

## "Merpasa" JSC

St-Petersburg

[www.merpasa.ru](http://www.merpasa.ru)

Owners:	natural persons 100%
Employees:	80 persons - staff workers, 0 persons - recruited workers
Previous financing:	\$ 1,200,000, including own funds 800,000, raised funds \$ 400,000
Current financing:	\$ 0
Amount of required financing:	\$ 6,000,000

Intended use of the investments required: Purchase of the equipment 60%, development of the plant infrastructure 40%

### Company profile

The history of the company Merpasa has started with the signature of the acting President Mr. Putin on 21st of October 1992.

Since 1992 the company MERPASA has made the way from being one of the hundreds to one of the leaders of the industry. The company has become a sound partner and the reliable supplier for numerous of Russian and foreign enterprises.

The company has partners in more than 15 countries of the world. Nowadays we are official and exclusive representatives of such companies as Robopac S.A., Waldys S.A., PFM S.p.A.

During the 10 years of successful running the range of packaging equipment and materials supplied by Merpasa has been expanded. The professional team has been formed during the time. Nowadays the company is able to solve different packaging problems. The specialists of the company can either carry out the outfit of packaging equipment, or supply with packaging material and spare parts. Engineers and mechanics of our service group have been trained at manufacturers of Western Europe and therefore are the best to cope with any problem. Customers who buy the equipment in Merpasa can get professional advice, equipment adjustment and installation, training his personnel and always rely on the service group providing warranty and post-warranty services all over Russia. Merpasa today has its' headquarters and warehouses in St-Petersburg, branches in Moscow, Voronezh, Orenburg, Ivanovo and the wide dealers' net that covers all Russian regions. Merpasa constantly takes part in the large exhibitions such as: ROSUPAC, AGROPODMASH, World Food Technology in Moscow, Modern Packaging and Design, Food Pack in St Petersburg, etc. The company has been well-established in Russia as well in abroad: it has been awarded with the sign of "Golden Business of 1995", "THE ARCH OF EUROPE - 1996", "LEADER OF INDUSTRY - 1998", "INTERNATIONAL GOLD STAR for QUALITY - 1999".

### Area and directions of activity

The area of activity - industry and trade. The leading directions of activity are the production and trade.

### Products/Services/Technologies

The own production: shrink PVC film, horizontal flowpack packaging machines, cardboard boxes, PE-stretch film (in planning).

Trade: Shrink PVC film, PE-stretch film, packaging equipment, PE-shrink film, Cardboard boxes, Bioriented PP film, PVC stretch film.

Services: warranty and after warranty service of the equipment, pflexoprinting, packaging, transport of the goods to the customers.

### Achievements

The production of the first Russian PVC shrink film. That helped to find the more flexible approach to the packaging needs of the developing Russian producers and to reduce costs for our customers for this type of packaging, because the customer could get the European quality film at the Russian prices.

### Prospects of Development

In 10 years the company sees itself as one of the leaders of the East European Packaging industry with a revenue of 140 mln USD.

Sales volume (over the last 12 months): \$ 10,000,000

year	Without investments requested	With the investments requested
2002	\$ 12,300,000	\$ 12,300,000
2003	\$ 14,150,000	\$ 19,000,000
2004	\$ 16,300,000	\$ 25,500,000
2005	\$ 20,000,000	\$ 34,200,000