, wide-format, interior printing, souvenir, and outdoor advertising.

### **COMPANY**HISTORY

It was founded on May 25, 2010. In 2017, the printing house expanded its production line and transitioned to the format of an advertising and production company, which performs a full range of works for the needs of the advertising market. Over 7 years of work, more than 1,500 organizations have become our regular customers. The company's goal is to work with the B2B segment to perform any tasks, from the creation of an idea to bringing it to life.

# >>> REGIONS OF PRESENCE

Manufacturing enterprises are located in Moscow.

### >>> ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, revenue doubled compared to the previous 12 months amounting to RUB 55 million.





10 people







22 Gubkina St., Omsk 644035 Phone: +7 (3812) 29-95-55, 35-69-31

info@titan-omsk.ru



### TITAN GROUP JSC







Mikhail Sutyaginskiy Chairman of the Board of Directors, Founder



### **SALES GEOGRAPHY**

The company sells its products both domestically and abroad. The export geography includes more than 30 countries of the world, including Belarus, Kazakhstan, China, Poland, Uzbekistan, Finland, the Baltic countries, South America, and others.

Titan Group is a leading business in Siberia and one of the key investors in Omsk Region. It includes petrochemical, agroindustrial, and roughly 20 infrastructure enterprises. The range of products and services includes about 200 items. Its total volume of production exceeds 500 thousand tons per year.

### >>> COMPANY HISTORY

The Group was established in November 1989. In 1994, the company's specialists implemented an innovative project to produce methyl tertiary butyl ether. Today, this installation remains the largest single company in the country producing ether. Since 2005, a new stage in the company's development began. The company built its own thermal power plant in record time. Since 2010, Titan has been developing its cluster type

production. In 2011—2015, the pig-breeding complex, meat-packing plant, and feed mill began operations. In 2013, the polypropylene plant was put into operation.

# >>> REGIONS OF PRESENCE

Manufacturing enterprises are located in Omsk Region.

### >>> AWARDS AND ACHIEVEMENTS

The Grand Prix for Contribution to the Development of the Petrochemical Industry of the Russian Federation (2005). Diplomas from the One Hundred Best Goods in Russia contest (2008—2016). Titan Group has repeatedly been awarded with the Best Russian Exporter prize. In 2016, the company was among the best employers of Russia, having won the Russian Organization of High Social Efficiency competition.

Winner of the All-Russian Ecological Development—Evolution Awards established by the Ministry of Natural Resources of the Russian Federation in the "best producer of environmentally efficient equipment" category (2014). Winner of the Ministry of Culture of Omsk Region Patron of Culture contest.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Titan Group annually takes part in the largest business forums, including SPIEF, RIF Sochi, and in industry-related scientific and practical conferences, such as Petrochemistry of Russia and the CIS, Polypropylene, Rubbers, Tires, Rubber Technical Goods, the Russian-German feed conference, various exhibitions, and other prestigious events.

### SOCIAL RESPONSIBILITY

Since 2010, together with the Omsk Region Museum of Fine Arts, the company has been implementing a project where a collection of films about the museum's collections has been published, and interactive exhibitions such as Chemistry and Art, Habitat. Man in the Big House, and others have been organized. With Titan Group's support, research works on the history and culture of the region have also been published. At the initiative of the company, an audiobook titled Chest of Stories. Omsk Writers for Children has been published. It sponsors the Academy festival, supports children's sports in Omsk and the region, cooperates with the Omsk diocese, and patronizes schools of Omsk Region. In 2016, the company became the general sponsor of the World Dance Championships.





### ENTERPRISE DYNAMICS AND PROSPECTS

At the end of 2016, Titan increased its share in the production of butadiene-methylstyrene rubbers from 22% to 26%, becoming one of the largest producers of methylstyrene-butadiene rubbers in Russia. In terms of the share of consumption in the Russian market, the company ranks 1st among manufacturers of methylstyrene-butadiene rubbers with a 36% index and also among the three largest exporters of butadiene-methylstyrene rubbers in Russia, as in 2016 the share of supplies abroad has more than doubled, from 7% to 15%.





Leningradskiy Prospekt, Moscow 125468 +7 (495) 744 34723 www.tonap.ru info@tonap.ru

### GENERAL COUNCIL



INVESTMENTS
RUB 250 million

WORKPLACES

100 people



Dmitriy Chukhlantsev CEO, Founder



### **INTERNATIONAL PRESENCE**

It operates mainly in Russia, but individual projects also penetrate into the global market.

The group specializes in investing in industrial innovation projects and manages its own and partner funds. Its main focuses include venture investment and the formation of the Plazar Center for Laser-Plasma Technologies holding, which unites a group of projects in the field of laser, plasma, and additive technologies.

### COMPANY HISTORY

It was formed on the basis of the interest of its founders in breakthrough machine building technologies, first and foremost, aircraft building. First, a consulting division and leasing company were opened. In 2006, the venture company TONAP-Venture was then founded. The company's portfolio now includes 20 companies. In 2016, the creation of the Plazar Center for Laser-Plasma Technologies was started.

### >>> REGIONS OF PRESENCE

The headquarters is located in Moscow. Regions of presence: Moscow and Moscow Region, Vladimir Region, Ryazan Region, Saint Petersburg, Tomsk Region, Sverdlovsk Region.

### >>> AWARDS AND ACHIEVEMENTS

Diploma for significant contributions to attracting investment in the regions of Russia, the Chamber of Commerce and Industry of the Russian Federation, a letter of acknowledgment from the American Chamber of Commerce in Russia, a certificate of the Russian Union of Industrialists and Entrepreneurs, a diploma of the Russian Public Commission and Order of "The Honorable Badge of Peter the Great" for significant contributions to the development

of the regional economy, diploma of the "For contributions in the development of the economy and investment policy of Russia," medal of the High Technologies of the 21st Century forum, and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company is a regular participant in venture investment events.

### **SOCIAL RESPONSIBILITY**

Right to the Future—the website 8 Lives, the Volunteers to Help Orphans chairty fund, Region without Orphans resource, and the Illustrated Books for Young Blind Children charity fund.







7 Universitetskaya St., Surgut, Tyumen Region 628403 Phone: +7 (3462) 24-50-64 www.trest-zsgs.ru info@zsgs.ru

ZAPSIBGIDROSTROY TRUST LLC



RUB 10 billion





Aleksey Viktorovich
Goncharov
Director
of Business Development,
Member of the Board of
Directors



ZSGS Trust specializes in hydraulic engineering and transport construction. The trust consists of six divisions, including two pipe pile plants. The company has implemented more than 200 projects in different regions of Russia, including sea and river ports, coal terminals, berths for unloading large-capacity equipment, coastal infrastructure for the needs of oil and gas and energy corporations, bank protection, embankments, and bridge structures and transport interchanges.

# COMPANY HISTORY

The trust was established on September 28, 1977, by the order of the Ministry of Construction of the USSR to solve transport problems of the oil and gas complex in Western Siberia. In 1977—1984, hydraulic engineers of the trust commissioned launch

complexes in the ports of Nadym, Urengoy, Sergino, and Nizhnevartovsk. In the early 1990s, the company began research and development on the production of pipe-pile with its own types of lock joints. Since then, 24 patents have been obtained.

### **REGIONS**OF PRESENCE

Surgut and Samara.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

The company is a regular participant of oil, gas and energy forums and events focusing on infrastructure construction. ZSGS participates annually in international exhibitions, including Arctic—Territory of Dialogue and Atomexpo. Company specialists also participate in conferences and forums such as SPIEF, KEF, WEF, Port

Infrastructure, Infrastructure Projects of Russia, and others.

### SOCIAL RESPONSIBILITY

ZSGS Trust provides assistance to veterans and the disabled. As part of the resettlement program for northerners, the company built a cottage community in the village of Nikolaenko, of the Apsheron District of Krasnodar Krai. Since 1991, engineering communications have been contructed along with 110 houses, a secondary school, a sports center, an outpatient clinic, a post office and bank, and a church with a Sunday school.



### ENTERPRISE DYNAMICS AND PROSPECTS

While by 2013 the volume of produced pipe-pile at ZSShK No. 1 did not exceed 8 thousand tons per year, in 2016, thanks to the opening of the second plant in Samara, the modernization of production lines at the Surgut plant, and the participation of ZSGS in the construction of several large projects, the production of pipe-pile now exceeds 15 thousand tons.





23 Osenny Boulevard, Moscow 121609 Phone: (499) 703-30-08 www.tessholding.ru info@tessholding.ru (общий) verukhinamv@tessholding.ru (Maria Verukhina)

**TESS JSC** 

TURNOVER
2016
RUB 2.1 billion





Aleksandr Kholdin CEO



TESS, established in 2004, is one of the largest Russian energy service companies. The company provides maintenance services as well as all types of repairs, reconstruction, modernization, design and construction of energy facilities and energy audits. TESS is constantly increasing the efficiency of its activities, developing new types of services and applying modern technologies.

### **REGIONS**OF PRESENCE

Member companies of TESS Group operate in the Urals, Siberian and Northwestern federal districts as part of TESS JSC, TESS Siberia LLC, TESS Energoeffekt LLC and TESS Yugra LLC. The group successfully cooperates with leading Russian and foreign manufacturers of electric power equipment. The enterprise has implemented and maintains an integrated quality management system that meets the international standards of ISO 9001, ISO 14001, and OHSAS 18001.

### >>> AWARDS AND ACHIEVEMENTS

Award in the "most successful partner of SiburTyumenGaz JSC in OHSE" category [2016].

### PARTICIPATION IN EXHIBITIONS AND EVENTS

Business Russia congress on October 18, 2016, with the participation of president Vladimir Putin. International Conference on Information Security with the participation of SCO, BRICS, and CSTO.

# SOCIAL RESPONSIBILITY

TESS is engaged in charitable activities, such as support for the Energy of Life charitable foundation, and projects related to education, culture, art, and the spiritual improvement of society.





 $700_{\text{people}}$ 







2/1 Novodmitrovskaya St., Moscow 127015 5 Radischeva St., Kursk 305000 Phone: (495) 661-04-20 www.unica-enq.com info@unica-eng.com

# **UNICA**

**ENGINEERING LLC** 



TAXES RUB million 2016: 54 2017: 100



Oleg Malakhov CEO



The company provides a full range of engineering services for civil and industrial projects with complex engineering systems. It has its own staff with many years of international experience designing engineering systems and technological and construction solutions. The company's portfolio includes more than 100 projects implemented for over 70 clients.

### **COMPANY**HISTORY

UNICA Engineering was founded in 2007 in Moscow. It all started with the creation of ventilation and cooling systems. In 2012, it started concluding contracts as a general designer and general contractor organization. In 2013, a representative office was opened in Kursk, and a year and a half later another was opened in Karaganda (Kazakhstan).

### >>> REGIONS OF PRESENCE

The company's offices are located in Moscow, Kursk, and Karaganda, but it also provides services throughout Russia and CIS countries. It has implemented projects in Kazakhstan and Georgia. The company managed full-cycle services for the design as well as supply and installation of pharmaceutical production facilities and warehouse complexes.

# AWARDS AND ACHIEVEMENTS

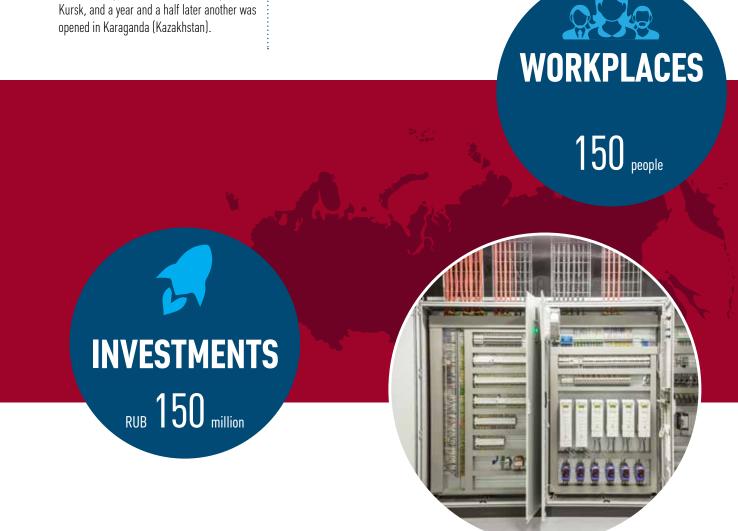
Careful Employer (2015, 2016), Best Business (2016), Best Technical Solution of Pharmtech (2014), finalist of the Entrepreneur of the Year competition according to EY (2016).

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in the major international exhibition Pharmtech & Ingredients, Srednerussky economic forum, and other specialized exhibitions and forums.

### **SOCIAL RESPONSIBILITY**

UNICA Engineering is engaged in charitable activities and actively helps the regional specialized Children's Home in Kursk, takes an active role in social projects in Kursk Region, and sponsors the Kursk volleyball team.





### **ADDRESS**

12 Tulskaya St., Zlatoust, Chelyabinsk Region, 456208 Phone: (3513) 66-66-44 infoldooo-ferrum.ru www.ooo-ferrum.ru

FERRUM-S LLC

TURNOVER
2016
RUB 259 million





Anton Kovalev Owner



The plant specializes in the production of industrial equipment for ventilation and air conditioning systems. Specialists of the company focus on the commissioning and supervision of industrial ventilation systems with varying levels of complexity. The equipment of the enterprise is used in several thousand facilities. The company has been audited by EPC contractors TechNip (France), LindeAG (Germany), and Total.

### COMPANY HISTORY

It is part of Ferrum group. The manufacturing enterprise was founded in 1991, and its main products are high-tech ventilation equipment. In 2003, the site for the production of fire fighting valves and other network ventilation

equipment was put into operation. In 2008, the workshop for manufacturing central air conditioners was built.

### >>> REGIONS OF PRESENCE

The production facilities of the enterprise are located in the city of Zlatoust, Chelyabinsk Region.

# >>> AWARDS AND ACHIEVEMENTS

Silver certificate from the World of Climate international specialized exhibition (2012). National certificate of Leader of Industry (2015).

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Ferrum-S annually takes part in major forums, such as the International Economic Forum, as well as in specialized business events. In 2017, as part of a delegation from Chelyabinsk Region, it took part in a business mission to India dedicated to the 70th anniversary of trade relations.

### SALES GEOGRAPHY

Customers of the Ferrum-S plant are the largest Russian enterprises in the oil and gas, metallurgy, and nuclear industries as well as CIS enterprises. The company has participated in the Vankorneft, Yamalgazinvest, Caspian Pipeline Consortium, Surgutneftegas projects, and another 30 of the largest projects in Russia. In 2016—2017, it has been supplying equipment to ZapSib-2.





### **ENTERPRISE DYNAMICS AND PROSPECTS**

Over the last year, two production complexes were put into operation, increasing the staff by 57 specialists.





12/2 Pevyy Truzhennikov Pereulok, Moscow 119121 +7 (495) 120-28-51 www.icgfirst.ru org@icgfirst.ru

# GENERAL COUNCIL

### FIRST GROUP





2017: 20



Aleksey Poroshin Managing Partner



Attracting various types of financing, asset valuation, preparation of investment projects, building project management systems, developing organization management strategies, M&A transactions, auditing, operations with distressed assets, designing turnkey projects, developing IT products, operative issue of bank guarantees under Laws 44-FZ and 223-FZ.

### **COMPANY**HISTORY

The group was founded in early 2007 by the heads of bank units with experience in project and debt financing and investment design. Hundreds of large investment projects have been implemented, where commercial organizations as well as banks and state institutions were the customers. The company is an active member and strategic partner for the largest business communities and organizations in Russia.

### REGIONS OF PRESENCE

Its head office is located in Moscow. Among the company's clients are representatives of various regions of the country, including commercial organizations, banks, and state institutions.

# AWARDS AND ACHIEVEMENTS

It was awarded a diploma of the national Golden Phoenix award in the "best offer bank guarantee offer" category.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Russian Investment Forum in Sochi, SPIEF, WEF, and various conferences.

### **SOCIAL RESPONSIBILITY**

It offers students of Russian universities internship opportunities to improve the skills of young specialists. The company acts as a sponsor of various events. For example, in 2017, it is sponsoring a football tournament within the framework of the 15th International Banking Forum. It also sponsors the release of books for children and offers rehabilitation aid for children in need of medical care.



50 people





### ENTERPRISE DYNAMICS AND PROSPECTS

Annual expansion of the product line, customer base, and regions of presence. This year, the company began to develop its branch consulting on the current state of businesses, the adequacy of the concept and prospects for business development, and developing recommendations for optimizing the activities of oil refineries.





4/2 Rastorguyevskiy Pereulok, Moscow 127018

### GENERAL COUNCIL





Fetisov Gleb Owner



Production and distribution of artistic and documentary films, television series, entertainment programs, acquisition and use of rights for films, television programs, and videos. The company was created by producer and entrepreneur Gleb Fetisov. The mission of the company is to produce positive, inspiring and commercially successful movies and programs.

# **COMPANY**HISTORY

Gleb Fetisov has been producing films since 2013. His first projects were the Russian movie "Some Like It Cold," as well as the Hollywood comedy "Chef" (2014). In 2016, his movie "The Duelist" was released. The movie "Loveless" by Andrey Zvyagintsev is included in the main program of the 70th anniversary Cannes Festival in 2017. "Journey to China:

The Mystery of the Iron Mask"—the first-ever Russian-Chinese full-length movie.

### AWARDS AND ACHIEVEMENTS

The movie "Loveless" was included in the main program of the 70th anniversary Cannes Festival in 2017, and ultimately won one of the three main awards—the jury's prize. The film enjoys the support of the leading international distributors around the world.





GENERAL COUNCIL



II-I Floors, 5/2 Generala Karbysheva St., Moscow 123154 +7 (495) 730-75-95 www.fortaero.com ops@fortaero.com

### FORT-AERO LLC

INVESTMENTS
RUB 4.5 billion

WORKPLACES

100 people



Vadim Opryshko CEO



The organization of air transportation as regards business aviation, management of aviation assets, aircraft leasing, maintenance, aircraft trading, investments in airport aviation infrastructure.

# COMPANY HISTORY

The company has been carrying out professional business aviation and aircraft management activities since 1997. Its professional experience operating Dassault Falcon, Gulfstream, Global Express/Challenger, Embraer aircraft is geared towards, the personal servicing of heads of state and private corporations, subsidiaries, and partners. Its offices are located in Estonia, Russia, and Hong Kong.

### **REGIONS**OF PRESENCE

The company's offices are located in Russia, France, USA, Estonia, and Hong Kong.

### AWARDS AND ACHIEVEMENTS

The Gold Award of the Quality Summit Award New York, The Best Taxpayer of the Year, industry leader in the Business Aviation of Russia category for achieving leadership positions in the aviation industry, for effective management organization and a responsible policy towards clients.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF as well as specialized business events for investment and project management.

### **SOCIAL RESPONSIBILITY**

It is actively engaged in charitable activities and participates in the development and involvement of young people in the practical side of its enterprises.



### **ENTERPRISE DYNAMICS AND PROSPECTS**

Its portfolio of clients and projects includes more than 20 permanent corporations and enterprises in Russia. The company's partnership base grows wider every year thanks to its successful participation in procurement, tenders and project and investment activities.





59 Turgeneva St. Khabarovsk 680000 + 7 (4212) 32-44-53, +7 (4212) 32-52-89 www.hlvz.ru secretary@belugagroup.ru











Aleksandr Mechetin Chairman of the Management Board

The largest enterprise in the distillery industry of the Far East. The company production capacity is 2024 thousand decalitres per year, with a share of sales in the krai of 50%. The distillery produces vodka as well as tinctures and bitters featuring Far Eastern herbs, such as Araliyevaya, Khabarovskiy bitters, and Shiroky. A balanced portfolio of brands ensures the enterprise's presence in all price segments.

### **COMPANY**HISTORY

The company was founded in 1881. In the early 1960s, HLVZ produced more than 80 types of vodka; strong, low-moisture bitters and sweet tinctures and liqueurs. In 1994, the Khabarovsk distillery was reorganized as an open joint-stock company. In 2005, the enterprise entered

the Synergia holding company. In 2013, a new warehouse for the storage of alcoholic beverages in Komsomolsk-on-Amur with an area of 1.35 thousand sq.m was put into operation.

### **REGIONS**OF PRESENCE

The distillery is located in Khabarovsk.

# AWARDS AND ACHIEVEMENTS

It has received more than 120 gold and silver medals for its products both at federal and regional exhibitions and fairs. Over the past 5 years, it has won two gold medals in the international wine and vodka contest within the framework of the exhibition in Sochi.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually participates in contests for the Khabarovskaya Marka top food processing enterprise.

### **SOCIAL RESPONSIBILITY**

It provides consistent social support to veterans of the Great Patriotic War and Labor who used to work at the enterprise. Activities and events for employee children are held twice a year. Support is also provided for workers who are currently experiencing a difficult life situation.



### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2015, 861 thousand decalitres were produced, and in 2016, 952 thousand decalitres. The enterprise consistently modernizes and reequips its facilities to manufacture the most modern products.



GENERAL COUNCIL



14/1 Shkiperskiy Protok, Saint Petersburg +7 (812) 291-37-94, fax +7 (812) 291-37-93 info@npp-crts.ru

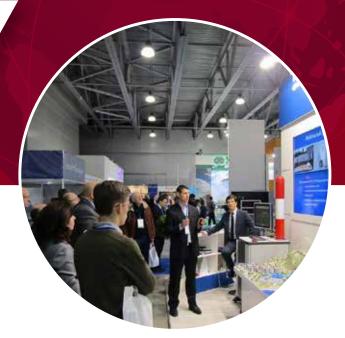




400 people



Mikhail Velikovich CEO, Senior Partner



The company specializes in automatic dependent surveillance, broadcasting and multilateration technologies. Areas of activity and principles of development: radio engineering systems and components, cooperative and no-cooperative means of air traffic monitoring, from antenna systems to software and support of the complete life cycle.

# COMPANY HISTORY

Established in 2011. Today, more than 400 employees work at the development center at two production sites. In 2017, the equipment for the innovative Almanac air traffic monitoring system in the Republic of Cuba (Havana Airport) was completed, as well as

the first implementation of this system in the Russian Federation (Pulkovo Airport).

### >>> REGIONS OF PRESENCE

Its production enterprises are located in Saint Petersburg.

### **INTERNATIONAL PRESENCE**

CIS countries, Cuba.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

National Aviation Infrastructure Show (NAIS), Transport Week, etc.

### **SOCIAL RESPONSIBILITY**

The development of programs for cooperation with major technical educational institutions of Saint Petersburg and the invitation of talented students for internships in a unique development center, where advanced ideas in radio engineering for monitoring air traffic are born. For young specialists interested in production, the doors are also open in the company's production divisions. This is where the development of a concept transforms into a product ready for delivery.





GENERAL COUNCIL



19/4 Leninskaya Sloboda St., Moscow 115280 Phone: +7 (495) 787-6090, +7 (495) 787-6099 www.shtrih-m.ru info@shtrih-m.ru

SHTRIH-M GROUP







Andrey Zhuravlev President



The development and production of cash registers and high-tech business automation systems, including for transport and commerce. A domestic manufacturer with 30 years of experience in trade automation in Russia develops and implements the most advanced innovative technologies.

### COMPANY HISTORY

The history of the group dates back to 1987, starting with the development and manufacturing of cash registers. In 1997, the manufacture of cash register equipment with fiscal memory begins. In 2004, cryptographic protection and crypto journal-protected electronic cash register tape are integrated in its cash register equipment models. The company holds a 40% market share in the cash

register equipment segment. To date, it is the largest holding company owning four plants in the Central Federal District. The partner network includes more than 600 authorized organizations and over 1,500 service centers in Russia and the CIS.

### SALES GEOGRAPHY

Its products are sold both on the Russian market and exported to CIS countries, Europe, South America, Africa, and the Persian Gulf.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in major forums, such as SPIEF, as well as specialized business and industry events and leading international industrial exhibitions.









**GENERAL COUNCIL** 



24 Timura Frunze St., Moscow 119021 +7 (495) 730-74-20 www.evotor.ru

info@evotor.ru

**EVOTOR JSC** 

WORKPLACES

187 people



Andrey Romanenko Cofounder, CEO



IT developer of automation solutions for small businesses. The company's main product, the Evotor smart terminal, is a compact online cash register. A pinpad for bank cards, bar code scanner, cash drawer, scales, and other devices can be attached. The EvoSto application store is a remote way to extend the functionality of a smart terminal. Integration with 1C, powerful commodity accounting systems, cloud accounting, loyalty programs, remote access, SMS packages for sending checks to customers, etc.

# **COMPANY**HISTORY

A joint venture of Sberbank, Andrei Romanenko, and ATOL group (company presentation date: June 8, 2016), which produces and sells smart terminals. The brand name contains the main

idea of the project, where "Evotor" means the evolution of trade.

### >>> REGIONS OF PRESENCE

The smart terminals are manufactured at the QUANT plant in Zelenograd.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, VEF, KEF, Innoprom, Forum of the Federal Tax Service, and others.

# >>> ENTERPRISE DYNAMICS AND PROSPECTS

Over its first year on the market, it sold more than 110,000 smart terminals and released more than 100 applications for automating the business of small entrepreneurs. The company's plans are to sell 500 smart terminals, occupy 30% of the Russian market, and enter the international market.

### SALES GEOGRAPHY

The channels of sales of smart terminals in Russia (as of August 2017): a network of 400 partners across the country; banks, retail chains, external software and application developers; direct sales to large corporate clients.









2/25 Ugreshskaya St., Moscow 115088 ecospas@ecospas.ru









2010. 232



Gennadiy Korotkin Chairman of the Board of Directors



The company renders services providing full-cycle security measures (response to oil and oil product spills, emergency rescue operations, fire safety, industrial and environmental safety) in Russia and abroad.

### **COMPANY**HISTORY

ECOSPAS was established in 1996 on the initiative of the Ministry of Emergency Situations of Russia and by the decision of the interdepartmental government commission to ensure environmental safety in oil producing, processing, and transporting enterprises in Russia.

ENTERPRISE DYNAMICS AND PROSPECTS

### >>> REGIONS OF PRESENCE

The center has 60 branches from Kaliningrad to Vladivostok.

# AWARDS AND ACHIEVEMENTS

The company has been awarded many departmental diplomas.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

ECOSPAS annually takes part in major forums, such as SPIEF, VEF, KEF, as well as in specialized business events.

### SOCIAL RESPONSIBILITY

The Ecospas Center is actively involved in charitable activities, is a member of the Board of Trustees of the Sluzhu Rossii All-Russian Public Movement, supports socially significant events, and contributes to the education of young people under the Young Rescuer program.

# WORKPLACES

2,000 people

Z,UUU peo

Volume of the contractual base

**25**%







Bldg. 13/16 Perevedenovskiy Pereulok, Moscow 105082 + 7 (495) 229-14-92, 8-800-333-55-71

www.ecostandardgroup.ru info@ecostandard.ru

# GENERAL COUNCIL





2016: 690 2017: 750



TAXES RUB million

2016: 70 2017: 80



Nikolay Krivotertsev CEO



INTERNATIONAL PRESENCE

Work on several projects in France and California.

Environmental monitoring and expertise, labor protection, engineering surveys, development of project documentation, implementation of green technologies, international certification, environmental PR. The company operates all over Russia and the CIS. The first organization in Russia accredited in the international community for U.S. Green Building.

### **COMPANY**HISTORY

It was founded in 1997 on the basis of a number of leading scientific centers in Moscow, including the departments of science of Lomonosov Moscow State University. It consists of 7 regional subdivisions (Saint Petersburg, Khabarovsk, Novosibirsk, Sevastopol, Nizhny Novgorod, Samara, Krasnoyarsk), and a centralized executive management structure in Moscow.

### >>> AWARDS AND ACHIEVEMENTS

Winner of the 4th Reliable Partner Federal Campaign of the Federation Council for significant contributions to environmental safety in the Russian Federation in 2017, 1st place in the Best Practices in Engineering Survey category from the National Union of Surveyors (NUS) 2016, Reliable Supplier of the Year 2015, "attractive employer" according to the Super-Job 2015 portal, the best site in the Services. Consulting category for the PRO Internet Awards 2015, and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Safety and Labor Protection, MosBuild, Batimat, All-Russian Labor Protection Week in Sochi, Ecotech, Occupational Safety in Moscow, Ecology of the Big City, High-Rise Construction Forum 100+, Urban Ecology, Domestic Construction Materials, Urban Awards, RISF Construction Forum, the Ecology International Forum, and Far Eastern Construction Forum.

### **SOCIAL RESPONSIBILITY**

It applies a comprehensive approach to the development of corporate social responsibility (CSR): environmental education projects for the population, independent environmental ratings and research, support for innovative projects aimed at the development of the local community, and support and active participation in the operations of Russian and international organizations practicing ecosustainable construction, etc.



INVESTMENTS
RUB 150 million

### ENTERPRISE DYNAMICS AND PROSPECTS

In relation to the previous year, the growth of the group was 12%. Over the next five years, there are plans to double the main financial and other indicators.



GENERAL COUNCIL



Estate 1/1 Sportivnaya St., the village of Ateptsevo Naro-Fominsk District, Moscow Region 143322 Phone: (496) 3477 435

www.elinar.ru zeim@elinar.ru

ZEIM **ELINAR** (ELECTRICAL INSULATION MATERIALS PLANT)



TURNOVER RUB billion

2016: 1.8 2017: 2



TAXES RUB million

2016: 286 2017: 300



lgor Kuimov Chairman of the **Board of Directors** 

### INTERNATIONAL PRESENCE

The share of exports in the volume of shipped products in 2016 is 16%. Mica paper, cable fire resistant tape, mica tape for high-voltage insulation, pressed solid and flexible mica materials, impregnating varnishes, compounds and enamels, and rotor slot boxes for turbo and hydro generators are mainly exported.

The Elinar Electrical Insulation Materials Plant is a leading Russian developer and manufacturer of advanced insulation systems for turbo and hydro generators, traction motors of locomotives and electrical machines for general industrial and special purposes, electrical appliances and household appliances, and fireproof and communication cables. The plant's share in the Russian market of insulating materials exceeds 75%.

### **COMPANY**HISTORY

The Elinar Electrical Insulation Materials Plant—one of the main enterprises of Elinar Group—was established in 1959 on the basis of the Novaya Zhizn paper plant. In 2014, Elinar celebrated the 135th anniversary of its founding and 55 years since the beginning of its industrial production of electrical insulating materials based on crude mica.

### >>> REGIONS OF PRESENCE

The plant is located in Moscow Region. The companies of Elinar Group producing insulating materials are also located in Belgium, the Czech Republic, Malaysia, and the USA.

# >>> AWARDS AND ACHIEVEMENTS

Acknowledgment from the president of the Russian Federation for significant contributions to the development of the electrical industry. A certificate of Interelectromash, an independent member of the international association of business cooperation in the field of turbogenerators, electric machines, insulating materials and equipment for their production. The Best Business Award, established by Delovaya Rossiya, for contributions to the creation of new high-performance jobs.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Elinar Electrical Insulation Materials Plant LLC annually takes part in the largest and most significant exhibitions and forums in the industry, such as the ELECTRO international exhibition, Cabex international exhibition of cable and wire products, CWIEME international industrial exhibition in Berlin, and the specialized international wire and cable, technologies and equipment for their production WIRE Dusseldorf exhibition.

### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities, is a trustee of young athletes, and supports the holding of socially significant events.

### SALES GEOGRAPHY

The partners of the company in Russia are industrial giants of the power and electric machine building industry, transport industry, cable industry, and aircraft construction, including Electrosila (Saint Petersburg), Ruselprom with three plants, Elsib (Novosibirsk), and many others. The company's products are also exported to CIS and other countries, such as Austria, Belgium, Spain, China, Malaysia, the United States, Taiwan, Japan, and others.



250 people

INVESTMENTS
RUB 170 million

### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the plant produced almost 3.4 thousand tons of products, an increase compared to 2015 of 27.8%. The growth is due to the increase in the production of mica papers as well as the introduction of new products (TGM-3 oligoether acrylates—low molecular weight polyester resins, LBDE bandage bands, Andritz and Fuji glass banding boxes, Elmitex spiral cable tape, and mica tape made without the use of organic solvents).



### **ADDRESS**

The village of Novaya Olkhovka Village, Naro-Fominsk District, Moscow Region 143325 Phone: +7 (495) 745-59-50

www.elinar-broiler.ru









2016: 286

2017: 300



**Igor Kuimov**Chairman of the
Board of Directors



### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities, and employees participate in socially significant events in the Moscow Region, such as Forest of Victory, Living River, and in environmental campaigns for the collection of used batteries and waste paper.

The Elinar-Broiler Poultry complex operates a full production cycle and is one of the main suppliers of broiler chicken meat for Moscow Region (under the Pervaya Svezhest trademark). The assortment includes more than 50 items, from chilled broiler chickens and semifinished meat. Its products are widely represented in federal network stores. It has also opened its own network of Elinar-Broiler retail stores.

# **COMPANY**HISTORY

The history of the poultry farm began in 1992, when the construction of the last large-scale poultry complex in the history of the USSR was started on the land of the Druzhba sovkhoz. The Druzhba poultry farm entered the Elinar holding company in 1994. By 1996, the company was supplying chilled products to supermarket

chains that were just starting to crop up in Moscow. The poultry farm then won a tender from among 26 Russian companies for the right to create a joint demonstration project with the International Poultry Development Program. In 1999, the poultry farm thus received a new name—Elinar-Broiler.

# REGIONS OF PRESENCE

Production facilities are located in the Narofiminsk, Noginsk, and Chekhov districts of Moscow Region. The company's main sales region is Moscow Region. The products are also supplied to the Central and Northwestern Federal Districts and to the Volga-Vyatka Region.

### AWARDS AND ACHIEVEMENTS

The Ministry of Agriculture of the Russian Federation recognized the Elinar-Broiler poultry farm as a top company in 2016 for its stable production of high-quality products. The company obtained membership in the Ross 400 international club for its high performance in animal rearing. The trademark Pervaya Svezhest was recognized as the Best Brand of 2016 at the International Poultry Forum. The company's products are winners of the Best Product of Moscow Region—2016 contest in the Pride of Moscow Region category. Elinar-Broiler has also been noted by numerous diplomas and awards from Russian and international exhibitions, including Prodexpo, Golden Autumn, Peterfood, and others.

**WORKPLACES** 

1,246 people

### PARTICIPATION IN EXHIBITIONS AND EVENTS

The poultry farm regularly participates in the Prodexpo, Peterfood, and Golden Autumn exhibitions, in the forum of poultry farmers, and other specialized business events.

INVESTMENTS

RUB 400 million

Growth in output

up to **55** 

thousand

### ENTERPRISE DYNAMICS AND PROSPECTS

Since 1999, the volume of production at the poultry farm has grown by more than a factor of 10—from 3.4 to 55 thousand tons. During this time, more than 300 technological innovations were introduced at the poultry farm, and more than 1,000 units of modern equipment that had never been used in the Russian poultry industry before were put into operation.



### GENERAL COUNCIL

### **ADDRESS**

74A Gagarina St., Yaroslavl, Yaroslavl Region 150023 Phone: (4852) 42-51-03, 48-00-60 www.yatu.ru info@yatu.ru

YAROSLAVL TECHNICAL CARBON JSC (YATU JSC)



TURNOVER RUB billion

2016: 10.3 2017: 13



TAXES RUB million

2016: 655 2017: 700



Sergey Orlov Chairman of the Board of Directors



### **INTERNATIONAL PRESENCE**

The products are supplied to the world's leading manufacturers of tires and rubber products, such as Bridgestone, Michelin, Goodyear, Continental AG, Yokohama, Nokian Tires, Belshina, Hutchinson, Trelleborg, and Semperit.

The plant is the leader in the Russian industry for the production of technical carbon—both in quantity and quality. Its product range includes 21 grades of technical carbon. Of these, 17 grades are manufactured in accordance with ASTM nomenclature.

# **COMPANY**HISTORY

The plant received its first products on January 25, 1963. By the end of the 1980s, 12 process flows were operating at the enterprise, providing production of up to 150 thousand tons of products per year. In 1993, a closed water cycle was introduced. In 2001, its own power plant was launched. In 2002—2003, multichannel reactors for the production of active grades were introduced, and in 2004—2005, high-temperature air heaters. In 2007, the production of refractories was started. In 2014, the company joined ASTM. In 2015—2016,

a third turbogenerator was installed. In 2017, the reconstruction of the discharge system and the preparation of raw materials and raw material storage was completed.

# >>> REGIONS OF PRESENCE

The enterprise is located in Yaroslavl.

### >>> AWARDS AND ACHIEVEMENTS

Diploma of the Ministry of Industry and Trade of the Russian Federation for the Best Russian Exporter (2012). Diploma of the FCS for the Best Exporter (2016). Winner of the Best Enterprise of the City contest (2012, 2013). Winner of the regional quality assurance competition (2011, 2016). Winner of the Best Enterprise of Yaroslavl Region contest (2012, 2015).

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

YATU JSC has taken part in major international exhibitions, including SPIEF-2017, India Rubber Expo 2017 (India), PLAST 2015 (Italy), and International Rubber Expo 2014 (USA).

### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities, including being a sponsor of the Russian Children's Foundation and a trustee of young athletes. It also supports socially significant events and provides financial aid to schools, kindergartens, health-care institutions, etc. Since 2014, the company has been being evaluated according to the requirements of the Committee of Certification Bodies annually, which is carried out remotely by EcoVadis (France). Following the results of 2016, YATU JSC received a Silver rating from the Committee of Certification Bodies

### SALES GEOGRAPHY

More than 85% of the enterprise's products are exported. The products of YATU JSC are delivered to countries of Europe, North America and Southeast Asia, including Poland, Hungary, Germany, Italy, France, Austria, Serbia, USA, India, Vietnam, and CIS countries.

INVESTMENTS
RUB 4.73 billion

WORKPLACES
1,003 people

### **ENTERPRISE DYNAMICS AND PROSPECTS**

Before 2013, the company produced no more than 240 thousand tons of products. Then in 2016, thanks to the modernization of the technological equipment, the plant produced and sold 322 thousand tons of technical carbon. Now, the enterprise is one of the largest plants for the production of technical carbon in the world.



# REGIONAL COUNCIL

Central Federal District

Northwestern Federal District

South Federal District

North-Caucasian Federal District

Volga Federal District

**Ural Federal District** 

Siberian Federal District

Far Eastern Federal District



# CENTRAL FEDERAL DISTRICT

Belgorod Region

Voronezh Region

Ivanovo Region

Kostroma Region

Kursk Region

Lipetsk Region

Moscow Region

Ryazan Region

Smolensk Region

Tver Region

Yaroslavl Region

Moscow





38 Svyato-Troitskiy Boulevard, Belgorod 308000 +7 (4722) 21-92-21 www.domimperial.ru marketing@domimperial.ru

**REGIONAL COUNCIL** 

STROITEL BELOGORYA INVES
MENT COMPANY
CJSC

WORKPLACES

10 people



**Leonid Kostyuk** CEO

CENTRAL FEDERAL DISTRICT

> Belgorod Region



A reliable construction company that's part of a large holding company — Investments. Finance. Capital Management Company OJSC. In Belgorod, the company built a high-rise residential building with retail premises and a parking complex as well as a business center.

# COMPANY HISTORY

The company was established in March 2011 and is currently a multiprofile investment holding with extensive experience managing and implementing projects in various areas of the real economy and presence in more than 30 regions of Russia.

### **REGIONS**OF PRESENCE

The head office of Investments. Finance. Capital Management Company OJSC is located in Moscow, with branches in more than 30 Russian regions. Stroitel Belogorya is one of these regional branches.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in various industry exhibitions and events organized by the Belgorod Chamber of Industry for professional holidays.





REGIONAL COUNCIL

### **ADDRESS**

Maslovskiy Industrial park, 285/5 Soldatskoye Pole St., Voronezh 394028 +7 (473) 206-77-77, +7 (473) 206-77-86 www.vselmash.ru general-dir@vselmash.ru

### **VORONEZHSELMASH LLC**





2017: 200



Grigory Chuyko
Chairman
of the Board of Directors
Roman Karpenko
CEO

CENTRAL FEDERAL DISTRICT

> Voronezh Region



### **INTERNATIONAL PRESENCE**

The equipment for post-harvest processing—cleaning, drying, and storage of grain — is supplied to Belarus, Kazakhstan, Mongolia, Latvia, Moldova, Bulgaria, Ukraine, Uzbekistan, Kyrgyzstan, EU countries, and Argentina.

The leader in its segment, with a market share in the Russian Federation of more than 25%. The only enterprise in Russia producing a full range of equipment for the postharvest processing and storage of grain. The plant's equipment is manufactured to be commissioned in any graincleaning drying complex, elevator, or seed line.

### COMPANY HISTORY

The company was founded in 1881. In the USSR, it was the first producer of grain cleaning machines in the country. In 1976, it was awarded the Order of the Badge of Honor, and on May 25, 1979, the millionth grain-cleaning machine came off the assembly line. In 1983, the plant's staff was awarded the title of winners of the State Prize of the USSR. The company reached a turning point in 2002, when it was headed by Grigoriy Chuyko. In 2012, in exactly one year, a

new full technological cycle plant was built for the production of grain elevator equipment and grain cleaning equipment.

# >>> REGIONS OF PRESENCE

The plant is located in Voronezh.

# AWARDS AND ACHIEVEMENTS

In 2013, as part of the Best Agricultural Machine in 2013 competition, the OVS-25 heap cleaner won. The Russian Union of Industrialists and Entrepreneurs awarded the company first place in the Leaders of Russian Business: Dynamics and Responsibility 2013 contest in High Energy Efficiency category. In 2015, the Department of Industry of Voronezh Region was awarded the Best Industrial Enterprise of 2014 title.

### **SOCIAL RESPONSIBILITY**

The enterprise's staff is dedicated to a healthy lifestyle; the plant has its own soccer team. The plant offers significant aid to the Orthodox Church, helps the Center for accompanying children with cerebral palsy, and provides sponsorships for the "Rus — Pesennaya, Rus — Masterovaya" folklore festival and the All-Russian boxing tournament for young men.

**WORKPLACES** 

400 people

### SALES GEOGRAPHY

The company's products are delivered to 47 regions of Russia. Products are delivered to Belarus, Kazakhstan, Mongolia, Latvia, Moldova, Bulgaria, Ukraine, Uzbekistan, Kyrgyzstan, EU countries, and Argentina.

INVESTMENTS
RUB 1.2 billion

Increase in revenue

by 62%

### **ENTERPRISE DYNAMICS AND PROSPECTS**

The dynamic development of production segments, introduction of new technologies, and the commissioning of a new modern plant helped increase revenue in 2016 by 62% compared to 2015.





39 Volgogradskaya St., Voronezh 394028 + 7 (473) 206-88-99, + 7 (473) 206-88-88 www.stalmost.ru office@stalmost.ru

### REGIONAL COUNCIL

# VORONEZHSTALMOST CJSC



TURNOVER RUB billion

2016: 3.96 2017: 5.16



TAXES RUB million

2016: 170.3 2017: 190



Andrey Borovikov CEO

CENTRAL FEDERAL DISTRICT

> Voronezh Region



The company produces bridge metal structures for railway, road, pedestrian, and municipal bridges. It also produces metal structures for industrial and civil construction. The existing production areas, technological and auxiliary equipment allow for the manufacture and supply of elements of steel structures up to 30 m long and up to 30 tons. The equipment is designed to produce up to 55 thousand tons of metal structures per year.

# **COMPANY**HISTORY

The Voronezh Bridge Plant was founded in 1948 by the decision of the Government of the USSR to restore bridges destroyed during the Great Patriotic War. In 1992, the enterprise was renamed Voronezhstalmost

CJSC. The company meets the requirements of international standard ISO 9001-2011. On the Volga, the plant has built 12 bridge crossings, and other structures cross the Amur, Yenisei, Volga, Irtysh, Daugava, Dnepr, and Angara. The plant's products are used in Ukraine, Latvia, Belarus, Armenia as well as in Finland, Turkey, Vietnam, Egypt, Laos, and Africa.

### **REGIONS**OF PRESENCE

The production facilities are located in Voronezh.

# AWARDS AND ACHIEVEMENTS

The enterprise is marked by a diploma from the participant of the Russian Quality program.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually participates in forums and specialized exhibitions.

### **SOCIAL RESPONSIBILITY**

At the enterprise, comfortable facilities have been designed for both work and relaxation. If necessary, employees of the plant receive material assistance, have the opportunity for regular medical care, and are provided with benefits and guarantees for harmful working conditions, including single mothers. Employees are also provided loans for urgent needs. The plant also provides veterans of the plant and pensioners with a large package of social benefits and guarantees.

### SALES GEOGRAPHY

The products are delivered to various regions of Russia and CIS countries

1,800 people

WORKPLACES

INVESTMENTS
RUB 260.2 million





### **ADDRESS**

180 Devyatoye Yanvarya St., Voronezh 394019 Phone: (473) 247-91-00 www.kng.ru office@kng.vrn.ru

REGIONAL COUNCIL

KOSMOS-NEFT-GAZ FPC LLC







Aleksandr Shevtsov CEO

CENTRAL FEDERAL DISTRICT

> Voronezh Region



The enterprise develops complex solutions and produces and delivers a wide range of equipment for the oil, gas, chemical industry, as well as for nuclear power plants in Russia and CIS countries.

#### **COMPANY HISTORY**

The company was founded in 1994 to meet the needs of the fuel and energy complex of Russia in modern equipment no less superior than imports. The structure of the enterprise includes a design bureau, a design institute, a production complex, and a service group. In 2006, Kosmos-Neft-Gaz Technopark was created. The company is the coordinator of the Cluster of manufacturers of oil and gas and chemical equipment of the Voronezh Region, established in 2009. In 2016, it became the first industrial cluster

**SALES GEOGRAPHY** 

enter the international market.

included in the register of the Ministry of Industry and Trade of Russia.

#### **REGIONS OF PRESENCE**

The plant is located in Voronezh.

#### **AWARDS AND ACHIEVEMENTS**

In 2014, the staff of Kosmos-Neft-Gaz FPC LLC was awarded an honorary plague from the Voronezh Region government for "Acknowledgment from the Land of Voronezh."

#### PARTICIPATION IN **EXHIBITIONS AND EVENTS**

Kosmos-Neft-Gaz annually takes part in major forums, such as the Saint Petersburg International Gas Forum, Import Substitution international specialized exhibition, and others.

#### **SOCIAL RESPONSIBILITY**

Kosmos-Neft-Gaz provides material assistance to preschool, educational, and religious institutions to help resolve everyday and social problems.

1,100 people

Growth in output

# **INVESTMENTS** RUB billion

Kosmos-Neft-Gaz FPC LLC partners with Gazprom PJSC, NOVATEK PJSC,

Rosneft NK PJSC, SIBUR Holding PJSC, and their subsidiaries. The plans are to

#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, the volume of sales increased by 15% compared to 2015, and the volume of production, by 10%. 14 patents with respect to technology for the production of a new product have been obtained. In the future, the growth of production volumes in traditional spheres of activity, the development of new technologies for hydrocarbons on the continental shelf, and further implementation of the import substitution program.





4A Pushkinskaya St., Voronezh 394018 Phone: +7 (473) 222-77-77 www. fk-aksioma.ru fk717515@qmail.com

#### REGIONAL COUNCIL





600 people



Ivan Kandybin CEO

CENTRAL FEDERAL DISTRICT

> Voronezh Region

One of its main activities is construction in Voronezh Region. Throughout its years on the market, considerable experience in erecting facilities of varying complexity has been accumulated, including industrial, residential, administrative buildings, shopping and entertainment complexes, sports facilities, office, and retail premises.

### **COMPANY**HISTORY

The company was founded in 1997. The key idea of the business was and always has been to bring the modern architectural appearance of the capital of the Central Black Earth Economic Region in line with European standards. The company is guided by a principal to get away from mass standard construction and build interesting, both from an architectural and everyday point of view,

author's housing projects in Voronezh. At the same time, it has started investing not only in construction but also in other areas. Several years ago, the Voronezh International Airport entered the structure of the holding.

### >>> REGIONS OF PRESENCE

Voronezh Airport is the leader in the Central Black Earth Economic Region for air transportation, developing opportunities to service 6 neighboring regions with a total population of more than 7 million. The airport is certified for all types of airport activities and serves as a backup for the Moscow air hub. In addition, agreements have been reached with the world's largest airlines, making it possible to expand the route network, improve passenger comfort at all service stages, and expand possibilities for cargo transportation.

### AWARDS AND ACHIEVEMENTS

The company and its staff are repeatedly awarded with the most prestigious awards and diplomas at the regional level.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in building forums, exhibitions, and round tables with the participation of the professional community.

#### >>> SOCIAL RESPONSIBILITY

It is engaged in charitable activities and actively supports the holding of socially significant events.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2017, Voronezh International Airport managed to increase passenger traffic by 42% compared to previous years. In July 2017, traffic totalled 71 thousand passengers—a record figure for the past 20 years. The volume of freight traffic has also increased significantly.

Increase in passenger traffic

by 42%





1 Stankostroiteley St., Kostroma 153032 +7 (4932) 23 08 81 info@stan-company.ru

#### REGIONAL COUNCIL





2016: 154 2017: 451





Aleksey Kanin CEO

CENTRAL FEDERAL DISTRICT

> Ivanovo Region



#### **ENTERPRISE DESCRIPTION**

Since 2014, the company has been a production site of STAN. The plant was the first to master the production of domestic machine tools with the CNC system and is the only Russian manufacturer of heavy horizontal boring machines and machining centers. The enterprise has organized the production of import-substituting high-tech products with high added value and scientific and technical potential. Among its unique developments is SUPER CENTER IS800-GLOBUS, a high-speed five-axis machining center, used to process highly complex parts for the aerospace and aviation industries.

#### **HISTORICAL OVERVIEW**

In 1953, the construction of a plant for the mass production of universal boring machines began in Ivanovo. Since 1973, the company has specialized in the production of machining centers and horizontal boring machines. In

the 1980s, the plant became the flagship of the domestic machine-tool industry. Since 1999, the company has organized the serial production of high-speed machining centers of a new generation. In 2014, the STAN production site was created.

### >>> REGIONS OF PRESENCE

Ivanovo Region.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, PROMEXPO. Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### **SOCIAL RESPONSIBILITY**

The company's key areas of corporate social responsibility are the development of the personnel potential of the industry, corporate support for employees and charitable activities focusing on assistance to orphanages and veterans.



#### **SALES GEOGRAPHY**

The customers of its products are the Russian defense, aerospace, automotive, shipbuilding, gas and energy, railway, and other industries.

by the state of th

270 people

Growth in output 25%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Growth in output: 25%. Revenue growth: 200%. The enterprise is implementing the Technical Re-Equipment project jointly with the FRP. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched. The total cost of the project for the production of motor-driven spindles and mechanical spindle devices for metal cutting machines is over RUB 600 million.





Address: 1 Lokomotivnaya St., Kostroma 156961

+7 (4942) 39-20-41 www.it4pro.ru info@it-kostroma.ru





IT-PRO LLC



TURNOVER RUB million

2016: 137,5 2017: 165



TAXES RUB million

2016: 4.7 2017: 5.5



Maksim Kuzmin CEO

**CENTRAL** FEDERAL DISTRICT

Region

The company helps improve the manageability and competitiveness of organizations and enterprises through the use of modern information technology. It focuses mainly on system integration, fault-tolerant server infrastructure, management of IT infrastructure, electronic business communications, local area networks, IP-video surveillance systems, and information security. It is a partner with more than 35 vendors.

### **COMPANY**HISTORY

The company was founded in 2004. The company is a leader in the system integration field in Kostroma Region. It has implemented more than 85 projects for the creation and modernization of IT infrastructure at enterprises and organizations in the region and has developed and implemented more

than 20 of its own solutions.

### **REGIONS**OF PRESENCE

The company is based in Kostroma.

### AWARDS AND ACHIEVEMENTS

It has been noted with letters of acknowledgment from the administration of Kostroma Region, and the largest enterprises of the region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The Kostroma Economic Forum, educational conferences, and meetings of the IT CEOs club. In its efforts to popularize information technology, together with partners, it annually

conducts educational activities on topical IT issues.

#### >>> SOCIAL RESPONSIBILITY

It actively participates in the training of future IT specialists. The CTO of the company Nikolay Druzhinin has been teaching students majoring in Business Informatics in Kostroma State University for more than 10 years. The company also supports the cultural and educational initiatives of the city and region administrations.



29 people

Increase in staff

20%

#### SALES GEOGRAPHY

The company specializes in projects from customers of the Central Federa District.

Increase in turnover

40%

#### ENTERPRISE DYNAMICS AND PROSPECTS

Compared to 2015, the company's turnover increased by 40%, and the number of employees increased by 20%. The company's development strategy through 2020 has been developed.



#### **ADDRESS**

Block 35, Promzona, Volgorechensk, Kostroma Region, 156901 +7 (494) 532-16-00, +7 (494) 532-16-41 www.vec-v.ru info@vec-v.ru

**VOLZHSKY ENGINEERING CENTER** 









Pavel Murashov CEO

**CENTRAL** FEDERAL DISTRICT

> Kostroma Region



For 10 years, the company has been engaged in the design, production, and installation of products made using polymer composite materials. Polymer composite materials are indispensable where low weight, high corrosion resistance, and improved physical and mechanical properties are required. Currently, the company specializes in the production of axial and radial fans made of polymer composite materials, intake elements of ventilation systems, flues, and ducts.

### **COMPANY**HISTORY

Established in 2006 on the basis of PM-Automatika LLC (founded in 2004) as a developer and manufacturer of propriety microclimate systems for poultry. In 2013—2014, tunnels for cooling pipes were also produced. Since 2014, it has designed and

manufactured several unique products from polymer composite materials. An air intake path for the GTE-110 gas turbine has been designed.

#### **REGIONS OF PRESENCE**

The company's production sites are located in Volgorechensk (Kostroma Region).

### **AWARDS AND ACHIEVEMENTS**

Winner of the national Zolotoy Merkury 2010 award. The company has been awarded with numerous diplomas and awards from Russian and international exhibitions, international exhibitions: VIV Russia, Chemistry 2016, MetalExpo 2016.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in major exhibitions, such as Chemistry, MetalExpo, and VIV Russia.

#### **SOCIAL RESPONSIBILITY**

It is a trustee of young athletes and supports the holding of socially significant events.

**WORKPLACES** 

#### SALES GEOGRAPHY

The company delivers its products to more than 40 regions of Russia as well as Belarus and Kazakhstan. It has also supplied cooling tunnels to the Netherlands under a contract for Russian consumers.

INVESTMENTS
RUB 15 million

Industry share

up to 50%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The use of composite materials in the energy, chemical, and petrochemical industries has excellent prospects in terms of replacing stainless steel products with polymer composite materials to achieve a significant reduction in the cost of equipment. While before 2013 the center produced microclimate systems exclusively for agricultural use, in 2017 its share in the industry will be about 50% with further growth.





47 Beregovaya St., Kostroma 156004 +7 (4942) 31-44-28 www.Танцмастер.рф levykin@bk.ru

REGIONAL COUNCIL

INDIVIDUAL ENTREPRENEUR MIKHAIL PAVLOVICH LEVYKIN







Mikhail Levykin CEO

CENTRAL FEDERAL DISTRICT

> Kostroma Region



For more than 20 years the company has been producing and selling a wide range of products for dance and choreography, including under Dancemaster trademark: dance shoes, clothes, bags and accessories.

### **COMPANY**HISTORY

1995: foundation of the company. 2001: application of a computer-aided design (CAD) system produced in the Russian Federation. 2004: application of an automated cutting complex. 2006: ABC-analysis of the product assortment. 2015: creation of an annual production plan. Transition to planned production.

### >>> REGIONS OF PRESENCE

The enterprise is located in Kostroma.

### AWARDS AND ACHIEVEMENTS

Quality mark Made in Kostroma (2014), winner of the Entrepreneur of the Year 2009 contest, Small Business Leader 2009, winner of the Entrepreneur of the Year competition in the Innovative Developments category, Best Insurer in 2010 for mandatory pension insurance.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Kostroma Economic Forum, participation in the following business associations: Business

Russia, the Kostroma Business Club, and the All-Russian Society of Inventors and Innovators.

#### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities, is a trustee of dance as a sport, and supports the holding of dance competitions throughout Russia.

# WORKPLACES

#### SALES GEOGRAPHY

The company sells its products exclusively in the Russian Federation

75  $_{
m people}$ 





#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The atelier is currently under construction, new jobs are being created, and new models are being developed. There are plans to work together with Kostroma State University to design and build its own robotic cutting complex.



#### **ADDRESS**

47A Kineshemskaya St., the Village of Ostrovskoye, Kostroma Region 157900 +7 (49438) 31323 www.lesstroiproekt.ru lesstroiproekt@mail.ru

**LESSTROIPROEKT** 

LLC







**Dmitriy** Glumin CEO

**CENTRAL** FEDERAL DISTRICT

Region



The company specializes in the harvesting and deep processing of wood. The property complex includes two sawmilling shops, a woodworking shop, a fine-particle processing shop, a briquetting shop, drying chambers, a logging complex (harvester + forwarder), a repair base, and transportion means for timber and sawn timber. A shop is currently being built for the production of glued laminated timber. The volume of harvested wood totals 19 thousand cubic meters per year.

### **COMPANY**HISTORY

The enterprise was established in 2008. It has an annual turnover of more than RUB

40 million. 2009: a long-term lease contract for forest plots with an area of 4,884 ha was entered into. 2013: another long-term lease contract was entered into for forest plots with an area of 4,331 ha. 2014: the 3rd drying chamber was launched. 2015: the balance shop was retrofitted at the plant. 2016—the enterprise started construction of a sawmill.

#### **REGIONS OF PRESENCE**

The enterprise is located in Kostroma Region.

### >>> AWARDS AND ACHIEVEMENTS

It has been awarded numerous diplomas and awards from Russian and international exhibitions, including Golden Autumn 2015 and others.

### SOCIAL RESPONSIBILITY

The company is active in charitable activities, is a trustee of young athletes, and supports the holding of socially significant events. It has been presented with numerous letters of acknowledgment.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Before 2013, the company produced no more than 15 thousand cubic meters of products for a total of about RUB 20 million, but in 2016, thanks to the modernization of production facilities, it produced and sold about 20 thousand cubic meters of products worth about RUB 46 million.



#### ADDRESS

40 Belomorskaya St., Moscow 125445

Phone: 8 (495) 565-34-86

40 Zanevsky Prospekt, Saint Petersburg 195112

Phone: 8 (812) 407-33-86 sales@happyhome-mebel.ru Production facilities:

5 Deminskaya St., Kostroma 156019

Phone: 8 (492) 242-31-12 mebelkostroma@mail.ru

www.hh-m.ru

# ORIENTAL MANAGEMENT COMPANY LLC







Aleksey Prozorov CEO

CENTRAL FEDERAL DISTRICT

> Kostroma Region



#### INTERNATIONAL PRESENCE

Currently, the prospect of supplying products to countries in Asia is under consideration.

The company produces a wide range of accessories, cabinets, and upholstered furniture. More than 80% of its products are for children. It offers a selection of 22 chipboard colors, 6 colors of MDF, and 30 types of fabric, which totals more than 30 thousand combinations of colors for facades, cabinets, and textile elements. The company utilizes modern German automatic production lines. The quality and environmental friendliness of its products have been confirmed by both European and Russian certificates.

### COMPANY HISTORY

The plant was first opened in 2008. In the beginning, it specialized in manufacturing furniture for adults. Then in 2011, it was redesigned to focus on furniture for children and adolescents. Its first children's collection was the Orbita series. In 2013, the company

opened its own retail chain Happy Home along with an online store. In 2014, it opened its own production line of upholstered furniture and accessories. In 2016, it launched modern MDF production, allowing it to add facades with milling of any complexity to the lineup. Now, the site offers more than 1.5 thousand models.

### >>> REGIONS OF PRESENCE

Its production enterprises are located in Kostroma.

### AWARDS AND ACHIEVEMENTS

Diploma of an official member of the Honorary Society of Qualified Users of HOLZ-HER equipment (2012). 2nd place in the Design Trademark category for the All-Russian Trademark of the Year competition (2014). Prizewinner of the All-Russian 100 Best Goods of Russia competition (2015). Diploma for

participation in the 28th international Furniture 2016 exhibition.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Oriental MC took part in the 28th international Furniture 2016 exhibition.

#### **SOCIAL RESPONSIBILITY**

The company offers aid to families with many children, supports the Kostroma Paralympic Movement, and sponsors the Iskra children's hockey team.



75 people

Increase in turnover

5%-7%

#### SALES GEOGRAPHY

The company's products are sold on the domestic market at hh-m.ru as well as through its own retail chain. Happy Home showrooms are open to the public in Moscow, Saint Petersburg, Rostov-on-Don, and Norilsk.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Since 2014, the company's turnover has grown by 5%—7% annually. The company is actively developing its retail chain and is currently considering opening a show room in Irkutsk.





Bldg. 10, passing 5 km, Kostroma 156003 +7 (4942) 49-35-00 http://www.tdkos.ru info@tdkos.ru

#### REGIONAL COUNCIL

#### **KOSTROMA TRADING HOUSE LLC**







Yevgeniy Troitskiy CEO

CENTRAL FEDERAL DISTRICT

> Kostroma Region



For more than 10 years, it has specialized in the wholesale supply of plywood and is a dealer of the highest category for the SVEZA holding company, Vyatka Plywood Mill, Bryansk Plywood Mill, and Ufa Plywood Mill. The company also has its own workshop for the processing and cutting of plate materials. Retail trade is carried out under the Vash Kvadratny Metr brand.

### **COMPANY**HISTORY

The company was founded in 2003 specializing primarily in deep wood processing: the production of linear articles and the production of joinery and lumber. Later on, it transitioned to the wholesale supply of plywood, OSB-3, and chipboard throughout Russia. The enterprise has a leading position in the sale of products to top enterprises, including the SVEZA holding company, Vyatka Plywood Mill, Bryansk Plywood

Mill, and Ufa Plywood Mill.

### REGIONS OF PRESENCE

Its production enterprises are located in Kostroma.

### AWARDS AND ACHIEVEMENTS

The company has numerous letters of acknowledgment and diplomas from various organizations of Kostroma and Kostroma Region.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in the Kostroma economic forum.

#### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charity, offers aid to the Kostroma diocese and families in need, including construction materials. It also supports the development of sports movements in the Kostroma Region, and assists schools and kindergartens.



 $1\overline{30}_{\text{people}}$ 

Increase in revenue

30%

#### **SALES GEOGRAPHY**

The company delivers its products to regions of the Russian Federation.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Increase its commercial space (the company already has more than 12 thousand sq.m). Since the company was founded, revenues from the sale of products (excluding VAT) have increased from RUB 60 million to RUB 160 million for the quarter; for 2016 and H1 2017, revenue has also increased by 30%.





136 Galichskaya St., Kostroma 156013 8-800-50-50-925, +7 (4942) 300-354, +7 (903) 634-63-54 www.teplogarant.ru sale@teplogarant.ru

#### REGIONAL COUNCIL









Yevgeniy Grishin Founder

CENTRAL FEDERAL DISTR<u>ICT</u>

> Kostroma Region



#### **INTERNATIONAL PRESENCE**

The company's products are exported to Georgia, Kazakhstan, Uzbekistan, and Belarus. In the near future, the expansion of its supply geography and access to the European market.

One of the leading manufacturers of boiler equipment in Russia, including Burzhuy-K boilers. For more than 10 years, the company has been providing heating boilers of various capacities in all regions of the country. It has production premises with a total area of 3 thousand sq.m where more than 100 qualified employees work.

### **COMPANY**HISTORY

The production of hot water pyrolysis heating boilers with a capacity of 10 to 100 kW was launched in 2006. 2010: the production of hot water boilers under the Burzhuy-K brand name was launched. 2011: the production of Tv series air-heating pyrolysis boilers was launched. 2012: the manufacturing of metal structures was started. 2013: external AMK series Burzhui-K boilers start production. 2013, full move to the

company's own production facilities. In 2014, the project for modular boiler houses was launched.

### >>> REGIONS OF PRESENCE

The production enterprise is located in Kostroma.

### >>> AWARDS AND ACHIEVEMENTS

2016: award winner of the All-Russian 100 Best Goods of Russia competition.



150 people

#### SALES GEOGRAPHY

A partner network has been built throughout Russia. The company's boilers operate in Moscow and Saint Petersburg, Kostroma, Yaroslavl, Moscow, Vologda, Kirov, Samara, Bryansk, Sverdlovsk, Volgograd, Arkhangelsk, Ulyanovsk, Nizhny Novgorod, Tver, Chelyabinsk, Novosibirsk Regions, Stavropol, Altai, Krasnoyarsk, Krasnodar, Transbaikal, and Primorsky Krais, Republic of Buryatia and Komi, Bashkortostan and Udmurtia, and Sakhalin Island.





#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2014, the project for modular boiler houses was launched. The modernization of equipment carried out in 2016 has made it possible to improve the quality of products and optimize labor costs.





#### **ADDRESS**

infoldgigant.pro

5/41 Vtoraya Entuziastov St., Moscow 111024 +7 (495) 989-22-37 Additional office: 3rd floor, 36 Semenovskaya St., Kursk 305000 +7 (4712) 446-555 www.gigant.pro

GIGANT—
COMPUTER SYSTEMS
LLC



WORKPLACES

 $70_{\text{people}}$ 



Sergey Semikin CEO

CENTRAL FEDERAL DISTRICT

> Kursk Region



A Russian system integrator working on the IT market since 2011. The company specializes in the supply of hardware and software and the design, implementation, warranty maintenance, and technical support for corporate IT solutions tailored to government and business structures in all regions of Russia.

### **COMPANY**HISTORY

The company was founded in 2011. It initially had just a single staff member, but today there are 70 employees. The company's offices are located in Moscow and Kursk.

### **REGIONS**OF PRESENCE

The central office and warehouse are located in Moscow, and in 2017 the company opened an additional office and warehouse in Kursk.

### >>> AWARDS AND ACHIEVEMENTS

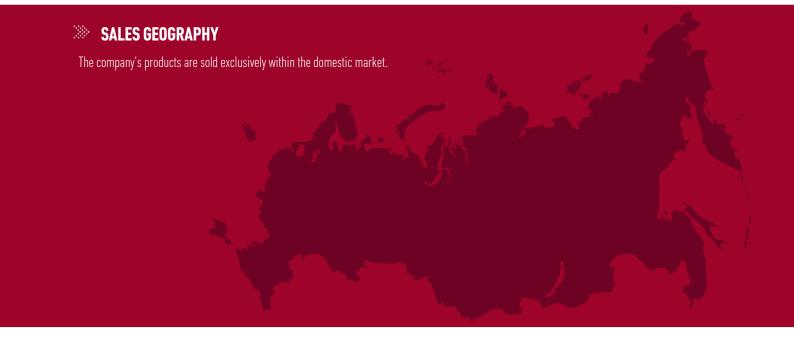
The Partner of the Year 2017 award from Powercom, and a diploma for assistance in the holding and financial support of the 6th Central Russian Economic Forum.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

In 2017, it took part in the 6th Central Russian Economic Forum in Kursk and the worldwide Microsoft Inspire conference in Washington.

#### **SOCIAL RESPONSIBILITY**

Sponsorship of the Giryan School of the Belovo Region of Kursk Region, cooperation with the School of New Technologies City Project, sponsorship of the School Edition Contest, Alyi Parus Interregional Pedagogical Festival.







49A Volodarskogo St., Kursk 305000 +7 (800) 200-54-17, +7 (495) 765-37-43 www.sovtest-ate.com info@sovtest.ru

#### **SOVTEST ATE LLC**







Igor Markov CEO

CENTRAL FEDERAL DISTRICT

> Kursk Region



#### INTERNATIONAL PRESENCE

Turkey, South Africa, the Middle East and the European Union. Volume of exports: 2014: RUB 540 thousand, 2015: RUB 456 thousand, 2016: RUB 15.7 million, 2017: RUB 25 million.

Development, production, and distribution modern electronic and radio microelectromechanical systems (MEMS) components, radio electronic products, and equipment for various purposes. For 26 years, the company has specialized in equipping the enterprises of Russia and CIS countries with modern equipment for the production and testing of radio electronics and electrical products. The enterprise transfers technologies to customers for the development and production of high-tech products.

### **COMPANY**HISTORY

1991: Russian-British distribution company Sovtest LTD. 1994: becomes an independent enterprise. 2005: own production; after 4 years the assembly of MEMS components. 2015: the construction of a plant for sensors and systems

begins. Today, the first stage of the plant has been put into operation, and full capacity is planned to be reached in 2018.

### >>> REGIONS OF PRESENCE

The production site is located in Kursk, and a subsidiary, Sovtest Micro, is located in Zelenograd, which also develops test equipment and equipment for various other purposes.

### AWARDS AND ACHIEVEMENTS

In 2007, 2009, 2013, 2015 and 2016, the company was the leader among small and medium-sized businesses in Kursk and Kursk Region in the Industrial Production and Innovations categories. A number of products

have also been awarded with the 100 Best Goods of Russia award.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in specialized federal, international, and regional exhibitions and forums, such as ElectronTechExpo, Testing & Control, Productronika, and the Central Russian Economic Forum

## SALES GEOGRAPHY WORKPLACES

The high quality of the company's products is well known abroac



150 people

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Every year, new units are developed and introduced in production. In 2018, there are plans to launch the production of a quantum gyroscope. In 2017, the experimental design of light tip modules was implemented, which has no analogs in Russia.





43 Yunosheskaya St., Lipetsk 398902 8-800-700-1-787, http://tp-system.com/zavod-lstk/ slevin@tp-system.com

TPS LLC



 $345_{\text{people}}$ 



Maksim Zagorulko CEO

CENTRAL FEDERAL DISTRICT

> Lipetsk Region



#### **INTERNATIONAL PRESENCE**

Light steel thin-walled structures are exported to Kazakhstan, Uzbekistan, Tajikistan, and Belarus.

A diversified industrial and manufacturing company. Its main area of focus is the industrial construction of even the most complex facilities. The company's operations span a number of areas, including the production of metal structures, preparation of foundations, excavation, preparatory work, and the installation of metal structures, floors, wall fences, sandwich panels, etc. It also specializes in the design and fabrication of metal structures using light steel thin-walled structure technology. All calculations are performed in the Structure CAD Office (SCAD) system.

### **COMPANY**HISTORY

In 2009, the company was founded. 2010: the production of shot blasting chambers begins. 2011: light steel thin-walled structure technology is applied. 2013: the company opens

its own project office. 2014: the equipment fleet exceeds 50 units. 2015: own production of light steel thin-walled structures up to 4 mm thick. 2015: voluntary ISO 9001-20011 certification is completed. 2016: 147 facilities of various purposes were built in 17 cities and 3 different countries.

### >>> REGIONS OF PRESENCE

Its manufacturing enterprises are located in Lipetsk and Krasnodar Krai, while the Company's offices are located in Moscow and Taganrog.

#### **SOCIAL RESPONSIBILITY**

It is actively engaged in charity as the trustee of the Children's Home in Yelets, offers aid to environmental projects in Lipetsk Region, and is a trustee of Lipetsk youth hockey teams.







#### ADDRESS

4 Shosse Entuziastov, Zapadnaya Promzona, Balashikha, Moscow Region, 143900 Phone: (495) 524-21-21 www.blmz.ru info@blmz.ru

BALASHIKHA
CASTING AND MECHANICAL
PLANT OJSC (BLMZ)







Nikogos Okroyan CEO

CENTRAL FEDERAL DISTRICT

> Moscow Region



BLMZ is the leader in the Moscow Region for the melting and machining of products made of titanium, magnesium, and aluminum for the needs of aircraft and rocket construction, the military-industrial complex, and other high-tech industries. The company produces wheels, brakes, and brake control units for almost all types of domestic aircraft and helicopters. Its assortment includes 1,400 products.

### COMPANY HISTORY

BLMZ was founded in 1932. During the Great Patriotic War, it produced products for the front. In 1995—2004, it supplied titanium and magnesium casting to Japan and Europe. In 2003, it began large-scale modernization efforts aimed at a fivefold increase in capacity. In 2015, a new high-tech production building BLMZ-2 was constructed

and put into operation. In 2016, a project for the development of a technopark was developed and agreed, an engineering center was created, and Multi-D technologies were introduced.

### AWARDS AND ACHIEVEMENTS

BLMZ has been awarded with diplomas from the MAKS Air Show, International Transport Forum (MATF), and the High Technology Forum.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually participates in major forums organized by the Moscow Region government, the administration of Balashikha, the Ministry of Investments and Innovations of the Moscow Region, the Ministry of Industry

and Trade of the Russian Federation, Delovaya Rossiya, as well as in regular specialized business events such as MAKS, events of the Union of Industrialists and Entrepreneurs of the Moscow Region, industry exhibitions and other presentations.

#### **SOCIAL RESPONSIBILITY**

The creation of high-tech jobs in Moscow Region, care for veterans of war and labor, and programs for mentoring and the teaching of best practices by experienced BLMZ employees to young specialists.

# WORKPLACES

928 people

Increase in revenue

up to RUB Billion

#### >>> SALES GEOGRAPHY

The company's products are delivered throughout the domestic market of Russia. Its presence in CIS countries at the moment is insignificant, but the company does export to non—CIS countries.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Its current investment program will increase the company's revenues from RUB 1.3 billion to RUB 4 billion. In the plant's plans for the next three years: the development of the center for casting competencies for the United Aircraft Corporation and United Shipbuilding Corporation, introduction of pressure casting, replication of Multi-D technology, development of the competence center for additive technologies (3D printing), commissioning of office and industrial buildings, and the launch of new high-tech machining plants.





Bldg. 2, 11/17 Irkutskskaya St., Moscow 107497

Phone: +7 (495) 981-17-83

www.mdmt.ru info@mdmt.ru

**REGIONAL COUNCIL** 

#### MDM-TECHNOLOGY LLC







Sergey Glukhov CEO

CENTRAL FEDERAL DISTRICT

> Moscow Region



#### INTERNATIONAL PRESENCE

MDM-Technology LLC is currently in negotiations with Spanish partners on the export of products to European countries.

The company produces aluminum frameworks of various modifications, podiums, stage complexes, awning truss structures, structures for hanging light and sound equipment, security equipment for concerts and other events, as well as aluminum cases for the transportation and storage of expensive equipment.

### COMPANY HISTORY

MDM-Technology LLC was established in 2004. Every year, the range of products increases and becomes more complex. 2008: a concert hall for the circus in Kolomenskoye was designed and manufactured. 2010: a canopy construction with a diameter of 33 m and a height of 11.5 m was delivered to Perm. 2011:more than 20 tons of constructions for the 7th Asian Winter Games in Astana (Kazakhstan) and 15

tons of decorations for celebrating the 20th anniversary of independence of the republic were manufactured. 2014: an arched canopy construction of 20x23x11 m was presented at the Music Moscow 2014 international exhibition. In 2014, the serial production of supplementary lighting sets for soccer fields was started.

### REGIONS OF PRESENCE

The manufacturing enterprise is located in Moscow.

### AWARDS AND ACHIEVEMENTS

MDM-Technology has been awarded with numerous diplomas from Russian and international exhibitions, including NAMM Musikmess Prolight and Music Moscow.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

MDM-Technology LLC participates in annual international exhibitions, such as Music Moscow and NAMM Musikmess Prolight.

#### **SOCIAL RESPONSIBILITY**

MDM-Technology supports the Russian Technical School private educational institution, providing its students with a free practical internship.

# WORKPLACES

#### SALES GEOGRAPHY

Products of MDM-Technology are exported to CIS countries and near abroad.



60 people

Growth in output  $200_{\text{tons}}$ 

#### ENTERPRISE DYNAMICS AND PROSPECTS

While before 2013 the company's main focus was the production of stage complexes for holding mass events, in 2013 MDM-Technology entered the market of equipment for the lightening of soccer fields and increased production output from 150 to 200 tons per year.





70 Okskiy Prospekt, Kolomna, Moscow Region 140402 +7 (496) 613 52 00 info@stan-company.ru

#### STANKOTEKH JSC

TURNOVER Billion 2016: 1.3 2017: 1.6





Aleksey Nikolayev CEO

CENTRAL FEDERAL DISTRICT

> Moscow Region



One of the leading Russian manufacturers of metalworking equipment. The company specializes in the production of superheavy equipment and special machines, including turning-and-boring lathes, longitudinal milling machining centers and special equipment. Since 2013, it has been a production site for STAN. The KU-152 turning-and-boring lathe is one of the largest heavy machine tools produced, with a processing diameter of up to 12.5 m and is used mostly in shipbuilding and power engineering enterprises.

### **COMPANY**HISTORY

The history of the plant started more than 100 years ago in 1914 in Kolomna, when the Bochman plant of agricultural machines was opened. After the Great Patriotic War, the enterprise was transformed into a heavy

machine-tool plant, and since then Kolomna has become the center of heavy machine tool and pressing in the USSR. In 1948, the plant produced two screw lathes and designed turning-and-boring, broaching and planing machines with an original layout. In 2013, on the basis of the plant a STAN production site was established in Kolomna.

### **REGIONS**OF PRESENCE

Moscow Region.

### AWARDS AND ACHIEVEMENTS

The production center received a medal from the Machine Tool Building. Processing of Metals exhibition.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, PROMEXPO. Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### **SOCIAL RESPONSIBILITY**

The company organizes the Ready for Labor and Defense sporting event for employees of the company and their families and supports the children of employees who participate in sports olympiads. The company helps employees who have fallen into difficult life situation and also financially supports employees for events meaningful in their lives.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The growth in output is 22%. Revenue growth: 23%. The enterprise is currently implementing a Technical Reequipment investment project jointly with the FRP. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched. More than RUB 700 million has been invested in the project for the technical re-equipment of the production of CNC lathes.





7/35E Stankozavodskaya St., Ryazan 390042 +7 (4912) 93 27 74 info@stan-company.ru

### REGIONAL COUNCIL

### RYAZAN MACHINE TOOL PLANT LLC







Sergey Brovchenko CEO

CENTRAL FEDERAL DISTRICT

> Ryazan Region



Since 2014, the company has been a production site of STAN. The company has a 70-year history producing a wide range of lathes—from universal to CNC machines and multifunctional turning machining centers. The plant is one of just three enterprises in the world producing deep drilling machines. Its flagship product is the CTT 70, a 7-axis multifunctional turning and milling double-spindle machining center with CNC.

### **COMPANY**HISTORY

The plant was founded in 1949. In the 1960s, the company mastered the production of lathes with numerical control. In the 1970—80s, the range of the plant's products consisted of general-purpose machines as well as special machines of an original design. In 2014, a STAN production site was founded at the plant,

and in 2015 the plant was included in the list of backbone organizations approved by the Russian government commission.

### >>> REGIONS OF PRESENCE

Ryazan Region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, PROMEXPO. Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### **SOCIAL RESPONSIBILITY**

The company is active in its cooperation with local universities and secondary educational institutions, providing opportunities for students to intern with further employment opportunities, as well as with the leading Russian scientific and educational center specializing in innovations: the Moscow Polytechnic University. The agreement provides for the creation of the base Information Technologies in Mechanical Engineering department in Ryazan.

#### SALES GEOGRAPHY

Customers of the plant's products include defense, aerospace, automotive, and oil and gas industry enterprises as well as Russian Railways.



121<sub>people</sub>

WORKPLACES

Planned investment volume

700

nillion

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The planned investment in the modernization of the production of CNC lathes is over RUB 700 million. A plan is currently being developed to modernize the production of lathes. The enterprise is currently implementing a Technical Reequipment investment project jointly with the FRP. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched.





36 Krasninskoye Shosse, Smolensk 214030 Phone: (4812) 619-330 www.itc-promix.ru mail@itc-promix.ru

REGIONAL COUNCIL

ITC PROMIX LLC







Dmitriy Baklanov Director, Founder

CENTRAL FEDERAL DISTRICT

> Smolensk Region



#### **INTERNATIONAL PRESENCE**

Products from ITC PROMIX are sold on the market of Russia, Kazakhstan, Ukraine, Belarus, and Estonia.

ITC PROMIX specializes in the development, testing, and serial production of electrically controlled locking mechanisms and electronic equipment for various purposes. All of its locks are unique and protected by patents. Since 2004, ITC has produced more than 500 thousand units. Its production capacity is 100 thousand products per year. The design department of the company is constantly developing new products and opening new areas of activity.

### COMPANY HISTORY

From 2004 to 2008, virtually all Coca-Cola refrigerating cabinets manufactured by the Frigoglass plant installed electromechanical locks produced by ITC PROMIX. In 2007, ITC PROMIX was separated into a separate legal entity as an engineering and design branch

for Automation Systems and Equipment LLC, founded in 2004. In 2008, a dealer network was established to sell SHERIF equipment all over Russia. By 2017, the product range now includes more than 80 different items. Ten patents for inventions have been obtain, and four patents are currently pending.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Independently or jointly with its partners, ITC PROMIX annually takes part in major specialized international exhibitions, such as MIPS/Securika, Sfitex, and the Security Technologies forum.

#### SOCIAL RESPONSIBILITY

ITC PROMIX manages a corporate social responsibility project to protect the health and development of the company's personnel.



#### SALES GEOGRAPHY

The products of ITC PROMIX are widely represented on the Russian market and countries of the Customs Union. The company has 44 dealers in Russia, Ukraine, Kazakhstan, and Belarus.





The village of Smetanino, Smolenskiy Disctrict, Smolensk Region 214506

Phone: (4812) 47-43-49, 47-42-36, 27-01-55

www.pf-smetanino.ru info@pf-smetanino.ru

### SMETANINO POULTRY FARM LLC



TAXES RUB 2016: 61 2017: 65



Aleksandr Aleksandrovich Khromov CEO

CENTRAL FEDERAL DISTRICT

> Smolensk Region



The production assortment of the poultry farm includes chicken eggs, pasteurized egg melange, soup chicken, and canned poultry.

#### >>> COMPANY HISTORY

Smetanino poultry farm was founded in 1963. In 2010, the enterprise got a new lease on life when the Smolensk bakery complex came forward as an investor. A new egg production system project was soon started at the global standard level. In 2016, the number of birds numbered 400 thousand, producing a total of 121 million eggs. The expansion of the plant is currently underway with the aim of doubling the number of livestock.

## **REGIONS**OF PRESENCE

The plant is located in the village of Smetanino, Smolensk District.

## >>> AWARDS AND ACHIEVEMENTS

In 2015, the farm received a letter of acknowledgment from the Department of Agriculture and Food for active participation in the agricultural fair in Smolensk Region. At the end of 2016, it took first place for achieving high production indicators among agricultural organizations in Smolensk Region. In 2017, the company was awarded a diploma for participation in the exhibition and fair of Smolensk SMEs.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Smetanino poultry farm annually takes part in agricultural fairs in Smolensk.

#### **SOCIAL RESPONSIBILITY**

Smetanino Poultry Farm LLC is actively engaged in charitable activities, is a trustee of young athletes from the village, and supports the holding of socially significant events.

#### SALES GEOGRAPHY

The company is an egg supplier for major federal trading networks, such as Auchan, Atak, Magnit, Perekrestok, Dixi, Metro, Linea, Eurotorg, Lenta, and SemYa.

INVESTMENTS
RUB 760 million

# WORKPLACES

125 people

Growth in output 133 million eggs

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2010, the poultry farm produced 23.38 million eggs, in 2013, 107.63 million, and in 2016 egg production reached 121.24 million. Thanks to the modernization and expansion of production, in 2017 the company predicts production of about 133 million eggs.





15 Novo-Moskovskaya St., Smolensk 214001 Phone: 8 (4812) 30-50-55 www.zavplast.ru info@zavplast.ru

REGIONAL COUNCIL

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SMOLENSK
FACTORY OF PLASTIC PRODUCTS
LLC



TURNOVER RUB million

2016: 46 2017: 90



TAXES RUB million

2016: 3 2017: 5.5



Aleksey Churin CEO

CENTRAL FEDERAL DISTRICT

> Smolensk Region



The company specializes in the production of polymer packaging for the food industry. The plant was built from the ground up, taking into account requirements for the production of medical devices. High-tech equipment from leading foreign companies has been acquired and installed. At the end of 2014, commissioning of the plant was completed, and production started. Production capacity is currently 5.5 million items per month. There is also an opportunity to increase production to 12 million items per month.

## **COMPANY**HISTORY

The plant was established in 2012 and has a production area of 4 thousand sq. m. In 2014, the company manufactured its first products and in 2015 made its first deliveries to CIS countries. In May 2017, a new stage of decoration was designed to launch products into the premium segment.

## **REGIONS**OF PRESENCE

The production facility is located in Smolensk.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The Smolensk Factory of Plastic Products annually takes part in the Prodexpo international exhibition.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2016 the company produced no more than 18.5 million products, in 2017 there are plans to produce no less than 28.8 million products.





15 Novo-Moskovskaya St., Smolensk 214001

Phone: (4812) 27-04-61. http://www.smolkhp.ru/ smolkhp@smolkhp.ru



# SMOLENSK BAKERY COMPLEX JSC







Aleksandr Mazur CEO

CENTRAL FEDERAL DISTRICT

> Smolensk Region



Smolensk Bakery Complex JSC is able to fully meet the needs of the regional agroindustrial complex in loose and granulated mixed fodders. The production facilities of the complex provide for one-time storage in the elevator of 28 thousand tons of grain crops, the release of 13 thousand tons of loose or 9.5 thousand tons of granulated mixed fodders per month, and per year, 100 to 110 thousand tons. The complex renders services in the acceptance, storage, and shipment of raw grain materials and meals and is an agent for storing grain of the state intervention fund.

## COMPANY HISTORY

The history of the complex began in 1944. In 2004, the line for the granulation of mixed fodders was put into operation. In 2010—2016, the technical reequipment of feed mill production was carried out.

## AWARDS AND ACHIEVEMENTS

In 2008, the Union of Russian Millers awarded the title of Best Mill in Russia to the complex.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

International specialized trade and industrial exhibition MVC: Grain-Fodder-Veterinary (2017).

#### **SOCIAL RESPONSIBILITY**

Smolensk Bakery Complex JSC is engaged in charitable activities, supporting children's and youth sports, and supports the holding of socially significant events.



#### SALES GEOGRAPHY

Its products are delivered throughout the territory of Russia.

INVESTMENTS
RUB 247 million

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The complex is modernizing production facilities. To implement its own investment projects in 2017—2020, the company will need additional capacity to granulate fodders for the broiler poultry farm, about RUB 60 million.





11/E2 Pyatdesyat Let VLKSM St., Kimry, Tver Region, 171505 +7 (495) 916 55 55 info@stan-company.ru

> SAVYOLOVSKIY **MACHINE TOOL PLANT LLC**







2016: 0,28 2016: 1

INVESTMENTS  $\mathsf{RUB}\,\mathbf{35}\,\mathsf{million}$ 



Aleksandr Lekhlyader CEO

**CENTRAL** FEDERAL DISTRICT

Region



Since 2016, it has become one of the production sites for the largest Russian integrated machine tool company's: STAN. It is also a leader in the production of precision CNC machine tools and machining centers. At the moment, the product range of the plant includes 17 positions, including vertical and longitudinal milling equipment, machining centers, turning equipment and equipment for processing sheet material. The development of advanced high-tech equipment is also underway.

## **COMPANY**HISTORY

The machine-tool plant in Kimry started operations since its construction in 1915 of railway workshops for the repair of narrowgauge rolling stock. 1948: the production of special technological equipment for the

aviation industry was organized. 1966: the plant was transformed into the Savyolovskiy Machine Building Plant. 2014: it joined the Stankoprom holding, and in 2016 on its basis the Savelovskiy Machine Tool Plant was established, which became part of STAN.

## >>> REGIONS OF PRESENCE

Tver Region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, PROMEXPO. Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### SOCIAL RESPONSIBILITY

The company actively cooperates with local universities and secondary educational institutions, providing opportunities for students to intern in its facilities with further employment opportunities. It strives to provide favorable and comfortable working conditions for its staff by repairing of industrial, office and domestic premises, providing overalls, and offering hot meals.

#### SALES GEOGRAPHY

The company manufactures products for Russian aircraft and engine building enterprises, oil refining industry companies, the nuclear power engineering, defense industry complex, the Ministry for Emergency Situations, and Russian Railways.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Revenue growth: 200%. Planned indicators for production in 2017 exceeded figures for the previous year by twofold. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched. Medium term goals: modernization of existing production facilities, introduction of computer control and robotics, and transition to the principles of Industry 4.0.





4 Kamyshevskoe Shosse, Uglich, Yaroslavl Region 152616 +7 (48532) 2-45-34 www.tuboflex.ru tuboflex@mail.ru

# TUBOFLEX UGLICH POLYMER PLANT LLC





2010: 27 2017: 30



Nikolay Sorokin CEO

CENTRAL FEDERAL DISTRICT

> Yaroslavl Region



The plant was founded in 2005 in Uglich (Yaroslavl Region). Production area: 4,300 sq. m; area of warehouses: 2,900 sq. m. 140 people work at the plant. Long-term contracts have been entered into for the supply of inlet and drain hoses with well-known manufacturers of washing machines and dishwashers. The company has also obtained international IMQ and VDE certificates. In 2010, the company was first in Russia to establish the production of drip irrigation tape.

## **COMPANY**HISTORY

2005: the company was founded. 2006: Russia's first production line for inlet hoses for washing machines was launched. 2008: the start of production of oxygen and irrigation hoses. 2009: commissioning of a workshop for the production of drain hoses. 2010: launch of the line for

the production of drip irrigation tapes. 2013: commissioning of a workshop for the production of hoses for various purposes. 2014: launch of the second line for the production of drip irrigation tapes. 2016: launch of an innovative line for the production of drip irrigation tapes.

## **REGIONS**OF PRESENCE

The production enterprise is located in Uglich.

## AWARDS AND ACHIEVEMENTS

Winner of the Best Industrial Enterprise in Yaroslavl Region in 2016. Winner in the Novelty category of the All-Russian 100 Best Goods of Russia Program; the company was also awarded numerous diplomas and awards of Russian and international exhibitions.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Golden Autumn, AgroPromYug, Aquatherm, YugAgro, and others.



140 people

Growth of turnover

554.4 mi

#### SALES GEOGRAPHY

Sales of products are carried out on the domestic market, as well as in CIS countries and the near abroad (Belarus, Kazakhstan, and Kyrgyzstan).

INVESTMENTS
RUB 400 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

Growth of turnover by years in RUB, million: 2010: 144.4; 2011: 173.8; 2012: 215.6; 2013: 262.2; 2014: 308; 2015: 457.1; 2016: 554.4.





75 Bolshaya Fedorovskaya St., Yaroslavl 150001 +7 (4852) 66-00-15 www.электроника.рф marketing@electronika.ru

> ELECTRONIKA PRODUCTION AND SERVICE CENTER JSC



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TURNOVER RUB million

2016: 600 2017: 800



TAXES RUB million

2016: 100 2017: 115



Nikolay Ovchenkov Chairman of the Board of Directors

CENTRAL FEDERAL DISTRICT

> Yaroslavl Region



There are plans to export products to the United Arab Emirates, Qatar, Bahrain, Saudi Arabia, Oman, India, Bulgaria, Monaco, Italy, Germany, France, Colombia, Cuba, Bangladesh, and Vietnam.

A Russian developer and supplier of high-tech products and solutions for building integrated highly complex security systems for strategic facilities in various industries, including the transport sector, fuel and energy sector, and industry, including defense, banking, trade and services, large cultural and sports facilities, etc. The company adopts an innovative approach to building security systems.

## **COMPANY**HISTORY

The company was founded in Yaroslavl in 1993. The core of the team was made up of specialists from the Institute of Microelectronics of the Russian Academy of Sciences, the testing grounds of the Ministry of Defense, Demidov Yaroslavl State University and the design bureaus

of industrial enterprises. For 24 years, the company has fulfilled more than 1.3 thousand full-service projects of various complexity in 25 regions of Russia and abroad.

## **REGIONS**OF PRESENCE

The manufacturing enterprises are located in Yaroslayl.

## AWARDS AND ACHIEVEMENTS

Diploma of the Best Supplier in Information Technology 2016, the first national Transport Safety of Russia award, certificate for assistance in training and active participation in the Modern Issues of Development of the Transport Infrastructure and Transport Safety of the Volga Federal District 2015 conference, certificates of participation for NIAS&CA-2014,

2015, diplomas of forum participation in Allover-IP 2014, 2015, 2016, etc.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, Goszakaz, Innoprom, Security Technologies, All-over-IP, Counterterrorism Technologies, Safety of Energy Facilities, MIPS, INTERSEC (Dubai, UAE), IFSEC (Delhi, India).



150 people

Increase in revenue

50%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While in 2013 revenue was RUB 400 million, in 2016 this figure grew by a factor of 1.5.





1 Vtoraya Portovaya St., Yaroslavl 150022 +7 (4852) 22-81-01, +7 (4852) 22-81-08, +7 (4852) 22-81-23 info@yarport.com

### **REGIONAL COUNCIL**

# YAROSLAVL RIVER PORT JSC







Valeriy Abidin CEO

CENTRAL FEDERAL DISTRICT

> Yaroslavl Region



Cargo and passenger transportation, loading and unloading operations, extraction and sale of sand, gravel, sand and gravel mix, sifting, integrated fleet maintenance (reception and processing of fecal and subglacial waters, solid household waste, supply of electricity and water, bunkering with fuel and oil), internavigational services fleet, repair of ships and equipment, special unloading berth services, lease of warehouse space and territory, etc.

## **COMPANY**HISTORY

The river port was developed after the Great Patriotic War on the basis of the Yaroslavl jetty. By developing its production capacities, the port increased its turnover year after year and expanded its range of processed cargo. Today, it meets all the requirements of a modern developed transport enterprise. It is located

on the navigable Volga River in Yaroslavl, 522 km from Moscow. Climatic conditions provide navigation for 6 months a year, from May to October.

## >>> REGIONS OF PRESENCE

Yaroslavl.

## AWARDS AND ACHIEVEMENTS

The port's staff has earned various awards, including the commemorative anniversary badge "In Honor of the 200th Anniversary of the Water and Land Transport Administration" of the Ministry of Transport of Russia, honorary diplomas of the Governor of Yaroslavl Region, and letters of acknowledgment from Yaroslavl City Hall, and the Transport Department of the region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

October 2016: the port took part in the annual Yaroslavl Region Industry Day event held by the Government of Yaroslavl Region. April 2017: participation in the roundtable in the framework of the 22nd International Exhibition and Conference TrunsRussia/TransLogistica. June 2017: participation in the 4th international Russian Rubble Market conference.

#### SALES GEOGRAPHY

Transportation by water transport of metal, scrap of ferrous metals, lumber, sand, gravel, sand and gravel mix, and others. Services for the transshipment of any large-sized cargo (up to 20 tons) from water to road and rail transport. Towing for customer barges.

400 negale

WORKPLACES

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, a crushing and sorting complex was launched for the processing of sand and gravel mix. Provision of integrated services to Severstal PJSC for rolled metal, in part for responsible storage, accounting, handling, and transportation.





3/6 Krasnokazarmennaya St., Moscow 111250 +7 (495) 725-37-85 www.esnl.ru info@esnl.ru

THE NEW LIGHT ENERGY
SAVING COMPANY
OJSC

TURNOVER
2016
RUB 85.68 million

WORKPLACES

27 people



Natalya Zhernovaya CEO

CENTRAL FEDERAL DISTRICT



The company is the official operator of the New Light state project approved by the decision of the Presidential Commission for the Modernization and Technological Development of the Russian Economy and implemented within the framework of the working group on energy efficiency. Its key areas are the design, production, and implementation of energy-efficient solutions for street, industrial, and office/administrative lighting.

## **COMPANY**HISTORY

The company was founded in October 2009. It is a guaranteed supplier for large Russian companies.

## >>> REGIONS OF PRESENCE

Its manufacturing enterprises are located in Moscow and Moscow Region.

## AWARDS AND ACHIEVEMENTS

2013: Live Electronics of Russia, nomination for contributions to the development of Russian electronics; 2013: ElectroAdvertisement, best corporate style; 2014: ElectroAdvertisement, best corporate calendar.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in specialized business events, such as Interlight, ENES, and Electro.

#### **SOCIAL RESPONSIBILITY**

The company is a member of the cluster of full-service modernization for housing and public utility services for municipal entities. The main objective of the cluster is to assist its members in increasing the volume of energy services provided, developing innovative energy-saving equipment and energy accounting systems through development.







Legal address:

2 Svetly Proezd, Moscow 125080

Actual address:

44/1 Generala Alekseyeva

Prospekt, Zelenograd, Moscow 124460

Phone: 8 (499) 735-27-01 hlebozavod28@mail.ru

**BAKERY NO. 28 JSC** 



TURNOVER RUB billion

2016: 1.81

2017: 1.89



TAXES RUB million

2016: 117.4

2017: 125.9



Sergey Kosyak CEO

CENTRAL FEDERAL DISTRICT

Moscow



The company produces over 90 tons of bakery goods daily and up to 3 tons of confectionery products. The area of its industrial premises totals 17.5 thousand sq. m. Along with traditional types of bread, a large number of dietary products are also produced, bread from grain mixes and sprouted grains, national breads, butter and puff products, and baked goods in the Healthy Nutrition category. The company is included in the Top 10 enterprises of the Moscow bakery industry. The production capacity as of January 1, 2017, is 152.2 tons of bakery products per day.

## **COMPANY**HISTORY

Bakery No. 28 was built and put into operation in 1981. On December 29, 1981, the production of bread began. At that time, the capacity of the bakery was 40 tons of bakery products per

day, and the production area totalled about 6 thousand sq. m. It has actively participated in comprehensive industrial activity programs in Moscow for 2004—2018. In 2004, the company issued bonds for RUB 150 million.

## AWARDS AND ACHIEVEMENTS

Bakery No. 28 was the winner of a contest for environmentally-friendly products, has been awarded a medal "for exceptional taste and design of products" as well as a diploma "for outstanding services in the development of the domestic industry and strengthening the competitiveness of Russian products on the world market."

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Bakery No 28 JSC takes an active role in the Modern Bakery, PRODEXPO, WorldFood, and GROPRODMASH exhibitions.

#### **SOCIAL RESPONSIBILITY**

Bakery No 28 JSC is actively engaged in charitable activities, supports the implementation of socially significant events, provides assistance to veterans, disabled people, low-income citizens, and large families.

#### SALES GEOGRAPHY

Its bakery products are widely represented in chain stores and large supermarkets, including Pyaterochka, Perekrestok, Karusel, Auchan, ATAK, Lenta, BILLA, Verny, and others. The company's products are available in stores in Moscow and Moscow, Tver, Tula, Ryazan, Vladimir, Yaroslavl, and Ivanovo Regions. Confectionery products with a long shelf life are sold throughout many regions of the country as well as in the CIS (Belarus, Kazakhstan) and other countries.

478 people

**WORKPLACES** 









1 /22 Skladochnaya St., Moscow 127018 +7 (495) 748 44 74 info@stan-company.ru

REGIONAL COUNCIL







44 people



Aleksandr Yemelyanov CEO

CENTRAL FEDERAL DISTRICT



Since 2015, it has been a production site of STAN, the largest Russian integrated machine tool company. The plant is the only manufacturer in Russia of modern machines for deep grinding and specializes in machining carbide plates, profile deep grinding, and milling with grinding with wear-resistant wheels. Some of the company's developments have no analogues in the Russian but also in the global machine-tool industry.

## **COMPANY**HISTORY

In 1987, the joint Soviet-German enterprise Stankovendt was established in Moscow. 1991: the first two-sided grinding machines were mastered and manufactured. 1997: the company modernized its special profile grinding machines. 2007: production of SXS machines. 2005: on the basis of the Grinding

Machines plant (former Stankovendt JV), the production site of STAN company was created.

## >>> REGIONS OF PRESENCE

Moscow.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### **SOCIAL RESPONSIBILITY**

The company actively cooperates with local universities and secondary educational institutions to provide opportunities for students to intern at the company with further employment opportunities. It strives to provide favorable and comfortable working conditions for personnel at the plant, helps employees who find themselves in difficult life situations, and also materially supports significant events in the lives of its employees.

# \*\* SALES GEOGRAPHY The customers of the plant's products are Russian enterprises of the hard-metal industry and aircraft and engine building. \*\*Increase in revenue\*\* 600% RUB 280 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

The cost of the project to organize the production of modern CNC grinding machines is over RUB 280 million. The volume of production has since increased by a factor of 7. Revenue growth: 600%. The Technical Reequipment investment project is being implemented jointly with the FRP. 2017: the project to introduce the Siemens NX/Teamcenter design system was also launched.



# NORTHWESTERN FEDERAL DISTRICT

Arhangelsk Region

Kaliningrad Region

Murmansk Region

Novgorod Region

Pskov Region

Saint Petersburg



#### **ADDRESS**

Bldg. 43/3 Khersonskaya St., Moscow 117246

Phone: +7 (495)782-91-30

Office 525, 14 Popova St., Arkhangelsk 163000 Phone: +7 (8182) 462-901, +7 (8182) 462-909

gks@gks-Lf.com

GUDKOV, KORELSKY, SMOLYAR LEGAL COMPANY LLC



**TURNOVER** 

2016

RUB 43 million



**TAXES** 

2016

RUB 2.58 million



Denis Gudkov CEO

NORTHWEST FEDERAL DISTRICT

> Arhangelsk Region



#### INTERNATIONAL PRESENCE

Construction of a shallow part of the Nord Stream 2 gas pipeline, construction of one of the largest natural gas liquefaction plants in the South Tambeyskoye gas condensate field (Yamal Peninsula) in the Far North of Russia, the installation of the conductor platform in the Korchagin deposit in the Caspian Sea, and others.

The company was founded in 2005 in Arkhangelsk. It is currently one of the leaders of the legal services market in the Northwestern Federal District and in 2016 opened an office in Moscow. More than 600 clients trust the company to protect their interests. For 11 years, the company has been providing legal support for the activities of Russian and foreign clients as concerns investment projects, construction and development projects, insolvency procedures, and other areas.

## **REGIONS**OF PRESENCE

Lawyers conduct business in the Moscow, Saint Petersburg, Leningrad, Arkhangelsk, Vologda, and Murmansk Regions, in the republics of Karelia and Komi, and in the Nenets Autonomous District.

## >>> AWARDS AND ACHIEVEMENTS

2014: winner of the Best Enterprise of Arkhangelsk and Best Enterprise of the Year in the Arkhangelsk Region contests; Managing Partner Vladimir Smolyar received the Best Lawyer in Arkhangelsk Region award, and in 2016 Artem Kopylov was recognized as the Best Young Lawyer. 2017: recommendation according to the rating of Chambers and Partners, and two years in a row the company has been included in the IFLR1000 international rating. The company has also been rated by Pravo.ru-300.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company is an organizer of the annual session of the Saint Petersburg Legal live Legal Forum.

#### **SOCIAL RESPONSIBILITY**

Legal support provided to nonprofit organizations, such as Oleg Deripaska Foundation's Freestyle, the Kuban Cossack Choir, the Lomonosov Arkhangelsk Drama Theater, the Pomor philharmonic society, Podari Zhizn foundation, and others.

## SALES GEOGRAPHY

Moscow and Saint Petersburg, Leningrad, Arkhangelsk, Vologda, Murmansk Regions, the republics of Karelia and Komi, and the Nenets Autonomous District. It also provides legal support of foreign clients in Norway and Luxembourg.

INVESTMENTS
RUB 2 billion

Increase in the amount of projects

more USD

billion

**WORKPLACES** 

#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, the total amount of projects totalled more than USD 700 million, and in 2017 this amount will exceed USD 1 billion.



#### **ADDRESS**

40 Moscovskiy Prospekt, Office 804, Kaliningrad 236006 +7 (4012) 53-07-48 www.civitta.ru office@civitta.ru

CIVITTA-KALININGRAD LLC

REGIONAL COUNCIL

TURNOVER

2016

RUB 85 million

TAXES
2016
RUB 0,3 million



Inna Tysenkova CEO

NORTHWEST FEDERAL DISTRICT

> Kaliningrad Region



#### **INTERNATIONAL PRESENCE**

Civitta offices are located in Estonia, Latvia, Lithuania, Belarus, Russia, Ukraine, Moldova, Serbia, Romania, and Great Britain.

For more than 20 years, the company has been providing management consulting services for over 600 successful projects, specializing in project management and grants, market research and data analysis, business support and startups, and public consulting.

## **COMPANY**HISTORY

The center has been operating in the consulting services market since 1997. 2002: the first consulting company in Kaliningrad Region to implement a quality management system in accordance with the requirements of the ISO 9001 international standard. It has provided consulting services to more than 600 enterprises and has also carried out a number of international projects in Kaliningrad Region and beyond. July 2015: the company became part of the Civitta International consulting group.

## >>> REGIONS OF PRESENCE

Its office is located in Kaliningrad.

## AWARDS AND ACHIEVEMENTS

The company has received numerous letters of acknowledgment from clients and partners.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It takes an active part in regional forums, seminars, and events.

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable activities, such as support for the Kapriol Kaliningrad Region youth horse-riding center.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Annually, it implements at least 30 management consulting projects.





82 Prospekt Lenina, Arctica Business Center, Office 1007, Murmansk 183038 +7 (8152) 454107

www.murmanshelf.ru info@murmanshelf.ru

MURMANSHELF ASSOCIATION
OF CONTRACTORS
NON-COMMERCIAL
ORGANIZATION



Olga Buch CEO

NORTHWEST FEDERAL DISTRICT

> Murmansk Region

A branch business association of enterprises specializing mainly in construction, transport, logistics, oil spill response, education, science, and the oil and gas sector, with a focus on supporting the interests of enterprises in the implementation of Arctic projects.

## COMPANY HISTORY

The company was founded in the interests of promoting and developing regional businesses related to the development of Arctic projects in logistics, construction, and development of the Arctic shelf. The Association has a resource and information base for supporting enterprises, facilitates the creation of strategic partnerships between Russian and foreign

companies, and cooperates with Russian and foreign investors and operators and contractors involved in Arctic projects.

## **REGIONS**OF PRESENCE

Members of the association are enterprises and organizations from Russia (Murmansk, Arkhangelsk Regions, Saint Petersburg, Moscow, etc.) and Norway.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company is an active participant in events of the Murmansk International Business Week and key exhibitions and conferences in the oil and gas sector in Russia and abroad.







128 Podgornaya St., Murmansk 183001 +7 (8152) 47-43-16, +7 (8152) 45-89-96 http://psk-murman.ru psk\_company@mail.ru

THE FIRST STEVEDORE COMPANY LTD.



 $60_{\text{people}}$ 



Roman Gruzdov CEO

NORTHWEST FEDERAL DISTRICT

> Murmansk Region



Loading and unloading activities for Murmansk Sea Fishing Port OJSC. Throughput of cargo MT per year: with daily loading: 2 thousand tons, and the berth can transship 700 thousand tons annually. Vessels can have a maximum length of up to 150 m and draft up to 8.3 m. Navigation period: all year round.

## **COMPANY**HISTORY

Established in 2006 the company carries out loading and unloading operations on the territory of Murmansk Sea Fishing Port OJSC, is an agent of the Maritime Cargo Bureau

CJSC, and can also certify bulk cargoes and metal products. It is also a radiation monitoring laboratory accredited in the System of Accreditation of radiation monitoring laboratories.

## **REGIONS**OF PRESENCE

Murmansk.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Member of key events (SPIEF, WEF, MAF).





#### **ADDRESS**

21A Prospekt Korsunova, Veliky Novgorod 173016 Phone: +7 (8162) 90-92-01 www.arrpro.ru novgorod@arrpro.ru

REGIONAL COUNCIL

AGENCY FOR REGIONAL DEVELOPMENT LLC



TAXES
2016
RUB 4.1 million



Yuriy Veseliyev CEO

NORTHWEST FEDERAL DISTRICT

> Novgorod Region



The company operates in the brokerage and management of commercial real estate field and organizes the rental and sale of commercial real estate, land, as well as ready businesses. Throught its 3 years of work in the regional markets of the Russian Federation, the agency has created a successful business model in commercial real estate brokerage and is actively developing a federal network of consultants across the country.

#### **COMPANY HISTORY**

The company opened in December 2013 in Veliky Novgorod. It started with the sale and lease of office and retail space, and today the company works with all types of commercial real estate. The agency renders brokerage and consulting services for the lease and sale of facilities, real estate investments, buy-backs

**SOCIAL RESPONSIBILITY** 

entrepreneurial project.

The company supports the adapted boarding school No. 4 in Veliky Novgorod,

sponsors a children's floorball school, and every year gives New Year presents to gifted children in Novgorod Region. Supervision of the 101 Startups youth

from auctions, selling ready-made businesses, and analyzing the commercial real estate market and its valuation. 30 representative offices of the company operate in various cities of the Russian Federation.

#### **REGIONS OF PRESENCE**

Aksai, Bataysk, Veliky Novgorod, Volgograd, Vologda, Voronezh, Yekaterinburg, Izhevsk, Kazan, Kemerovo, Kirov, Klin, Krasnodar, Kurgan, Kursk, Lipetsk, Neftekamsk, Nizhny Novgorod, Novokuibyshevsk, Novocherkassk, Noqinsk, Pavlovsky Posad, Penza, Rostov-on-Don, Samara, Stavropol, Tver, Tula, Ulyanovsk, Ufa, Elektrostal, Yakutsk, and Yaroslavl.

#### **AWARDS** AND ACHIEVEMENTS

Certificate of the Russian Guild of Realtors for "the largest franchise network in commercial real estate in Russia." Certificate of Merit from the Department of Economic Development of Novgorod Region. Certificate from IREM (Institute of Real Estate Management). Certificate from the InternationI Association of Successful Agents for "the best franchise network in commercial real estate."

#### **PARTICIPATION** IN EXHIBITIONS **AND EVENTS**

SPIEF, Saint Petersburg Partnership, All-Russian Housing Congress, Buybrand, and the annual congress of the Russian Guild of Realtors.



200 people

**Planned** increase

40%—50%

# **INVESTMENTS** $\mathsf{RUB}\ 12\ \mathsf{million}$

#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2017, the company plans to grow by 2017 to 50%.



#### **ADDRESS**

1 Shosseynaya St., Pskov 180006 Phone: +7 (8112) 59-51-86 www.hlebpskov.ru vip@hlebpskov.ru

## REGIONAL COUNCIL

## PSKOV BAKERY JSC







Viktor Pochernin CEO

NORTHWEST FEDERAL DISTRICT

> Pskov Region



#### INTERNATIONAL PRESENCE

The enterprise is considering the possibility of exporting products with long shelf lives to neighboring border countries.

The company's specializes in the production of bakery and confectionery products. Its assortment of products totals more than 200 items. The bakery produces more than 60 tons of products per day for residents of Pskov and neighboring regions. The company has a well-formed sales network and an established system of delivering products to consumers.

## **COMPANY**HISTORY

The company was founded in 1946 as a small bakery where about 50 people worked. In 1957, the site was renovated, and in 1959 the building of a new bakery plant was built on Shosseynaya Street. In 1962, a bread shop was built, and in 1979, a bakery shop. In 2003, an automated line for the production of shaped breads was launched, which is entirely unique in the Northwestern Region. In 2004, on the basis of

a former pasta shop, a site for the production of gingerbread was launched. Since 2005, pastry pies with fillings, sweet puffs, and buns has been have been produced. Since 2010, automated lines for the production of baked bread, small bakery products, cooling systems for finished products, and packaging machines have been purchased, and its own energy center has been put into operation.

## >>> AWARDS AND ACHIEVEMENTS

Prizewinner of an international contest in Miami (1996). Honorary Khrustalnaya Nika prize of the coordinating committee of the international Partnership for Progress program for special achievements in the development of production and in the sale of products (2000), and 3rd place in the Best Baker of Russia contest organized by the Russian Bakers Union (2010). Enterprise of the Year according to the Interregional Organization of Entrepreneurs (2011). Honorary diploma of the International Experience and

Economy of Russia forum, and a Gold Star of Quality (2016). Pskov Bakery is the only bakery enterprise in the Northwest, that has received a certificate of the Green Cross international organization for its compliance with international quality and environmental standards.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Pskov Bakery OJSC annually takes part in major exhibitions, such as Agrorus (Saint Petersburg) and Golden Autumn (Moscow), in the International Experience and the Economy of Russia forum, in the international forum of border regions, and in Business Russia meetings and the Russian Union of Bakeries.



#### SALES GEOGRAPHY

Its products are sold in the Pskov, Novgorod, and Leningrad Regions, and in Saint Petersburg.

INVESTMENTS
RUB 500 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

The company's volume of production in 2016 compared to the same indicator in 2015 increased by 6.1% in monetary terms and by 5% in natural terms. Thanks to the modernization of its production, in 2016, the enterprise produced and sold about 15.5 thousand tons of finished products.



#### **ADDRESS**

19 Novoderevenskaya St., Pushkin, Saint Petersburg 196608 +7 (911) 2165531 http://www.expogradi.ru commerce@expogradi.ru gradiexpo@mail.ru

## GRADI EXPO LLC



2016: 143

2017: 77.5



Pavel Muzychenko Sales

Sales Director

NORTHWEST FEDERAL DISTRICT Saint Petersburg



#### INTERNATIONAL PRESENCE

The company is represented in the Czech Republic. Its exhibition stands have been built all over the world, including in Eastern and Western Europe, the Middle East, Japan, and the USA.

Trademark GRADI EXPO. The company specializes in the design and construction of exclusive exhibition stands for all of Russia's exhibition complexes as well as similar facilities all over the world. Its second main area of activity is the development and production of exclusive trade equipment and shop windows. Its production base is located in Saint Petersburg and Moscow. Its focuses on the full-cycle implementation of exhibition projects, from the creation of a stand concept to its construction.

## **COMPANY**HISTORY

It was founded in 1993 as a department for interiors and exteriors of the largest advertising agency, GRADI, in Saint Petersburg. In 1995, the department began to design and build exclusive exhibition stands. Since 2001, it has been allocated a separate business unit. 2006:

the production site in Moscow opened, 2012: a representative office opened in the Czech Republic.

## **REGIONS**OF PRESENCE

Production sites are located in Saint Petersburg and Moscow.

## AWARDS AND ACHIEVEMENTS

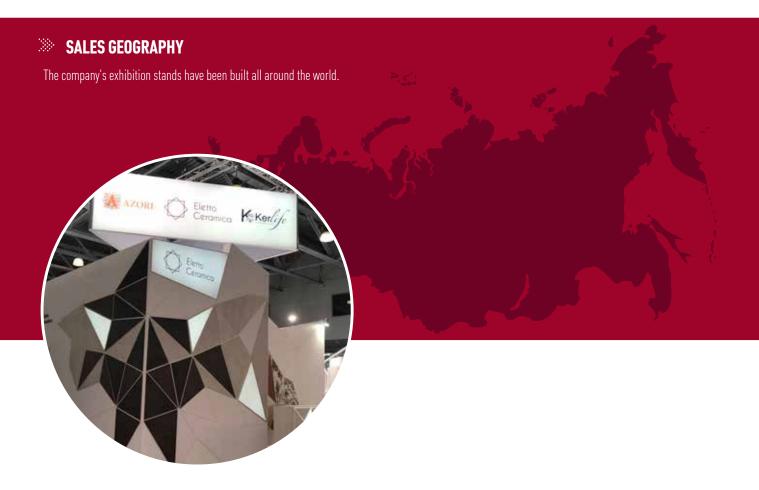
Its exhibition stands have been acknowledged by numerous diplomas from Russian and international exhibitions. The company has received numerous letters of acknowledgment from customers.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Pro Media Tech, 5P EXPO, and others.

#### SOCIAL RESPONSIBILITY

The company organizes a number of activities for employees and their families, including amateur concert parties, and hiking/camping trips. Particular attention is also paid to the cultural education of employees. Regular joint trips are organized to musical theaters as well as corporate trips to museums several times a year. Annual employee trips for the repair of monuments dedicated to the Great Patriotic War in honor of May 9. The company offers financial aid to charity funds and implements targeted assistance. It also supports parachuting in Saint Petersburg.







Office 2N, 7/11A Svechnoy Pereulok, Saint Petersburg 191011 +7 (812) 958-32-8 www.comdirect.ru main@comdirect.ru

# DIRECT BUSINESS COMMUNICATIONS AGENCY LLC

TURNOVER RUB million 2016: 30 2017: 50

WORKPLACES

100 people



Natalya Podgoretskaya CEO

NORTHWEST FEDERAL DISTRICT Saint Petersburg



#### INTERNATIONAL PRESENCE

The offices operate in China, Kazakhstan, Armenia, Georgia, Belarus, Uzbekistan, Tajikistan, South Korea, Vietnam, Japan, Mongolia, India, USA, Latvia, Estonia, UAE, Iran, Turkey, Germany, France, UK, Ireland, Spain, Italy, the Czech Republic, Finland, Bulgaria, Brazil, Australia, Canada, and Malaysia.

The agency's main specialization is export support. Today, there are very few export agencies operating in Russia. This is due to the long-term underdevelopment of nonraw exports in the country and the high risks involved in this business. Without a representative abroad, entering a new market with minimal financial and time losses, or calculating all risks and checking potential partners for reliability before any deal is made, is impossible.

# **COMPANY**HISTORY

The company was founded in 2009 as a private enterprise in Russia. In the same year, the first foreign representative office was opened as a partner company. Annually, the company has

expanded to several representative offices. In 2016 and 2017, the company actively developed its activities in all regions of Russia, forming a pool of partners in cities with over one million residents. In 2015, the corporate style of the company was upgraded.

# **REGIONS**OF PRESENCE

The company's offices in Russia are located in Moscow and Saint Petersburg.

# >>> AWARDS AND ACHIEVEMENTS

The company successfully cooperates with state Export Support Centers and Chambers of Commerce and Industry, which has been confirmed by official feedback and letters of acknowledgment.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, SZEF, the Made in Russia forum, etc. Organization of the Russian Business Forum: Exports and Investment with the participation of Robert Kiyosaki, LEGAL GATES. Export forum, training seminars for exporters, and Nonraw Exports workshops in 22 cities of Russia

#### **SOCIAL RESPONSIBILITY**

It initiated the creation of the International Trade Development Fund and the First International Coworking. The project is implemented jointly with the Plekhanov Russian Economic Academy in Moscow and the Center for Import Substitution in Saint Petersburg.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Since 2016, the number of Russian companies ordering services to verify demand or search for partners abroad in the company's portfolio has increased dramatically.





2 Voroshilova St., Saint Petersburg 193318 Phone: (812) 326-10-50 www.termotronic.ru zakaz@termotronic.ru

## REGIONAL COUNCIL









Oleg Chugunov CEO

NORTHWEST FEDERAL DISTRICT Saint Petersburg



#### **INTERNATIONAL PRESENCE**

The company exports its entire range of products. Its plans to expand exports include entering the Latin American and Eastern markets.

TERMOTRONIC CJSC produces and sells equipment for energy accounting, including Peterflow RS electromagnetic flowmeters, TV-7 heat calculators, T-34 heat meters, and related equipment. The company's production capacity is 200 thousand pieces of equipment per year. Over just a short period, the company has built modern high-tech production, developed and launched a new line of products in the series, organized a sales network, and also established its service operations.

# COMPANY HISTORY

The company was founded in February 2011 with the participation of the Taypit trade and industrial group. In the same year, its first heat calculator was released. In 2012, the company began the manufacture of Peterflow RS electromagnetic flowmeters. In 2014, the manufacture of Du100-

150 flowmeters as well as the RS232, RS-485, RS-485 communication adapters to flowmeters was added, the production of modular heat supply equipment was started, and the TERMOTRONIC engineering center was founded. In 2015, the production of coupling and flanged flowmeters began. In 2016, the development of specialized flowmeters for industrial use was started.

# **REGIONS**OF PRESENCE

The manufacturing enterprise is located in Saint Petersburg. The company has its own branches—dealer and equipment service centers—in 90% of the regions of Russia.

# >>> AWARDS AND ACHIEVEMENTS

Diploma of the I degree "for innovative solutions in the production of heat meters." Gold medal "for innovative solutions in the energy resources accounting field." Diploma of the 19th Regions—

Cooperation without Borders international exhibition for outstanding achievements in the organization of production for a new product on the energy saving market. Diploma of the I degree for "unequalled developments in the field of protection devices from unauthorized access." Gold medal for the development of a next-gen flow meter. Diploma of the winner of the All-Russian Energy Efficient Russia 2012 Award in the Innovations and Technologies in Energy Saving category.

#### **SOCIAL RESPONSIBILITY**

The enterprise employs students, retirees, and the handicapped. It also regularly conducts corporate sports and recreational activities for company employees. It likewise has experience conducting charitable and educational events in schools and kindergartens.

#### SALES GEOGRAPHY

TERMOTRONIC products are supplied throughout all of Russia as well as exported to CIS countries.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

TERMOTRONIC annually takes part in major forums and specialized business events, such as the Housing and Public Utility Services of Russia international exhibition and conference (Saint Petersburg), the All-Russian Energy Efficiency Technologies industry forum (Yekaterinburg), Energy. Resource Saving (Kazan), Moscow—Energy Efficient City (Moscow), the ENES international forum (Moscow), and SPIEF (Saint Petersburg).



WORKPLACES
90 people

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

At the first stage of the company's development in 2013, output did not exceed 17 thousand units. Currently, the company's capacity now allows for the production of up to 80 thousand units annually.



#### **ADDRESS**

74 Naberezhnaya Obvodnogo Kanala, Saint Petersburg 196084 +7 (812) 490-03-76 www.vedynia.ru vika tishina@mail.ru

REGIONAL COUNCIL

INDIVIDUAL ENTREPRENEUR VIKTORIA VLADIMIROVNA TISHINA



Создаём

производим





Viktoria Tishina Founder

NORTHWEST FEDERAL DISTRICT Saint Petersburg



#### INTERNATIONAL PRESENCE

In 2017, the trademark was selected as a representative of the Saint Petersburg clothing industry at the major Who is Next international exhibition in Paris, which will be held with the support of the Government of Saint Petersburg.

The Vedunya brand. Sewing production with its own trading network, the production of collections of women's clothing, and a mono brand network of retail stores. The company produces 4 collections per year, with each collection totalling more than 4.2 thousand articles. A closed production cycle has been designed from the first sketches to the sale of the finished product in its retail chain.

# COMPANY HISTORY

The Vedunya brand was founded in 2010 as an experimental workshop for the design of women's clothing collections and placing orders to tailor their products to third-party manufacturing enterprises in Saint Petersburg. In 2011, its own production line for tailoring was opened.

#### **REGIONS OF PRESENCE**

The company's production site is located in Saint Petersburg.

# **AWARDS AND ACHIEVEMENTS**

2015: The Best Industrial Collection, the national Vyacheslav Zaytsev Fashion Academy prize. Prize of the Ministry of Industry and Trade of the Russian Federation. 2016: "the best enterprise of branded trade from a manufacturer in Saint Petersburg" from the city's Golden Hermes competition. Diploma of the Government of Saint Petersburg. Diplomas from the international Fashion Industry exhibition, etc.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Viktoria Tishina presents as an expert and speaker at major social and economic forums, including the Saint Petersburg International Economic Forum, the Light Industry Forum within the framework of the Russian Textile and Light Industry Week, with the support of the Ministry of Industry and Trade of the Russian Federation, and the Fashion Industry Forum.

#### **SOCIAL RESPONSIBILITY**

Its top specialists also participate in the city's professional skills competitions. In 2015, an employee of the company received an award from the government of Saint Petersburg as the Best Fashion Designer. Also, the production site offers internships for students of the Saint Petersburg University of Technology and Design for modeling and designing clothes.



35 people

Increase in output by 30%

#### SALES GEOGRAPHY

Saint Petersburg, Moscow, Sochi and Internet sales through the WILDBERRIES international website.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Compared to 2016, output was increased by 30%.



# SOUTHERN FEDERAL DISTRICT

Republic of Crimea

Krasnodar Krai

Volgograd Region

Rostov Region

Sevastopol





5 Adzhimushkina St., Apt. 11, Simferopol, Crimea 29500



# TES FIRM LLC







Sergey Beym President

SOUTHERN FEDERAL DISTRICT

Republic of Crimea



Wholesale and retail trade in petroleum products. One of the most successful and dynamically developing Crimean companies operating on the market for more than 25 years, managing a significant network of petrol stations with a fleet of its own petrol tank farms and tank farms, a port terminal for the transshipment and storage of liquefied gas and oil products, and other enterprises. It sells more than 300 thousand tons of oil products per year, increasing its sales volume annually by 20 percent.

# COMPANY HISTORY

The history of the group of companies began in 1992 with the agency business. In 1995, the first TES filling stations began operations. Since 2000, after seven filling stations were operating successfully, active construction and

the expansion of the filling stations network throughout the Crimea began. Today, this network totals 70 modern stations.

# REGIONS OF PRESENCE

The company's central office is located in Simferopol.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It regularly participates in major forums and specialized business events.

#### **SOCIAL RESPONSIBILITY**

Acquisition of a modern angiograph (an apparatus for the study of blood vessels necessary for surgical operations, including the heart) and X-ray machines for the

Semashko Crimean Republic Clinical Hospital, regular assistance to the disabled and veterans of the Great Patriotic War, financial aid for rural regions, development of motor sports and support for the Karate Federation of the Republic of Crimea.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, over 300,000 tons of oil products was sold, more than RUB 450 million in taxes paid, and the staff totalled over 1,000. The annual growth dynamics of these indicators is ensured by the well-coordinated work of highly qualified specialists and the timely implementation of successful innovative solutions.





16 Karantinnaya St., Sevastopol 299000 Phone: (978) 808 80 03. www.zavodsvetozar.ru erny.off@mail.ru

## **REGIONAL COUNCIL**

# SVETOZAR PLANT LLC





50 people



Denis Chernyshov CEO

SOUTHERN FEDERAL DISTRICT

Republic of Crimea



Svetozar Plant produces beach and city amenities, including lighting supports, benches and bins, park pavilions, beach shady canopies and pergolas, car canopies, stainless steel fences, public transport stops, and individual structures. The enterprise has a design department and a construction and assembly division. The service life of its wooden and metal structures in the coastal atmosphere is from 15 years.

# **COMPANY**HISTORY

Svetozar Plant was founded in 2011. The development of the enterprise is based on the high-tech production of park and street lighting located in Crimea (Sevastopol). The company works with city administrations and municipal enterprises, founders and directors of sanatoria, and construction companies specializing in the

full-cycle improvement and development of urban and beach areas.

# >>> AWARDS AND ACHIEVEMENTS

The company's Director General Denis Chernyshev, was awarded the Entrepreneur of the year 2016 prize.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Svetozar regularly takes part in specialized exhibitions, including the international exhibition of landscape architecture, garden building, the Garden Build design of open spaces and interiors, the StroyExpoKrym exhibition of construction materials and technologies, the StroyKurortKrym-2016 exhibition of construction materials and technologies, and the Beach World exhibition of beach equipment in the

framework of the 4th International Open Crimea tourism forum.

#### **SOCIAL RESPONSIBILITY**

General partner of the Crimean regional stage of the All-Russian Best Young Entrepreneur of the Year annual contest.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Svetozar is developing effectively and dynamically, and its territorial coverage is constantly improve. Its equipment fleet is constantly updated, including modern technologies for the protection of wooden and metal structures. In 2017, the comapny plans to start the production of furniture from artificial rattan.



# REGIONAL COUNCIL

#### **ADDRESS**

16 Timashevskaya St., Korenovsk, Krasnodar Krai 353180 +7 (86142) 3-62-20 http://korenovka.com http://korovkaizkorenovki.ru mark1@kmkk.net

# KORENOVKA DAIRY AND CANNING PLANT CJSC



**TAXES** RUB million 2016: 347.58 2017: 365



МАЦОНИ

lgor Moskovtsev CEO

орові трені

КЕФИР

ОМАШИЯ

SOUTHERN FEDERAL DISTRICT

> Krasnodar Krai



#### INTERNATIONAL PRESENCE

In 2016, exports for canned milk totalled 783 tubes, and 407 tons of ice cream.

One of the oldest processing enterprises in the Krasnodar Krai, and the only producer of condensed milk in the southern region of Russia. Its monthly production capacity in 2016 was as follows: canned milk: 7,833 tubes; butter: 153 tons; whole milk products: 12,173 tons of milk; ice cream: 1,656 tons.

# **COMPANY**HISTORY

In Korenovskaya Stanitsa of the Krasnodar Krai, the construction of a dairy plant for the production of condensed milk with sugar was started in 1950 and was completed in 1952. After its reconstruction in 1958, and then again in 1977, the capacity of the plant increased more than 10 times. 2002: the company was reorganized, and on August 29, 2002, Korenovka Dairy and Canning Plant CJSC was registered.

#### **REGIONS**

#### **OF PRESENCE**

The enterprise is located in Korenovsk, Krasnodar krai.

# AWARDS AND ACHIEVEMENTS

2016, 2017: Prodexpo-2017 (Moscow) gold medal For Quality and diplomas of the 1st degree.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Since 2016, it has been a partner organization of the Roskognress Foundation for holding forums: IIF-2016 (Sochi), RIF-2017 (Sochi), IAF-2017 (Arkhangelsk), SPIEF-2017 (Saint Petersburg), VEF-2017 (Vladivostok). The company is also an annual participant of the ProdExpo (Moscow), Anapa—the

Southernmost Sun of Russia (Anapa), Golden Autumn (Moscow), and ExpoFood (Sochi) exhibitions.

#### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities, supports the holding of athletic and socially significant events, and provides assistance to veterans, religious Orthodox organizations, and sick children through charitable organizations.

#### SALES GEOGRAPHY

The Korovka iz Korenovki trademark is known to consumers not only in Russia but also in CIS countries, the EU, and other countries.



Increase in revenue

19%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Revenues in 2016 totalled RUB 13.68 billion, which is 19% higher than in 2015. Thanks to the expansion and modernization of its production facilities, the introduction of a new product range marked production growth in 2016 compared with 2015: ice cream went up by 37%, butter and whole milk products, by 10%, and canned milk, by 9%. New jobs have also been created, with a staff increase of 13%.

1,903 people





1B Shpalozavodskaya St., Volgograd 400029 +7 (8442) 99-03-74, +7 (8442) 99-03-28 www.skt34.ru kompanick@list.ru

# REGIONAL COUNCIL

**SK-TRADE LES LLC** 







Sergey Kompaniyets CEO

SOUTHERN FEDERAL DISTRICT

> Volgograd Region

The company has been operating since 2002. While initially an industrial and commercial enterprise, today, it offers customers a wide range of sawn timber, wooden packaging, wood strips, and beams. At the same time, delivery is carried out in Volgograd and the surrounding region, as well as all other domestic regions.

# >>> COMPANY HISTORY

Over 14 years in operation, the company has significantly increased its range, expanded production, and gained a confident base of regular customers. Its clients and partners are numerous large enterprises specializing in metallurgical, chemical and petrochemical products, and construction and assembly companies.

# **REGIONS**OF PRESENCE

Its production base is located in Volgograd.

# SALES GEOGRAPHY

The products are supplied throughout the domestic market.







21 Goryachevodskaya St., Volgograd 400119 Phone: 8-961-666-55-55 stalt@yandex.ru



# STALT LLC



TURNOVER RUB million

2016: 5 2017: 2.4



TAXES RUB million

2016: 1.12 2017: 0.38



Sergey Fedyushkin CEO

SOUTHERN FEDERAL DISTRICT

> Volgograd Region



This design and expert firm has been operating on the construction and design works market of Volgograd and the Volgograd Region for more than 20 years. It has also participated in state programs, such as the Gasification and Water Supply of Volgograd Region, Clean Water, Affordable Housing, Public Health, and others. Number of developed projects: about 2 thousand. Its projected facilities include 150 workshops and productions of industrial enterprises, 150 agricultural enterprises and structures, 300 power and fuel-energy facilities, 30 multiapartment residential buildings, and others.

**COMPANY**HISTORY

It was founded in 1994. Over the last 10 years, the company has worked its way into strong positions in the construction and

design works market of Volgograd Region. It specializes in the implementation of full-cycle operations—from the creation of projects to obtaining permits and practical assistance in construction.

#### **REGIONS OF PRESENCE**

The company is located in Volgograd.

# >>> AWARDS AND ACHIEVEMENTS

2014: winner of the "best small- and mediumsized business of Volgograd Region" contest, 2nd place in the "best of small- and mediumsized service business in Volgograd Region" category.

#### **SOCIAL RESPONSIBILITY**

Over the last 3 years, about RUB 100 thousand has been donated to charity. In addition, the

organization offers assistance to the Volgograd diocese of the Russian Orthodox Church in the preparation of project documentation and conducting expert examinations.



 $\overline{20}_{\text{people}}$ 

#### SALES GEOGRAPHY

Main Customers: the administrations of Kotelnikovskiy, Oktyabrskiy, Yelanskiy, Zhirnovskiy, Olkhovskiy, Nikolayevskiy, Bykovskiy, Gorodishchenskiy, Danilovskiy, Novorogachinskiy, Kotlubanskiy, Kalachevskiy, Novoanninskiiy, Kamyshinskiy, Mikhaiylovskiy, and Dubovskiy settlements, and others.



#### ENTERPRISE DYNAMICS AND PROSPECTS

Even during the economic recession, the organization maintained stable development.





2 Liteynyy Proyezd, Azov 346780 +7 (86342) 4 13 64 info@stan-company.ru

## REGIONAL COUNCIL







39 people



Andrey Tyurin CEO

5P. Longer

**SOUTHERN** FEDERAL DISTRICT

Region



Since 2017, the company has been a STAN production site. The plant specializes in the production of sheet bending presses, sheet shears, hydraulic presses, breakdown presses, turning lathes, and laser cutting machines. The range of the plant's production includes more than 100 units of various press equipment—from 50 to 2 thousand tons with a bending length up to 12 thousand mm.

# COMPANY HISTORY

The plant was founded in 1953. Now after 50 years, the plant is one of the largest suppliers of forging and pressing equipment in southern Russia. In 2010, a Russian-German company was established on the basis of Donpressmash OJSC and STS-TURNPRESS GmbH. In 2010, the first CNC hydraulic sheet bending press with a tonnage of 100 tons was manufactured. In 2012,

the company first presented a unique tandem sheet bending press produced in Russia with a tonnage of 600 tons and a length of the bend of 6.2 thousand mm.

# >>> REGIONS OF PRESENCE

Rostov Region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom (Yekaterinburg), MAKS Air Show (Zhukovsky).

#### **SOCIAL RESPONSIBILITY**

The company actively cooperates with local universities and secondary educational institutions, providing opportunities for students to intern in its facilities with further

employment opportunities. The company helps employees who have fallen into difficult life situation and also financially supports employees for events meaningful in their lives, birthdays, marriage, and the birth of children.

# The comapny sells its products to Russian enterprises in the agricultural machinery, transport and automotive engineering, aircraft industry, machine tools, metal structure construction, and other industries. INVESTMENTS RUB 5 million

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The enterprise was formed in 2017 and is fully integrated into the STAN chain of cooperation. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched.



#### **ADDRESS**

PO Box 258, the village of Rodnoye, Balaklava District, Sevastopol 299007 +7 (978) 025-63-76 http://uppawine.com info@uppawine.com

## REGIONAL COUNCIL

TERROIR
AGRICULTURAL PRODUCTION
COOPERATIVE







Pavel Shvets Founder

SOUTHERN FEDERAL DISTRICT Sevastopol



#### INTERNATIONAL PRESENCE

The company is currently in talks on entering the markets of Kazakhstan, Belarus, China, and Brazil.

The production of wine from grapes. The company was founded in 2007 by restaurateur from Moscow Pavel Shvets, who has 15 years of experience as a sommelier and is the winner of numerous competitions. The company's goal is to return to Russia's native lands and create a unique wine with a full character and maximal terroir. The annual output of products does not exceed 50 thousand bottles, and 12 varieties of grapes are harvested.

# COMPANY HISTORY

The company produces wine exclusively from grapes grown on their own vineyards in the Crimea. The farm is located on 16 ha of land (under vineyards to date, 10 ha) on the southern

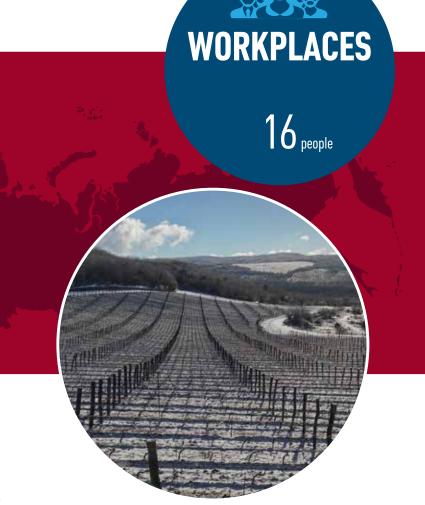
slope of the Zybuk-Tepe mountain at an altitude of 420 m to 480 m above sea level, 2 km north of the village. Saplings for the vineyard are grown in Gouillaume, one of the top French nurseries in Burgundy.

# >>> REGIONS OF PRESENCE

The enterprise is located in the village of Rodnoye, in the Balaklava District of Sevastopol.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

YAEF as well as PROD-EXPO profile events, Vinorus, the All-Russia Sommelier Competition, etc.



#### SALES GEOGRAPHY

Its products are sold throughout the Russian Federation.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The planting of vineyards took place in three stages: 2008: transplanting an area of 4 ha, 2010: 3 ha, 2013: 3 ha. In 2016, the maximum harvest was gathered for a total of approximately 50,000 bottles.



# NORTH-CAUCASIAN FEDERAL DISTRICT

Republic of Dagestan

Kabardino-Balkar Republic

Karachay-Cherkess Republic

Stavropol Krai



REGIONAL COUNCIL

#### **ADDRESS**

5 Tsekhovaya St., the village of Zhdanov, Kizlyar District, Republic of Dagestan 368800 +7 (87239) 2-23-92, 3-12-25, 2-26-90, 2-40-47 www.kizlyar.ru sales@kizlyar.ru

# **KIZLYAR**

PRODUCTION ENTERPRISE LLC







Vladimir Derkach **CEO** 

**NORTH-CAUCASIAN** FEDERAL DISTRICT

> Republic of Dagestan



#### INTERNATIONAL PRESENCE

Exports are currently focused in Ukraine, Belarus, Kazakhstan, Armenia, United Arab Emirates, Czech Republic, Slovakia, Great Britain, Germany, Austria, Australia, USA, Taiwan, New Zealand, Israel, Turkey, and Finland. Representative offices operate in the Czech Republic and Ukraine.

Production of civilian cold bladed weapons, knives for domestic use and souvenir weapons. All models are made by hand using Caucasian armourer traditions from the past centuries. The target market includes hunters, fishermen, tourists, military personnel, special forces, collectors, housewives, etc. The company is a member of the National Art Crafts of Russia Association and laureate of the 100 Best Goods of Russia program.

# **COMPANY**HISTORY

It specializes in the manufacture of civilian cold bladed weapons (hunting and tourist) as well as souvenir weapons and knives for household use since 1990. The company is officially licensed for the manufacture of cold arms. By studying the traditions of the masters of the past, the enterprise has mastered the forging welding of blades. The patterns on them thus never repeat.

# REGIONS OF PRESENCE

The village of Zhdanov, Kizlyar District, Republic of Dagestan.

# AWARDS AND ACHIEVEMENTS

It was awarded the Quality Mark of Dagestan 2015 diploma "for fidelity to traditions of art crafts." Over the past 5 years, the company's products have also earned a huge number of prizes at various national and international competitions and been awarded with the appropriate diplomas.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in numerous international exhibitions, such as Blade. Traditions and Modernity, Hunting and Fishing in Russia, Arsenal, Hunting and Arms, Ladya, and other specialized exhibitions.

#### >>> SOCIAL RESPONSIBILITY

It is engaged in various charitable activities, such as support for villagers (construction of a paramedic point) and athletes, aid for preschools, and support for the holding of socially significant events.

#### SALES GEOGRAPHY

Sales are made through its own forwarding service in more than 900 outlets in virtually all regions of the Russian Federation.

INVESTMENTS

RUB 6 million

# WORKPLACES

200 people

in output

1 1 %

Growth

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Production volumes grow higher every year. Compared to 2015, production increased by 11%.



REGIONAL COUNCIL



The village of Terskol, Polyana Azau, Elbrus District, Kabardino-Balkar Republic 361305 +7 (928) 083-55-44 www.azaustar.ru azaustar@mail.ru ilar07@mail.ru.

## **ILAR LLC**



TURNOVER RUB million

2016: 10 2017: 12



TAXES RUB million

2016: 0.25 2017: 0.3



Aleksey Voytov CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

Kabardino-Balkar Republic



The company has been operating since 2015 on the domestic Russian hotel and restaurant market. Its property includes the AZAU STAR hotel in the Elbrus region and the Nostalzhi restaurant at the hotel. The hotel can accommodate more than 60 guests at once. In addition to accommodations and food service, it also organizes leisure activities for guests.

# **REGIONS**OF PRESENCE

The enterprise is located in Kabardino-Balkaria.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in regional and international forums and tourist exhibitions, such as the Caucasus 2017 Interregional Tourist Forum, Regional Tourism Exhibition 2016, as well as specialized business events.

#### **SOCIAL RESPONSIBILITY**

It is a trustee of young athletes and supports the holding of socially significant events.

# >>> ENTERPRISE DYNAMICS AND PROSPECTS

Compared to 2015, the volume of services it provides has grown significantly. More and more guests from more countries have started staying at the hotel.







4 Kanukoyeva St., Nalchik, Kabardino-Balkar Republic 360010 +7 (8662) 720-077 www.s-mayak.ru sanmayak@rambler.ru

REGIONAL COUNCIL

MAYAK SANATORIUM LLC







Ayshat Mamayeva CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

Kabardino-Balkar Republic



The health resort's main specialization is the prevention and treatment of diseases of the cardiovascular, nervous and musculoskeletal systems, and urological and endocrine diseases. It is the only facility in the republic for the rehabilitation of patients with acute myocardial infarctions and for operations on the heart and large vessels. The health resort has a year-round occupancy rate of 90% to 100%.

# COMPANY HISTORY

As an independent unit, it was put into operation in 2005, and since this period it has been one of the top sanatoriums and resorts of the Nalchik resort of federal significance. Currently, it operates as a modern comfortable health resort included in the register of institutions with a star-rating in accordance with the requirements of the Federal Agency for Tourism.

# >>> REGIONS OF PRESENCE

Contracts and agreements for the provision of sanatorium and resort services have been entered into with the following regions: Moscow, Saint Petersburg, Tomsk, Perm, Smolensk, Chuvashia, Saratov, Orel, Astrakhan, Ulyanovsk, Volgograd, and the republics of the North Caucasus.

# AWARDS AND ACHIEVEMENTS

2006: diploma of the winner of the competition for the president of the Kabardino-Balkar Republic prize in the field of quality, 2006: Diploma for significant contributions to the consolidation of society in the interests of the development and prosperity of Russia, 2007: Winner of the Tourism. Recreation. Sports exhibition, 2008: winner of the Caucasian Hospitality contest. 2008: winner of the Intourmarket

competition, 2008: winner of the EXPO 2008 contest, and others.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Resting at Home exhibition (Kislovodsk), Tourism and Recreation in Southern Russia (Nalchik). Participation in round tables on the development of domestic tourism, in all-Russian and international profile congresses and forums, such as Zdravnitsa, and the annual international congress on hydrotherapy and climate therapy.



81 people

Number of vouchers sold 3,080

#### SALES GEOGRAPHY

Sanatorium and resort treatments are provided to vacationers from South Korea, Kazakhstan, Azerbaijan, Georgia, Iran, and Canada.

#### SOCIAL RESPONSIBILITY

It is actively engaged in charitable activities and contributes to the holding of socially significant events in both the city and republic. It provides financial assistance to orphanages, homes for the elderly and disabled, and the Society of the Blind.



#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, income from core activities amounted to RUB 36.6 million. In 2017, revenue is estimated to be more than RUB 40 million. The number of vouchers used in 2016 totaled 2,356. In 2017, 3,080 vouchers were sold. A complete overhaul of two bedroom blocks was recently completed, which has allowed to increase the bed capacity of the sanatorium.





1/1 Karla Marksa St., Prokhladnyy, Kabardino-Balkar Republic 361045 +7 (86631) 7-10-51, +7 (86631) 7-14-89 www.hlebozavod.pro

hlebozavod@mail.ru

REGIONAL COUNCIL

PROKHLADNYY BAKERY OJSC





Natalya Dubko CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

Kabardino-Balkar Republic



A stable company producing high-quality products as one of the top enterprises in the republic for decades. The production laboratory of the plant is constantly working on expanding its product range. It produces 20 types of bread, more than 36 types of bakery products, and 55 different confectionery goods.

#### **COMPANY HISTORY**

The production facilities were first put into operation in 1986. Its maximum capacity is calculated for the production of 45 tons of bakery and 3 tons of confectionery products per day. The main products developed at the enterprise before 1993 were two types of bread, five types of bakery products, as well as the production of oatmeal cookies. 1994: reorganization into a joint-stock company of the open type, in 2000: reorganization into an open joint-stock company.

# >>> REGIONS OF PRESENCE

The production facilities are located in Prokhladnyy Kabardino-Balkar Republic.

# AWARDS AND ACHIEVEMENTS

Numerous diplomas and awards of the Golden Autumn Russian exhibition, competition diploma for the president of the Kabardino-Balkar Republic award in the Quality category within the framework of the All-Russian 100 Best Goods of Russia competition.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

100 Best Goods, Golden Autumn, and others.

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable activities as a trustee of young athletes and supports the holding of socially significant events both in Prokhladnyy and in Prokhladnyy District.







14 Pokhodnyy Proyezd, Office 501, Moscow 125373 8 800 333 15 15, +7 (495) 787 90 36 company@ts-group.net

REGIONAL COUNCIL

**UKTS GROUP LLC** 

TURNOVER RUB 2016: 150.1 2017: 84.7 AYFS

TAXES RUB million

2016: 4.5

2017: 1.2



Anzor Ashkhotov CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

Kabardino-Balkar Republic



The company provides a wide range of services for the operation of real estate in 12 regions of Russia, including technical exploitation, gardening, cleaning, housekeeping, and swimming pool maintenance. It has all the necessary licenses and certificates to carry out its activities, and its specialists are briefed and undergo refresher courses on a regular basis. Its staff also has all the required permits and consent to work in real estate facilities of varying complexity.

# COMPANY HISTORY

It was founded in 2008. Its customers include the Mineralnye Vody airport, Khrabrovo airport (Kaliningrad), more than twenty courts of general jurisdiction in a number of regions of the Russian Federation, divisions of the Investigative Committee in a number of

regions of the Russian Federation, etc. The company also serviced facilities before and during the 22 Olympic Winter Games 2014 and 11 Paralympic Winter Games 2014 in Sochi as well as during the Sochi-2013 investment forum.

# >>> REGIONS OF PRESENCE

Moscow, Leningrad, Kaliningrad, Sverdlovsk, Ivanovo, Rostov, Voronezh, Smolensk, Tver, Novgorod, Kursk, Orel, and Vladimir Regions, Krasnodar and Stavropol Krais, the Republics of Karelia, Adygea, Kabardino-Balkaria, and others.

# AWARDS AND ACHIEVEMENTS

Acknowledgment of the Government of the Kabardino-Balkar Republic "for conscientious work" (2012); diploma and commemorative medal from the "22 Olympic Winter Games and

XI Paralympic Winter Games of 2014 in Sochi" from the President of the Russian Federation V.V. Putin "for significant contributions to the preparation and holding of the 22 Olympic Winter Games and the 11 Paralympic Winter Games of 2014 in Sochi."

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Sochi-2013 International Investment Forum, CleanExpo (Moscow).



#### SALES GEOGRAPHY

Russia

 $55_{\text{people}}$ 







**REGIONAL COUNCIL** 

#### **ADDRESS**

21 Shevtsovoy Pereulok, Cherkessk, Karachay-Cherkess Republic 369000 +7 (8782) 21-66-26 www.kvest-a.ru kvest-a.gyandex.ru

**QUEST-ALLC** 







Marat Halkechev Founder

NORTH-CAUCASIAN FEDERAL DISTRICT

Kharachay-Cherkess Republic



#### **INTERNATIONAL PRESENCE**

The company exports washed wool, woolen tops, and knitted yarn of its own production to Belarus, Bulgaria, Italy, Germany, and Lithuania.

The company has been specializing in the trade of a wide range of imported knitted yarn for more than 15 years. Since 2011, the company has been implementing an investment project for the "plant for the processing of wool and the production of yarn and knitwear using innovative technologies." Within the framework of the project, the industrial processing of sheep wool and production of import-substituting knitted yarn and knitted garments have been established.

# **COMPANY**HISTORY

Since its foundation in 1999, the company has been engaged in the wholesale trade of textile fibers (knitted synthetic yarn, wool blend,

and woolen yarn). 2011: presentation of the investment project. The project was eventually approved and included in the list of anchor projects with priority status for the development of the economy and society of Karachay-Cherkessia and the North Caucasus Federal District

#### **REGIONS OF PRESENCE**

The company's production facilities are located in Cherkessk.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in the Textillegprom exhibition.

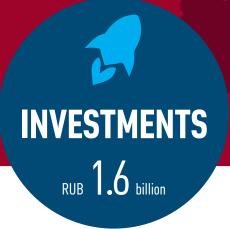


WURRPLAGE

514 people

#### **SALES GEOGRAPHY**

Its products are presented in enterprises from Brest to Yekaterinburg. In terms of exports, there is an interest in the enterprise's products from leading European manufacturers.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Within the framework of the project, there are plans to build a yarn dyeing workshop with a dyeing capacity of up to 3,000 tons of fibers per year (2018), a plant for children's knitwear (2019–2020) with a capacity of up to 4 million items per year, and a modernization of production facilities planned for 2021.







34A Kulakova Prospekt, Stavropol Phone: 8 (8652) 950-300 secretar@blok-post.ru http://www.blok-post.ru

# REGIONAL COUNCIL



# **BLOKPOST GROUP**







Sergey Galetov CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

> Stavropol Krai



BlokPOST Group is a large Russian manufacturer and supplier of uniforms and special clothes as well as personal protective equipment for various industrial and climatic conditions. The company's plants produce about 550 thousand items per year, and the design department annually develops about 700 new models. Up to 2,4 million m of fabric is processed annually.

## COMPANY HISTORY

The company was founded in 1995. In 2011, the company entered the federal level. Now, the group includes a wide network of wholesale and retail stores in 19 regions of the country. In 2013, the BlokPOST internet store was launched. This website has annual traffic of more than 1 million visitors. In 2015, the new School Uniform project was launched

to develop models and manufacture school uniforms. To date, BlokPOST Group includes three garment plants, two ateliers, a model design bureau, an embroidery complex, a warehouse complex, a car fleet, and a network of retail stores.

#### **REGIONS OF PRESENCE**

Sewing plants are located in Stavropol, the village of Kochubeyevskoye and the town of Georgiyevsk in Stavropol Krai.

## AWARDS AND ACHIEVEMENTS

Winner of the "best entrepreneur of the year among small and medium businesses" in the "manufacture of industrial products or consumer goods" category (2013). Winner of the Best Entrepreneur of the Year among SMEs contest in the Best Entrepreneur of the Year in Trade category (2015). Winner of the open Business of the Year competition in the Narodnoye Prizvaniye

category (2017). Winner of the annual Brand of Stavropol contest in the Best Brand in Light Industry category (2017). The company has been noted by numerous diplomas and awards of all-Russian exhibitions.

#### **SOCIAL RESPONSIBILITY**

BlokPOST is a regular sponsor of sports competitions, events, and children's events, actively takes part in the organization and holding of events dedicated to Victory Day, and provides assistance to veterans of the Great Patriotic War.

# WORKPLACES

1,500 people

Manufacturing plan for products

nore  $679_{\text{thousand}}$ 

#### >>> SALES GEOGRAPHY

The BlokPOST Group retail chain has opened 51 retail stores in 33 cities throughout 19 regions. Regular BlokPOST customers include both state structures and private enterprises, such as Gazprom, Rostelecom, Rosneft, Coca-Cola, the chain of stores of Tander CJSC (Magnit), the Ministry of Internal Affairs, the Ministry of Emergency Situations, financial organizations, industrial enterprises, military and cadet schools, security structures, public health institutions, and others. In 2016, the company's customers totalled 3.8 thousand different organizations.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

BlokPOST Group annually takes an active role in exhibitions and fairs, such as StroyEnergo, BelExpoStroy, StroyEXPO, SPETSOVKA. LABOR PROTECTION, South Trophy, Hotel. Restaurant. Store. HoReCa, Voronezh BUILD, Dentima. Medima, Innovation Week in Stavropol krai, and the LEGPROMFORUM-2016 international forum of light industry.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2015, more than 470 thousand items were produced, in 2016, 566 thousand units, and in 2017 more than 679 thousand units were planned. In addition, the launch of a knitwear production line, the opening of a footwear plant, and more than 10 new stores and a logistics center in Voronezh are currently planned.





Address in Moscow: 20/8 Berezhkovskaya Naberezhnaya, Offices

1-2, Moscow 121059 Phone: +7 (495) 280-09-71

Address in Stavropol: 51 Pirogova St., Stavropol 355045

Phone: +7 (8652) 56-55-54

info@insystem.ru www.insystem.ru

# INSYSTEM RESEARCH AND PRODUCTION ASSOCIATION LLC



TURNOVER RUB million

2016: 583 2017: 257.3



TAXES RUB million

2016: 30.38 2017: 13.94



Sergey Nikolskiy CEO

NORTH-CAUCASIAN FEDERAL DISTRICT

Stavropol krai



INSYSTEM specializes in automation, security, and warning projects. It has its own production facilities for warning systems, fences and trays, perimeter protection systems, and video surveillance equipment.

### COMPANY HISTORY

The INSYSTEM Research and Production Association was founded in 2002. In 2004, the first major projects for the construction of warning systems were carried out. In 2005—2006, key licenses were obtained. In 2008, the company mastered production of its proprietary hardware and software systems. Since 2009, the company has built a comprehensive emergency notification system, a comprehensive system for ensuring the safety of the population; a municipal automated centralized notification system, a local warning

system, a fiber optic communication line and implemented projects for the construction and modernization of the Regional Automated Centralized Notification System.

## >>> REGIONS OF PRESENCE

Offices and production units are located in Moscow and Stavropol.

## >>> AWARDS AND ACHIEVEMENTS

INSYSTEM has been awarded with numerous diplomas, awards of Russian and international exhibitions, and government awards.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in various major forums and exhibitions, including Integrated Security, Protection. Security. Rescue, and INTERPOLITECH.

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable activities and supports the holding of socially significant events.





# VOLGA FEDERAL DISTRICT

Republic of Bashkortostan

Republic of Mordovia

Republic of Tatarstan

Udmurt Republic

Perm Krai

Nizhny Novgorod Region

Samara Region

Saratov Region

Ulyanovsk Region





9A Vosmoye Marta, Oktyabrskiy, Republic of Bashkortostan 452615 Phone: 8 (34767) 4-34-24 www.alternat.ru tnp@alternat.ru

### **ALTERNATIVA LLC**

ICD DIID

TURNOVER RUB billion

2016: 3.5 2017: 3.68 P

TAXES RUB million

2016: 207 2017: 240



Rail Fakhretdinov CEO

VOLGA FEDERAL DISTRICT

Republic of Bashkortostan



#### INTERNATIONAL PRESENCE

The company exports its entire range of more than RUB 2 million.

Alternativa Plant is one of Russia's largest high-tech manufacturers of plastic products. The company produces more than 3 thousand types of products and every year offers over 100 new product types. Alternativa actively develops product groups such as products for children and goods for animals under the registered trademarks Plastland and Zooplast. Alternativa has license contracts with Disney and Viacom giving them the right to use images of cartoon characters in the decoration of their products.

#### **COMPANY HISTORY**

The plant was registered in 1988. Initially, the enterprise was driven by the enthusiasm of its first employees. Production began with a conventional plastic bottle funnel stopper for bottles. Now, the company's main task is to develop the quality of its products. The enterprise is constantly searching for producers

**SALES GEOGRAPHY** 

European Union and the CIS.

of quality raw materials, installs new production technologies, and uses the latest equipment and molds.

## AWARDS AND ACHIEVEMENTS

The quality of products has been repeatedly confirmed by diplomas from the Best Goods of Bashkortostan contest, and 100 Best Goods of Russia. In 2008, at the 9th All-Russian 1,000 Best Enterprises and Organizations of Russia competition, the plant was awarded a winner's diploma in the Kremlin Palace. The All-Russian Association of Business and Entrepreneurship awarded the plant with the Industry Leader diploma. Following the results of 2009, Alternativa was awarded the honorary Eurasia-Leader in Business mark. The Golden Prize of Europe for Quality was awarded to the company, and it also earned the status of Leader of the Russian Economy. For the high quality of its products, Alternativa was awarded the Best Domestic Product title.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

To promote products on the Russian and foreign markets, the company takes an active part in specialized international exhibitions, such as AMBIENTE, INTERPLASTICA, HouseHoldExpo, and PLASTEC.

#### **SOCIAL RESPONSIBILITY**

The plant renders charitable assistance to cultural and sports institutions, school and preschool educational institutions, and medical institutions.

# ducts, Alternativa tic Product title. WORKPLACES 2,000 people

INVESTMENTS
RUB 607 billion

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2015, revenue increased by 13.5%, and in 2016, by 10.7%. There are plans to increase sales volume by 5% annually.





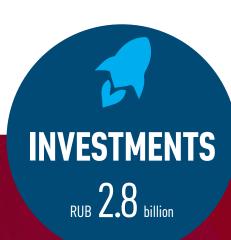
13 Lenina St., Ufa, Republic of Bashkortostan 450077 Reception: (347) 272-60-24.

Human Resources Department: (347) 273-02-94.

secretary@bngf.ru

### **BASHNEFTEGEOFIZIKA JSC**

TURNOVER
2016
RUB 11.2 billion





Rustem Adiyev CEO

VOLGA FEDERAL DISTRICT

Republic of Bashkortostan

#### ENTERPRISE DYNAMICS AND PROSPECTS

The development of the company is largely ensured by serious investments in its main production facilities. Total investments over the past five years have amounted to about RUB 10 billion, or 15% of revenue. The company has not been slowing down its investment activity, and the geography of its works is expanding. In December 2016, Complex Laboratories company was purchased, which performs physical and chemical research in Komi. In 2016, the project for work on flexible tubing was launched. In 2017, the department of the expanded Geographical Information Systems complex was created, which specializes in a wide range of geophysical studies with high-tech, modern equipment produced abroad and domestically.

Bashneftegeofizika JSC specializes in the full technological cycle of geological and geophysical research, including exploration, geophysics: search, exploration, and additional exploration of oil and gas fields using modern 2D/3D seismic exploration methods; and geophysics: geophysical studies and open hole operations for oil and gas; it also monitors the development of oil and gas fields. The company is one of the largest enterprises in Russia in terms of volumes and types of work performed. The company includes 17 seismic surveys, 200 field-geophysical parties, 90 geological and engineering survey stations, more than 20 telemetric crews and a fleet of flexible tubing.

#### HISTORICAL OVERVIEW

On September 1, 1950, by order of the Ministry of Oil and Gas of Ufa, the Bashneftegeofizika State All-Union Geophysical Trust was established. Over the years, its specialists took part in the formation of such well-known enterprises as Tatneftegeofizika, Tyumenneftegeofizika, Belarusneftegeofizika, and others. In 1987, the trust was reorganized into the Bashneftegeofizika production association. In 1993, the joint-stock company of the same name was founded on the basis of the production association.

## >>> REGIONS OF PRESENCE

Bashneftegeofizika operates in the key oil-producing regions of the country, mainly in hard-to-reach, waterlogged areas of Western and Eastern Siberia and the Volga-Ural oil and gas region. Work is carried out thanks to the efforts of the West Siberian and Ural seismic expeditions. In Krasnoyarsk Krai, Bashneftegeofizika JSC is represented by its subsidiary company Taimyrgeofizika JSC. The company's representative offices are located in the Volga-Ural Region, Western and Eastern

Siberia, and in the Nenets Autonomous District.

## AWARDS AND ACHIEVEMENTS

Over the past years, Bashneftegeofizika JSC has invariably topped the rating of the best domestic oilfield service enterprises. In 2016, according to a survey of the Ministry of Industry and Trade of the Russian Federation among 46 oil and gas companies of Russia, the company won the top title in the Seismic and Wireline Well Services group.

# WORKPLACES 7,000 people

#### SALES GEOGRAPHY

The company produces more than 460 types of special and unique tools and technologies for well logging at all stages of their construction and operation. The company's long-term customers include large Russian oil and gas companies, such as Rosneft, Bashneft, Lukoil, Gazprom Neft, and RussNeft.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in major exhibitions and forums, such as Oil and Gas. MIOGE, the annual Russian Oil and Gas Forum, the Gas. Oil. Technologies international exhibition, INGAS STREAM—INNOVATIONS IN THE GAS INDUSTRY, EAGE annual conferences and exhibitions, KIOGE: the largest oil and gas forum of Kazakhstan, the KIOGE Oil and Gas international exhibition, as well as numerous specialized business events.

#### **SOCIAL RESPONSIBILITY**

For many years, the company has provided comprehensive assistance to the Chesnokovo orphanage, and is a sponser of the Alga-Bashneftegeofizika soccer club and children's mini-soccer team. The company takes an active role in social projects and charitable actions in the region. It offers aid to veterans and the elderly and finances large-scale children's holidays in the district, city, and republic. In 2016, at Blagoveshchensk School No. 4, the company made full repairs and equipped the road traffic regulations room with modern equipment and training aids. In the same year, it sponsored the Safe Wheel meeting of the republic's young traffic inspectors. The 50 top experts of traffic rules in the individual and team championships were awarded bicycles by the company's CEO Rustem Adiyev.





37 Elevatornaya St., Sterlitamak, Bashkortostan 453103



STANKOSTROYENIYE RESEARCH AND PRODUCTION ASSOCIATION LLC





 $701_{\text{people}}$ 



Aleksandr Sterkhov CEO

VOLGA FEDERAL DISTRICT

Republic of Bashkortostan



The plant has a 150-year history and specializes in the production of highprecision three-and five-axis multifunctional machining centers with a CNC system. In 2016, for the first time ever in Sterlitamak in the Russian machine-tool industry, a 5-axis STTs 50 vertical portal milling machining center with unique design elements for domestic machine tools and performance characteristics was designed manufactured. Since 2012, the company has been one of the production sites of STAN, the largest Russian integrated machine tool companies.

## COMPANY HISTORY

The plant dates its history back to 1865 when the enterprise first mastered the production of agricultural machines. In 1929, the plant began specializing in the production of metal-cutting machines, and since mid 1945, it has been producing special and small-scale vertical drilling machines. In the 1990s, the old models were replaced by CNC machines of the machining center type. In 2012, the STAN production site of the company was created on the basis of the plant.

## REGIONS OF PRESENCE

Republic of Bashkortostan.

## **AWARDS**AND ACHIEVEMENTS

The unique S500 processing center manufactured in Sterlitamak was recognized as winner of the Best Goods of Bashkortostan contest.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Innoprom, MAKS Air Show, Open Innovations, Metalworking, International Maritime Defence Show, PROMEXPO. Machines and Tools, Technologies in Mechanical Engineering, IMTEX-2017, IESS-2017, EMO, and others.

#### **SOCIAL RESPONSIBILITY**

The company actively supports the WorldSkills movement: it organizes the participation of employees in the national championship and recognizes the results of demonstration examinations. In addition, it cooperates with the Bashkir State University and supports the creation of the Industrial Robotics and Medical Physics scientific and educational center and the Mechanical Engineering Technology base department.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Revenue growt: 30%. Planned indicators for production in 2017 predict an increase of 30% compared to the previous year. In 2017, the project to introduce the Siemens NX/Teamcenter design system was launched. Two investment projects, Technical Reequipment and Cabinet Protection are currently being implemented with the support of the FRP.



#### **ADDRESS**

9 Vasenko St., Saransk, Republic of Mordovia 430030 Phone: (8342) 29-65-18 www.saranskpribor.ru secretariat@saranskpribor.ru

# **SARANSK**

**INSTRUMENT MAKING PLANT PJSC** 



2016: 397 2017: 421

**INVESTMENTS** RUB 40 billion



Marat Nabiullin CEO

**VOLGA** FEDERAL DISTRICT

> Republic of Mordovia



#### **INTERNATIONAL PRESENCE**

The Saransk Instrument Making Plant PJSC exports its entire assortment of instruments and bellows. Its instruments are supplied to Belarus, Kazakhstan, Moldova, and Ukraine, and its bellows, to the USA, Bulgaria, Ukraine, Great Britain, Belarus, and Kazakhstan.

The plant designs and manufactures process control and regulation devices as well as single, double, and multilayered and welded plate bellows of more than 200 standard sizes along with assemblies and units based on them. The main consumers of its products are the nuclear and oil and gas industries, shipbuilding and ship repair, valve manufacturing, transport engineering, the military-industrial and aerospace complex, food and chemical industries, and the fuel and energy complex. It operates with a license to manufacture equipment for nuclear power plants.

#### ≫ УБРАТЬ TEKCT HISTORY

In 1956, according to the decision of the Central Committee of the CPSU and Council of Ministers of the USSR, plans were finalized to build a plant in Saransk to produce standard parts and sensitive elements. In 1959, it produced

its first batch of bellows. Before 1975, the plant had mastered 90 new types of products and upgraded over 60 types. In 1992, the company was reorganized into a JSC. Since 2012, the introduction of the Toyota lean manufacturing system began at the plant. In 2014, the creation of the graphic diagram of the plant's production system was completed. As a result of the implementation of the Saransk Instrument Making Plant's 2020 Strategy, the plant aims to become one of the top enterprises in the instrument-making industry.

## >>> AWARDS AND ACHIEVEMENTS

Saransk Instrument Making Plant PJSC has been a multiple award winner of the All-Russian 100 Best Goods of Russia Contest, the IDMS (2015), and Valve Industry Forum & Expo (2015, 2017) international exhibitions. Winner of the Best Goods of Mordovia contest (2016). Winner of the ENES-2016 regional contest of energy saving projects. The plant is included in the

number of science-intensive enterprises of the Republic of Mordovia.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Since 2013, the plant has participated in exhibitions in such major forums and industry exhibitions as the Valve Industry Forum & Expo (2013, 2015, 2017), IMDS (2015, 2017), CityEnergy (2013), Russia Arms Expo (2013) Oil and Gas MIOGE (2013), the Day of Innovation in the Central Military District of the Ministry of Defense of the Russian Federation (2014), as well as at the regional level: Top 100 Best Goods of Mordovia, Business Mordovia, Demonstration of the Industrial Potential of the Republic of Mordovia, and Machine Building Enterprises to the Building Industry of Mordovia.



500 people

Increase in revenue

4%

#### SALES GEOGRAPHY

Saransk Instrument Making Plant PJSC cooperates with both Russian and foreign enterprises and CIS countries.

#### SOCIAL RESPONSIBILITY

The plant supports socially significant sports competitions, children's institutions, and veteran retirees of the plant. It also supports the Chess for Orphanages project. The management and employees of the plant periodically help collect funds for the implementation of various charitable projects.

#### ENTERPRISE DYNAMICS AND PROSPECTS

Over the last 5 years, the enterprise has had stable growth dynamics in its volume of production and sales revenue. In 2016, despite a decline in demand in a number of consumer industries due to the diversification of sales, revenue growth compared to 2015 was 4%. Over the past 3 years, labor productivity has doubled, and growth of the average salary has totaled 190%. Over RUB 100 million has been invested in the modernization of buildings and the acquisition of new equipment, R&D.





12/2 Pervaya Vladimirskaya St., Moscow 111123 8 (800) 775-37-97 zakaz@zrnc.ru

### REGIONAL COUNCIL

#### **ZARNITSA GROUP**



600 people



Artur Abdulzyanov President

VOLGA FEDERAL DISTRICT

Republic of Tatarstan

#### **INTERNATIONAL PRESENCE**

The company has established mutually beneficial cooperation with CIS countries. Last year, Kazakhstan was supplied innovative equipment and training simulators for fire extinguishing activities for the Ministry of Emergency Situations and training equipment for motor-racing tracks. In Tajikistan and Azerbaijan, it supplied interactive stands and equipment for driving schools and motor racing tracks. The company is currently fostering cooperation with Uzbekistan, Turkmenistan, Armenia, and other countries.

One of the largest manufacturers in the Russian market for the development and production of innovative training equipment, simulators, and teaching aids for educational and departmental institutions. The company has been operating in this industry for more than 16 years.

## COMPANY HISTORY

The company was founded 16 years ago. In 2014, the Scientific and Technical Center for Educational Technologies with an area of 5.1 thousand sq. m was built. The scientific and technological center specializes in the development and production of innovative educational equipment for the training and retraining of workers and specialists in industry, construction, transport, and agriculture in institutions of primary,

secondary, and higher vocational education as well as on the grounds of enterprises.

## >>> REGIONS OF PRESENCE

It is located on the former production site of the photo and gelatin plant in Kazan.

#### **SOCIAL RESPONSIBILITY**

As part of the Affordable Environment program, it produces training complexes and classrooms to help adapt the disabled to work, learn to drive a car, and get involved in the process of active life in a small mobile group of people. As part of its charitable assistance, equipment was developed to help the visually impaired orient themselves on the premises of the Yardem Mosque (Kazan) as well as on the city streets. It has also started the creation of scientific and educational centers for children (children's technoparks).

#### SALES GEOGRAPHY

Its products are delivered to all regions of Russia. The company makes a special emphasis on import substitution. Its roughly 2 thousand types of educational products in 12 areas can fully equip classrooms, laboratories, and offices of primary, secondary, higher professional, and general education institutions, as well as departmental centers for the training and professional development of specialists.

Growth of production areas

up to 25 thousand sq. m

Increase in the market share

up to 65%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Its increase in the share of certain positions on the Russian market total 15% to 65%. The company's production area increased from 3 thousand to 25 thousand sq. m, and the number of staff reached 600 people.





8 Spartakovskaya St.,

Naberezhnyye Chelny, Republic of Tatarstan 423801

Phone: (8552) 717-332 www.korobki.ru

www.komgroup.ru post@komgroup.ru

**KOM LLC** 

TURNOVER RUB million

2016: 455 2017: 220 WORKPLACES

400 people



Roman Mankovskiy CEO

**VOLGA** FEDERAL DISTRICT

Republic of



The company is a leading serial manufacturer of power take-off boxes, speed reducers, special reducers, transfer boxes, and gearboxes for special vehicles on the chassis of KamAZ, MAZ, Ural, KrAZ, GAZ, and ZIL vehicles. It offers a full cycle of services for the creation and servicing of its products.

## COMPANY HISTORY

On September 26, 1990, a small enterprise KOM was registered. Over the next quarter of a century, it has grown into a group of companies capable of solving complex technical problems. Now, it produces more than 150 modifications of power take-off boxes, more than 300 different models and modifications of transmission units, as well as speed reducers, multipliers, special gearboxes, and transfer boxes. The structure of KOM Group includes foundry production and

the production of foundry equipment. The Rusak brand project for the creation of caterpillar and wheeled all-terrain vehicles is currently being implemented.

## **REGIONS**OF PRESENCE

Its manufacturing enterprises are located in the Republic of Tatarstan (Naberezhnyye Chelny), and Nizhny Novgorod Region (Bogorodsk).

## >>> AWARDS AND ACHIEVEMENTS

20th place in the rating of the Elite of the Nation all-Russian social and economic project. Winner of the annual Best Commercial Car of the year in Russia contest in the Prospect of the Year category for the Rusak cross-country vehicle. The head of the company is a winner of the all-Russian Entrepreneur of Russia award.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

KOM Group regularly participates in international exhibitions, such as Construction Equipment and Technologies, TIAF, Comtrans, and DORKOMEXPO.

## SOCIAL RESPONSIBILITY

KOM places a large emphasis on its corporate culture, such as publishing a corporate newspaper, offering regular activities for personnel to promote health (sports competitions, swimming pool visits), and increasing the overall business cultural level. Material and regular technical assistance is provided to funds, schools, and districts of the city.

#### SALES GEOGRAPHY

The company is a partner of such large Russian automakers as KamAZ, UralAZ, ZIL, and MAZ and supplies its products to the manufacturers of special chassis and superstructures. The firm's consumers total more than 70 special equipment plants and about 1 thousand operating enterprises in Russia



#### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, KOM Group achieved personal record-breaking sales volumes. In 2017—2018, with the commissioning of the newest high-tech machines, KOM Group plans to significantly increase production volumes.





49 Sibirskiy Trakt, Kazan 420087 +7 (843)247- 67- 87, +7 (843)204-26-36 www.naratgroup.ru narat116@bk.ru

REGIONAL COUNCIL

NARAT PRODUCTION AND COMMERCIAL FIRM LLC







Rustem Khabirov CEO

VOLGA FEDERAL DISTRICT

> Republic of Tatarstan



The company specializes in the manufacture and sale of furniture and restoration work. It has experience on the market for more than 15 years. The company specializes in the production of made-to-order furniture, not relying on the usual standards. It also uses environmentally-friendly materials and has extensive experience working with children's educational institutions and universities. It is engaged in restoration works on cultural heritage objects of Volga Bulgaria and Grad Sviyazhsk.

#### **REGIONS OF PRESENCE**

Republic of Tatarstan.

## AWARDS AND ACHIEVEMENTS

The company has earned numerous diplomas and awards of Russian exhibitions, including

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Furniture of the Year (Moscow), Volga-Expo (Moscow), and From Design to Finishings 2015 (Nizhny Novgorod).



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The serial production of cabinet furniture for custom bathrooms is also being implemented, which will be presented in more than 400 stores in the Volga Federal District.



#### **ADDRESS**

ispark.feedback@mail.ru

Office 5, 8 Lushnikova St., Kazan, Tatarstan 420034 Office 3, 4 Molodyozhnaya St., Moscow 420127 8 999 155 70 00, 8 999 157 71 50 http://ispark.info/ https://wk.com/ispark https://www.instagram.com/ispark

## **SPARK LLC**



TURNOVER RUB billion

2016: 27.6 2017: 17.8



TAXES RUB million

2016: 0.29 2017: 0.095



Artur Bulgakov CEO

VOLGA FEDERAL DISTRICT

Republic of Tatarstan



The iSPARK trademark includes an online store and a repair service for the sale and repair of digital electronics. Its main specialization is portable electronics (phones, laptops, tablets) as well as accessories and spare parts.

## **COMPANY**HISTORY

The company has been operating since August 1, 2016.

## **REGIONS**OF PRESENCE

Russia.

## SALES GEOGRAPHY

Its products are sold on the domestic market.

## >>> ENTERPRISE DYNAMICS AND PROSPECTS

Opening of the branch network in the cities of Russia.





#### **ADDRESS**

Office 308, 80 Avangardnaya St., Kazan, Republic of Tatarstan 420054 +7 (960) 0-300-111, +7 (843) 2684695 www.uyutera.ru uyutera.dyandex.ru

## **UYUT ERA LLC**







Denis Kartashev CEO

VOLGA FEDERAL DISTRICT

Republic of Tatarstan



The company has been producing furniture for more than 10 years based on the custom orders of large corporations and state institutions, including for cabinet furniture, upholstered furniture, rattan furniture, and carpentry. All furniture is crafted by qualified specialists on high-quality German and Italian equipment.

## COMPANY HISTORY

The company was founded in 2007. When it was created, the company's management set the goal to establish a wide range of modern, high-quality cabinet furniture. To achieve these results, its

production facilities are equipped with high-tech equipment. Only the best materials are used for the manufacture of furniture items in both luxury and economy-class ranges.

## **REGIONS**OF PRESENCE

The manufacturing enterprise is located in the Republic of Tatarstan.

# WORKPLACES

#### SALES GEOGRAPHY

Kazan, Almetyevsk, Naberezhnyy Chelny and many other districts of Tatarstan, Moscow, and Moscow Region.

60 people





#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2010 the target audience purchased an average amount of RUB 25 thousand (private persons), in 2017 the average customer's purchase amount now reaches RUB 250 thousand.





23a-12 Soyuznaya St., Izhevsk +7 (3412)94-16-26 Art-plys@yandex.ru ykamasheva@gmail.com

#### REGIONAL COUNCIL

## **ART PLUS LLC**



Yuliya Kamasheva CEO

VOLGA FEDERAL DISTRICT

> Udmurt Republic

The company supplies and carries out the wholesale of materials for the vehicle body repairs, aerosol paints for automotive, decorative and household purposes, auto cosmetics, and systems for the selection of auto enamels. Based on distributor agreements, it represents the top global body repair brands.

## COMPANY HISTORY

The company was established and registered on December 6, 2012. As a reliable supplier of state purchases working with the largest enterprises of the Udmurt Republic and official vehicle dealers of vehicles, it is always working to increase the volume of its retail sales and build relations with companies from

neighboring regions—Perm krai, Tatarstan, Bashkiria.

## >>> REGIONS OF PRESENCE

Thr Udmurt Republic, Perm Krai, Republic of Tatarstan, and Republic of Bashkortostan.

#### **SOCIAL RESPONSIBILITY**

It is actively engaged in charitable activities, in particular, providing free paint and varnish materials to help clean up the look of the city and republic.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

It provides a full range of services for the repair of vehicles, namely assembly, welding, body, electrical, mechanical, and other work necessary to resolve issues. In addition, it also paints metal structures (in particular, gantry cranes) on a seasonal basis.



#### **ADDRESS**

30-32 Truda St., Izhevsk, Udmurt Republic 426067 +7 [912] 466 38-86, +7 [3412] 644-632 www.busteh.ru bustehnology@gmail.com

REGIONAL COUNCIL

BUSINESS-TECHNOLOGIES LLC







Maksim Sergeyevich Kopysov CEO

VOLGA FEDERAL DISTRICT

> Udmurt Republic

Since 2010, the company is engaged in providing a wide range of services—from the simple implementation of CRM-systems to full-scale business automation based on specialized software. Additionally, it helps qualitatively describe and implement business processes. The number of its projects per year ranges from 1 (if it is particularly large) to 10.

## **COMPANY**HISTORY

The company was founded in summer 2010 under the Center for Employment of the Population of Izhevsk self-employment program from the State Educational Institution of the Urals. At the start of its operations, it was a small organization with just a single staff member specializing in the provision of SMS services and the development of mobile marketing. In 2010: winner of the all-Russia

Modernization competition of innovations. 2015: start of operations on the automation of business processes.

## >>> REGIONS OF PRESENCE

Its office is located in Izhevsk, but its services are remote and provided online.

## AWARDS AND ACHIEVEMENTS

2010: winner of the all-Russia ModerniZAtion competition of innovations. 2010: invitation to be a member in a delegation from the Russian Federation at the US-Russia Business Council (San Francisco, USA). 2012: winner of the Best Entrepreneur-2011 contest in Udmurtia.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

American-Russian Business Council (San Francisco, USA) for an exchange of experience in the development of innovations. Events on the development of innovations in IT technologies, including StartuBldg.Sabantui, Kazan Startup Weekend and others.

#### >>> SOCIAL RESPONSIBILITY

The company is actively engaged in charitable activities, such as the no-cost development of automated management systems for conducting social projects in the Creative Capital Noncommercial Organization, and providing expert support for youth movements and IT startups.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2015—2016, the introduction of 1 specialized software complex for enterprise management. In 2017, thanks to the experience gained and development of new management systems (now the company is able to implement more than 4 different systems), the number of customers and average cost of a contract have increased.





58 Dmitrovskoe Shosse, Moscow 125599 +7 (495) 456-49-33 www.tabulasense.ru hello@tabulasense.ru

#### REGIONAL COUNCIL



TURNOVER RUB million 2016: 18 2017: 90



25 people



Andrey Rogozin CEO

**VOLGA** FEDERAL DISTRICT

Republic



#### INTERNATIONAL PRESENCE

The company sells its products on the markets of the EU, North America, Asia, and countries of the Persian Gulf.

The company specializes in the design, production and sale of "smart" furniture (furniture with built-in electronics). Its potential markets include large Russian and international companies; architectural and design offices; airports/train stations/waiting areas; hotels/restaurants/cafes; private residences/villas/beaches, and many other locations.

## **COMPANY**HISTORY

The company was founded in January 2016, and by September the creation of the first prototype of the production model was completed. After its presentation, more than 1 thousand preorders were received and 50 orders for distribution from all over the world. From that moment, the decision was made to develop 3 main areas of activity: retail, B2B, and custom orders.

## REGIONS OF PRESENCE

Manufacturing enterprises are located in Moscow.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

SPIEF, Innoprom, and Made in Russia, as well as specialized business events, such as Index Design Series, Maison Objet (Paris, France), IES Europe (Amsterdam, The Netherlands).

#### **SOCIAL RESPONSIBILITY**

It is a trustee of young athletes and also supports the holding of socially significant events.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In just a single calendar year, the product line has increased from 1 to 10 different kinds of "smart furniture."



#### **ADDRESS**

Office 1, 30 Pyatdesyat Let Pionerii, Izhevsk, Udmurtia 426033 +7(3412) 770-325

www.sevural.com info@sevural.com



### SSG-URAL LLC



2016: 35 2017: 80 WORKPLACES

150 people



Mikhail Sukhikh Founder

**VOLGA** FEDERAL DISTRICT



The company is an accredited private employment agency and provides personnel for the nation's largest national construction projects, such as state district power plants, nuclear power plants, thermal power plants, and the largest refineries. Specialists of the company carry out construction works at Yakutsk SDPP-2, Unit 9 of Novocherkasskaya SDPP and are currently working on a section of the Nevsko-Vasileostrovskaya line of the Saint Petersburg metro, construction of a transport passage through the Kerch Strait, and other projects.

## COMPANY HISTORY

Founded in February 2016 as a private employment agency, it was accredited in August, giving it the full legal right to provide personnel for outstaffing and outsourcing needs. In just one year since its founding, the company has

received letters of acknowledgment from many leading companies in the country.

#### **REGIONS OF PRESENCE**

Employees of the company perform construction work in Saint Petersburg, Nizhnekamsk, and Vologda, Pionerskiy, Novyy Urengoy, Novocherkassk, Krasnoyarsk, Taman, Sabbeta, and other cities.

## AWARDS AND ACHIEVEMENTS

Winner of the SuperJob award from Reliable Employer-2016.

## >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company participates in Innoprom, Oil-Gas 2016—2017, and Metalworking and Mechanical Engineering 2016.



Increased volume of services

100%



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Its increase in turnover and volume of services has increased by a factor of two as compared to 2016.





21 Lenina St., Izhevsk 426003 +7 (3412) 723-723 www.uds18.ru marketing@uds18.ru

### **URALDOMSTROY LLC**



2016: 411.2 2017: 252.5



TAXES RUB million

2016: 28 2017: 22



Aleksey Chulkin CEO

VOLGA FEDERAL DISTRICT

> Udmurt Republic



The company operates on the real estate market specializing in the development and management of commercial real estate. Its goal is to create the most harmonious and comfortable environment possible to live in, and its mission is to create eco-friendly, ergonomic, and functional houses meeting all building standards. From 2006 to 2017, the company sold 152 thousand sq. m of housing. By 2020, the volume of rented housing will increase by a factor of 2.5.

#### **COMPANY HISTORY**

It has been operating since 2006 and successfully develops construction sites not only in the Udmurt Republic but also in other regions as well, including since 2015 in Smolensk Region, and since 2016 in Perm Krai. The company's history began with the construction of a residential complex on Klubnaya Street (Novaya Klubnaya Residential Complex). The Parus, Aventino, EcoLife, English Park residential complexes have no analogues in the property market of Udmurtia.

#### **REGIONS OF PRESENCE**

Udmurt Republic (Izhevsk), Perm Krai (Perm), Smolensk Region (Smolensk).

#### AWARDS AND **ACHIEVEMENTS**

In 2017, the ECO Life residential complex won the national stage of the prestigious global Prix d'Excellence Awards competition in the High-Altitude Residential Real Estate category (for the first time in the long history of the competition, the prize was won by a project from Udmurtia).

#### >> PARTICIPATION IN **EXHIBITIONS AND EVENTS**

It regularly participates in forums such as MosUrbanForum, REX exhibition, and the Forum 100+ conference on high-altitude house buildina.

#### SOCIAL RESPONSIBILITY

2016: 10 ambulance cars were purchased, 3 social facilities for the region were built: a children's workout playground and standard children's playground, the equipment of an educational sensory room, and in 2017 another sensory room will soon open its doors. 2017: an open-air modern children's and youth sports complex was built. Its charitable foundation has been supporting the Federation of Udmurtia Boxing since 2015.

#### **SALES GEOGRAPHY**

The company's products are sold only on the domestic market in its regions of presence. But its facilities are also acquired by foreign investors from Japan and England.

Increase in market share **INVESTMENTS** RUB 2.83 billion

#### ENTERPRISE DYNAMICS AND PROSPECTS

2016: 39.52 thousand sq. m of real estate were put into operation, 2017: plans to another put 39.34 thousand sq. m of real estate into operation. By 2020, the company plans to grow its volume of real estate by a factor of 2.5. In the active phase of construction in 2016, there were 11 real estate items, and in 2017 in its active phase there were 17 real estate items. Based on H1 2017 results, the market share of the company is 13.4%—the third highest among all developers of Izhevsk. Compared to sales for the same period of 2016, market share increased by 4.9%.

320 people



#### **ADDRESS**

4 Trubnaya St., Krasnokamsk, Perm Krai 617060 Phone: (342-73) 51-555 www.krmz.info info@krmz.info

**REGIONAL COUNCIL** 

KRASNOKAMSK MACHINERY
AND REPAIR
PLANT, LLC







Dmitriy Teplov CEO

VOLGA FEDERAL DISTRICT

> Perm Krai



The plant produces agricultural equipment (balers, high-speed packers, carvers), STL storage equipment (leveling platforms, elevating tables, sealers for opening), Ekspeditsyia car trailers, and attachments for FRONTLIFT tractors. In addition, it manufactures parts and metal structures according to customer drawings.

## **COMPANY**HISTORY

The enterprise was founded in 1973. A new chapter began in 2001, when the unprofitable enterprise was reoriented to fabricate metal structures and produce agricultural machinery under the license of Italian companies Wolagri and Tonutti. In 2005, a modern section for sheet processing with the use of laser technologies was launched. In 2011, the plant introduced a universal FRONTLIFT front loader, after

which the production of trailers for cars was launched. In 2011, the plant first received ISO 9001:2008 quality management certification.

## AWARDS AND ACHIEVEMENTS

In 2015 and 2016, employees of the Krasnokamsk Machinery and Repair Plant were awarded acknowledgments from the Ministry of Agriculture of the Russian Federation for their many years of work in the agroindustrial complex.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company actively participates in major Russian and international industry exhibitions, such as AgroFarm, Agroshowroom, CeMat Russia, AgroUral and others. In 2017, it became a partner of the All Russia AgroMash-2017: Localization of production in Russia summit.

#### **SOCIAL RESPONSIBILITY**

The company regularly hosts hockey tournaments and supports the development of sports in Krasnokamsk.



#### SALES GEOGRAPHY

Krasnokamsk Machinery and Repair Plant products are supplied to 55 regions of Russia as well as Kazakhstan, Turkmenistan, Uzbekistan, and Belarus.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the volume of Expedition Ekspeditsyia Trailer production was increased up to 1.5 thousand units per year, and there was a 30% increase in the area of activity of FRONTLIFT front loaders. In light of the growing demand for agricultural machinery, the company sees development prospects in the production, sale, and promotion of technology of Silage in Line agricultural equipment.



#### **ADDRESS**

105 Moskovskoye Shosse, Nizhny Novgorod 603079 Phone: (831) 241-62-68 www.softdream.ru info@softdream.ru

#### **MYAGKIY SON LLC**





Sergey Timofeyev CEO

VOLGA FEDERAL DISTRICT

Nizhny Novgorod Region



#### **INTERNATIONAL PRESENCE**

Myagky Son LLC operates internationally. 102 thousand items of its own production were exported for RUB 5.83 million.

Myagkiy Son LLC is part of Oktyabr Group and for more than 17 years has been producing and marketing a wide range of pillows and blankets. For its high quality of products, the company has earned the trust of such retailers as X5 Retail Group and is a winner of the 100 Best Goods of Russia contest.

#### COMPANY HISTORY

The company was founded in 2000 on the production base of Oktyabr Nizhny Novgorod Plant JSC. Its operations began with the manufacture of blankets and pillows and their sale on the Nizhny Novgorod market. In 2003, the firm was included in the Business Register of Enterprises of the Russian Federation. Contracts have been entered into with large distributors in Moscow, Yekaterinburg, and other regions. In 2013,

the company signed a federal contract with the Federal Antimonopoly Service for the supply of products and in 2016 became its general supplier. In 2014, a large-scale reequipment of production facilities was carried out, so were exports of products to the countries of Europe began.

#### AWARDS AND ACHIEVEMENTS

In 2010, the products of Myagkiy Son won awards in the 2010 Best Goods of Russia contest. The company has also been awarded diplomas from the international Tekstillegprom showroom for the high quality of its products and letters of acknowledgment from the Government of Nizhny Novgorod Region for its contributions to the social and economic development of Nizhny Novgorod Region.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

The company participates in the Tekstillegprom international showroom and in specialized international exhibitions, such as Heimtextile in Germany, Cantone Fair in China, and others.

#### **SOCIAL RESPONSIBILITY**

The company offers financial aid to social events and is an animal trustee of the Nizhny Novgorod Zoo.

# WORKPLACES

150 people

Increase in production capacity

100%

#### SALES GEOGRAPHY

Myagkiy Son products are sold throughout Russia and exported to Europe and CIS countries.

INVESTMENTS
RUB 114.8 million

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The installation of new equipment has allowed the company to increase its production capacity by a factor of 2 (in 2015, 969 thousand items were manufactured, compared to 450 thousand in 2013) and become the largest producer in Russia.



#### **ADDRESS**

164 Prospekt Gagarina, Nizhny Novgorod 603009 Phone: (831) 461-89-80. www.promis.ru info@promis.ru

#### **PROMIS JSC**



TURNOVER RUB, billion

2016: 1.3 2017: 1.6



TAXES RUB million

2016: 77.8 2017: 87



Yevgeniy Slinyakov CEO

VOLGA FEDERAL DISTRICT

Nizhny Novgorod Region



The company produces and supplies cardboard packaging for medicines and paper instructions for medical use to almost all major pharmaceutical companies in Russia. In 2016, 550 million cardboard packages and 400 million instruction leaflet inserts were produced. The company's share on the Russian market of cardboard packaging for medicines in 2016 was 18%. Almost every fifth cardboard package of medicines sold in Russian pharmacies is produced by Promis.

# COMPANY HISTORY

The company was founded in 1994. Since then, it has grown from a regional printing house to a major manufacturer of packaging materials. Today, the company is a supplier of the following integrated solutions: packaging materials for medicines, automated packaging systems

**SALES GEOGRAPHY** 

Promis JSC delivers its products to pharmaceutical companies located in the

with the use of robotics for packing drugs in a corrugated box, and IT solutions for marking drugs with a 2d-code.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Promis JSC is the organizer of the annual Pharmapack forum, which takes place in Moscow technopolis. The forum hosts presentations on topics of interest to the pharmaceutical company and an exhibition of equipment for the labeling and packaging of medicines.

#### **SOCIAL RESPONSIBILITY**

Promis JSC assists the regional branch of the Children's Russian Foundation, the Nizhny Novgorod children's hockey club, and the Avangard sports club for rhythmic gymnastics.



250 people

INVESTMENTS
RUB 160 million

Growth in output 100%

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The volume of Promis JSC production has grown by a factor of almost 2 over the past four years.



#### **ADDRESS**

Office 210, 122 Dybenko St., Samara 443066 +7 (846) 225-15-12 http://gedocorp.ru mail@gedocorp.ru

#### **REGIONAL COUNCIL**



**GEDOCORP LLC** 



TURNOVER RUB million

2016: 4.8 2017: 1.1



TAXES RUB million

2016: 0.32 2017: 0.14



Aleksey Dobrusin CEO

VOLGA FEDERAL DISTRICT

> Samara Region



Analytics and strategy creation, web development, introduction of online advertising tools, as well as integrated internet marketing services. The only small business agency that not only develops projects but also increases the competence of the client in the process of working on the project. Its operations are based on the concept of the impossibility of providing services that are full-cycle or on a turn-key basis among small businesses, as joint work between the owner and contractor is necessary.

# **COMPANY**HISTORY

The company was founded in 2013 in Samara. The company has also been successfully engaged in internet marketing for 5 years.

#### >>> REGIONS OF PRESENCE

The company's office is located in Samara.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

It is a member of the Association of Interactive Agencies and the Association of Internet Developers; contributes as a partner to the federal You Are an Antrepreneur program; is the operator of the Regional Center for the Development of Entrepreneurship in Samara Region Foundation; agency experts are teachers at the Higher School of Economics National Research University, etc.





#### **ADDRESS**

59 Chernyshevskogo St., Saratov 410004 Phone: (8452) 294-309 www.sarpk.ru pol@sarpk.ru

REGIONAL COUNCIL







2017: 33.5



Aleksandr Kalashnikov CEO

VOLGA FEDERAL DISTRICT

> Saratov Region



#### INTERNATIONAL PRESENCE

Hardback books (educational and fiction) are printed for readers in Kazakhstan and Tajikistan.

The plant produces and sells a wide range of printing products, including books, brochures, magazines, forms, calendars, leaflets, paper and white goods, packaging, and other goods. It has one of the best reprographic centers in the Volga Region, equipped with the most modern technology. The plant completes 300 orders every month with a total sheet quantity of up to 45 million impressions and produces about 3 million brochures and 2 million books.

# **COMPANY**HISTORY

Saratov Printing Plant JSC was founded in 1957 as a state enterprise for the production of educational materials and artistic literature. In the years to come, 46 thousand sq. m of production, storage, and auxiliary premises was built. In September 1957, the first hardbound book came off the assembly line. Schools

**SALES GEOGRAPHY** 

received new textbooks printed in the languages of the peoples of the USSR. Today, the JSC continues to print books for children and adults in various formats and with various finishings.

## >>> AWARDS AND ACHIEVEMENTS

The CEO of Saratov Printing Plant JSC Aleksandr Kalashnikov was deemed Person of the Year 2013.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Saratov Printing Plant JSC annually takes part in major business forums, such as MIBF (MOSCOW INTERNATIONAL BOOK FAIR), the Red Square book festival, and in specialized business events, such as Printtech, Rosupak, and Volga Wave.

#### **SOCIAL RESPONSIBILITY**

Saratov Printing Plant JSC is engaged in charitable activities, supports the trade union movement by holding socially significant events, and is curator of the Church of the Equal-to-the-Apostles Mary Magdalene in Saratov.



 $350_{\text{people}}$ 

INVESTMENTS

RUB 4.6 million

Permanent partners of the enterprise total more than 30 leading publishing

Planned output of printed sheets

206 million

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Before 2015, the company produced 190.2 million printed sheets, while in 2016 this number rose to 202 million. In 2017, the plans are to print 206 million sheets. The implementation of the Center for the Development of Russian Polygraphy project will make it possible by 2022 to create a multiprofile printing asset with an estimated investment volume of up to RUB 900 million.



#### **ADDRESS**

239 Bolshaya Sadovaya St., Saratov 410005 Phone: (8452) 26-21-32 www.zaprib.ru авиасистема.рф

SERGO ORDZHONIKIDZE ELECTRICAL INSTRUMENT ENGINEERING PLANT JSC



P

TURNOVER RUB million

2016: 905 2017: 905



TAXES RUB million

2016: 77.8 2017: 216



Dmitriy Khanenko CEO

VOLGA FEDERAL DISTRICT

> Saratov Region



#### **SOCIAL RESPONSIBILITY**

Support of the Bison sports club, Engineers of the Future Center for Youth Innovation Creativity (career guidance for youth), arrangement of employment programs for minors in the summer, and a social package as part of the collective agreement.

The main products of the enterprise include aircraft instruments and automatic control systems Installed on An-124, Tu-204, II-96, II-76, Su-34, An-148, Yak-130, Ka-27, Ka-28, Ka-32, Mi-8, Mi-17 as well as unmanned aerial vehicles, vehicles, and wing-in-ground effect aircraft. The company develops integrated modular avionics, object motion automatic control systems, satellite navigation systems, advanced special-purpose information input/output systems, telecommunication systems, and modern power supply systems.

# > COMPANY HISTORY

The history of the company dates back to the Aviapribor plant established in 1918. In 1935, the plant was named after S. Ordzhonikidze. In 1941 the enterprise was evacuated to Engels, and in 1945, to

Saratov. Since the beginning of the 1950s, the production of the first autopilots on IL-14 and Li-2 began. In 1963, the first autopilot for MiG-21 was released. The enterprise has launched production of its first automatic control systems, systems and control devices for missilery, aerotechnics, helicopters, armored vehicles, and marine vessels.

# AWARDS AND ACHIEVEMENTS

Certificate No. 1882 of a member of the All-Russian Book of Honor. Laureate diploma of Gold Medal. European Quality international competition. Winner of the Enterprise of the Year All-Russian Award for the effective arrangement of production and management. Award winner of the 1,000 Best Enterprises and Companies of Russia 2007 all Russian competition. In 2015, the CEO was awarded the title of Russian Quality Leader.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in the following forums and exhibitions: Interpolitex, Marine Showroom, HeliRussia, Oboronexpo, MAKS, Roboexpo, Technoexpo, and Navitech as well as other specialized business events (II-76 Yesterday, Today, Tomorrow; Unmanned Aviation; Unmanned Systems; MATF; Aircraft Manufacturers' Forum; Departmental and Corporate Communication Systems; Infospace; Airport Equipment).

#### SALES GEOGRAPHY

The company's products are mainly sold on the domestic market. Exports account for approximately 5% of output.

500 people

WORKPLACES





#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Year after year, output volmes have been increasing. The company places an emphasis on the development of new types of domestically-manufactured products to replace imported components for aircrafts.



#### **ADDRESS**

Corrugated Packaging Plant, Engels District, Saratov Region, 413102 Phone: (8453) 75-04-42,75-04-35 www.entara.ru

entara@mail.ru

ENGELS CORRUGATED PACKAGING PLANT LLC



TAXES RUB million 2016: 77.8 2017: 9



Aleksey Parusenko Managing director

VOLGA FEDERAL DISTRICT

> Saratov Region



#### INTERNATIONAL PRESENCE

The company exports up to 20% of its products to the Republic of Kazakhstan.

Engels Corrugated Packaging Plant produces a wide range of corrugated cardboard products, including corrugated boxes, corrugated decks, corrugated insertions, corrugated products with complex die-cutting of three and dual-layer corrugated cardboard of T21-T25 grades with a B, C corrugation profile. The company produces more than 12 million sq. m of products per year, with capacities of 24 million sq. m per year.

#### COMPANY HISTORY

Engels Corrugated Packaging Plant LLC was founded in 1997 on the site of a small workshop producing corrugated packaging in the bankrupt Engels Meat Packing Plant. Over the next years, new warehouse and auxiliary premises were built, existing equipment was

upgraded, and new equipment was purchased. In 2011, the production of corrugated cardboard with a new B profile was established. In 2013, equipment for the assembly of components was commissioned. In 2016, production of 5-layer corrugated cardboard was established.

# AWARDS AND ACHIEVEMENTS

In 2015, Engels Corrugated Packaging Plant won the Entrepreneur of Saratov Governorate's annual regional competition.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company takes part in international exhibitions Rosupak (Moscow) and EXPORUSSIA KAZAKHSTAN (Kazakhstan).

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable efforts and supports the holding of socially significant events in the Engels district.



90 people

Growth in output

8.5

million sq. m

#### SALES GEOGRAPHY

The company supplies its products to Saratov, Volgograd, Penza, and Samara Regions of Russia and for export to the Republic of Kazakhstan.

INVESTMENTS

RUB 35 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

Before 2000, the company produced 4.5 million sq. m of products per year, but in 2016, thanks to production upgrades, about 8.5 million sq. m of products was produced. One promising tendency of development for the company is its construction of a new paper mill.



#### **ADDRESS**

P.O. Box 29, 5th block, Engels-19, Saratov Region 413119 Phone: (8453) 51-42-88 www.dimes.ru

sgen@dimes.ru

GLUKHAREV SIGNAL ENGELS DESIGN BUREAU

JOINT-STOCK COMPANY



TURNOVER RUB million

2016: 581.3 2017: 659.8



TAXES RUB million

2016: 77.8 2017: 196



Vladimir Arkhipov CEO

VOLGA FEDERAL DISTRICT

> Saratov Region



#### SOCIAL RESPONSIBILITY

The company's additional social package for employees is one of the most prestigious in Saratov Region, and includes a set of additional social safeguards and benefits for areas related to children, family, health, retirement, etc., from cash bonuses, compensations, material assistance, and loans for higher education at the expense of the enterprise to the construction of a corporate recreation center and purchase of 2—3 apartments for key specialists annually.

The EDB occupies a dominant position in Russia in the segment of development and production of pressure measurement and control instruments for aerotechnics, rocket and space equipment, and marine facilities. In terms of a significant range of products, it is the only domestic Russian producer. It is included in the list of strategic companies ensuring implementation of a unified state policy in relevant branches of the Russian economy.

# COMPANY HISTORY

Glukharev Signal EDB was established in May 1954. The EDB has developed and commissioned batch production of instrumental products for MiG, Su, An, Tu, II, and Be aircraft, Ka and Mi helicopters, Vostok, Voskhod, Soyuz, Angara spacecraft, reusable

**SALES GEOGRAPHY** 

Energiya-Buran transport rocket-andspace systems, the Luna, Venera, and Mars spacecraft, the Salyut and Mir orbital stations, the ISS Alfa, the Morskoy Start floating launch site and Plesetsk and Vostochnyy launch sites, as well as for all strategic guided missile system of the Russian Strategic Missile Forces, new frigates, nuclear submarines, etc.

#### AWARDS AND ACHIEVEMENTS

It has won five diplomas of the government of Russia for winning the finals of the Russian High Social Efficiency Company all-Russian competition and 17 diplomas from the Governor of Saratov Region for winning the regional stages of the Russian High Social Efficiency Company All Russian competition. The Honors Board of Saratov Region (twice). Honorary letters and thanks from the Ministry of Industry and Energy of Saratov Region. Honorary letters from the Ministry of Labor of Saratov Region for winning regional competitions in

the Best Employer for the Promotion of Local Employment. Diploma of the winner of the 10th regional competition Collective Agreement is the Basis of Protection for the Social and Labor Rights of Citizens.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The company regularly participates in the MAKS International Aviation and Space Showroom, International Maritime Defense Show (IMDS), HeliRussia Helicopter Industry International Exhibition, Army International Military Technical Forum, and the Engine Building International Forum.

# WORKPLACES 614 people

Growth in output 15%

# INVESTMENTS RUB 70 million

The company's products are oriented toward the domestic market. Its products

cover up to 40% of the needs of the aviation industry and up to 20% of the needs of the rocket-and-space industry and Russian Strategic Missile Forces for pressure

sensors and are only exported as part of finished items ready for use.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

For 10 years, its capacities have increased by a factor of 5.5, and the scope of R&D performed has risen by a factor of 9 along with an increase in the number of employees at slightly more than 60%. The anticipated annual growth in capacity for 2017—2021 amounts to 12%—15%. There are plans to expand the production site by 2021 by 50% and to increase production capacity by purchasing more than 250 units of high-performance technological and testing equipment.



HOTEATP



43A Kamyshenskaya St., Ulyanovsk 432054 +7 (8422) 61-10-44 http://lunakino.ru lunaruslan@gmail.com.

# ARMADA-FILM PLUS LLC



Ruslan Ilyasov CEO

РАЗВЛЕЧЕНИЯ

Здесь живет к

VOLGA FEDERAL DISTRICT

> Jlyanovsk Region



The modern Luna and Ruslan network of movie theaters occupies a leading position in the film distribution market of Ulyanovsk. The company is at the top of technological progress in the film industry. The sound, film projection, and other equipment of its cinemas are regularly upgraded. Audience comfort when watching a movie is one of the network's key competitive aspects.

#### COMPANY HISTORY

The history of development of the cinema network began in 2003. The decision was made to repair the building of the "Russia" Soviet theater to help revamp the industry in Ulyanovsk. Gradually, the three-hall Luna cinema center grew into the main site for movie premieres in

town. 2008: transition to digital technologies, screening 3D films. 2014: another large-scale reconstruction of Luna cinema center, and the Atmos sound system — the latest development from Dolby laboratory — was installed.

# REGIONS OF PRESENCE

Ulyanovsk.

# >>> AWARDS AND ACHIEVEMENTS

The head of the company has been awarded numerous letters of acknowledgment for implementing regional charity projects from the Directorate of Internal Affairs of Ulyanovsk Region, the government of Ulyanovsk Region, and the directors of boarding schools and rehabilitation centers.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company regularly participates in exhibitions such as the Russian Film Market and Kino Expo International Forum, which are the largest film business events in Russia. As part of these exhibitions, various conferences, seminars, roundtable discussions, business meetings, and presentations of new technologies are held.

#### **SOCIAL RESPONSIBILITY**

The network is also always happy to welcome its young guests from orphanages. The company's staff arranges charitable premier days for orphans and children without parental care. Contributions to the regional Every Child is Important to Us project.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Prospects for development include a multifunctional entertainment complex of a new format for family leisure, including a six-hall cinema, themed restaurants and pub, fitness center with a 25 m swimming pool; youth nightclub; billiard center with 15 tables; and a children's play area. A "services hypermarket" featuring all the most popular leisure and entertainment needs, all located in the same building.





14 Ryleyeva Pereulok, Ulyanovsk 432063 +7 (8422) 67-58-57 www.ortocentr73.ru orthoped\_ul@mail.ru

LLC

# VOZROZHDENIYE PROSTHETICS AND REHABILITATION CENTER

TURNOVER RUB 2016: 19.7 2017: 20 TAXES RUB million 2016: 77.8 2017: 0.5



Vyacheslav Melnik CEO

VOLGA FEDERAL DISTRICT

> Ulyanovsk Region

Orthotics and prosthetics services for patients with various diseases and injuries of the musculo-skeletal system. The company also manufactures and builds an extensive selection of prostheses, orthopedic devices, orthoses, individual corrective insoles, and footwear modification. The staff is composed of certified orthopedists, instructors in adaptive physical training, prosthetists, orthotists, and other specialists. Many specialists are members of All Russian and international associations, such as VGPO and ISPO.

# **COMPANY**HISTORY

The company has been operating since 2006. Since 2008, it has been specializing in

**SALES GEOGRAPHY** 

The company's products are sold in the Russian Federation, including prosthetic and orthopedic products, and technical means of rehabilitation, partially in the

framework of individual rehabilitation programs for disabled persons.

orthotics and the rehabilitation of children with cerebral palsy. In 2014, the company launched development of adaptive physical training, recreation, and rehabilitation programs. In 2015, activities for prosthetics of the lower and upper extremities were started.

#### >>> REGIONS OF PRESENCE

Its production facilities are based in Ulyanovsk.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

2017: participation in the Made in Ulyanovsk Region manufacturers forum. The center also received a diploma in the New Product of Ulyanovsk Region 2017 category.





#### **ADDRESS**

Legal address:

10 — 157 Festivalnyy Boulevard, Ulyanovsk 432067

Actual address:

Boutique No. 14, Spartak Shopping Mall,

5b Zheleznoy Divizii St., Ulyanovsk

+7 (8422) 71 18 08, +7 (903) 337 68 91, +7 (908) 479 50 43.

www.ul-harmonysound.com

msv73@list.ru

HARMONIYA ZVUKA SHOWROOM



Sergey Minyakov Founder

VOLGA FEDERAL DISTRICT

> Jlyanovsk Region



The comapny specializes in cinemas on a turnkey basis using techniques from the best world brands; stereosystems on a turnkey basis; smart home systems; construction of conference halls of any complexity; soundproofing; recording studios on a turnkey basis; and background voicework for commercial facilities.

# **COMPANY**HISTORY

The company has been operating since 2014.

## >>> REGIONS OF PRESENCE

The company is located in Ulyanovsk.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

It sponsors events held in the region related to getting young entrepreneurs involved in the business world, including the Arkhangelskaya Sloboda congress of young entrepreneurs, and UL City Awards.

# SALES GEOGRAPHY

The products are sold on the domestic market, and works are performed in the Volga Federal District, Moscow, and Moscow Region.

## ENTERPRISE DYNAMICS AND PROSPECTS

Works to create and improve new systems and services are constantly in progress.







15A Pushkinskaya St., Ulyanovsk 8 800 2507250, www.simbart.ru ceo@simbart.ru

#### REGIONAL COUNCIL

#### **EVALLC**

TURNOVER RUB 2016: 30 2017: 50



15 people



Svetlana Andreyeva CEO

VOLGA FEDERAL DISTRICT

> Ulyanovsk Region



#### INTERNATIONAL PRESENCE

The company exports products to Kazakhstan and China, and by the end of 2017 regular exports will also begin to Vietnam.

For more than two years, the company has been producing confectionery and chocolate products under the Simbirskiy Artizan brand. The company produces about 4.5 tons per month of various finished products sold in the Russian Federation. Currently, the company has acquired additional equipment and increased its production capacity by 15 times. In September 2017, there are plans to enter the markets of China.

# **COMPANY**HISTORY

The company started its activities in 2014 in a small workshop with an area of 30 sq. m. Within six months, several major contracts were signed, and the company leased equipment to launch production under its own brand and the distributor's brand. 2016: the decision was made to start exporting its products, an automatic

line was purchased, and the construction of a production site commenced. In addition, the new brand Choco Atelier was launched.

# REGIONS OF PRESENCE

Its production facilities are based in Ulyanovsk.

# AWARDS AND ACHIEVEMENTS

The company was a finalist at the Interfood Saint Petersburg, Interfood Ural, and Best Startup of the Year exhibitions.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company also participates in regional and federal exhibitions every year.

#### **SOCIAL RESPONSIBILITY**

It donates to charities, arranges field trips for orphans, provides gifts to orphanages, and supports the regional hospital.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While in 2015 output was about 1.5 tons, in 2016 it was 4.5 tons, and by the end of 2017 current predictions are at 50 tons.





16/141 Korunkovoy St., Ulyanovsk 432066 +7 (937) 276 00 74 rus-tex@yandex.ru

#### REGIONAL COUNCIL



**UTENOK LLC** 



Vasiliy Pashin Founder

VOLGA FEDERAL DISTRICT

> Jlyanovsk Region



The manufacture and sale of children's clothing. The company was founded in 2011, with previous production being carried out under a different brand. It specializes in the manufacture of children's clothing, from underwear to outerwear and hats. Sizes range from newborns to teenagers.

#### COMPANY HISTORY

The company was started in 2011 with a small workshop. Now, the company operates several large production areas. The volume of production has grown since the start by many times. The company's products are sold in all domestic regions and in neighboring countries.

#### **REGIONS OF PRESENCE**

Ulyanovsk Region.

#### AWARDS AND ACHIEVEMENTS

The head of the company has been awarded with a letter of acknowledgment from the mayor of Ulyanovsk (2010, 2012), and a certificate of inclusion in the Honor of Youth of Ulyanovsk Region Golden Book.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It sponsors events held in the region related to getting young entrepreneurs involved in the business world, including the Arkhangelskaya Sloboda congress of young entrepreneurs, and UL City Awards.

# SALES GEOGRAPHY

Kazakhstan, Belarus, all regions of Russia.

#### **INTERNATIONAL PRESENCE**

Kazakhstan, Belarus.

#### >>> ENTERPRISE DYNAMICS AND PROSPECTS

A fast developing company. The volume of production and sales have grown annually.





# URAL FEDERAL DISTRICT

Kurgan Region

Sverdlovsk Region

Tyumen Region

Chelyabinsk Region

Yamalo-Nenets Autonomous District



**ADDRESS** 

Actual address:

18/3 Dzerzhinskogo St., Kurgan 640007 +7 (3522) 257525, +7 (919) 5854420

www.сдобушка.рф

sdobushka1@yandex.ru

Legal address:

Office 314, 123a Melnikayte St., Tyumen

#### ART AND CO PLUS LLC





 $120_{\text{people}}$ 



Vladimir Baushko CEO

URALS FEDERAL DISTRICT

> Kurgan Region



For 18 years, the Sdobushka plant has been producing confectionery products for residents of Kurgan and the neighboring regions of Tyumen, Sverdlovsk, Chelyabinsk, Perm Krai, Omsk, and Novosibirsk. Currently, it is one of the leading and largest confectionery enterprises of the Trans-Urals. The company produces 180 different items, more than 3 thousand tons of finished products per year and annually increases production by 10%.

## COMPANY HISTORY

The history of the factory started on June 21, 1999, with a small delicatessen shop. Some of its first products were (and remain to this day) Qurabiya and Snowball shortbread cookies,

Vanilla bread rolls, and pies with various fillings. In 2004, the company launched the manufacture of puff pastry products, including puffs, strudels, and croissants, and since 2012 has expanded its product range to include gingerbreads, cakes, and pastries.

#### **REGIONS OF PRESENCE**

Its production facilities are based in Kurgan.

#### AWARDS AND ACHIEVEMENTS

The company has been awarded letters of acknowledgment for assistance in the implementation of the New Year in Zaozernoye-2016 project and for the arrangement and holding of Senior Day, a charitable donation to Troitskie Gulyaniya, and other events. Diplomas: PRODEXPO-2017, Vremya Uspekha, etc.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

2016, 2017: Tyumen Fair PRODEXPO Food products. Fair of agricultural products; 2016: ECOPRODUCTS URA interregional agroindustrial exhibition of the Ural Federal District.

#### **SOCIAL RESPONSIBILITY**

The company supports the Veterans Council of Kurgan Region, is a sponsor of the ISM Library Information System of Kurgan, and actively participates in the town's municipal and public events.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2014, more than 2.8 thousand tons of products were produced. In 2015, this volume decreased to 2.7 thousand tons and in 2016 increased once again to more than 3 thousand tons. In 2017—2018, there are plans to build a new plant in Kurgan.





93A Shchorsa St., Kurgan 640007 +7 (3522) 22-88-88 www.temper.ru temper@temper.ru

#### REGIONAL COUNCIL

#### **TEMPER LLC**







Sergey Doronin CEO

URALS FEDERAL DISTRICT

> Kurgan Region



#### INTERNATIONAL PRESENCE

Finland, Sweden, Poland, and countries of the Customs Union.

A Russian manufacturer of steel ball valves under the TEMPER brand. The company's products are designed for use on heat supply pipelines at thermal power plants, heating networks, in municipal infrastructure, as well as at gas supply facilities. Its range of products includes conditional diameters (DN) from 15 mm to 500 mm, with conditional pressure (PN) up to 4.0 MPa, with a range of operating temperatures from -60 to +200°C and with various types of connections to pipelines.

# **COMPANY**HISTORY

The company was registered in 2013 in Saint Petersburg as a trading company with exclusive rights to represent the Estonian plant and from the start specialized in the sale of pipeline

fittings in Russia. 2014: purchase of rights to the production technology and trademark of TEMPER ball valves. Return to Kurgan, and by the end of 2014, launch of the production line. By 2017, more than 100 new jobs had been created.

#### **REGIONS**OF PRESENCE

The company's production facilities are based in Kurgan.

# AWARDS AND ACHIEVEMENTS

The head of the enterprise Sergey Doronin in 2016 was awarded Producer of Fittings of the Year. The company has also been awarded with numerous diplomas and awards from Russian and international exhibitions.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

AQUATHERM Moscow, Valve World Dusseldorf, RosGas Expo, Valve Industry Forum, business forums of NP Russian Heat Supply.

#### **SOCIAL RESPONSIBILITY**

The company actively cooperates with educational institutions in the town and promotes a healthy lifestyle. Employees participate in sporting events around town, and in 2017 the team plans to pass GTO standards.

# WORKPLACES 100 people Annual growth 50%

#### SALES GEOGRAPHY

The company's products are supplied to all regions of Russia and also exported to Finland, Sweden, Poland, and countries of the Customs Union.

INVESTMENTS
RUB 100 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

The enterprise shows annual growth of more than 50%. Its positive dynamics will continue over the next few years as the company expands its geography of presence, its range of products, and its level of import substitution on the Russian market.





12 Sadovaya St., Artemovskiy, Sverdlovsk Region 623785 Phone: +7 (34363) 58-100 www.ventprom.com ventprom@ventprom.com

**VENTPROM ARTEMOVSK** MACHINE BUILDING

**PLANT JSC** 



**WORKPLACES** 

519 people



Oleg Gorshkov CEO

**URALS** FEDERAL DISTRICT

> Sverdlovsk Region



#### **INTERNATIONAL PRESENCE**

AMP VENTPROM products are exported to the Republic of Kazakhstan and Uzbekistan. The company has representative offices in Germany, Czech Republic, Great Britain, Belarus, India, Iran, and Bulgaria.

A Russian heavy engineering plant and the only domestic manufacturer of main ventilation fans for mines, tunnels, and subway systems. Among its clients are large domestic and foreign mining enterprises and subway systems. The company has representative offices in Germany, the Czech Republic, Great Britain, Belarus, India, Iran, and Bulgaria.

#### **\*\*\* HISTORICAL OVERVIEW**

VENTPROM was founded in 1941. In the early 1960s, a design bureau was created along with workshops for machine assembling, machine maintenance, tools, forging, electrodes, compressors and oxygen stations, and drilling tools. In the 2000s, the company started manufacturing standard fans designed to suction out a methane and air mixture and increasing face output by 60%. Since 2005, the plant has been producing fans for the ventilation

of stations and underground tunnels for the local ventilation of blind mine operations. Since 2007, the plant has been producing main ventilation installations with a working wheel diameter of up to 3.6 m.

#### AWARDS AND ACHIEVEMENTS

Gold and silver medals at the annual international industry exhibitions Russian Coal and Mining in the Best Exhibit category. Winner of Breakthrough of the Year according to magazine Expert, and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The enterprise annually participates in the international industry exhibition Russian Coal and Mining and Innoprom international industrial exhibition. The products of AMP VENTPROM were rated highly by the Minister

of Industry and Trade of the Russian Federation Denis Manturov at the HANNOVER MESSE 2017 international industrial exhibition/fair in Hanover.

#### >> SOCIAL RESPONSIBILITY

The company is actively engaged in charity, supports the Pokrovskiy Folk Choir of Artemovskiy, and is a trustee of athletes on soccer and hand-to-hand fighting teams for children and young people. The company also supports virtually all socially important events in the region of the company's presence.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Thanks to the reconstruction and modernization of its production capabilities, the annual turnover grows by 20% annually.





2E Dolores Ibarruri St., Yekaterinburg 620028 Phone: (343) 310-03-36 http://cntuvek.ru/ secretar@cntuvek.ru

REGIONAL COUNCIL

#### **VEK PLANT LLC**







Mikhail Molochnikov CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



Since 2011, the company has specialized in the development and production of passenger and service elevators under its own VEK brand. The range of VEK elevators is the widest in the CIS, with lifting capacities up to 5,000 kg and speeds of up to 4 m/s. The production capacity of the company totals 200 elevators per month.

#### COMPANY HISTORY

VEK Group was founded in 1989 on the basis of the Vektor defense enterprise for the development of civil engineering products. From 1989—2008, several large projects were implemented for Russian Railways, food industry and construction enterprises, and the energy complex. In 2009—2010 as part of the Ural Elevator project, the JF-2010 modern elevator management system was developed. By 2011, a range of modern, energy-saving

elevators under VEK brand was developed and certified. In 2017, in-depth modernization of the product line was completed along with its expansion.

#### AWARDS AND ACHIEVEMENTS

VEK Group has been awarded with numerous diplomas and awards from Russian and international exhibitions, including Innoprom, Promstroy Astana, Construction Complex of the Greater Urals, and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

VEK annually participates in major forums and exhibitions, such as Stroitelstvo, Innoprom, the Construction Complex of the Greater Urals, and Promstroy Astana. VEK also participates in business meetings held by Delovaya Rossiya

and the Russian Managers and Developers Guild.

#### >>> SOCIAL RESPONSIBILITY

The company sponsors various events for young people, supports orphanages, and is completing a project to install a VEK elevator in the Yelizavetinskiy Children's Hospice Private Health-Care Institution.



100 people

#### SALES GEOGRAPHY

VEK Group products are supplied to most regions of the Russian Federation and also exported to Kazakhstan and Kyrgyzstan. Negotiations on supplies to addditional CIS and other countries are in progress.









Office 207-208, 6 Henri Barbusse St., Yekaterinburg 620109

Phone: (343) 22-22-503 www.инпроэкс.рф sd@2222503.ru

#### REGIONAL COUNCIL

# INPROEX LLC (STROYDOTOR LLC)



2016: 30.9 2017: 200



TAXES RUB million

2016: 1.1 2017: 0.7



Yevgeniy Loskutov CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



InProEx specializes in the technical inspection of buildings and structures, judicial construction and technical examination, and the design of buildings and structures. It is also a technical customer.

#### **COMPANY**HISTORY

In 2005, a group of experts with experience in design and construction examination combined their collectice achievements and knowledge. Over time, this small company has since grown into a group of companies, including construction management. Since July 2017, the group has been rebranded, and now its design and expert department is called InProEx Design and Examination Institute LLC.

#### >>> REGIONS OF PRESENCE

The geography of the company's activities is not limited to the Ural Federal District. InProEx is poised to work in any region of Russia.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Every year, InProEx takes part in meetings and events of the Ural Chamber of Commerce and Industry, Delovaya Rossiya, and in the activities of collegiate authorities.



#### ENTERPRISE DYNAMICS AND PROSPECTS

While in 2015 the company rendered services for RUB 22.9 million, in 2016 turnover increased to RUB 30.9 million.



#### **ADDRESS**

11 Razvedchikov St., Artemovskiy District, Artemovskiy, Sverdlovsk Region 623780 Phone: (343) 228-03-14 www.kmz-ural.com marketing@kmz-ural.com

KRASNOGVARDEYSK MACHINE BUILDING **PLANT JSC** 



TAXES RUB million 2016: 6

2017: 10



Maksim Kashcheyev CEO

**URALS** FEDERAL DISTRICT

> Sverdlovsk Region



MBP is the leader in the development and manufacture of exhaust fans with a working wheel diameter from 1,000 mm to 4,500 mm for the needs of power engineering, metallurgy, petrochemical, cement, and other industries in the Russian Federation and CIS countries. The enterprise is equipped with all the necessary equipment to ensure a full production cycle.

# COMPANY HISTORY

KMBP JSC was established in 2009 for the production of spare parts and repair of exhaust fans. Initially, the capacities and workshop site for production were leased from the JSC Krasnogvardeysk Crane Plant. Along with an increase in the number of orders, another workshop was leased from Artemovskiy Machine Building Plant JSC. Later, new

machines were purchased, and the staff was increased. The production of the largest exhaust fans, which only a few plants in the country are capable of manufacturing, was mastered in just a few years.

# SALES GEOGRAPHY

The company's products are supplied throughout the Russian Federation as well as to the CIS and neighboring countries. Main Customers: Branch of Enel OGK 5—Reftinskaya GRES OJSC, Sukholozhskiy Cement Plant LLC, Branch of OGK-1—VGRES OJSC (Verkhniy Tagil), Ural Steel OJSC, Branch of Rosatom—GKhK OJSC (Krasnoyarsk-26), SSGPO OJSC (Rudny, Kazakhstan), Kuzbassenergo Branch—Tom-Usinskaya GRES, Kazchrome Branch—AZF OJSC (Aksu, Kazakhstan), ENRC Branch (United Kingdom) — Serov Ferroalloy Plant OJSC, Evraz-Holding Branch—Kachkanarsky GOK OJSC, Dorogobuzh OJSC.

#### **SOCIAL RESPONSIBILITY**

KMBP JSC is actively engaged in charitable activities, is a trustee of young athletes, and supports the holding of socially significant events.



150 people

Growth in output by 30%



## **ENTERPRISE DYNAMICS AND PROSPECTS**

Thanks to the modernization of its production facilities in 2017—2018, the increase in production volumes is predicted at 30% compared to 2016, with a range expansion of 20% in connection with the launch of the laboratory.





23 Tkachei St., Office 1707, Yekaterinburg 620100. Phone: (343) 310-10-28 www.cross-dev.ru info@cross-dev.ru

REGIONAL COUNCIL

CROSS DEVELOPMENT GROUP LLC



TURNOVER RUB million

2016: 25 2017: 25



TAXES RUB million

2016: 3.6 2017: 7.2



Oleg Kudryavtsev CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



A group of companies specializing in the creation, management, and implementation of investment and construction projects, the construction of real estate, the formation of concepts, and management of investment assets.

# COMPANY HISTORY

The company was founded in 2012 with a staff including more than 20 years of industry experience. With the participation of the group, over 1 million sq. m of commercial real estate has been built in the Urals Federal District. Concepts for more than 20 commercial properties have also been developed. Currently,

**INVESTMENTS** 

100 RUB, bln

the company works on reconstruction and construction projects for comprehensive, multifunctional buildings with a total area of more than 180 thousand sq. m. The concept of a regional agroindustrial park project is currently under implementation.

# REGIONS OF PRESENCE

The company's real estate facilities are located in the Urals Federal District and the Khanty-Mansi Autonomous District.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

CROSS DEVELOPMENT Group annually takes part in major specialized exhibitions, such as Pro Estate, REX, and Innoprom.





## **ADDRESS**

98 Michurina, Yekaterinburg, Sverdlovsk Region 620075 Phone: (343) 213 88 80 mp\_98@mail.ru

REGIONAL COUNCIL









Natalya Afanasyeva CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



The company provides nanny, governess, tutor, housekeeper, cook, country house staff, gardener, and family driver services. It also specializes in house cleaning, and the team helps organize children's leisure and family holidays. In 2013, the company launched the I Want to Know Everything! kindergarten and development center project and received a license to carry out educational activities, namely additional education for children and adults.

# COMPANY HISTORY

The company was founded in 1998. Since 2006: founder of the Association of Family Service Companies. Since 2008, it has been teaching the "Development of Intelligence from Diapers Onwards" course for nannies and governesses. In 2013, it opened a kindergarten

and development center for children from one to three years old. In 2016, it received a license to carry out educational activities. In 2017, it organized a certified nanny service.

# **REGIONS**OF PRESENCE

Yekaterinburg, Verkhnyaya Pyshma, Pervouralsk, Aramil, Sredneuralsk, and Koltsovo.

# AWARDS AND ACHIEVEMENTS

Winner of the Golden Fund of Urals and Siberia interregional prize (2009). Winner of the Prize of the Government of Sverdlovsk Region in the Best Service Enterprise category (2009). Repeat winner of the Golden Service public recognition award in the Leader in Business for the Provision of Household Helpers category (2010) and in the Leader in Business category (2011, 2013, 2014). Winner of the

Regional Golden Fund (2012). Diploma winner of the 100 Best Goods and Services of Russia program (2007, 2014, Moscow).

## PARTICIPATION IN EXHIBITIONS AND EVENTS

The company regularly participates in the Mother and Child exhibitions in Yekaterinburg as well as in specialized exhibitions.

#### **SOCIAL RESPONSIBILITY**

In 2005–2006 and 2010–2011, the company supported the Miss Yekaterinburg contest. It also organizes holidays for special children on the premises of its children's center.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

Mary Poppins is also currently launching a new project: personnel for business needs, including office cooks, cleaners, janitors, drivers, landscape designers, and gardeners. It is also working to create a social service of certified nannies to help poor and large families and single mothers. It plans to increase its number of inclusive children development groups and provide groups with new development games.



REGIONAL COUNCIL



10 Promyshlennyy Proyezd, Yekaterinburg, Sverdlovsk Region 620137 Phone: (343) 228-39-95 www.n-plast.com

info@n-plast.com

## **NOVOPLAST GROUP LLC**







Andrey Makarov CEO

**URALS** FEDERAL DISTRICT

> Sverdlovsk Region



## INTERNATIONAL PRESENCE

The company's products are exported to Kazakhstan, Tajikistan, and Belarus. There is substantial export potential (Europe, China, the Middle East) for certain products, requiring an increase in the production capacity of the enterprise.

The company specializes in the production of PET preforms, PET containers, lids, pens of various standards and purposes and is the largest producer of PET containers in the Urals Federal District. The manufacturing site has an area of more than 3 thousand sq. m producing more than 6.6 thousand tons of plastic products and more than 72 million PET bottles annually. The enterprise is equipped with modern European-made injection molding and automatic blowing machines.

# **COMPANY**HISTORY

The company was founded in 1999. Initially, it was engaged specifically in the production of PET preforms (blanks for the manufacture of PET bottles). But as the enterprise grew, the fleet of equipment was expanded, and the production of handles and covers of various

sizes and purposes began. Now, the company produces containers for food and technical liquids, dairy products, as well as means for sealing cardboard aseptic packaging.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in major specialized international exhibitions, such as the K-show polymer industry exhibition (Germany, Dusseldorf), RosUpack packaging industry exhibition (Moscow), the RosMould (Moscow) exhibition of design and product engineering, production and operation of forms, molds, dies, and 3D-equipment and technologies, and others.

## **SOCIAL RESPONSIBILITY**

The company participates in the life of young athletes and actively supports the Sverdlovsk Regional Karate Federation.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, thanks to the acquisition of modern equipment, NOVOPLAST GROUP introduced eight new products on the market. In 2017, four more new types of products will be launched. Over the next three years, the company has an approved plan for production modernization as well as the release of new products.



REGIONAL COUNCIL



10 Krasnoarmeyskaya St., Office 1001B, Yekaterinburg 620075

Phone: (343) 287-02-89, 287-01-96

www.urallinetour.net

www.torussia.net

www.irbitzavod.net

ult@urallinetour.net

**URAL LINE TOUR LLC** 



**TAXES** RUB 2016: 0.15 2017: 0.15



Ylena Luzina CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



The company offers inbound tourism services, tours through the Urals for foreigners (Trans-Siberian Railway, cruises, car rides, excursions), and services for organizing events and conferences. It also organizes tours for Russian tourists to the Urals (Perm Territory, Sverdlovsk and Chelyabinsk Regions, Khanty-Mansi Autonomous District, Yamalo-Nenets Autonomous District).

# COMPANY HISTORY

The firm was established in 2002. In 2003, it started its first organized tours to Arkaim. Then, it began working with French tour operators to recieve French tourists in Yekaterinburg. Today, it works with many foreign countries. In 2015, the company opened the "Irbit Plant. Iron of Savva Yakovlev" house museum for all categories of tourists.

**SALES GEOGRAPHY** 

# AWARDS AND ACHIEVEMENTS

Leader of the Urals Tourist Industry (2013), participant of the Ural Star contest (2015), the Best Exporter of Sverdlovsk Region (2016).

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

ITB Asia (Singapore, 2011, 2012), ITB (Berlin, annually), WTM (London, 2011, 2013), Holiday World (Prague, 2016).

#### **SOCIAL RESPONSIBILITY**

The company offers financial aid to a boy with cerebral palsy from Orphanage #7. It also develops its own project "Irbit Plant. The Iron of Sawa Yakovlev."



6 people

INVESTMENTS
RUB 0.157 million

Increase in turnover 30%

## ENTERPRISE DYNAMICS AND PROSPECTS

While in 2015 turnover was RUB 10 million, in 2016 it grew by 30%.



**REGIONAL COUNCIL** 

## **ADDRESS**

Address of the office in Yekaterinburg:

BC Olympus, 9a Kraul St., Office 412, Yekaterinburg 620109

Phone: +7 (343) 384-87-33 info@ensocompany.ru

Address of the office in Moscow:

47 Volgogradskiy Prospekt, Office 433, Moscow 129594

Phone: +7 (499)703-22-31 info@ensocompany.ru

ENSO LAW FIRM LLC



TURNOVER RUB million

2016: 60 2017: 70



TAXES RUB million

2016: 2 2017: 2.5



Aleksey Golovchenko CEO

URALS FEDERAL DISTRICT

> Sverdlovsk Region



## INTERNATIONAL PRESENCE

The company has a wide partner network in 50 countries, allowing ENSO to represent the interests of its clients around the world.

Headquartered in Yekaterinburg and with an office in Moscow, the company provides high-quality legal services to Russian and foreign businesses in accordance with international standards. ENSO guarantees the reliability, efficiency, security, and complete confidentiality of its clients. The special pride of the company is its GR-practice. The company's specialists have been effectively partnering with the authorities for years to streamline the business.

# COMPANY HISTORY

The company was founded in 2003 by Aleksey Golovchenko "for his own pleasure." Since that time, the company has grown significantly, and ENSO now holds a leading position in the professional ratings. The company specializes mainly in legal services in the following areas:

corporate practice; legal representation and mediation; and "land, real estate, and investment." It has also opened a GR-Practice business line.

# **REGIONS**OF PRESENCE

The company's offices are located in Moscow and Yekaterinburg, but ENSO can provide services to any Russian company, regardless of their location. The company has extensive experience in protecting the interests of its clients in various parts of Russia, from Moscow, Saint Petersburg and Sochi to the oil and gas regions of Siberia and the Russian North.

# AWARDS AND ACHIEVEMENTS

ENSO is regularly determined as a leader in the Pravo.ru-300, Expert-Ural, Business Quarter, and other law frim ratings.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually participates in major forums, such as SPIEF, Innoprom, and CIS Wealth, as well as in specialized business events.

#### **SOCIAL RESPONSIBILITY**

Aleksey Golovchenko, Managing Partner of the company, is the founder and chairman of the Consumer Rights Protection Society of Sverdlovsk Region public organization.



Increase in revenue growth by 20%

INVESTMENTS
RUB 0.50 million

## ENTERPRISE DYNAMICS AND PROSPECTS

Annual revenue growth is appeoximately 20%. The company actively develops its new GR-business line. More than 10 projects to amend Russian legislation have already been implemented.



REGIONAL COUNCIL

## **ADDRESS**

81 Osipenko St., Tyumen 625002 +7 (3452) 56-56-50, +7 (3452) 22-74-32 www.dom-pechati.ru op@dom-pechati.ru dom@dom-pechati.ru









Lev Nezhdanov CEO

URALS FEDERAL DISTRICT

> Tyumen Region



This modern publishing and printing complex of Tyumen Region is a federal holding of the 20 largest printing houses in Russia. It prints newspapers and magazines, publishes books, and produces cardboard packaging and a variety of promotional prints. The company's clients include the companies of Tyumen, Kurgan, Sverdlovsk and Chelyabinsk Regions, but orders from Central Russia are also received.

# **COMPANY**HISTORY

It started operations in 1920 and from 2005—2014 underwent a complete modernization of primary equipment.

# >>> REGIONS OF PRESENCE

Its production companies are located in Tyumen.

# >>> AWARDS AND ACHIEVEMENTS

The company is a winner of the Best Goods and Services of Tyumen Region contest, was awarded with a letter of gratitude for its significant contributions to the social and economic development of Tyumen and Tyumen Region, letters of thanks for participation in various socially significant events (Total dictation), etc.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Alphabet of Tyumen. The City Through the Eyes of Young Artists exhibition of children's paintings, and the Book Picnic festival.

## **SOCIAL RESPONSIBILITY**

The company annually participates in various charitable events, such as honoring veterans for Victory Day, and organizing children's competitions aimed at the cultural development of society.

## SALES GEOGRAPHY

Its products are sold exclusively on the domestic market



# WORKPLACES

 $110_{\text{people}}$ 

## ENTERPRISE DYNAMICS AND PROSPECTS

The company continues to expand its presence in its home and neighboring regional markets.



## **ADDRESS**

11A/1 Timofeya Charkova St., Tyumen 625059 +7 (3452) 55-11-30 www.ekotex72.ru ecoteh.72@gmail.com

# REGIONAL COUNCIL

# **ECOTECH-TYUMEN LLC**



TURNOVER RUB billion

2016: 0.78

2017: 3.57



TAXES RUB million

2016: 0.057 2017: 0.3



lgor Petukhov CEO

**URALS** FEDERAL DISTRICT

Region



Since 2016, the company has been engaged in tire disposal as well as the production of safety non skid coatings from rubber and EPDM chips, which are used for the improvement of outdoor public facilities (children's and sports grounds), ramps, entranceways, etc. The productivity of its equipment for tire disposal is 1 thousand tons per year, and its productivity totals 30 thous. sq. m of rubber tile per year.

# COMPANY HISTORY

The company was established on July 1, 2016. The tile manufacturing shop was launched on July 15, 2016. In November 2016, the company received a license for the processing and recycling of 4th hazard class waste. On

December 5, 2016, a line for the primary processing of tires was launched, and the production of rubber crumbs began. On June 15, 2017, a rubber crumb production line was launched.

# >>> REGIONS OF PRESENCE

The enterprise is located in Tyumen and provides services to companies of the Urals Federal District

## **SOCIAL RESPONSIBILITY**

It provides charitable financial assistance to the Bogadelnia homeless shelter in Tyumen and all possible help to orphanages in Tyumen Region on an ongoing basis.



10 people

in output 500 %

**Increase** 

## **SALES GEOGRAPHY**

Its products are popular among children's and athletic institutions, city administrations, management companies, property owners associations, developers of Tyumen Region, the Khanty-Mansiysk Autonomous District-Yugra, Yamal-Nenets Autonomous District, and Kurgan and Sverdlovsk Region.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

The company plans to increase output and services by 500% relative to 2016.



## **ADDRESS**

80A Yelkina St., Chelyabinsk 454048 +7 (351) 260-28-76, +7 (351) 260-28-79 www.ablight.ru www.energots.com ets@energots.com

> SC ABLIGHT, SPE ETS LLC





TURNOVER
2016
RUB 100 million

WORKPLACES

20 people



Aleksandr Bulatov Director

URALS FEDERAL DISTRICT

> Chelyabinsk Region



## INTERNATIONAL PRESENCE

There are plans for cooperation with EU countries, the USA, Canada, Thailand, Vietnam, Iran, Syria, Israel, Uzbekistan, Cambodia, Azerbaijan, Georgia, Serbia, Bulgaria, Kazakhstan, and others.

This Russian enterprise produces emergency lighting facilities and performs a full cycle of works for the implementation and technical support of LED and emergency lighting projects. This includes all the necessary research, engineering and production structures allowing the company to offer professional design and production solutions, equipment delivery, and other services.

# **COMPANY**HISTORY

The company has been operating since 2000. It has production capacities with workshops for assembling LED lamps and emergency lighting facilities. Autonomous lighting is necessary for emergency deployment in the

field during natural and man-made disasters, when handeling traffic accidents in the dark, rescue, search, and other works.

# >>> REGIONS OF PRESENCE

The company is located in the South Urals.

# AWARDS AND ACHIEVEMENTS

Diploma of the 8th Interpolitekh International Exhibition of Police and Military Equipment; diploma for contribution to the development of the Russian scientific and industrial complex, and active participation in the 12th High Technologies. Innovation. Investments international exhibition and congress, and others.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

8th Interpolitekh International Exhibition of Police and Military Equipment, 7th High Technologies of the 21st Century international forum, 7th specialized Dual-Purpose Products and Technologies. Diversification of the Military Industry Complex exhibition, 12th High Technologies. Innovation. Investments international exhibition and congress."

#### SOCIAL RESPONSIBILITY

The enterprise also holds health-improvement events for employees.

## SALES GEOGRAPHY

Its products are used by Russian Railways OJSC, Ministry of Civil Defense Affairs, Emergencies, and Cleanup Efforts of Natural Disasters in the Russian Federation, MRSK OJSC, FSUE PO Mayak, Ministry of Defense of the Russian Federation and EMERCOM agency of the Ministry of Civil Defense Affairs, Emergencies, and Cleanup Efforts of Natural Disasters in the Russian Federation, and others. The company's emergency lighting facilities were used during the power outage in Crimea in 2015, and its facilities were also used in the construction of a power bridge across the Kerch Strait. To date, the company has experience delivering emergency lighting facilities to Thailand, India, Israel, and other countries.





## **ENTERPRISE DYNAMICS AND PROSPECTS**

To date, the company has experience in the delivery of emergency lighting facilities to Thailand, India, Israel, and other countries.





Address: 1/2 Zavenyagina St., Magnitogorsk, Chelyabinsk Region, 455045 +7 (3519) 43-80-55, +7 (3519) 43-80-56 https://www.astrametall.ru

## **REGIONAL COUNCIL**

ASTRA-METAL LLC INSURANCE MEDICAL COMPANY



250 people



8-800-250-01-60

Anton Panov CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



The company specializes in compulsory and voluntary medical insurance in the Chelyabinsk and Sverdlovsk Regions, and Bashkortostan. The company has made direct contributions to the development of the CHI system in Chelyabinsk Region, from the first experiment to the project's full-scale implementation. It has 3 branches, 4 representative offices, and 58 separate subdivisions.

# COMPANY HISTORY

It began its work on compulsory medical insurance in Chelyabinsk Region in December 15, 1992. The first insurance medical policies created were received by residents of the city of Magnitogorsk. The company worked hard to develop its network, and since 2005 company representatives now work in almost every large community.

# >>> REGIONS OF PRESENCE

It holds License OC No. 0758 dated June 9, 2015, to carry out compulsory medical insurance in 37 constituent entities of the Russian Federation, including in Bashkortostan, Sverdlovsk Region and Chelyabinsk Region, as well as License No. 0758 dated June 9, 2015, to carry out voluntary medical insurance issued by the Central Bank of the Russian Federation.

# AWARDS AND ACHIEVEMENTS

Certificate of the leader of the Rating of Websites of Insurance Companies Operating in the Compulsory Medical Insurance System (2012), Diploma of the winner of Changing the World (2011), Diploma of the winner of Good Deed (2012), Diploma of the Honorary Philanthropist Russian Children's Fund (2013), Diploma of the winner of the Collective Agreements are the Basis of Protection

for the Social and Labor Rights of Workers competition (2010), Diploma of the winner of Best Insurance Company in Magnitogorsk (2012).

# PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in major All Russian forums and international conferences on insurance.



## **SOCIAL RESPONSIBILITY**

The company provides medicines to the All-Russian Society of Disabled Persons Organization. In partnership with the government of Chelyabinsk Region and the Compulsory Medical Insurance Fund, the enterprise carries out charitable activities to supply equipment for medical organizations in the region.





12/1 Khudyakova St., Chelyabinsk 454048 +7 351 2003582 www.eurogomma.ru eurogomma74@yandex.ru

REGIONAL COUNCIL

## **EUROGOMMA-RUSSIA LLC**

TURNOVER RUB million 2016: 65 2017: 100

WORKPLACES

16 people



THE REPORT OF THE PARTY OF THE

Anna Samoylova CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



INTERNATIONAL PRESENCE

The main products shipped abroad are sieves for the classification of bulk materials, primarily for the needs of gold mining and rare-earth enterprises. Kazakhstan, Armenia, Kyrgyzstan, and other countries (Ghana, China, India, Mauritius).

The company produces units for oredressing equipment, products for protection against wear, adherence, and corrosion. Currently, it is introducing a new technology on the Russian market for the spraying of elastic polyurethane.

# COMPANY HISTORY

2003: cooperation with Italian company Eurogomma, sale of Italian products on the Russian market. 2008: a joint venture was organized. After the first few difficult years of the global economic recession, the company entered a stage of rapid growth. Now, the enterprise has built a new production site from the ground up, purchased modern equipment, and intends to continue this course of active development.

# >>> REGIONS OF PRESENCE

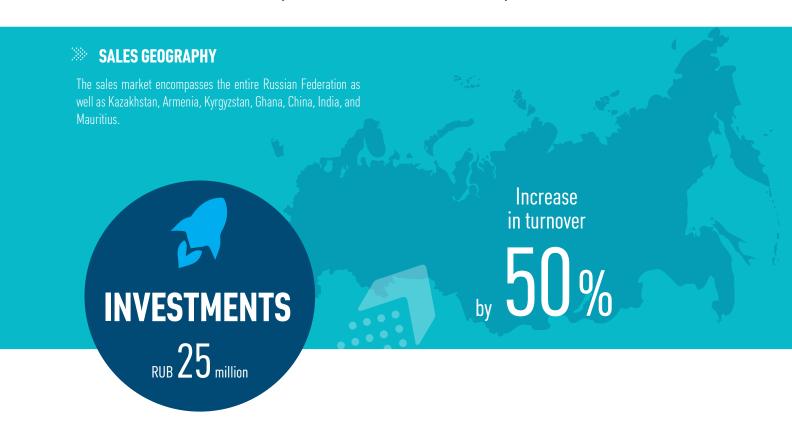
The plant is located in Chelyabinsk Region.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The company participates in specialized forums and events, including Mining World Russia, Terrasoft Community Forum, Ural Mining, and Minex Russia.

## **SOCIAL RESPONSIBILITY**

The enterprise offers staff loans at minimum state interest rates, financial assistance in difficult situations and also reimburses tuition fees. The company also sponsors public events, such as children's and city holidays, and assistance to children's camps.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

Over the last three years, the increase in turnover was on average 50%. Thanks to the launch of a new site and the introduction of new technology in 2018, the company intends to double its sales volumes.





238-238 Prospekt Pobedy, Chelyabinsk 454106 +7 (351) 2 366 277, 2 236 373 www.laconsult.ru info@laconsult.ru

REGIONAL COUNCIL

LA CONSULTING LLC

TURNOVER
2016
19.1 RUB,

WORKPLACES

35 people



Yuriy Simankov CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



## INTERNATIONAL PRESENCE

Member of RSM International (RSM).

The basis of the team is composed of top managers and professionals with extensive experience in auditing, consulting, and legal services and specialized expertise in their nuances. The company has amassed considerable experience and earned a positive reputation. It is currently one of the most dynamic audit and consulting firms in Urals Federal District, with an annual growth of more than 25%.

# **COMPANY**HISTORY

It was founded in 2008. The company supports the development of small and youth entrepreneurship in the city and the region, organizes free training events, and participates in specialized programs. It is also a member of the Commonwealth Self-Regulatory Organization of Auditors Association.

# >>> REGIONS OF PRESENCE

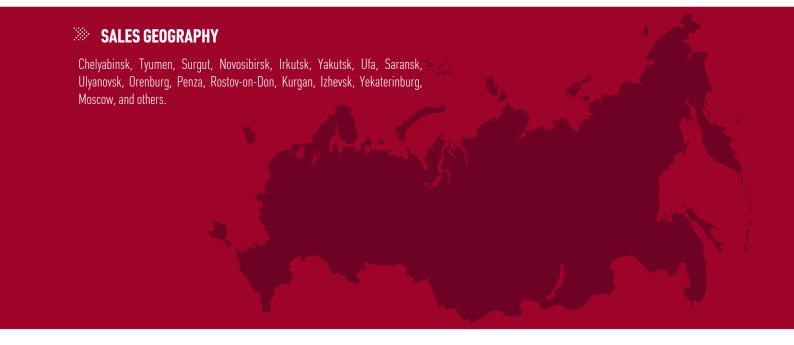
Chelyabinsk.

# >>> AWARDS AND ACHIEVEMENTS

2012: winner of the Best Youth Entrepreneurship Project contest organized by the administration of Chelyabinsk. Currently, it ranks 5th in the rating of consulting companies of Chelyabinsk (according to the rating of Business District magazine for 2016) and is one of the largest auditing and consulting companies in the Urals and Western Siberia (according to Expert-Ural magazine for 2015).

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The company takes part in Business Russia forums as well as scientific and practical conferences, meetings of the Central Committee on Professional Ethics of SRO NP APR, meetings and councils of Urals Regional Branch of SRO NP APR (2013: Chelyabinsk, Yekaterinburg, Moscow, Krasnoyarsk, Gelendzhik), and press conferences as well as in training conferences of SUCCI, meetings of the temporary working group under the plenipotentiary representation of the president of the Russian Federation in the Urals Federal District.







12 Voroshilova St., Chelyabinsk 454014 +7 (351) 216-10-30 www.rbiu.ru info@rbiu.ru

REGIONAL COUNCIL

THE RUSSIAN-BRITISH INSTITUTE
OF MANAGEMENT PRIVATE
EDUCATIONAL INSTITUTION
OF HIGHER EDUCATION



TURNOVER RUB million

2016: 244.3 2017: 268.88



246 people



Tatyana Usynina Rector



Chelyabinsk Region



#### INTERNATIONAL PRESENCE

11 years of partnership with the Salzburg Tourist School Association as well as the Pivot Point (USA) hairdressing academy. Graduates receive foreign diplomas. The insitution also carries out joint educational projects with the University of Wales and Glyndwr University (UK). It offers internships for students in Austria, Greece, Turkey, China, Netherlands, Great Britain, and France, with practice and subsequent employment in large international networks, including Radisson, Hyatt, and Kempinski.

The first-ever private educational institution in Chelyabinsk. The insitution was founded in 1992, and today it is a unique educational park implementing the lifelong learning concept with the 7 Keys general education school, a college, and an institute. It offers 18 areas and specialties of higher and secondary vocational education as well as postgraduate study. The institute has educated about 3 thousand students.

# **COMPANY**HISTORY

In September 1992, Ariadna College was founded and became the first nongovernmental educational institution in Chelyabinsk. In 1996, higher education programs were launched, and the college was renamed the Chelyabinsk Humanities Institute. Subsequently, it was renamed the Russian-British Institute of Management. In 2012, the 2012 Keys general

education school was opened. In the same year, it joined the WorldSkills movement.

# REGIONS OF PRESENCE

Chelyabinsk Region.

# AWARDS AND ACHIEVEMENTS

2011: winner of the 2011 Best Universities of Russia contest in the Best University in International Cooperation category. Tatyana Usynina, the rector of the institute, was recognized as Rector of the Year 2011. The RBIM Department of International Service and Tourism received an award in the Department of the Year category. The Person of the Year diploma was awarded to Vice Rector for Marketing and Development M.V. Usynin. 2013: winner of the Business Breakthrough 2012 business award for the opening of 2013 Keys.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The Education roundtable (2014), international research-to-practice conference dedicated to the memory of Academician Aldamzhar (2014), the PoletMysli.Ru contest (2015), the All-Russian Education in Russia forum (2017), participation in a televised question-and-answer session with the president of Russia Vladimir Putin.

#### >>> SOCIAL RESPONSIBILITY

The institute has social and incentive programs to support students, including the "Rector's Scholarship" and "Pride of RBIM" for gifted students showing high scientific and creative achievements, and participants engaged in social and educational projects.

# Number of graduates in 2017: under 8 secondary vocational education programs: 217; under 11 higher education programs: 296. INVESTMENTS RUB 6.9 million

#### ENTERPRISE DYNAMICS AND PROSPECTS

Over the past 5 years, the Institute has also established new structural subdivisions: 2012: the 7 Keys general education school, 2016: the Competency-Oriented Center under World Skills Standards; and in 2013—2014, the RBIM sports and recreational center (swimming pool, gym, and 380 seat cinema hall) was opened. Prospects for development include the establishment of a center for retraining and advanced training according to the institute's specializations.



## **ADDRESS**

18/5 Prospekt Andropova, Moscow 112432, 6 Ternopolskaya St., Chelyabinsk 454000 8 (800) 100-51-79, +7 (499)705-84-90, +7 (351) 264-20-20, +7 (351) 729-96-01 www.lp-senat.ru info@lp-senat.ru

SENAT LEGAL COMPANY LLC

REGIONAL COUNCIL



TURNOVER
2016
RUB 101.7 million

WORKPLACES

70  $_{
m people}$ 



Nelly Tsareva CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



The company specializes in the procedure for reducing the cadastral value of land and capital construction projects. Currently, its structure includes Moscow and Chelyabinsk subdivisions and a subsidiary rendering appraisal services for commercial real estate. The company has helped its customers save more than RUB 4 billion. More than 600 companies and enterprises in 30 regions of Russia trust the company.

# COMPANY HISTORY

The company has been operating since 1999. 2010: rebranding, an increase in the number of corporate clients, the company entered the ratings of the largest consulting and legal groups in Russia and separate regions. 2012: the decision was made to focus on two key services for legal entities: the reduction of the

cadastral value of real estate, and the valuation of real estate, businesses, equipment, machinery, fixed assets, and other valuation services.

# **REGIONS**OF PRESENCE

The company operates in 37 regions of the Russian Federation.

# >>> AWARDS AND ACHIEVEMENTS

Letters of acknowledgment from corporate customers.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually participates in major forums as well as specialized business events, such

as the SakhaPromEXPO. Subsoil Resources of Yakutia. Technologies of the North, Construction 23rd Specialized Exhibition, Real Estate Fair, Forum Uralstroyindustriya and Real Estate, Building Complex of the Greater Urals, and others.

#### **SOCIAL RESPONSIBILITY**

The company partners with the Zelenyy Teatr charitable foundation, assists the Zhivonachalnaya Troitsa temple in Moscow, etc.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

The company is in a stage of active development and is currently introducing two types of services (products) on the market. Its business development dynamics have increased 40% compared to 2015.



**REGIONAL COUNCIL** 



70 Truda St., Chelyabinsk, Chelyabinsk Region 454091 9 Shishkina St., Kopeysk, Chelyabinsk Region 456656 +7 (351) 233-00-30 http://sk-newvek.ru info@sk-newvek.ru

# NOVYY VEK TRADE AND CONSTRUCTION COMPANY LLC

IOVER

TURNOVER
2016
RUB 314.7 million

TAXES
2016
RUB 45 million



Aleksey Mityugov CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



## **INTERNATIONAL PRESENCE**

The company has an official representative office in Kazakhstan (Astana), performs contract works for facades, and exports its own high-quality materials and products.

The company operates in the construction industry throughout the Russian Federation and Kazakhstan. It specializes in three core business lines: the production of wooden-frame residential and nonresidential buildings, full-cycle supplies of construction materials, and construction contracts. It is one of the largest contractors in the region for the performance of facade, roofing and waterproofing works.

# COMPANY HISTORY

This is a fast developing company established in 2009. The company's motto—"the art of building"—fully embodies the objectives and methods of the company. It has a creative and at the same time highly professional approach, uses the latest developments in the construction industry, and gives true meaning to the idea that building is an art.

# >>> REGIONS OF PRESENCE

Chelyabinsk, Kopeysk, Miass, Novosibirsk, and Astana.

# AWARDS AND ACHIEVEMENTS

It is the winner of Isover energy efficiency 2014 contest in Dublin in the Energy Efficient Timber Frame House category and is also the winner of the regional Wood + House. Cottage. Summer House exhibition, and the Cottage Construction. Cozy House. Autumn Garden exhibitions 2015—2017, and others.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

The company takes part in major construction exhibitions in the Ural region annually and

participates in construction forums and dedicated business events, such as the Izbushka annual exhibition, Wood + House. Cottage. Summer House exhibition, and the Cottage Construction. Cozy House. Autumn Garden exhibition.

## **SOCIAL RESPONSIBILITY**

The company offers support for charitable organizations. For example, the management and employees assist in raising funds for various charitable projects of the Dom Spaseniya South Ural Regional Charity Fund.



50 people

## SALES GEOGRAPHY

Its products are exported to CIS countries and neighboring countries



## **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2014 the company produced up to 15 prefabricated housing units per year, in 2016, thanks to the modernization of its production facilities, it was able to produce and assemble more than 100 prefabricated housing units in the Chelyabinsk, Sverdlovsk, Orenburg, and Volgograd Regions and the Republic of Kazakhstan.





36 Vtoraya Paveletskaya St., Chelyabinsk 454047 +7 (35) 725-76-77, +7 (351) 725-89-78 http://www.tpchel.ru secretar@tpchel.ru

## REGIONAL COUNCIL

## TEPLOPRIBOR JSC







Andrey Ukhin CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



## INTERNATIONAL PRESENCE

The company has a representative office in Kazakhstan (Kostanay).

A large instrument-making company located in the center of Russia—the industrialized Urals Region. Its main business lines include research and development, production and sale of measuring instruments, and monitoring and process control for consumers in Russia and abroad.

# COMPANY HISTORY

The construction of the plant in Chelyabinsk began in 1946. 1951: serial production of instruments. In 1956: production of electronic equipment. In the 1960s, the production of small-sized isodromic controllers, solid-state controllers, midget potentiometers, and other devices was mastered. In the 1970s, the production of automatic regulation and control devices began. 1998: a large-scale transformation program was impleted.

2003: the company was reorganized. 2006: cooperation with the Rotobo Japanese corporation.

# >>> REGIONS OF PRESENCE

The company's production facilities are located in Chelyabinsk Region. Teplopribor has representative offices in Yekaterinburg, Krasnoyarsk, Moscow, Perm, Samara, and Surgut.

# AWARDS AND ACHIEVEMENTS

It is a winner of numerous professional awards and prizes. During Soviet times, it was awarded the Order of the Badge of Honor as well as the Arch of Europe for an Excellent Image and Quality and was awarded the title of Model Ministry Enterprise. It is a repeat-winner of the 100 Best Goods of Russia contest. 2011: the staff was awarded a letter of appreciation

from the president of the Russian Federation "For Merits in the Development of Domestic Industry."

# PARTICIPATION IN EXHIBITIONS AND EVENTS

AktobeNefteKhim-2016, MinTech 2016, Conference of Chief Metrologists and Exhibition of Products, RosGasExpo-2016, Oil. Gas. Energo. Ecology-2016, Industrial Safety-2016, Oil and Gas. Chemistry 2016, "Gas. Oil. Technologies," and others.

## **SOCIAL RESPONSIBILITY**

It is actively engaged in activities aimed at supporting children's sports groups and supports socially significant events for residents of the Metallurgical District of Chelyabinsk.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

Currently, it is actively increasing its range of products and revenues. As one of the leading instrument making enterprises in Russia, it has serious plans for further development and expansion of its presence in the market.





64 Buguruslanskaya St., Chelyabinsk 454139 8-800-2000-786 www.shnury.ru market1@shnury.ru

**REGIONAL COUNCIL** 

PLANT OF CORDS LLC

TURNOVER RUB million 2016: 124 2017: 150

WORKPLACES

80 people



Sergey Sirenko CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region



## INTERNATIONAL PRESENCE

It exports 1.04% of its products for a total volume of more than 5 tons.

It produces a wide range of cords, ropes, belts, lanyards, and industrial threads. The company's products are made mainly of synthetic yarn, and it also works with modern high-tech materials, including aramid (kevlar), basalt, fiberglass, carbon, and high molecular weight polyethylene (Dyneema). Its products are used in various industries. The volume of production in 2016 amounted to more than 480 tons.

# COMPANY HISTORY

The history of the company begins in 2004, with the acquisition of a cord-grinding machine and organization of an experimental site for the manufacture of knitted cords. In 2006, the decision was made to move

production to a separate enterprise. By 2009, the equipment fleet had significantly increased, and by the end of the year 32 tons of finished products had been shipped. In 2012, Plant of Cords was established, and the trademark Plant of Cords AAA Tex was registered. Its sales geography covers 108 cities of Russia and Kazakhstan.

# **REGIONS**OF PRESENCE

Chelyabinsk.

# AWARDS AND ACHIEVEMENTS

The company took 17th place in the Top 50 Importers of the Year (commodity group 8445). It has also received a letter of acknowledgment from the head of Chelyabinsk.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

It regularly participates in major forums, such as the ITMA, ITMA-Asia, and Techtextil international exhibitions, as well as specialized business events, such as the All-Russian Forum of Light Industry.

#### **SOCIAL RESPONSIBILITY**

It is actively engaged in charitable activities and supports the holding of socially significant events.

## SALES GEOGRAPHY

Its products are supplied on the domestic market as well as for export to Kazakhstan for a total coverage area of 108 cities.

INVESTMENTS
RUB 249 million



## **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, more than 480 tons of products were produced. In 2017, the company anticipates production of more than 550 tons.



## **ADDRESS**

Apt. 3, 6 Lomonosova St., Magnitogorsk 455000 +7 (919) 120 24 56 http://goodtea-factory.ru goodtea5740@gmail.com

# REGIONAL COUNCIL

## **GOOD TEA LLC**







Dmitriy Zaguzov CEO

URALS FEDERAL DISTRICT

> Chelyabinsk Region

The company specializes in the manufacture of food products from its tea plant located in Magnitogorsk. The raw materials (tea) for its products are purchased directly at auctions in India. Good Tea is high-quality natural Indian tea made available to a wide range of customers thanks to its affordable price.

# **COMPANY**HISTORY

The company was registered in September 2012. In 2013, equipment was purchased, and the first container with raw materials arrived from India. The first batch of production under its own brand was released in May 2013.

## **REGIONS OF PRESENCE**

Magnitogorsk.

# AWARDS AND ACHIEVEMENTS

The company's products have repeatedly received awards at city fairs and exhibitions for high quality.

## PARTICIPATION IN EXHIBITIONS AND EVENTS

The enterprise takes part in the ProdExpo and FoodExpo exhibitions.

## **SOCIAL RESPONSIBILITY**

It offers financial aid to nursing homes and orphanages.



## **ENTERPRISE DYNAMICS AND PROSPECTS**

Every year, total output is increased thanks to the purchase of new equipment. The volume of raw materials purchased is also increased. The sales market is expanding, and new regions of the country are being covered.



REGIONAL COUNCIL



Panel S, 13th Passage, Nadym, Yamalo-Nenets Autonomous District

+7 (3499) 52 00 52, +7 (912) 429 3001.

www.uralexpo89.ru uralexpo89@mail.ru

**URALS EXPOLLC** 

TURNOVER
2016
RUB 30 million





Marcel Sadykov CEO

URALS FEDERAL DISTRICT

Yamalo-Nenets Autonomous District



The company specializes in the retail trade of building and finishing materials, comprehensive apartment repairs; the installation of plastic window frames, stretch ceilings, interior and entrance doors; the performance of electrical and plumbing works, and other activities. Since 2009, the company has been offering a full range of services for the creation of modern, stylish interiors for remodeling, from the development of the technical design project to the preparation of estimates for construction materials.

# COMPANY HISTORY

2009: establishment of the company for the supply and installation of stretch ceilings. 2013: start of the production of stretch ceilings and opening of a store for the sale of chandeliers and lighting/doors. 2014: product-line expansion, moving to its own building. 2015: opening of

branded door showrooms, commencement of work with dealers in Nadym and the Nadym district. 2016: opening of the workshop for the assembly of interior doors. 2017: opening of ceramic tile and fitted kitchens showrooms.

#### **REGIONS**OF PRESENCE

The trading house and workshop for the production of stretch ceilings are located in Nadym, Yamalo-Nenets Autonomous District.

#### >>> AWARDS AND ACHIEVEMENTS

In 2014, Marcel Sadykov, the company's CEO, won the Entrepreneur of the Year competition in the Best Small Enterprise in the Service Industry category. 2016: gold medal of the Best Goods and Services of the Urals — GEMMA — 2016 contest in the Yamal-Nenets Autonomous District. In 2017, Marcel Sadykov was also awarded with acknowledgment

for his conscientious work and significant contributions to the social and economic development of Nadym Region.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Small- and Medium-Sized Businesses of Yamal regional exhibition (Novyy Urengoy), the Nadymskiy Potential exhibition of small- and medium-sized businesses of Nadym Region, the Best Goods and Services of the Urals — GEMMA — 2016 interregional competition in Yamalo-Nenets Autonomous District.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

The company is constantly growing and developing, opening new commercial and business lines, and improving services and the quality of rendered services.



# SIBERIAN FEDERAL DISTRICT

Republic of Buryatia

Altai Krai

Krasnoyarsk Krai

Irkutsk Region

Tomsk Region



#### **ADDRESS**

1 Ranzhurova St., Apt. 4, Ulan-Ude, Republic of Buryatia 670000 +7 (3012) 212-552, +7 (3012) 212-220 www.np03.ru dagaev87@mail.ru

#### **REGIONAL COUNCIL**





2016: 41 2017: 50 2017: 2.9

TAXES RUB million



Mikhail Dagayev CEO

SIBERIAN FEDERAL DISTRICT

Republic of Buryatia



The printing house has been manufacturing and selling a wide range of polygraphic products for over 15 years, including books, newspapers, magazines, booklets, catalogs, packaging products, etc. It is one of the largest of its kind in the Republic of Buryatia and increases its production capacities annually.

# **COMPANY**HISTORY

It was founded in 2002 as a subsidiary of Inform Polis Publishing House, which had just one small machine for printing polygraphic products. Over the next five years, more than 1,500 sq. m of production, storage, and auxiliary premises was built. Production machines were then purchased and commissioned, and in 2007 NovaPrint became an independent legal entity.

**SALES GEOGRAPHY** 

Mongolia.

The printing house's services and products are used not only in Buryatia but also in the Republic of Sakha-Yakutia, Trans-Baikal krai, Irkutsk Region and

#### >>> REGIONS OF PRESENCE

Production facilities are located in the Republic of Buryatia.

# AWARDS AND ACHIEVEMENTS

Nominee dimploma in the Literature of Russian Regions category (2015); winner of the Book of the Year of the Republic of Buryatia republic contest (2007, 2010, 2013, and 2015); a letter of thanks from the Minister of Culture of the Republic of Buryatia and others.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Book Showroom of the National Library of the Republic of Buryatia, Irkutsk International Book Festival, etc.

#### **SOCIAL RESPONSIBILITY**

The company is engaged in charitable activities and also supports socially significant events.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2017, thanks to the automation of certain production sites, production time was reduced by 20%.





187 Popova St., Barnaul 656922 +7 (3852) 46-54-76; 46-54-77; 46-54-78 www.altaytara.ru tara@altaytara.ru

#### REGIONAL COUNCIL

#### **ALTAYTARA LLC**







Andrey Lazarev CEO

SIBERIAN FEDERAL DISTRICT

Altai krai



#### INTERNATIONAL PRESENCE

The company supplies its entire range of products for export to CIS countries.

The company has been producing corrugated cardboard of various profiles (E, B, C, EB, BC) for more than 10 years and sells a wide range of corrugated packaging. Its production volumes are about 9 million sq. m of corrugated cardboard per month, which is an annual increase of 20%. In 2016, the company completed HACCP certification and earned its DRC/IOP certificate, in which the company's products were assigned the highest safety category.

# **COMPANY**HISTORY

The company was established in 2007 in Barnaul as a corrugated cardboard production enterprise. In April 2007, its production line was launched. During its first three years on the market, overall production increased by a factor of 16 (from 200 thousand sq. m per

month to 3 million 200 thousand sq. m). In 2010, the decision was made to undergo a comprehensive modernization of production facilities. As a result, production capacity increased to 9 million sq. m per month, and the range of products also increased.

# >>> REGIONS OF PRESENCE

The manufacturing enterprise is located in Barnaul, Altai Krai.

# AWARDS AND ACHIEVEMENTS

The company has won the annual Best Company in Barnaul contest and the Best Industrial Enterprise of Altai Krai contest based on 2014's results and repeatedly received diplomas and awards from the municipal and regional administrations for excellent production organization and the introduction of advanced technologies.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in specialized business events in Altai.

#### >>> SOCIAL RESPONSIBILITY

The enterprise is actively engaged in charitable activities, is a trustee of young athletes, supports socially significant events, and contirbutes to various charitable projects.



160 people

Growth in output

up to million sq. m

#### SALES GEOGRAPHY

The products are delivered throughout the domestic market to the Altai and Krasnoyarsk Krais, Novosibirsk, Omsk, Tomsk, and Kemerovo Regions, the Far East, as well as CIS countries.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Before 2013, the company produced no more than 5.5 million sq. m of products per month, but in 2016, thanks to the modernization of production facilities, capacity increased to 9 million sq. m of products.





1A Pervomaiskaya St., Pavlovsk, Pavlovsk District, Altai Krai, 659001 Phone: (38581) 2-75-00 http://veles22.ru/info@veles22.ru

#### REGIONAL COUNCIL

ALTAI
AGRICULTURAL MACHINERY
PLANT JSC







Tatyana Filidova CEO

SIBERIAN FEDERAL DISTRICT

Altaı Krai



The plant produces tillage machinery (disk, spring-type harrows, couplers, cultivators, seeding and grain cleaning units, etc.) under the VELES trademark. Its production facilities are located in the village of Pavlovsk of Altai Krai. The enterprise retains one of the leading market positions for producers of the agricultural machinery.

# **COMPANY**HISTORY

In the 1960s, the Pavlovskiy Repair Plant was built on the premises of the district technical station and specialized in major repairs of engines, gearboxes, and bridges for tractors and combines as well as GAZ and UAZ cars for over 30 years. In the second half of the 1990s, the plant began to produce agricultural machinery. In 2005, the modernization and development of a

new generation of wide-cut agricultural machines began. Since 2006, the production of heavy tooth harrows with an operating width of 15–26 m began. In 2017, the first sowing machine, fertilizer grain drill, and grain precleaner were produced. Today, the product range includes more than 40 tools.

#### >>> REGIONS OF PRESENCE

The company's production facility is located in the village of Pavlovsk of Altai Krai.

# AWARDS AND ACHIEVEMENTS

The BDP-7 VELES trailed disk harrow won the Best Product of 2016 contest in the Producer of Technical Goods category.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

All-Russian Field Day, regional Field Days, Agrosalon, KazAgro (Astana), Aiyl-Agro (Bishkek), YugAgro (Krasnodar), and others.



231 people

Increase in sales volume

by 230 %

#### SALES GEOGRAPHY

The sale of Veles machines is organized through a network of professional dealers from Krasnodar to Blagoveshchensk. In addition, 10.1% of products (in 2016—17) were exported to Kazakhstan and Kyrgyzstan.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, the volume of sales for VELES agricultural machinery increased by 2.3 times. In the first half of 2017, this growth trend continued.



**REGIONAL COUNCIL** 



1A Molodezhnaya St., the village of Bochkari, Tselinnyy District,

Altai Krai 659445

Phone: 8 (38596) 32-5-92, 8-905-924-76-29

www.bochkari.ru bochkari\_pr@mail.ru

> BOCHKAREVSKIY BREWERY LLC







Vadim Smagin CEO

SIBERIAN FEDERAL DISTRICT

Altai Krai



#### INTERNATIONAL PRESENCE

In 2016—2017, 10 foreign economic contracts for the supply of equipment, technologies, and raw materials for production with the UK, USA, Belgium, Germany (global brand equipment from KRONES, KHS, ZIMANN, PETAINER, GEA, ALFALAVAL, PENTAIR, etc.) were entered into. Some of products are also exported to the Republic of Belarus, Kazakhstan, Kyrgyzstan, and China.

The Bochkarevskiy Brewery produces and sells natural beverages, including beer, kvass, lemonades; bottled, mineral and medicinal table waters. The company's brand portfolio includes more than 100 different names of high-quality natural beverages. The company produces 13 million decalitres of product per year.

#### COMPANY HISTORY

The idea to build a brewery in the village of Bochkari came about in the 1980s from the chairman of the local collective farm Vpered! N.A. Kozlenkov. On August 20, 1981, the construction of the plant's first building began, and in 1989 equipment was installed, and the plant produced its first batch of products. The first brewhouse had a capacity of 80 tons of wort per day. The total volume of production was less than 100 thousand decalitres per year

(today, Bochkari produces this volume in just 3 days). In 2000, the global modernization program for all production facilities was adopted.

# AWARDS AND ACHIEVEMENTS

The enterprise is a multiple gold prizewinner of professional tasting competitions, including at Prodexpo, 100 Best Goods of Russia, and Best Altai Goods. Drinks from all categories produced at the plant — beer, kvass, lemonades, and mineral waters have also received awards. Kommersant of the Year-2016 award. Grand Prix of the annual Best Socially Responsible Employer of the Year regional contest. Winner of the gold medal and diploma for the Best Enterprise for Bottling Mineral Water category at the All-Russian Zdravnitsa-2014 Forum (for the Zavyalovskaya mineral natural therapeutic table water). Vadim Smagin, CEO of the plant, is also a winner of the Kommersant — Public Recognition Award for his achievements in the development of the social sphere.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Bochkari is a regular participant of the largest international exhibitions — Prodexpo, Intourmarket, Forum of Government Order for Fair Procurement — and also regional industry events, including the Siberian Fair, Kuzbass Fair, Siberian Field Day, Altayfest, and many others.

# SALES GEOGRAPHY The company's products are sold in 60 regions of Russia, from Saint Petersburg to Vladivostok, and from Crimea to Surgut, and are also exported to Kyrgyzstan, Kazakhstan, Belarus, and China. WORKPLACES 708 people

#### SOCIAL RESPONSIBILITY

The Zavyalovskaya water Let's Help Children Together charitable project: 1 ruble from the sale of each bottle of Zavyalovskaya is transferred to the account of the Altai Branch of the Russian Children's Fund. More than RUB 2.5 million was transferred over 1.5 years. The bulk of money raised was added to the fund of the regional charity Let's Support the Child marathon. The plant also builds housing for specialists, carries out major repairs for kindergartens, schools, medical and athletic facilities, and built the Bochkari ice rink. The plant supports creative teams and sports teams on a permanent basis. It is also a general partner of major cultural events, such as the Altayfest festival of drinks, Siberian Maslenitsa, Christmas Readings, and On the Zavyalovskiye Lakes.





21 Tsentralnaya St., the village of Alekseyevka, Charysh District, Altai Krai 658174 Phone: (38574) 27-340

kochev.ma@gmail.com

**CHARYSH** AGROPRODUCT AGRICULTURAL PROCESSING SUPPLY AND MARKETING CONSUMER/ **COOPERATIVE** 





TURNOVER RUB million

2016: 5 2017: 25



TAXES RUB million

2016: 0.2 2017: 0.5



Maksim Kochev Chairman

**DISTRICT** 

From 2014 to 2016, the cooperative specialized in the procurement and processing of meat from cattle and from the beginning of 2016 began the collection, cooling, and processing of raw milk.

# COMPANY HISTORY

The cooperative was established in 2014. In early 2016, it developed a business plan to participate in the state program for the development of the material and technical base for the collection, cooling, and processing of raw milk. The business plan was approved by the Main Department of Agriculture, and state financial support was allocated. These funds have since been used to purchase GAZ and UAZ tank trucks and equipment for cleaning and cooling milk.

#### AWARDS AND ACHIEVEMENTS

A letter of acknowledgment from the Main Department of Agriculture of Altai Krai.

#### **SOCIAL RESPONSIBILITY**

Charysh AgroProduct APSMCC is a trustee of young athletes of the Charysh and Krasnoshchekovsky Districts of Altai Krai.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While in 2016 the company processed 480 tons of milk, in 2017, thanks to the purchase of new machinery and equipment, the cooperative will process at least 2.5 thousand tons of raw materials.



#### **ADDRESS**

39A Novosibirskaya St., Krasnoyarsk 660028 +7 (391) 246-09-00 www.zavod-iceberg.ru info@holdingmaster.ru

#### **ICEBERG PLANT LLC**



TURNOVER
2016
RUB 142.6 million





Aleksey Prozorov CEO

SIBERIAN FEDERAL DISTRICT

Krasnoyarsk Krai



#### **INTERNATIONAL PRESENCE**

Refrigeration equipment is exported to the Republic of Kazakhstan and Kyrgyzstan.

This company has been operating on the markets of commercial refrigeration equipment in Russia and CIS countries for 19 years. It produces refrigeration equipment for various commerical formats, offers products with a modern design, a wide range of additional accessories, and the best value for customers in the industry. Its range of equipment includes more than 300 items (more than 200 of which are refrigeration equipment).

#### **\*\*\* HISTORICAL OVERVIEW**

1998: production of the first refrigerated economy-class show-case. Five years later, according to the results of a survey of 40 Russian firms producing refrigeration equipment, it confidently took 12th place among shoppers and 11th place among experts.

#### **REGIONS**OF PRESENCE

It maintains a wide network of dealers throughout Russia, from Vladivostok to Saint Petersburg. The company conducts an active policy to expand the geography of its network and open regional representative offices in the Russian Federation and also in CIS republics.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Krasnoyarsk exhibition Food Industry. Retail, Agroprodmash (Moscow), SHOP DESIGN RUSSIA (Moscow), Sibvitrina (Novosibirsk), Dalpishcheprom (Khabarovsk), Supermarket. Hotel. Restaurant (Kazan), Amursaya Fair (Blagoveshchensk), etc.

#### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charitable activities. It offers aid to orphan asylums as well as sanatoriums for children with health limitations.

#### SALES GEOGRAPHY

It delivers its products through both an affiliate network (dealers) and directly to wholesalers and retail buyers in the region. The production facilities were equipped with special equipment under the Support for Agricultural Producers, Farms, and Processing Enterprises (Food Products) program. It specializes in the development and production of new models tailored to individual orders.



# Increase in revenue

5 %

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Revenue grew by 5% compared to 2015. In 2016, the following developments were put into production: a series of Ice CUB showcases on built-in units, a series of Olympia mid-temperature slides, the development and partial launch of a series of Sparta economy-class showcases, and a series of Krit cooled and uncooled tables. There are plans to expand the company's international presence, including in Kyrgyzstan, Azerbaijan, Tajikistan, and Armenia.





261V Semafornaya St., Krasnoyarsk 660064 Phone: +7 (391) 268-77-77 www.24btt.ru info@24btt.ru

REGIONAL COUNCIL

HOUSEHOLD APPLIANCES
TRADING HOUSE LLC



2016: 300 2017: 400



TAXES RUB million

2016: 7 2017: 8



Olga Trofimova CEO

SIBERIAN FEDERAL DISTRICT

Krasnoyarsk Krai



The company specializes in the retail and wholesale of household appliances. The company has a wide retail chain and online store, one of the key players in the wholesale and retail household appliances market of the Siberian Federal District and the Far East.

# COMPANY HISTORY

The network was founded in 1993 and consists of 10 stores with a total area of more than 6 thousand sq. m, and a wholesale depot in the city of Krasnoyarsk with an area of more than 2 thousand sq. m. It provides services to 300—500 thousand people a year. Its stores stock more than 15 thousand items. It also has its own service center, car park, and advertising agency.

#### **REGIONS**OF PRESENCE

The company's stores are located in Krasnoyarsk, Divnogorsk, Kansk, Zaozernoye, Lesosibirsk, Abakan, Chernogorsk, and Kyzyl. Its goods are sold throughout Krasnoyarsk Krai, Kemerovo Region, the Republic of Khakassia, the Republic of Tuva, and Irkutsk Region.

#### **SOCIAL RESPONSIBILITY**

The company holds events to improve team morale and manages an active social policy within the company. Regular trainings and training programs are held for all staff members. It is also engaged in charitable activities, is a trustee of young athletes in Krasnoyarsk, and participates in citywide events.





#### >>> ADDRESS

1 Popova St., Krasnoyarsk 660115 +7 (391) 99-80-00, +7 (391) 99-80-01 www.radius-nvic.ru info@radius-nvic.ru.

#### REGIONAL COUNCIL



SCIENTIFIC
INNOVATION
ENGINEERING
CENTER RADIUS JSC



TURNOVER
2016
RUB 230.4 million





Aleksandr Kochnev CEO



Krasnoyarsk Krai



#### **INTERNATIONAL PRESENCE**

In 2011, the subsidiary Beijing Radius Science and Technology Development Co. Ltd. was established to enter the Chinese market.

Development, design, production, installation, commissioning, and maintenance of the Radius-2 wireless underground emergency alarm system, personal calling, search for people missing in an accident, positioning of underground personnel and transport, and underground radio communication and video surveillance. The company's system is implemented in more than 70 underground facilities of Russia, Kazakhstan, and China, is designed to work in any conditions, and does not collapse if crushed or burned. This is the only domestic Russian manufacturer for search systems for mining enterprises.

# **COMPANY**HISTORY

In 1991, state small enterprise NVITS Radius was established on the premises of the mine communication department of Geofizika

Central Design Bureau. 1996: privatization, the emergence of a private enterprise. 2000: certification of the Radius-2 system. In 2004, a system to search for people caught in accidents in a mine was developed for the first time in Russia. In 2006, a miner positioning system was developed and certified. 2016: development of the Radius-3 reverse link communication system.

# >>> REGIONS OF PRESENCE

The company's production facilities are located in Krasnoyarsk.

# >>> AWARDS AND ACHIEVEMENTS

2011: silver medal at the 23rd Coal of Russia and Mining 2011 exhibition; winner of the contest of the Ministry of Emergency Situations of Russia for the development of the KAS VGSCH emergency mine-rescue

communication set. 2012: gold medal at the SPASTEKH-EXPO-2012 exhibition; gold medal at the Power Production and Power Supply exhibition. 2013: gold medal at the 6th Integrated Security 2013 showroom, etc.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

Coal of Russia and Mining, Russian-Chinese Large Opportunities for Small- and Medium-Sized Business forum, Integrated Security showroom, SPASTEKH-EXPO-2012, and others.

#### **SOCIAL RESPONSIBILITY**

The enterprise participates in various charity events and purchases athletic equipment for orphanages.

# SALES GEOGRAPHY The products are sold on the domestic market but also have excellent export prospects. At present, the company operates in Kazakinstan, Belarus, and China. In the future, it plans to enter the market of northern and southern America. WORKPLACES 50 people

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

In 2016, sales volumes of the Radius-2 system fell sharply due to the creation of a multifunctional system combining emergency rescue and technological functions.



#### **REGIONAL COUNCIL**

#### **ADDRESS**

105A Baykalskaya St., Room 2, Irkutsk 664047 +7 (3952) 246-236 www.raftleasing.ru www.invest.raftleasing.ru irkutsk@raft-leasing.ru

#### RAFT LEASING



TURNOVER RUB billion

2016: 491.9 2017: 312.7



TAXES RUB million

2016: 32.3

2017: 5.3



Yelena Lantsova CEO

SIBERIAN FEDERAL DISTRICT

> Irkutsk Region



One of the largest leasing companies in Irkutsk Region, this company was founded in 2006. Over its 11 years on the market, it has completed more than 1 thousand successful projects. The company is represented in Irkutsk and Bratsk. It takes 25th place in work with small businesses and the 37th place in work with medium-sized businesses among Russian leasing companies (according to the RA Expert ranking for 9 months of 2016).

# **REGIONS**OF PRESENCE

Irkutsk Region, Republic of Buryatia, Transbaikal Krai, Krasnoyarsk Krai, and the Altai Republic. In 2017, the company plans to expand coverage to all regions of the Siberian Federal District.

# AWARDS AND ACHIEVEMENTS

The company is a permanent participant of the RA Expert federal rankings.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in industry and regional forums held by Business Russia, among other events, such as Industry exhibitions

(road construction, logging and woodworking industries), the Baikal Business Forum, and the Business Navigation across Business Russia Forum.

# SALES GEOGRAPHY

It works with all types of suppliers, including international companies, and has experience in Italy, Kazakhstan, China, Belarus, and France





**REGIONAL COUNCIL** 



27 Proletarskaya St., Office 12, Tomsk 634009 +7 (3822) 97-99-03 www.acmexp.ru www.education.acmexp.ru info@acmexp.ru

#### **ASM-EXPERT LLC**



 $30_{\text{people}}$ 



Vladimir Simanovskiy CEO

SIBERIAN FEDERAL DISTRICT

Tomsk Region



The company focuses mainly in the education field, certification of management systems, consulting and expert activities, as well as in metrological support. It cooperates with top specialists who are also part-time instructors of educational programs and also conducts the expert assessment of management systems for compliance with international standards, both for small private companies and large state institutions.

# **COMPANY**HISTORY

The company was founded in 2016, the same year the Academy of Management Personnel was established. Several large educational programs for various levels of specialists were conducted with the involvement of experts in the beginning of 2017. Since mid-2016, the enterprise has been engaged in the verification and calibration

of containers in Tomsk Region, and also actively cooperates with the engineering centers of Russia and departments of Tomsk Region.

### SALES GEOGRAPHY

Its services are provided throughout the Russian Federation, in particular Tatarstan, Buryatia, Sakha Yakutia, Samara, Novosibirsk, Tyumen Regions, Trans-Baikal Krai, and others. The majority of services are provided in Siberia.

#### **INTERNATIONAL PRESENCE**

It cooperates with international certification bodies and acts as their official representative in the Russian Federation.





51D Prospekt Kirova, Tomsk 634041 Phone: (3822) 900-00-29 www.micran.ru mic@micran.ru

#### REGIONAL COUNCIL

# MICRAN RESEARCH AND PRODUCTION COMPANY JSC



2016: 2 2017: 4 INVESTMENTS

RUB 2 billion



Vladimir Dotsenko CEO

SIBERIAN FEDERAL DISTRICT

Tomsk Region



leading Russian Micran is a development enterprise in the and industrial production of microwave radio electronics. The company produces a wide range of products, from electronic components, units and modules based on them to various telecommunication, radio-locating, measuring equipment. Its client number totals more than 1 thousand. Production facilities: more than 28 thousand sq. m. More than 1 million products have been produced, and it holds more than 100 patents. In addition, Micran RPC actively develops mobile communication complexes in the interests of the Russian Ministry of Defense and enterprises in the fuel and energy industry.

# **COMPANY**HISTORY

Micran was established on April 17, 1991, in Tomsk on the basis of the small TUSUR

scientific laboratory in one of the city's universities. After 25 years, the enterprise has since grown into the largest domestic producer of modern microwave radio electronics. Micran is included in the consolidated register of organizations of the MIC, the register of innovatively active organizations, the list of systemically important enterprises of Tomsk Region, and the list of organizations with a significant impact on industry and trade.

# **AWARDS AND ACHIEVEMENTS**

Based on the results of the Tech Uspekh Russian rating, Micran is in the top 10 fast-developing high-tech companies in Russia and earned a place on the country's National Champions list.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The company annually takes part in major forums and exhibitions, including the Petersburg International Gas Forum, MetrolExpo, Svyaz, European Microwave Week, and RADEL.

#### **SOCIAL RESPONSIBILITY**

Micran is actively engaged in charitable assistance to children's institutions in Tomsk, including sports schools and the Alena Petrova Foundation to support children with cancer.



1,500 people

Production growth rate

40%

#### SALES GEOGRAPHY

Micran products are exported to more than 25 countries, including Germany, Italy, Spain, France, Greece, China, Hong Kong, Brazil, Indonesia, Vietnam, Singapore, as well as CIS countries and near abroad. Among its products sold on the domestic market, 53% are supplied to enterprises of the military-industrial complex and the Ministry of Defense, 18%, to enterprises of the fuel and energy complex, 13%, to national security, defense and law enforcement agencies, 8%, to universities and R&D institutes, and 8%, to telecom operators and internet providers.

#### INTERNATIONAL PRESENCE

Over the past five years, Micran has strengthened export positions based on contracts in 25 countries and also established a subsidiary company in a European country. Representative offices have also been established in Vietnam, Brazil, and South Africa. Micran supplies other countries with high-speed radio-relay equipment, measuring systems and complexes, security systems, and microelectronics products.

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Its annual production volume exceeds RUB 2 billion, while the share of innovative products over the past three years has exceeded 80%, with production growth rates exceeding 40%. Sales volume in 2016: telecommunications: more than 1 thousand products, radio-locating and microwave electronics: more than 30 thousand, information and measuring instruments and accessories: more than 15 thousand. Planned volume of sales in 2017: telecommunications: more than 1.5 thousand products, radio-locating and microwave electronics: more than 40 thousand, information and measuring instruments and accessories: more than 16 thousand.



**REGIONAL COUNCIL** 



2/2 Berezovaya St., Tomsk 634050 Phone: (3822) 34-91-94 www.novochem.ru buy@novochem.ru

#### **NOVOCHEM TH LLC**







Maksim Luchshev CEO

SIBERIAN FEDERAL DISTRICT

Tomsk Region



#### INTERNATIONAL PRESENCE

The company exports the entire range of its chemical products in volumes exceeding 10 tons per year.

NOVOCHEM develops and markets a wide range of chemical products, including reagents for washing heating-performance equipment, modifiers, disinfectants, products of organic synthesis, and means for fixing fabrics. The company produces more than 130 tons of finished products per year, with annual production increases of 20%.

# **COMPANY**HISTORY

In 2009, scientists of the Tomsk State National Research University experimentally developed a glyoxal synthesis technology, which then became the starting point for the construction of a production base. Over the following years, 3 thousand sq. m of production, warehousing, and auxiliary premises was built. Novochem

plant was founded in 2011 as a production facility for glyoxal-containing products.

#### AWARDS AND ACHIEVEMENTS

Best Innovative Company of 2011.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Novochem annually takes part in major exhibitions, forums, industry-specific business events in Russia and abroad, and business conferences, including Aquatherm, Technoprom, Heat & Power, and Chemistry.

#### **SOCIAL RESPONSIBILITY**

The company's management is actively engaged in charitable programs, supports

socially important sports teams, such as the Tomsk Region federations of boxing and taekwondo, and also financially supports the Tomskaya Sila sports club.

#### SALES GEOGRAPHY

NOVOCHEM products are exported to CIS countries and Eastern Europe.



Increase in output up to 130 tons

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2015 the company produced up to 100 tons of products per year, in 2016, thanks to the expansion of its staff and purchase of new equipment, Novochem now produces and sells about 130 tons of products annually.



# FAR EASTERN FEDERAL DISTRICT

Republic of Sakha (Yakutia)

Kamchatka Krai

Primorsk Krai





23 Karla Marksa St., Neryungri, Neryungri District, Republic of Sakha (Yakutia) 678960

**ARMADA LLC** 

Phone: 8 (41147) 7-65-37, 8-800-1000-616.





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**TURNOVER** 

2016

RUB 12 million



Olga Kiporova CEO

FAR EASTERN FEDERAL DISTRICT

Republic of Sakha (Yakutia)



Armada produces over 70 different types of products every day, including sausages, snack foods, smoked products, deli meat, pelmeni, vareniki, dumplings, khinkali, cutlets, chebureki, and small and large semi-finished products. Armada motto is "real taste, no tricks!" This reflects the genuineness, high quality and safety of its products, and adherence to the best traditions of making sausages, deli meat, and semifinished products.

#### **COMPANY**HISTORY

Sausage production was founded in 2000. In 2010, its production equipment was completely replaced, and a shop for the production of semifinished food products was established.

Its capacity level totals up to 20 tons per month. Preservation of the perfect taste and quality of its products is possible thanks to shock-freezing in a special freezing compartment at a temperature of -35°.

#### AWARDS AND ACHIEVEMENTS

In 2003, the enterprise won the republic's Best Goods of Yakutia contest. In 2005, it was awarded a grant from the president of the Republic of Sakha (Yakutia). In 2008, the company was awarded a 1st degree diploma from the Amur Interregional Trade and Industry Fair in Khabarovsk for the excellent quality of its Konskaya sausage. In 2016, it was awarded a diploma for its Rublenaya cooked ham, a diploma for category B boiled and smoked Servelat Russkiy sausage, and a diploma and gold medal for its smoked and salted lard with meat layers.

#### PARTICIPATION IN EXHIBITIONS AND EVENTS

In 2016, the company took part in the interregional Priamurskaya trade and industrial fair, and in 2017, in the Made in Yakutia project.

#### **SOCIAL RESPONSIBILITY**

Armada is a trustee of the local boarding school orphanage and supports socially important events in the city, district, and republic. The company also participates in third-party charity events and holds its own. It sponsors public associations and various educational, health-care, cultural, sports, and religious communities.



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

There are plans to create a kitchen plant to expand production and the product range and launch the production of new innovative products.





2A Okruzhnaya Doroga St., Yakutsk 677015 Phone: 8 (4112) 43-99-00 www.arcticcolor.ru pr-bighe@mail.ru

#### **BIGE LLC**



**E** 

TURNOVER RUB billion

2016: 47 2017: 60





Andrey Neustroyev CEO

FAR EASTERN FEDERAL DISTRICT

Republic of Sakha (Yakutia)



Bige produces and sells a wide range of paint and varnish products under its own brands: Arctic, Wooden, and Magic Paint. All of its products are eco-friendly, fire-safe, quickdrying, registered, and certified. Its production volume grows annually by 20% to exceed 500 tons of finished products per year. Employees of the company also frequently complete internships and improve their qualifications in the leading institutes of Russia and abroad.

#### **COMPANY**HISTORY

Bige is a dynamically developing innovative company that started its activity in 2012 and has already successfully established itself in the paint and varnish market of the Republic of Sakha (Yakutia), having sold more than 600 tons of its own products. In 2013, the newest German equipment VMA-GETZMANN was installed

on the production line. In 2013, the large investment company PJSC RIK, represented by Yakutia Venture Company PJSC, joined the founders of Bige LLC.

# AWARDS AND ACHIEVEMENTS

Winner of the Umnik federal competition of innovative projects of the Bortnik Foundation (2013). Winner of the Commercialization competition of the Bortnik Foundation. Grants from the president of the Republic of Sakha (Yakutia) for the development of an innovative thermal insulation coating for an innovative project for the production of dry paints from dairy waste (2013, 2015). Winner of the contest Moscow International Inventions and Innovative Technologies Showroom Archimedes-2014 contest for innovative coating against bacteria and viruses. Diplomas and awards from the Sakha Innovation, Business Expo-2015, DOM-2016, and Building Industry of the North. Power engineering. Housing and Public Utilities-2016 exhibitions, and others.

#### **SOCIAL RESPONSIBILITY**

Together with the Yakutia technopark as part of the Personal Example project, the Bige Group team annually renovates children's playgrounds in Yakutsk. The company sponsors children's and student organizations and is a regular sponsor of the International Biennale of Contemporary Art. The company also provides paints for areas affected by natural disasters.

#### SALES GEOGRAPHY

Its products are sold through a dealer network, its own store, and the arcticcolor. ru online shop.



# WORKPLACES

15 people

Increase in output

500 tons

#### **ENTERPRISE DYNAMICS AND PROSPECTS**

While before 2013 the company produced no more than 175 tons of products, in 2016, thanks to the modernization of production, the company produced and sold more than 500 tons.





47 Veteranov Skryabinykh St., Apt. 3, the village of Tit-Ebya, Khangalasskiy Ulus, Republic of Sakha (Yakutia) 678013 Phone: [41144] 4-34-34

**REGIONAL COUNCIL** 

SAMARTAY AGRICULTURAL CONSUMER COOPERATIVE

WORKPLACES

15 people



Yegor Ammosov CEO

FAR EASTERN FEDERAL DISTRICT

Republic of Sakha (Yakutia)



The cooperative specializes in the processing of milk and also prepares fresh-frozen vegetables (potatoes, beets, carrots, and cabbage). Its product range includes pasteurized milk, pasteurized cream, butter, cottage cheese, koumiss (byrpakh), and fresh-frozen vegetables. Samartay ACC products are always of the highest quality and in high demand.

# **COMPANY**HISTORY

The Samartay Agricultural Consumer Cooperative was established in 1997.

# SALES GEOGRAPHY

Its products are sold throughout stores in Pokrovsk and Yakutsk, and quick-frozen vegetables, in the northern districts.







7a Zhornitskogo St., Yakutsk 677009 Phone: 8 (914) 273-03-41 v.mestnikoff@yandex.ru

**REGIONAL COUNCIL** 

БОРЩ

boukaderokanu









Vasiliy Mestnikov CEO

FAR EASTERN FEDERAL DISTRICT

Republic of Sakha (Yakutia)



The company produces semifinished meat products from the raw materials of local suppliers under the Myaskov brand, including cold cuts, minced meat, pickled meat products, stuffed peppers, cutlets, meatballs, and collops from beef, pork, venison, lamb, horse meat and poultry. The company sells 18 different items in total and produces about 50 tons of finished products annually.

### COMPANY HISTORY

The enterprise started its activities in 2011. Initially, as a partner of Neryungrinskaya Ptitsefabrika JSC, the company was engaged in the promotion of Yakutskiy Broiler products. In a short time, Severtorg managed to arrange an extensive sales network both in the city of

Yakutsk and in the many uluses of the republic, including six of its own stores, Yakutskiy Broiler.

### **REGIONS**OF PRESENCE

Its production facilities are located in Yakutsk, and the sales network is composed of 250 stores in eight regions of the republic.

# >>> AWARDS AND ACHIEVEMENTS

In 2016, the Zolotyye Grebeshki brand store won the municipal competition for best convenience store in Yakutsk. Selection criteria included affordable prices and a wide range of products, including at social prices.

# >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

Severtorg annually takes part in the Made in Yakutia regional exhibitions of local agricultural producers.

#### **SOCIAL RESPONSIBILITY**

The company is actively engaged in charity and supports orphanage and veterans.



#### ENTERPRISE DYNAMICS AND PROSPECTS

While before 2016 the company produced no more than 4 tons of products per month, in 2017, owing to the promotion of the Myaskov brand, the volume of sales grew by 1.5 times up to 7 tons of products per month.





20 Ordzhonikidze St., Office 311, Yakutsk 677000 Phone: (4112) 32-58-55 pet\_mari@mail.ru

### REGIONAL COUNCIL

ТЕТРОВА М.Н.











Marianna Petrova CEO

**FAR EASTERN** FEDERAL DISTRICT

Republic of Sakha



The company produces and sells sandwich panels and energy-efficient plastic windows. The volume of production of PVC products in 2016 amounted to 12.86 thousand sq. m and sandwich panels totalled 298 tons of finished products. The company's annual production volumes are growing by 50%.

### **COMPANY**HISTORY

Teplyy Kray LLC was founded in 2014. In 2016, it received the status of Resident of the Kangalassy Priority Development Area—the first priority development area in Russia. A production workshop with an area exceeding 1.2 thousand sq. m has been built.







Room 159, Bldg. 6, Microdistrict 203, Yakutsk 677000 Phone: 8-800-2222-881 www.egelge.com

uk.egelge@mail.ru



# EGELGE JEWELRY **COMPANY**

**INVESTMENTS**  $_{\text{RUB}}\,50\,_{\text{million}}$ 

WORKPLACES

25 people



Levan Saakadze CEO

**FAR EASTERN** FEDERAL DISTRICT

Republic of Sakha



The company produces and sells jewelry using methods combining both modern technology and traditional manual jeweler labor. To date, more than 250 jewelry models have been crafted. Egelge has six jewelry showrooms that attract the public with their impeccable style, service, and atmosphere of beauty and luxury.

### **COMPANY**HISTORY

Since 2004, the Egelge Jewelry Company has been offering its customers a wide range of jewelry from the best Russian producers. In 2009, the production line was opened. Egelge brand name products — jewelry of gold and silver made in the Yakut national style — are the company's special pride. After getting

its start in the uluses of the republic, Egelge opened its first showroom in Yakutsk in 2013, marking a new stage in its development.

### SALES GEOGRAPHY

Its products are sold within the greater Yakutia area

#### **SOCIAL RESPONSIBILITY**

Egelge is actively engaged in charity and supports the holding of socially important events.





REGIONAL COUNCIL



9 Promyshlennaya St., Yelizovo, Kamchatka Krai 684014 +7 (4152) 29-84-99, +7 (4152) 49-00-47 www.agrotek.ru agroßagrotek.ru

### **AGROTEK LLC**







Vladimir Ilyich Rubakhin CEO

FAR EASTERN FEDERAL DISTRICT

> Kamchatka krai



Food production, livestock husbandry, fodder production, and trade. The group includes full-cycle companies producing meat and sausage products, meat semiproducts in dough and since 2012 has also revived pig breeding on the peninsula. The holding consists of more than 15 legal entities, each of which has its own duties for the production of high quality products.

#### **\*\*\* HISTORICAL OVERVIEW**

The history of the company started in 1995 with a small workshop producing sausages. 2001: the shop was equipped with new German equipment. It produces more than 400 different products, both according to classic GOST recipes, and its own developments, including a unique range of sausages from various Kamchatka salmon species. 2007: construction of a pig-breeding farm in the village of Sokoch.

2009: production of culinary products. 2013: growing of leguminous crops.

#### **REGIONS OF PRESENCE**

Its production facilities are based in Kamchatka and Primorsk Krais.

### **AWARDS AND ACHIEVEMENTS**

The company has repeatedly won the regional Quality Leader contest. In June 2017, the company received the Green-Labeled Product passport and 21st Century Quality Status. The company's products regularly win awards at industry competitions.

### >>> PARTICIPATION IN EXHIBITIONS AND EVENTS

The company participates annually in major forums, such as the WEF, and in specialized

business events, including the Far Eastern Business Forum, the Agro Far East and Siberia Forum, Prodexpo, and the Golden Autumn exhibition.

#### **SOCIAL RESPONSIBILITY**

Monthly assistance to the school, preschool, community center, and ambulant clinic in the village of Sokoch (one institute per month) in installments of RUB 40 thousand since 2013. Chilled meat and sausage product discounts for residents of the Nachikinskiy rural settlement, reimbursement of expenses in the amount of RUB 30 thousand per month since 2013. Free snow cleaning around social facilities. The company also helps organize public holidays, such as Beringia, Harvest Festival, Maslennitsa, and others.



 $794_{\text{people}}$ 

in revenue

10%

Increase

### SALES GEOGRAPHY

Company products are sold on the domestic market in regions of the Far Eastern Federal District.

INVESTMENTS
RUB 370 million

### ENTERPRISE DYNAMICS AND PROSPECTS

In 2016, revenue from product sales increased by 10% compared to 2015.



### **ADDRESS**

60 Pogranichnaya St., Petropavlovsk-Kamchatskiy, 683032 +7 (415 2) 41-12-60 www.novkniga.ru novbook@gmail.com

### **REGIONAL COUNCIL**



NOVAYA KNIGA HOLDING COMPANY LLC

**INVESTMENTS** 

RUB 10 million



TAXES RUB million

2016: 18 2017: 20



Stanislav Kozhan President

FAR EASTERN FEDERAL DISTRICT

> Kamchatka Krai



The sale of books and stationery through its own dealer network; textbooks and training aids for educational institutions of the krai; stocking of libraries in the krai; and its own publishing house. The company manages 17 bookstores in Kamchatka Krai. A library collector was established to supply textbooks to educational institutions as well as to complete libraries of the ministry of culture of the krai.

### COMPANY HISTORY

The business began with the sale of books on street corners. The president of the company Stanislav Kozhan, a geography teacher by trade, became an entrepreneur in the difficult post—Soviet 1990s. After the collapse, book kiosks were opened in Petropavlovsk-Kamchatskiy. Later on, Novaya Kniga stores were opened in other settlements of Kamchatka as well.

Now, the company also operates a publishing house, which first started with the production of books on regional natural history and art by Kamchatka authors, colorful albums about the peninsula, postcards, calendars, and badges.

### **REGIONS**OF PRESENCE

Kamchatka Krai.

### >>> AWARDS AND ACHIEVEMENTS

Diplomas and awards from various book fairs in the Far East and Russia, and several books have even won the Best Book of the Year in Russia contest. It holds diplomas from the Association of Book Publishers of Russia, Association of Book Distributors of the CIS, and Rossiyskaya Gazeta. It also holds an honorary diploma from the State Duma Committee. Stanislav Kozhan has been awarded the diploma of the Ministry of Education of the Russian Federation, the

Order of the Russian Orthodox Church of St. Innocent, the Metropolitan of Moscow and Kolomna, the medal of the Ministry of Education of the Russian Federation for Benevolence and Charity, and others.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

Annually, the company takes part in the Best Books of the Year All-Russian competition; Far East book fair Printing Yard, Kamchatka Forum in support of books and reading, the Zolotyye Rodniki Interregional Festival of Creativity among Indigenous Minorities of the North, Siberia, and the Far East, exhibitions and fairs held by Kamchatka Investment Exhibition Center, and others.



105 people

Development dynamics

by 100%

#### **SALES GEOGRAPHY**

The company's products are sold on the domestic market

#### SOCIAL RESPONSIBILITY

The enterprise takes part in all competitions for the supply of literature to the libraries of Kamchatka Krai When supplying books, the company offers a discount of 20—25% to libraries and other socially-oriented enterprises of Kamchatka Krai. The company, in cooperation with the Kamchatka regional branch of the Union of Writers of Russia, has established prizes in literature and regional natural history, and in partnership with the Foundation for Compensation for the Peoples of the North, annually awards the best local historian and best author.



#### ENTERPRISE DYNAMICS AND PROSPECTS

For H1 2017, the dynamics in relation to last year amounted to 100.56%.





67 Prospekt Pobedy, Petropavlovsk-Kamchatskiy 683902 +7 (4152) 41-10-11, +7 (4152) 41-10-13 www.shamsa.net mc-prmanager@shamsa.net

### REGIONAL COUNCIL

### SHAMSA GROUP







Rashid Shamoyan CEO

FAR EASTERN FEDERAL DISTRICT

> Kamchatka Krai



Wholesale and retail trade in food products and beverages; logistic services; movie theaters; shopping centers. Shamsa budget supermarkets, Semeynaya Korzinka discounters, and Probochka alcoholic beverage stores are located in different cities throughout Kamchatka Krai. The company's own culinary workshop and bakery operate under the Fabrika Retseptov brand.

#### **\*\*\* HISTORICAL OVERVIEW**

Today's diversified enterprise has grown from a small private trading company, whose history began in September 1990. Its founder and permanent CEO Rashid Shamoyan named his company Shamsa after the Kurdish word for "sun." Ten years later, in 2000, the first shopping center in Kamchatka with a total area of over 9 thousand sq. m was opened. Today, it is the largest retail chain in Kamchatka

(11 supermarkets, 11 alcoholic beverage stores, and 2 discounters), including large wholesale companies, modern shopping centers, a logistics complex, and movie theater.

### **REGIONS**OF PRESENCE

Kamchatka Krai.

# >>> AWARDS AND ACHIEVEMENTS

Diploma of the Government of Kamchatka Krai, diploma of the winner of the regional Enterprise of High Social Responsibility contest, dozens of letters of acknowledgment from the ministries and agencies of the krai, the administration of the Petropavlovsk-Kamchatskiy and Yelizovo municipal entities, public organizations, creative teams, and residents of the krai.

### PARTICIPATION IN EXHIBITIONS AND EVENTS

The holding annually takes part in PRODEXPO events, the congress of Kamchatka entrepreneurs, as well as other industry events.

#### **SOCIAL RESPONSIBILITY**

The holding is a partner of numerous charitable, public, and social organizations and institutions. It offers its premises up for social advertising, the holding of various exhibitions, concerts, and other socially important events. Since 2000, the holding has organized an annual children's holiday of city-wide importance on its premises. In 2008, it initiated the Children's Playground in Every Yard project (more than 20 playgrounds were constructed).



#### **ENTERPRISE DYNAMICS AND PROSPECTS**

Part of its strategic plans include the development of its retail chain and own production, expansion of contract portfolios of wholesale companies, and the construction of a new shopping center and movie theater in Petropavlovsk-Kamchatskiy.



#### **ADDRESS**

Office 401, 3A Batareynaya St., Vladivostok 69000 +7 (423) 254-04-04 www.yourbusiness-expert.ru mail@yourbusiness-expert.ru

REGIONAL COUNCIL

VASH BIZNES-EKSPERT LLC







**Yulia Boyarko** CEO

**Dmitriy Boyarko** Founder

FAR EASTERN FEDERAL DISTRICT

> Primorsk Krai



### INTERNATIONAL PRESENCE

International "presence" remotely via skype conferences.

The highly experienced and educated experts of this company will promptly prepare a financial and economic feasibility study for any project, develop an economic business plan with a comprehensive risk assessment at the startup stage, and conduct a legal and financial assessment of the business and its ownership structure. They specialize in preparing documentation for credit institutions and project review presentations for any audience.

### COMPANY HISTORY

The company was founded in 2015 as a consulting firm focusing on business planning and financial and legal matters. Today, it assists in setting up businesses in the Free Port of Vladivostok and Territories of Priority Development investment

regimes. Over 50 projects for residents of Territories of Priority Development and Free Port Vladivostok have been successfully implemented with the company's consulting assistance.

### >>> REGIONS OF PRESENCE

Operations with investors throughout Russia and APR countries.

# AWARDS AND ACHIEVEMENTS

In 2016, the company was awarded a letter of acknowledgment from the administration of Vladivostok and has also received an acknowledgment from the governor of Primorsky Krai.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

The company takes part in large forums and related business events every year, including WEF, Media Summit, and China Expo in Heilongjiang (China).



 $35_{\text{people}}$ 

### SALES GEOGRAPHY

the domestic market of the Russian Federation.

INVESTMENTS
RUB 10 million







#### **ADDRESS**

Offices 601-606, 103A Okeanskiy Prospekt, Vladivostok, Primorsky Krai 690002 Phone: +7 (423) 202-50-72 office@teamgroup.org www.teamgroup.org

### **TEAM-GROUP GROUP**







Aleksey Timchenko Director, Founder

FAR EASTERN FEDERAL DISTRICT

> Primorsk Krai



The company has been specializing in the taxation accounting and consulting services since 2012. Its mission is to provide quality and professional services to clients to protect and represent their interests in state structures. The firm's staff are highly qualified specialists in accounting, tax consulting, and law. It prides itself on its emphasis on confidentiality, legality, the priority of the client's interests, and professional competence.

# **COMPANY**HISTORY

It was founded in 2012 as a consulting agency focusing on accounting and tax accounting.

Over 5 years, the company has developed into the TeamGroup group, which includes Team-

Group LLc, Team-Group Consultant LLC, and Team-Group Trading LLC.

### >>> REGIONS OF PRESENCE

Services are provided in Primorsky Krai.

# PARTICIPATION IN EXHIBITIONS AND EVENTS

It annually takes part in major forums, such as The Eastern Economic Forum, Media Summit, Golden Bridge Business Award, and international exhibitions in Asia-Pacific countries (China, Hong Kong, Singapore, and Indonesia).

#### **SOCIAL RESPONSIBILITY**

In 2016, the company provided financial support for the release of a book on the history of entrepreneurship in the region titled To Own the East: Entrepreneurs of the Far East—Enlighteners and Patrons of Art (How it All Began). The provision of financial support to the veterans hospital.

### SALES GEOGRAPHY

Consulting services, accounting, tax consulting, legal services, business planning, representation in tax and other bodies, construction of apartment houses and infrastructure facilities, and development.

16 people

**WORKPLACES** 



### ENTERPRISE DYNAMICS AND PROSPECTS

In 2017, the company plans to implement an IT system, the TeamGroup mobile and web-based app for its customers to help improve communication and the overall quality of services. In 2017—2018, it plans to implement the project to build the Sedanka Springs residential complex.





7/1 Delegatskaya St., Moscow 127437 Phone: +7(495) 649-18-26 ext. 343 Fax: (495) 649-18-19

Email: int dep @deloros.ru, in fo @deloros.ru