

Aerospace equipment corporation CJSC

Volume of investments required: **\$ 20 000 thousand**

Intended use of investment required:

R&D	10%
Fixed assets acquisition	30%
Products upgrade	5%
Marketing	5%
Working capital	50%

Company Profile:

The "Aerospace Equipment" is the Central Company of the International Financial and Industrial Group set up in 2002 in order to arrange and develop the production of electronic systems and complexes for trucks, buses and trailers and design an integrated complex of electronic systems for a perspective road train EURO-3,4, diagnostic means and to production facilities for their serial production in Russia and Belarus Republic.

1. Date of establishment - January 21, 2002.
2. Stage of development - Early stage
3. Size and source of investment made - \$10,000 th. - own funds, members of International Financial and Industrial Group.
4. Industry - automobile electronic components, instrument-making.
5. Target market - automobile industry
6. Sales in 2003 - \$ 700 th.
7. Description and value of assets - The Central Company of the International Financial and Industrial Group as a Managing Company uses fixed assets of 19 companies, members of the International Financial and Industrial Group.
8. Intellectual property rights: it is planned to submit application for passports for designed products legally safeguarding.
9. Signs of public recognition - Certificates:
 - International Exhibition dedicated to the Tenth Anniversary of the CIS formation «The Tenth Anniversary of the CIS: Potential of Cooperation»». Moscow, 2001.
 - «Russian Manufacturer- 2001» Exhibition. Saint Petersburg. 6th International Industrial Forum «Russian Manufacturer - 2002». Saint Petersburg.
 - International Trade Show «Autocomponents. New Technologies». Moscow, 2003.
 - 7th International Trade show «AutoBelService – BelTransService - 2003». Minsk.
 - International Trade Show «Autocomponents». Moscow, 2004.
 - 2nd International Exhibition «Aerospace Technologies and Equipment». Kazan', 2004.

Certificates: Antilock brake systems (ABS) produced at the International Financial and Industrial Group have passed state certification installed on different models of trucks and buses of KAMAZ, URAL, PAZ, NEFAZ, LIAZ, LAZ.

Articles published in magazines: «Gruzovik» (tr. Truck) (2002, 2004), «Mir Avioniki» (tr. The World of Avionics) (2001-2004) and others.

Owners:

- 1 «United Aircraft Instrument-Making Consortium» **99,57%**
- 2 Companies, members of the "Aerospace Equipment" International **0,43%**

Management and key personnel:

Kiselevich V. P. - Director General, 50, two higher educations (engineer-chemist-technologist and engineer-electrician, candidate of chemical sciences specialized in microelectronics). Has climbed the ladder up to the Deputy General Director of the Instrument-Making Plant. High technical knowledge, experience of work in executive authorities and life experience allow him efficiently and competently managing the companies of the International Financial and Industrial Group.

Kotov L. P. - Deputy Director General on Design Work and Introduction of New Solutions.

Mikhailov S. A. - Deputy Director for Supplies.

Products Characteristics:

Products produced: Antilock brake systems (ABS); Supercharging Air Coolers (SAC) for KAMAZ, YAMZ diesel engines; microprocessor gas engine control systems.

Products planned to be produced: A navigation and connecting complex; microprocessor diesel engine control systems; digital tachographs installed on road trains and buses; pneumatic mounting electronic control system; tire inflation pressure electronic control system; integrated combination of devices, electronic speedometer and sensor; electronic tachometer; automobile multi-purpose video monitor; central automobile sideboard computer; microprocessor motion control and road holding system; service and diagnostic equipment.

Comparative analysis with existing alternatives:

Parameters	Products produced at the "Aerospace Equipment" Central Company of the International Financial and Industrial Group, Market entry.	Alternative 1	Alternative 2
-technical -operational -price, \$	ABS, since 2002. They are completely identical to alternatives. They are 15-20% cheaper than alternatives. They have extra functions: watchdog, automatic saving of data on the system's operation. There are no Russian alternatives.	Knorr-Bremse, Germany 15-20% more expensive	Wabco, Germany 15-20% more expensive

There are no alternatives to SAC in the Russian Federation. It is produced according to a unique technology with the use of Salt brazing in a flux, which significantly increases reliability of a product and fully meets the requirements of consumers that mainly use domestic products.

Retail price is planned to be lower than that of foreign alternatives; the technical parameters being the same. Together with introduction of products on the market a service technological line between producers and consumers is planned to be set up.

Markets/Competition:

	Characteristics	Products of an exhibiting company	Alternative 1	Alternative 2
2004	Geography- the Russian Federation. Market - \$ 14,000 th.			
	Share of a company on the market \$ th./%	7 000 / 50%	4 900 / 35%	2 100 / 15%
2008	Geography - the Russian Federation. Market - \$ 200,000 th..			
	Share of a company on the market \$ th./%	150 000 / 75%	30 000 / 15%	20 000 / 10%

The Central Company of International Financial and Industrial Group supplies products to large plants in the Russian Federation, including «KAMAZ», «Pavlovsk Autobus», «Likinsk Autobus», «URAL Automobile Plant».