

## "NPO Promavtomatika" JSC

Krasnodar

Owners:	3 shareholding companies - 80,64%, 9,38%, 9,98%
Employees:	190 permanent employees, 27 temporary employees
Previous financing:	\$ 65,000, including own funds \$ 65,000, raised funds - none
Current financing:	\$ 145,000, including own funds \$ 145,000, raised funds - none
Volume of investment required:	\$ 970,000
Intended use of the investments required:	Modernization of the technology & equipment - 35%, R&D - 22%, creation of the pilot prototype of the new product - 43%

### Company profile

The company exists from 1960 in the network of Minpribor of the USSR. It was privatized in 1995 by the company's employees and a number of legal entities. In 2002 80,64% of the shares were purchased by the company "MRKS Invest", a member of "MRKS Holding AG" (Switzerland).

In the period of 1960-2002 250 types of devices and means of automatization were created and implemented within the automatization and controlling systems in all main oil and gas extracting fields in the CUS in Vuktyla, Punga, Medvezhiy, Urengoy, Jamburg, Shatlyk, Mubarek and others. The deliveries were effected to Romania, Hungary, Czechoslovakia, Turkmenistan, Afghanistan and India. The most important customers of "NPO Promavtomatika" are Jamburggazdobycha (systems of control and emergency protection of the gas and gas condensate extracting, storage and transportation objects), Sybneftegaz (equipment of the industrial objects of "Beregovoye" gas extraction field), Urengoygazprom (automatic systems and systems of the emergency protection of the objects of gas condensate & oil extraction), Kubangazprom (informational and controlling systems for the objects of gas transportation & storage) and others. The products are equipped with the devices produced by "Siemens" (Germany). Part of the employees (11 persons) have been trained in the specialized center of "Siemens" (Karlsruhe, Germany) and received the certificates granting the right for maintenance & tuning of the equipment supplied by the company and personnel training.

In April 2002 the new department was organized in SPKB "NPO"Promavtomatika" that was manned by the team of specialists former-employees of NPO "Energomash" named after V.V.Glushko, having great experience in the sphere of technical diagnostics of the jet cosmic engines. The team became the basis for creation of the group working in the field of technical diagnostics of the emergency protection of the oil & gas pumping equipment.

Company's property: real estate - industrial building with the total area of over 20 thousand sq.m., metal processing equipment of the industrial usage - more than 50 objects, the rights for objects of the intellectual property - RF patents, scientific & technological "know how" and the project documentation for the systems and means of automatization created by the company, including the software.

### Area and directions of activity

Creation and production of control valves and control automation systems for gas extraction, storage and transportation objects: systems of automatic control.

### Products/Services/Technologies

- systems of automatic control for industrial objects of the oil & gas extraction enterprises
- control valves for production gas well equipment and extraction of the natural gas and gas condensate
- object-oriented intellectual systems of control, diagnostics and emergency protection of the gas pumping devices (planned)
- consumer goods (safe boxes, metal goods)

#### Achievements

NPO Promavtomatica participated in international exhibitions and fairs (Leipzig, Tripoly, Moscow). Received the Best Enterprise Award of the Krasnodar Administration in 2001.

#### Prospects of Development

The wide range of devices portable and stationary for diagnosis and emergency protection of industry installations of oil and gas production and power industry. Modernization of production and certification by international standards.

Sales volume (over the last 12 months): \$ 1,900,000

year	Without investments requested	With the investments requested
2002	\$ 2,200,000	\$ 2,200,000
2003	\$ 2,800,000	\$ 2,900,000
2004	\$ 3,250,000	\$ 3,750,000
2005	\$ 5,500,000	\$ 6,750,000