



Russia, Leningrad Region, Priozersk

Summary

1. **Volume of investments required – \$ 5000 thousand.**
2. **Production** – Industrial fish breeding, cultivation of salmon and sturgeon, introduction in trade turnover new types of fish.
3. **Trade marks** – none.

Company profile

Date of establishment – July, 2005. Activity of the companies united at the present moment under the name ANO “Rostaquaindustry” began in 1999 with delivery of imported fish feed “Suomen Rehy” and “Rehuraio”. Since 2002 the company is engaged in delivery of rainbow trout fries. Fish feed trade turnover in 2006 was 1100 tons (about 20% of the market of NW Russia). The employees of the company are experts in engineering and technical area, economy and finance, ichthyology. The employees are leading experts of branch scientific research institutes and fish-breeding entities.

Signs of public recognition – ANO “Rostaquaindustry” was awarded diplomas at specialized exhibitions in the field, such as «Inrybprom» St. Petersburg, «Agrorus» St. Petersburg, «Rybpromexpo» Moscow.

At the Internet network ANO “Rostaquaindustry” is presented by information portal in fish field. Web site is www.rostaquaindustry.ru. The modern and most interesting part of the site is the forum on fish growing.

Number of employees – 3 persons.

Team

Zimina Tatyana – Director. Head of the Priozersk branch of the Leningrad Regional Commercial and Industrial Chamber.

Pankov Vladimir – Manager of sector of new objects of the federal selection-genetic center of fish culture. Participant of development of operating specifications in industrial aquaculture.

Bogdanova Vera – Senior staff scientist of the laboratory of fish culture FGNU “GosNIORH”. Cand.Biol.Sci.

Products characteristics

In Russia fish always was a favorite food stuff, the important component of national kitchen. Fishing since olden days was widely widespread way of extraction of food, and in a modern life is a favorite kind of sports and rest of people.

Now fish stocks of internal reservoirs significantly were reduced, consumption of a fish for last 10–15 years has decreased almost twice.

In modern conditions it becomes unique a reliable source of an increase of volumes of fish production aquaculture, capable to provide deliveries of food production to the market depending on a consumer demand.

Now aquaculture is one of the most dynamically developing branches of manufacture of food stuffs. On statistical data of the European Union by 2015 this branch will deliver on the world grocery market up to 50% of all fish and fish products.

Creating of the innovative fish-breeding center will assist in the progress of fish growing complex in the Leningrad region and the North-West region of the Russian Federation on the whole.

Activity of the center is directed on decisions of actual problems of rational use of water source and bioresources of water area in the region:

- Commodity fish farming.
- Introduction of new objects in industrial Fish culture.
- Artificial reproduction of the native kinds.
- Educational activity in sphere of modern equipment and methods of aquaculture.

Current state

ANO “Rostaquaindustry” unites group of the legal entities engaged in economic activities in the field of industrial fish growing: delivery of a smolts (domestic and import), delivery of fish feeds, manufacturing the equipment for commodity fish-breeding farms and sites of water recreation.

Geography – the company works from Murmansk to Novosibirsk.

Annual turnover of the group of companies is equal to \$ 2700 ths.

Development strategy

Use of funds

- | | |
|--------------------------------|-----|
| 1. R&D | 20% |
| 2. Acquisition of fixed assets | 80% |

Prospective outcome of investment

Creating innovative center for industrial fish culture is serving for wide introduction of new fish-breeding technologies in economical circulation of warm-water and cold-water aquaculture on the basis of the advanced units of domestic and foreign manufactures. Training and studying the staff at the specialty «Ichthyology industrial aquaculture».

Marketing & Markets

The proposed volume of the market on the territory of Leningrad region by 2010 will make up to 1000 tons of a commodity fish. As the supplier of the equipment, feeds and fries we are going to take over up to 30% of the North-West Federal Region's market.

The priority markets are the markets of Moscow and St. Petersburg on which last years it was realized more than 25% of production aquaculture of Russia. The local market is estimated up to 10% of production aquaculture, basically in an alive kind.

Fish production in Russia by the objects of cultivation:

Fish	2000		2001		2002		2003		2004		2005	
	Ton, ths	Rouble, mln	Ton, ths	Rouble, mln	Ton, ths	Rouble, mln	Ton, ths	Rouble, mln	Ton, ths	Rouble, mln	Ton, ths	Rouble, mln
Salmon	3.8	380	4.3	451.5	5.2	572	6.1	701.5	7,6	912	8.6	1118
Sturgeon	2	400	1.8	378	2.1	451.5	2.2	484	2.4	540	2.5	575

Interaction with investor

Share of the investor in the company up to 48%.

Time of recovery of outlay of 7 years.

Guarantees: in the mortgage of got basic means.