



B2B session

Congress Center "Torino Incontra" – via Nino Costa 8, Torino
 Thursday, 15 May 2013 **14:00 -18:00**

- Russian partner profile -

COMPANY NAME	Scania Peter, LLC
ADDRESS	Moskovskoe sh. 177a, St. Petersburg, 196626, Russia
WEB SITE	www.scania.ru
Name of the representative/s and his Position/s	Government Relations Director

LOCATION IN OTHER COUNTRIES	
ACTIVITIES / KIND OF PRODUCTION	
YEAR OF FOUNDATION	
TURNOVER (Mio €)	
CUSTOMERS	
MAIN EXPORT MARKETS	
N. OF EMPLOYEES	
FOREIGN LANGUAGES SPOKEN	
ADDITIONAL INFORMATION	

<p>PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i></p> <ul style="list-style-type: none"> • <i>Interest in supply of components, equipment/engineering</i> • <i>Interest in JVs/technology transfers</i> • <i>Your offer in terms of brown-field investments, production facility..)</i> • <i>Other.....</i> 	
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- Russian partner profile -

COMPANY NAME	Marussia Motors LLC
ADDRESS	1 Chernyshevskogo lane, Moscow,127473, Russia
WEB SITE	www.marussiamotors.ru
Name of the representative/s and his Position/s	Business Development Director Purchasing and Logistics Director

LOCATION IN OTHER COUNTRIES	Luxemburg, Germany, USA, UK
ACTIVITIES / KIND OF PRODUCTION	Vehicles developing and manufacturing
YEAR OF FOUNDATION	2007
TURNOVER (Mio €)	2010: 10 2011: 20 2012: 30
CUSTOMERS	
MAIN EXPORT MARKETS	Europe
N. OF EMPLOYEES	250
FOREIGN LANGUAGES SPOKEN	English, German
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i> <ul style="list-style-type: none"> • Interest in supply of components,equipment/engineering • Interest in JVs/technology transfers • Your offer in terms of brown-field investments, production facility..) • Other..... 	Interest in supply of components,equipment/engineering
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- Russian partner profile -

COMPANY NAME	New Technologies Ltd.
ADDRESS	620028, Tatischeva 98, office 36, Yekaterinburg, Russia
WEB SITE	www.street-avto.com
Name of the representative/s and his Position/s	Tatiana Zamaraeva International Affairs Manager

LOCATION IN OTHER COUNTRIES	
ACTIVITIES / KIND OF PRODUCTION	Design and manufacturing of automotive accessories (windshield wipers with an electric heater)
YEAR OF FOUNDATION	2011
TURNOVER (Mio €)	2010: 2011: 2012:
CUSTOMERS	Car dealers
MAIN EXPORT MARKETS	Italy, Germany, Canada
N. OF EMPLOYEES	5
FOREIGN LANGUAGES SPOKEN	English, Italian, German
ADDITIONAL INFORMATION	Innovative products, production of any required volumes

<p>PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i></p> <ul style="list-style-type: none"> • <i>Interest in supply of components,equipment/engineering</i> • <i>Interest in JVs/technology transfers</i> • <i>Your offer in terms of brown-field investments, production facility..)</i> • <i>Other.....</i> 	<ul style="list-style-type: none"> • <i>Interest in supply of component</i> • <i>Interest in technology transfers</i>
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- Russian partner profile -

COMPANY NAME	Metalloproduksia
ADDRESS	2 Luch, 16, Saint-Petersburg, Russia, 192019
WEB SITE	www.karter.ru
Name of the representative/s and his Position/s	Alexandr Podsuchhin, CEO Oleg Bukin, CFO

LOCATION IN OTHER COUNTRIES	-
ACTIVITIES / KIND OF PRODUCTION	Stamping, sheet metal processing, painting, car accessories and parts design and production
YEAR OF FOUNDATION	1996
TURNOVER (Mio €)	2010: 15,1 2011: 21,5 2012: 23,1
CUSTOMERS	Toyota Motors Rus, Mobis Rus, Ford Motor Rus, GM, Subaru Europe etc.
MAIN EXPORT MARKETS	Germany
N. OF EMPLOYEES	400
FOREIGN LANGUAGES SPOKEN	English, German, Spain, French
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i> <ul style="list-style-type: none"> • <i>Interest in supply of components, equipment/engineering</i> • <i>Interest in JVs/technology transfers</i> • <i>Your offer in terms of brown-field investments, production facility..)</i> • <i>Other.....</i> 	Interest in JVs and technology transfers
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- Russian partner profile -

COMPANY NAME	PressFormSystems, LLC
ADDRESS	Elektropultovtsev Str., bld. 7, Saint Petersburg, 195030 Russia
WEB SITE	
Name of the representative/s and his Position/s	Maris Lasmanis, +7 921 931 2360

LOCATION IN OTHER COUNTRIES	
ACTIVITIES / KIND OF PRODUCTION	Production of exhaust silencer, designing, manufacturing and technical maintenance of all types of dies, including high precision and hard alloy and gapless, as well as all types of injection moulds for aluminum and plastic casting under pressure in the automotive industry, electrical engineering, electronics, communication systems. Manufacturing of plastic parts and production of forming in separate jigs for the automotive industry.
YEAR OF FOUNDATION	2010
TURNOVER (Mio €)	
CUSTOMERS	AvtoVAZ, Eberspacher Exhaust Systems Rus
MAIN EXPORT MARKETS	
N. OF EMPLOYEES	
FOREIGN LANGUAGES SPOKEN	Russian, English
ADDITIONAL INFORMATION	Saint Petersburg branch of Zircon Group – European company, manufacturer of jigs and fine mechanics production.
PURSUED PARTNERSHIPS FROM ITALY please specify:	
<ul style="list-style-type: none"> • <i>Interest in supply of components, equipment/engineering</i> <i>Interest in JVs/technology/ transfers</i>	



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- Russian partner profile -

COMPANY NAME	"LTO-Plast"LLc
ADDRESS	Krasnogvardeyskiy per.,23, lit.T, S-Pb, RUSSIA,197342
WEB SITE	WWW.LTO-PLAST.RU
Name of the representative/s and his Position/s	Andrey Yagubtsov – President of Border "LTO-Plast"

LOCATION IN OTHER COUNTRIES	NO
ACTIVITIES / KIND OF PRODUCTION	Injection moulding plastic parts, mould making.
YEAR OF FOUNDATION	04.2011.
TURNOVER (Mio €)	2010: - 2011: 1.1 2012: 1.8
CUSTOMERS	"Ariston Thermo Rus"LLc, "Dikom-Service"LLc, "Atlant"LLc,....
MAIN EXPORT MARKETS	NO
N. OF EMPLOYEES	35 pers.
FOREIGN LANGUAGES SPOKEN	2 pers.
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY

please specify:

- *Interest in supply of components,equipment/engineering*
- *Interest in JVs/technology transfers*
- *Your offer in terms of brown-field investments, production facility..)*
- *Other.....*

Yes



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- Russian partner profile -

COMPANY NAME	Kirov Artificial Leather Integrated Works "ISKOJ"
ADDRESS	K. Marx street, 4, Kirov, Russia
WEB SITE	www.iskoj.ru
Name of the representative/s and his Position/s	Ivanov Aleksandr, General Directo Sheshegov Andrey, Deputy General Directorr

LOCATION IN OTHER COUNTRIES	no
ACTIVITIES / KIND OF PRODUCTION	Producing and processing various kinds of rubbers and plastics
YEAR OF FOUNDATION	1934
TURNOVER (Mio €)	2010: 47 600 000 EURO 2011: 57 300 000 EURO 2012: 42 200 000 EURO
CUSTOMERS	Footwear companies, cable factories, Russian Railways, Russian Army, CANDY, BEKO, others
MAIN EXPORT MARKETS	Russia, CIS
N. OF EMPLOYEES	1200
FOREIGN LANGUAGES SPOKEN	English, Italian
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i>	
• Interest in supply of components, equipment/engineering	yes
• Interest in JVs/technology transfers	yes
• Your offer in terms of brown-field investments, production facility..)	yes
• Other.....	



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- Russian partner profile -

COMPANY NAME	EtalonPromstroy, ZAO
ADDRESS	33/2, lit.A., Kolomiazhsky pr., office 55H, St. Petersburg 197341, Russia
WEB SITE	www.eps-lenspecsmu.ru ; www.lenspecsmu.ru ; www.etalongroup.com
Name of the representative/s and his Position/s	Yuriy Borodin, CEO; Valeria Nikolaeva, Senior Manager of External Contracts Department

LOCATION IN OTHER COUNTRIES	Located in Russia
ACTIVITIES / KIND OF PRODUCTION	Design and construction
YEAR OF FOUNDATION	Etalon Group was founded in 1987 and EtalonPromstroy was founded in 2005
TURNOVER (Mio €)	2010: 495 2011: 554 2012: 655 Calculated on the basis of the RUB/EUR exchange rate of the Central Bank of Russia on 09.04.2013
CUSTOMERS	Ford, Nissan, Toyota, ENKA, Severstal-Gonvarri
MAIN EXPORT MARKETS	Construction market in Russia
N. OF EMPLOYEES	60 employees in EtalonPromstroy and 4,300 employees in Etalon Group
FOREIGN LANGUAGES SPOKEN	English
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY
please specify:

- **Interest in supply of components, equipment/engineering**
- **Interest in JVs/technology transfers**
- **Your offer in terms of brown-field investments, production facility..)**

Our offer in terms of design and construction of production, logistic and storage facilities in Russia.



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- Russian partner profile -

COMPANY NAME	Kaluga Region Government
ADDRESS	2 Staryi Torg, Kaluga, Russia, 248600
WEB SITE	investkaluga.com
Name of the representative/s and his Position/s	Ruslan Zalivatskiy, Deputy Governor of Kaluga Region Ilya Veselov, Director of Agency for Regional Development of Kaluga Region

ACTIVITIES / KIND OF PRODUCTION	Today the region is one of three largest centers of the automotive industry in Russia in terms of output. Three OEM manufacturers, Volkswagen, PSA Peugeot Citroën & Mitsubishi Motors and Volvo Trucks are the anchor investors who were followed by 22 auto component suppliers. Moreover, Volkswagen AG engine plant with a capacity of 150,000 units per year is to be built in the region by 2015.
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PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i> <ul style="list-style-type: none"> • Interest in supply of components, equipment/ engineering • Interest in JVs/technology transfers • Your offer in terms of brown-field investments, production facility..) • Other..... 	<p>We are interested in cooperation with Italian automotive components manufacturers and launching of joint projects within the framework of Kaluga Region Automotive Cluster.</p> <p>We offer:</p> <ul style="list-style-type: none"> - fully prepared land plots within industrial parks; land plots in a special economic zone; brown-fields - all relevant utilities, logistics infrastructure, construction of production and warehousing facilities - administrative support on the part of regional authorities and development institutions - project implementation within the shortest possible timeframe - tax and customs benefits - consulting services
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- Russian partner profile -

COMPANY NAME	Administration of the Pskov Region
ADDRESS	180001, Russia, Pskov, Nekrasova 23
WEB SITE	www.pskov.ru www.invest.pskov.ru
Name of the representative/s and his Position/s	Sergey Pernikov – Vice Governor of the Psov Region Andrey Miheev – Head of State committee on investments and spatial development of the Pskov region

LOCATION IN OTHER COUNTRIES	No
ACTIVITIES / KIND OF PRODUCTION	Authority
YEAR OF FOUNDATION	
TURNOVER (Mio €)	2010: 2011: 2012:
CUSTOMERS	
MAIN EXPORT MARKETS	
N. OF EMPLOYEES	
FOREIGN LANGUAGES SPOKEN	Russian, English
ADDITIONAL INFORMATION	

<p>PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i></p> <ul style="list-style-type: none"> • Interest in supply of components, equipment/engineering • Interest in JVs/technology transfers • Your offer in terms of brown-field investments, production facility..) • Other..... 	<ol style="list-style-type: none"> 1. Search for enterprises specializing in production of autocomponents and wishing to locate their operations in the territory of the Pskov region 2. Search for enterprises specializing in production of autocomponents and wishing to locate their operations in the territory of the industrial production special economic zone "Moglino" 3. Search for potential partners for existing enterprises of the Pskov region in the area of autocomponents production
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- Russian partner profile -

COMPANY NAME	Russian Automotive Market Research
ADDRESS	
WEB SITE	www.napinfo.ru
Name of the representative/s and his Position/s	Arabadji T., Director

LOCATION IN OTHER COUNTRIES	
ACTIVITIES / KIND OF PRODUCTION	
YEAR OF FOUNDATION	
TURNOVER (Mio €)	
CUSTOMERS	
MAIN EXPORT MARKETS	
N. OF EMPLOYEES	
FOREIGN LANGUAGES SPOKEN	
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i> <ul style="list-style-type: none">• <i>Interest in supply of components, equipment/engineering</i>• <i>Interest in JVs/technology transfers</i>• <i>Your offer in terms of brown-field investments, production facility..)</i>• <i>Other.....</i>	
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- Russian partner profile -

COMPANY NAME	YIT Lentek
ADDRESS	Primorskij prospect 54/1 litera "A"
WEB SITE	www.yit-commercial.ru , www.yit.ru , yitgoup.com
Name of the representative/s and his Position/s	Kravtsova Maria, RE Sales Director Krasova Liudmila, RED Marketing Manager

LOCATION IN OTHER COUNTRIES	Finland and all Scandinavian countries, Russia, Baltic States, Poland, Austria, Germany (14 countries)
ACTIVITIES / KIND OF PRODUCTION	Civil construction and engineering, real estate development Industrial Park Greenstate in Leningrad Region
YEAR OF FOUNDATION	1912 in Finland, 1972 in Russia, 1988 in St.-Petersburg
TURNOVER (Mio €) YIT Group	2010: 2011: 4,5 bln € 2012: 4,7 bln €
CUSTOMERS	Industrial enterprises(production and logistics)
MAIN EXPORT MARKETS	-
N. OF EMPLOYEES	25280 – in YIT Group Approx.. 900 in St.Petersburg
FOREIGN LANGUAGES SPOKEN	Russian, English
ADDITIONAL INFORMATION	In Torino we represent the YIT's Industrial park Greenstate

<p>PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i></p> <ul style="list-style-type: none"> • Interest in supply of components,equipment/engineering • Interest in JVs/technology transfers • Your offer in terms of brown-field investments, production facility..) • Other..... 	<p>Our offer in terms of greenfield investment and built-to suite rental in the developing project of Industrial rental building</p>
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- Russian partner profile -

COMPANY NAME	Maryino Industrial Park
ADDRESS	Bolshaya Morskaya ulitsa, 30 Saint Petersburg, 190000 Russia +78123292219
WEB SITE	www.maryino-spb.ru
Name of the representative/s and his Position/s	Alexander Parshukov Director for Land Mutual Funds Division ap@vtbd.ru

LOCATION IN OTHER COUNTRIES	None
ACTIVITIES / KIND OF PRODUCTION	The second biggest Russian bank, VTB Bank, is an investor and developer of Maryino industrial park for automotive suppliers in Saint Petersburg. The area of 130 ha is provided with all utilities and roads. Several automotive companies have bought land plots and now design and construct their factories.
YEAR OF FOUNDATION	2007
TURNOVER (Mio €)	not applicable
CUSTOMERS	Current residents are Yo-Auto (hybrid cars), Yarovit Motors (heavy-duty trucks production), Technoexim (car parts, units and systems), Teknos (paints and coatings), Diesel-Energo (diesel engines)
MAIN EXPORT MARKETS	not applicable
N. OF EMPLOYEES	not applicable
FOREIGN LANGUAGES SPOKEN	English
ADDITIONAL INFORMATION	

PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i> <ul style="list-style-type: none"> • Interest in supply of components, equipment/engineering • Interest in JVs/technology transfers • Your offer in terms of brown-field investments, production facility.. 	<p>We are interested in meetings with Italian industrial companies that have plans of establishing their new factories in Russia. We offer land plots with infrastructure in the new industrial park in Saint Petersburg. The site is provided with power supply, gas, water, sewerage, rainwater drainage and road network. Maryino is conveniently located near the main highway of the city providing quick access to all automotive OEM factories located in Saint Petersburg.</p>
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- Russian partner profile -

COMPANY NAME	BEITEN BURKHARDT
ADDRESS	Marata str. 47, St. Petersburg, Russia
WEB SITE	www.bblaw.com
Name of the representative/s and his Position/s	Natalia Wilke, partner, head of the representative office in St. Petersburg

LOCATION IN OTHER COUNTRIES	Germany, China, Ukraine
ACTIVITIES / KIND OF PRODUCTION	<p>Legal and tax consulting on following issues:</p> <ul style="list-style-type: none"> ▪ corporate law, including the incorporation of legal entities, representative offices and branches of foreign companies, conducting legal Due Diligence of Russian companies to be acquired, consulting on current issues related to management and financing of Russian companies; ▪ commercial and civil law, in particular, the preparation of contractual documentation and structuring transactions from a legal and tax perspective; ▪ tax law; ▪ customs law; ▪ employment and migration law; ▪ support in real estate transactions and construction law; ▪ protection of IP rights; ▪ dispute resolution.
YEAR OF FOUNDATION	1990
TURNOVER (Mio €)	2010: n/a 2011: 2012:



CUSTOMERS	
MAIN EXPORT MARKETS	n/a
N. OF EMPLOYEES	300
FOREIGN LANGUAGES SPOKEN	Russian, English, German
ADDITIONAL INFORMATION	

<p>PURSUED PARTNERSHIPS FROM ITALY <i>please specify:</i></p> <ul style="list-style-type: none"> • <i>Interest in supply of components, equipment/engineering</i> • <i>Interest in JVs/technology transfers</i> • <i>Your offer in terms of brown-field investments, production facility..)</i> • <i>Other.....</i> 	<p>Our specialists would be pleased to assist you in:</p> <ul style="list-style-type: none"> • establishing contractual relations with Russian partners (contractual documentation, tax and customs issues, IP rights); • foundation of a subsidiary, joint-venture or a representative office in Russia; • acquisition of shares in Russian companies; • establishing production facilities in Russia (greenfield or brownfield), including real estate acquisition, import of equipment, construction issues, employment of personnel.
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