

"Fobos" JSC

Rybinsk

Owners:	natural persons
Staff:	150 persons - staff employees, 5 persons - hired employees
Previous financing:	none
Current financing:	\$ 150,000 (replenishment of current assets)
Volume of investment required:	\$ 5,000,000

Breakdown of resources to be provided during \$ 2,700,000/ 1,400,000/ 600,000/ 300,000 correspondingly the year by quarters:

Intended use of the investments required: Modernization of the manufacturing of stop & control armature (ball valves) in Rybinsk, dealers' net work extension.

Company profile

"Fobos" enterprise was founded in 1992 as a small company for engineering design works in the sphere of armature-constructing. In the process of its development it was transformed in a Joint Stock Company and in 1995 the company purchased a bankrupt enterprise, which determined the strategy of further development of the enterprise, directed to its profiling in machine-building. Within two years "Fobos" concentrated the whole technological process on its own facilities. "Fobos" trade mark succeeded in taking a deserved place in the range of Russian pipe-line armature manufacturers, it is strengthening its positions at the market in competitive struggle & is extending the dealers' net. "Fobos" ball valves can be purchased in Moscow, St.-Petersburg, Penza, Samara, Nizhny Novgorod & other cities of Russia.

Area and directions of activity

Machine-building. Design & manufacturing of pipe-line armature (ball valves).

Products/Services/Technologies

Ball valve is a modern type of pipe-line armature, its main distinctive feature is the locking element made in the shape of a ball. This feature serves as the basic for advantages of this type of armature: lesser hydraulic resistance, better reliability, easiness of opening & closing, possibility of visual control of locking device position, compactness.

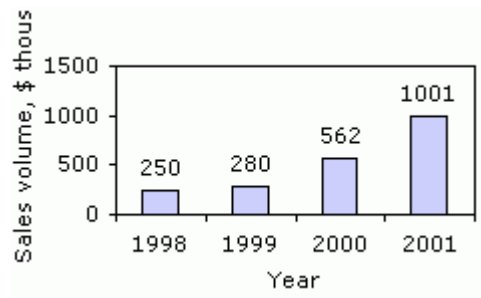
Manually/pneumatically/electrically actuated ball valves with type-sizes from DN10mm. to DN200mm. with nominal pressure up to 10 Mpa compose the dominant part of JSC "Fobos" production program.

Achievements

- successful dynamics of company development;
- company's economic connections with oil-processing subdivisions of leading oil companies: "Lukoil", "Ukos", "TNK", "Sibneft", "Slavneft", "Transneft", "Tatneft", "Bashneft";
- dealers' network in Moscow, St.-Petersburg, Penza, Samara, Nizhny Novgorod;
- golden medal of SPI association - France industry assistance "For stability & dynamics of development", the diplomas of International exhibitions "Oil & Gas", "Rosgasexpo" in Moscow, St.-Petersburg, Minsk, Ufa, Kazan, Almaty.

Outlooks of development

The achievement of 7% share of the Russian market through modernization of the enterprise, the certification of quality system of the enterprise in accordance to ISO 9000, the implementation of CAM-system, dealers' network extension.



Financial forecast		
year	Without investments requested	With the investments requested
2002	\$ 1,400,000	\$ 1,800,000
2003	\$ 2,000,000	\$ 3,000,000
2004	\$ 2,600,000	\$ 5,000,000
2005	\$ 3,300,000	\$ 9,000,000