

## PAKT JSC

**Volume of investments required: \$ 3 000 thousand**

### Use of funds

Acquisition of fixed assets - 80%

Acquisition of current assets - 5%

Other (engineering maintenance and adaptation of industrial premises) - 15%

### Company profile

1. Date of establishment – September 24, 2001.
2. Size and source of investment to date – \$ 2 000 000 – funds of stockholders.
3. Industry – polymer chemistry and manufacturing polymer films with flexo printing.
4. Target market – industry of packaging.
5. Sales of 2005 (6 months) – \$ 1 825 000.
6. Description and value of assets – according to an independent expert appraisal on manufacture of a polyethylene film (CMG Italy) makes cost of a line \$ 990 000.
7. Goodwill and intellectual property rights – PAKT JSC has the Certificate of trade mark (#240340).
8. Signs of public recognition – Winner’s Certificate of the competition “Knowledge–Innovation” 2003, devoted to 300 years of St. Petersburg; Gold medal of international exhibition “Agrorus” 2003, 2004; Gold medal of a specialized international exhibition “The Protected Ground of Russia” (Moscow) 2004, 2005; Diploma of the winner in the nomination “The Best Marketing” at The Fifth Russian Venture Fair 2004; publications in a press: “St. Petersburgskie Vedomosti” № 182 (2812), October 2, 2002; “Delovoi Peterburg” № 149 (1491), August 15, 2003; “St. Petersburgskie Vedomosti” № 163 (3033), September 3, 2003.

### Owners

Individuals (9)	100% (distribution of shares from 3.85% to 24.32%)
Share of government property	0%

### Products characteristics

Basic direction of activity of the company is manufacture shrinkable films of the European quality from domestic raw material for high-speed packing lines. Width of the film coverings up to 21.33 feet (6.5 meters). Period of exploited of strong coating, made of polyethylene and vinyl-acetate (EVA) and complex of addition, for professional greenhouses run up to 5–6 years. It is planned to develop the production of high-quality multi-layer films for flexible packing, polygraphy, building and shrinkable films with flexo printing etc.

### Markets & Competition

	Data	PAKT JSC	“Taurus Phenix”	“Tonar”, 1998
2004	Shrink wrap film Geographical Region – St. Petersburg. Market size \$ 11 135 thousand			
	Company market share %	20%	17%	6%
2008	Shrink wrap film Geographical Region – St. Petersburg. Market size \$ 22 506 thousand			
	Company market share %	15%	10%	4%
	Data	PAKT JSC	“NTL-Upakovka”	“Finpak”
	Multy-layer films Geographical Region – Russia. Market size \$ 921 750 thousand			
Company market share %	0.4 %	0.8 %	4.%	

Just now factory provides more than 50% of requirements of biggest companies of St. Petersburg: "Coca-Cola" (SPb), "Vena" (SPb), "Heineken" (SPb), "SCA Svetogorsk", "Zolotoi Ural" (Chelyabinsk), "PIT" etc. In 2004 the need of agriculture enterprises of region for EVA films was satisfied completely.

100% of the shrinkable films with big step of a press (rapport) at the moment are made abroad.