

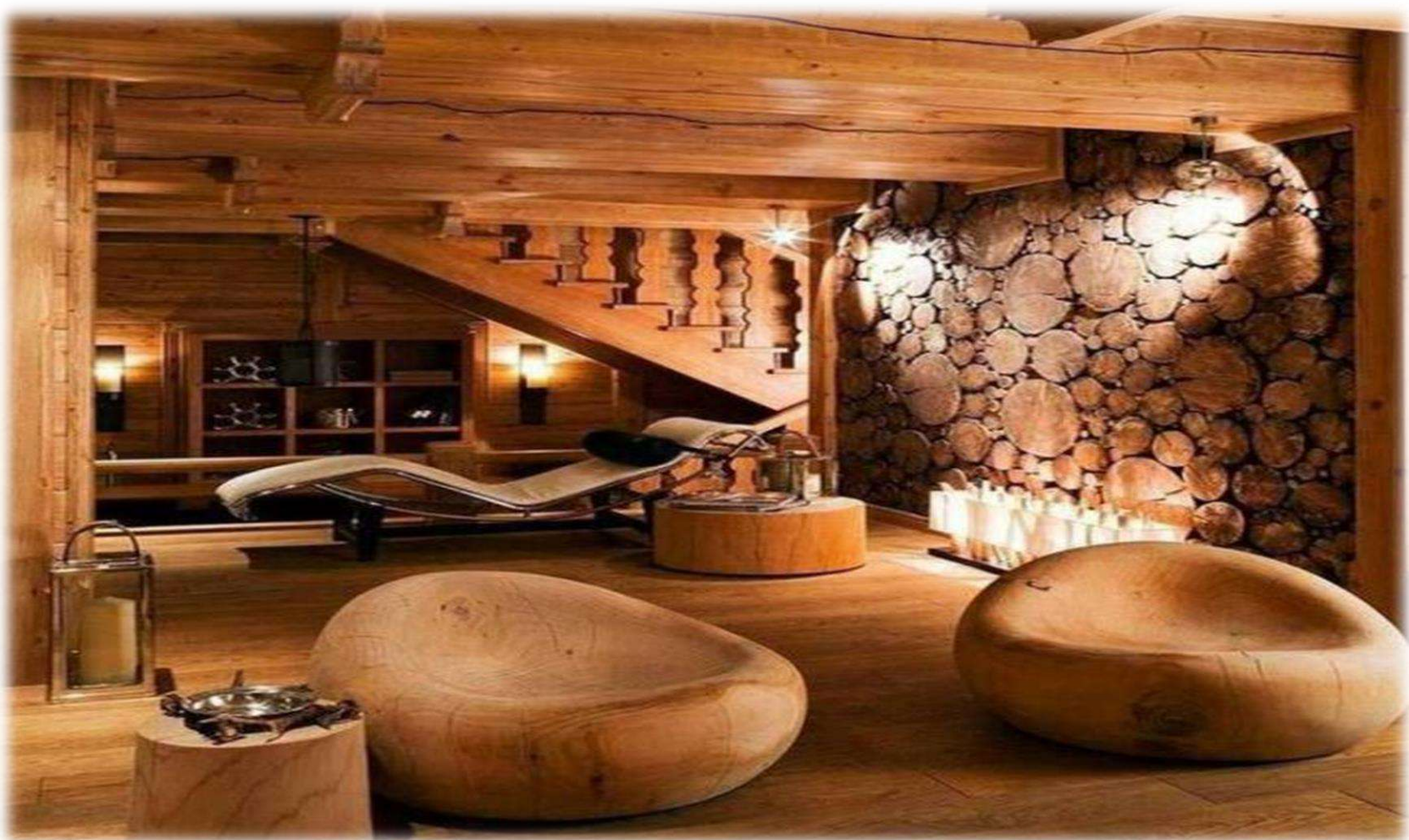


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EXIAR

EXIMBANK OF RUSSIA

Catalogue of Russian Lumber and Wood Products



August 2020

Main Categories:

Lumber



Wooden building materials



Plate materials and Materials for furniture production



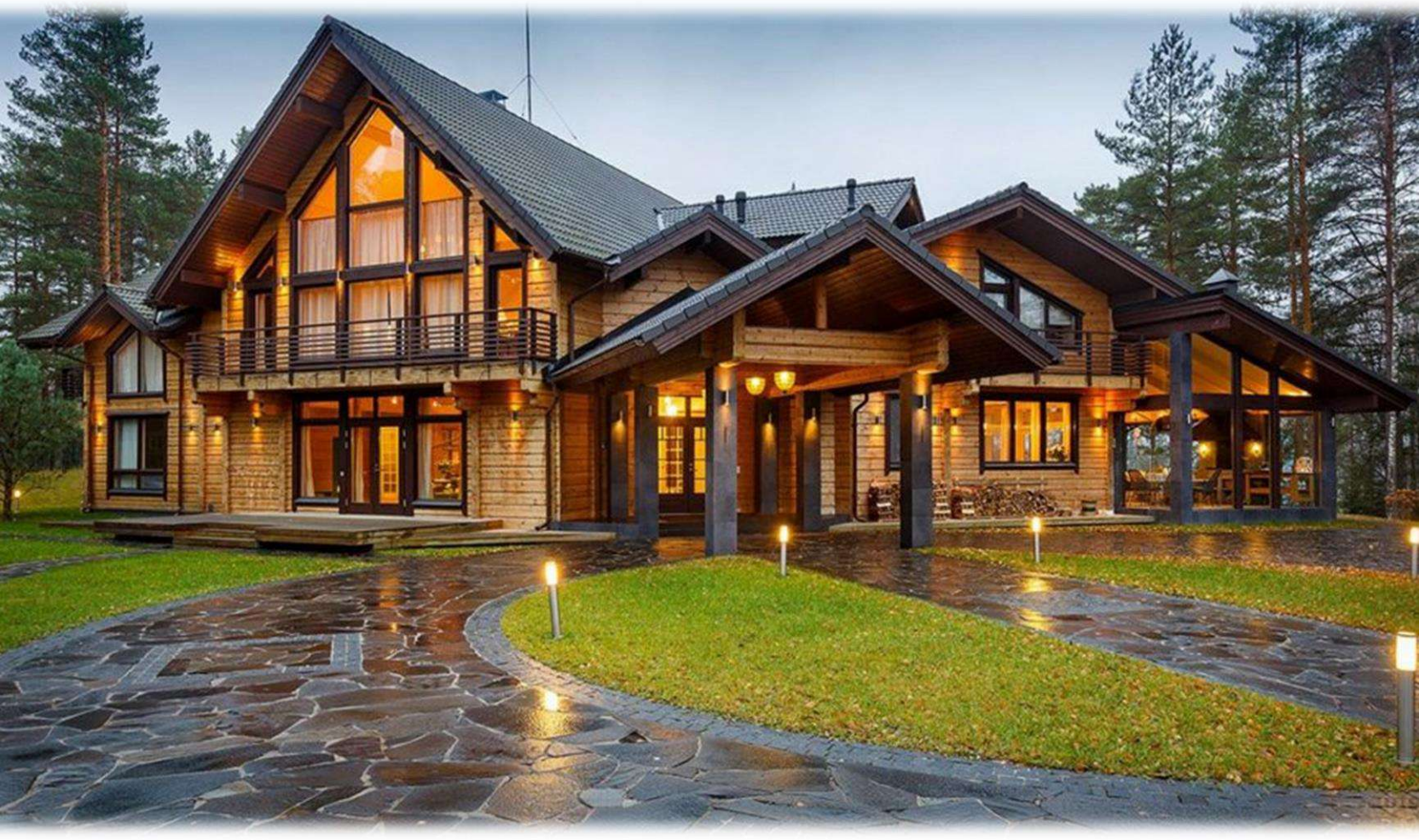
Pulp and paper products

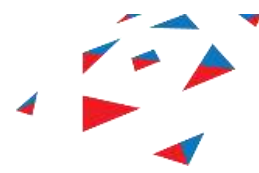


Finished wood products



Fuel pellets. firewood





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Lumber



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COMPANY GROUP VLP, JSC

COMPANY GROUP VLP IS A DYNAMIC RUSSIAN FORESTRY HOLDING WITH A FULL HARVESTING AND DEEP WOOD PROCESSING CYCLE. THE GROUP REGULARLY DEVELOPS AND IMPLEMENTS VARIOUS INVESTMENT PROJECTS IN THE AREAS OF WOOD HARVESTING AND FURTHER PROCESSING IN THE NORTH-WEST OF RUSSIA.

General and Financial Information

- Total Sales (RU & International) 13,101 million RUB / 202.4 million USD
- Total Market share: The Group exports 30.2% of its round wood and wood chips, as well as 98.6% of the sawn timber and wood pellets it produces.
- Main relevant product groups within company Portfolio:
 - ✓ Round wood
 - ✓ Coniferous sawn timber
 - ✓ Wood chips
 - ✓ Wood pellets
- Logo's of relevant brands:



- Currently present in: Austria, Belgium, China, Czechia, Denmark, Egypt, Estonia, Finland, France, Germany, Greece, Hungary, Israel, Japan, Jordan, Latvia, Lebanon, Lithuania, Netherlands, Norway, Pakistan, Poland, Rumania, Saudi Arabia, Slovenia, South Korea, Spain, Sweden, Switzerland, Turkey, UAE, UK, Ukraine, USA, Vietnam
- E-commerce: <https://www.lesprom.com/ru/trade/>
- Main buyers: Sawn timber – no main buyers, Wood Pellets – CM Biomass Partners A/S, Round wood, wood chips – UPM
- Cooperate with: Company Group VLP has longstanding business relations with companies such as SVEZA, Segezha Group, Ilim Group, Karelia Pulp in Russia, as well as with UPM, Metsä Group, Stora Enso, IKEA Industry, ISB Groupe, PROTAC, SUMEC and many others abroad
- Certification: FSC, SBP

Points of differentiation compared with other market players?

- ✓ The largest wood harvesting company in the Vologda region of Russia (1.7 million m3).
- ✓ The largest sawn timber producer in the Vologda region of Russia (400 thousand m3).
- ✓ Long-term experience and stability (28 years in the timber business).
- ✓ Quality products (multiple-stage quality control mechanisms in place).
- ✓ Certified producer (FSC, SBP).
- ✓ Wide product range.

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable deliveries of regular quality FSC or SBP certified round wood products, sawn timber and wood pellets from a reliable supplier in large quantities if required.

Limitations

- ✓ For logistical reasons the Group targets its sales of round wood and wood chips to markets in Continental Europe, Finland and Sweden. There are also certain customs limitations in place (e.g., licensing of export deliveries of coniferous round wood).
- ✓ As for sawn timber and wood pellets, we have logistical delivery limitations to countries in Central Asia and the Caucasus. Besides, we do not sell to countries under UN, US or EC sanctions, e.g. North Korea and Iran.





ILIM TIMBER LLC

LEADING RUSSIAN MANUFACTURER OF SOFTWOOD LUMBER AND SOFTWOOD PLYWOOD FROM ANGARA PINE AND SIBERIAN LARCH

General and Financial Information

- The total sales of Ilim Timber's Russian branches in 2019 amounted to about 175 million US dollars.
 - ✓ Ilim Timber branch in Ust-Ilimsk supplies 100% of sawn timber for export. The sawmill capacity for finished products is 600,000 m3 per year.;
 - ✓ Ilim Timber branch in Bratsk supplies 40% to the domestic market and 60% to export. The plywood mill capacity for finished products is 230,000 m3 per year
- Main relevant product groups within company ILIM TIMBER
 - ✓ Ilim Timber branch in Ust-Ilimsk produces KD sawn timber from Angara pine and Siberian larch under its own brand "TAIGA";
 - ✓ Ilim Timber branch in Bratsk produces FSF softwood plywood according to GOST 3916.2-2018 sanded and unsanded with the outer layers of Angara pine and Siberian larch veneers. The company produces tongue and groove plywood (T&G2) and I+ furniture grade with outer layer of Siberian larch
- Logo:  **ILIM TIMBER**
- Experience in export activities: China and South-East Asia, European Union, North Africa, Middle East
- Main buyers: Large importers and wholesalers
- Certification: FSC, EC, ISO 9001:2015

Points of differentiation compared with other market players?

- **SAWN TIMBER**
 - ✓ Unique in quality saw log from ecologically clean forests of Eastern Siberia
 - ✓ The largest exporter of Siberian Larch KD sawn timber to the EU from Russian Federation
- **PLYWOOD**
 - ✓ The largest producer of softwood plywood in the Russian Federation
 - ✓ Unique manufacturer of plywood with facial veneer from Siberian larch
 - ✓ Formaldehyde emission class E 0.5

Key strengths / Innovation

Benefits for the importer

- ✓ Brand recognition - excellent reputation of products on the market for more than 30 years
- ✓ Reliability
- ✓ Guaranteed product quality
- ✓ Stable volumes
- ✓ Logistics services

Product innovation

- ✓ Commodity product





rwa.karelia.ru

RUSSIAN WOOD ALLIANCE



RUSSIAN WOOD ALLIANCE LTD.

LOGGING, SAWMILLING, PLANED TIMBER PRODUCTION, WOOD FUEL PELLETS PRODUCTION

General and Financial Information

- Total Sales (RU & International) RUR 1 810 000 000 / EUR 26 000 000
- Total Market share : Export 95%
- Main relevant product groups within company Portfolio
 - ✓ Round wood,
 - ✓ coniferous sawn goods,
 - ✓ planed timber,
 - ✓ wood fuel pellets, pulp chips
- Logo's of relevant brands:
- Currently present in: Finland, Sweden, Estonia, Latvia, Lithuania, France, the Netherlands, USA, China, Egypt, Israel
- Certification: FSC certification of forest management and chain of custody



Key strengths / Innovation

What's in it for Partner?

- ✓ Individual approach
- ✓ Flexible financial conditions
- ✓ Direct work with the manufacturer
- ✓ English-speaking sales department

Innovation

- ✓ Modern production equipment

Points of differentiation compared with other market players?

- ✓ Diversified product portfolio
- ✓ Well-run logistics system
- ✓ Wasteless production
- ✓ Own wood supply



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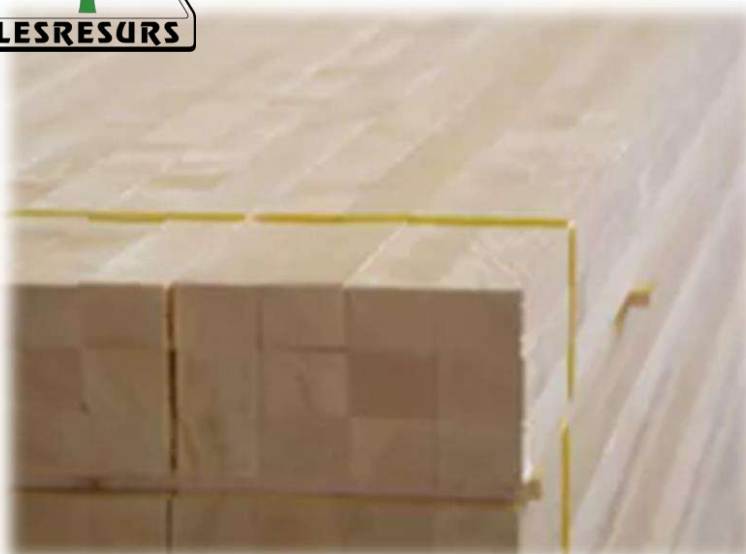


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THE GROUP OF COMPANIES "LESRESURS-RUSFOREST"

PRODUCTION OF SAWNWOOD AND WOOD PELLETS

General and Financial Information

- Total Sales (RU & International): 6 134 677 368 RUB / 94 764 248,87 USD
- Total Market share:
 - ✓ Russia – 2%, 133 227 017 RUB;
 - ✓ Other countries – 98%, 92 706 250 USD
- Main relevant product groups within company Portfolio:
 - ✓ Softwood sawnwood planed
 - ✓ Softwood sawnwood unplanned
 - ✓ Wood pellets from woodworking residue
- Logo's of relevant brands:
 - Currently present in: Japan, People's Republic of China, Kingdom of Denmark, Federal Republic of Germany, Austria, Italy
- Main buyers: Distributors
- Cooperate with:
 - ✓ Tairiku Trading Co., Ltd. (Japan)
 - ✓ CM Biomass Partners A/S (Denmark)
- Certification: ENplus ID-No.: RU 008
 - ✓ SBP No.: SBP-01-28
 - ✓ FSC No.: FC-COC-643053 FC-CW-643053
 - ✓ FSC No.: FC-FM-COC-643064
 - ✓ ENplus ID-No.: RU 015
 - ✓ SBP No.: SBP-01-37
 - ✓ FSC No.: NC-COC-014069 NC-CW-014069
 - ✓ FSC No.: NC-FM-COC-014074



Points of differentiation compared with other market players?

- ✓ Full production cycle - from own wood harvesting to production of finished products: sawnwood and wood pellets.
- ✓ 2. Waste-free production
- ✓ 3. Sufficient forest raw material base

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Stable quality of finished products
- ✓ Possibility of long-term cooperation
- ✓ International quality certificates for finished products

Innovation

- ✓ Wood pellets (granules) are an innovative product





ООО Лестех
LESTEH, LLC

The enterprise was established in 2010

• **TIMBER LOGGING**
pulpwood, hardwood and softwood
lumber logs, peeler logs

• **TIMBER PRODUCTION**
GOST 26002-83

• **WOOD TRIM PRODUCTION**

• **WOOD PELLET PRODUCTION**

The enterprise has a certified cyclical
turnaround FSC NC-COC-030301 (FSC 100%),
FSC NC-FM/COC-030301



LESTEH, LLC

General and Financial Information

- Total Sales (RU 6 International) 1 154 291 thousand RUB. / 2 259 thousand \$
- Total Market share (Russia S Other Countries) 541 558 thousand RUB. / 612 733 thousand RUB.
- Main relevant product groups within company Portfolio:
 - ✓ Wood particle boards
 - ✓ Timber, longitudinally sawn or split, divided into layers or peeled, with a thickness of more than 6 mm; wooden railway or tram sleepers, unpaved.
 - ✓ Wood profiled on any of the edges or layers.
 - ✓ Fuel pellets (pellets) from woodworking waste.
 - ✓ Raw wood.
- Logo's of relevant brands:
- Currently present in:
 - Arab Republic of Egypt, Republic of China, Republic of Uzbekistan, Republic of Kazakhstan, Republic of Tajikistan, Kyrgyz Republic, Georgia, Islamic Republic of IRAN, State of Israel, Republic of Estonia.
- Passed accreditation on the following electronic platforms
 - ✓ Sberbank AST
 - ✓ RTS-Tender
 - ✓ Roseltorg
- Main buyers:
 - ✓ Kompaniya SVEZA (RF)
 - ✓ PENTOSIN OOO (UZ)
 - ✓ Abolfazl Barzegar(IR)
- Certification
 - ✓ FSC NC-COC-030301 certifications
 - ✓ FSC NC-FM/COC-030301 certifications
 - ✓ FTS RU. B1447. PR20. 0023, term from 24.03.2020 to 23.03.2023 profile Details from wood for construction
 - ✓ ROSS RU. AB33. N00131, term from 15.04.2019 to 14.04.2022 chipboard Type P2, emission class E1
 - ✓ ROSS RU. NA34. N09026, term from 13.08.2018 to 12.08.2021 Wood fuel pellets (pellets) class A I



Key strengths / Innovation

What's in it for Partner?

- Own raw material base
- Harvesting and processing of round timber is carried out in accordance with international standards of voluntary forest certification FSC
- Timely execution of contracts
- Possible shipment by rail and road, container shipment

Points of differentiation compared with other market players

- 100 % certification of all products
- Year-round availability of raw materials to fulfill contracts



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web: www.vs-lesteh.ru

Sellwood 000



High-quality Northern Forest

SELLWOOD, 000

WOODWORKING COMPANY. THROUGHPUT IS UP TO 4400 M3 PER MONTH. OUTPUT IS UP TO 2300M3 PER MONTH. RAILWAY SIDING. OWN FLEET OF FREIGHT VEHICLES, LOGGING EQUIPMENT. WE SUPPLY PRODUCTS TO THE REGIONS OF RUSSIA, TO EUROPE AND ASIA

General and Financial Information

- Total Sales (RU & International): 300 000 000 RUB / 4 000 000 USD per year
- Total Market share (Russia & Other Countries): 50/50
- Main relevant product groups within company Portfolio:
 - ✓ Edged lumber
 - ✓ Planed products
 - ✓ Any wood products
- Currently present in: China, Republic of Moldova, Cyprus, Egypt, Belarus, Lithuania
- E-commerce: drevesina.fordaq.com
- Main buyers: B2B, B2C

Points of differentiation compared with other market players?

- ✓ Affordable prices
- ✓ Full production cycle, including own raw materials and logging equipment
- ✓ Own logistics facilities in Russia
- ✓ Any methods of shipment and delivery (railway, sea, motor transport, railway tank, sea container)

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Affordable prices
- ✓ Quality Control at all stages of production: from raw material preparation to finished products
- ✓ Volume of deliveries of the company's own products and partners' products is up to 5000 m3 per month





LHK CHEREPOVETSLES

CHEREPOVETSLES IS THE TIMBER COMPANY IN THE NORTH-WEST OF RUSSIA. IT CONSISTS OF THE ENTERPRISES HARVESTING TIMBER IN FIVE DISTRICTS OF THE VOLOGDA REGION ON THE WOODLAND TERRITORY EXCEEDING 550 THOUSAND HA.

General and Financial Information

- Total Sales (RU & International) 70 mln. EUR
- Total Market share : Russia 3% other countries 97%
- Main relevant product groups within company Portfolio:
 - ✓ Sawn timber,
 - ✓ biofuel: wood briquettes, pellets
- Logo's of relevant brands:
- Currently present in: Estonia, Latvia, Lithuania, Czech Republic, Germany, France, Greece, the UK, the Netherlands, Egypt, China, Korea
- Main buyers: Customers from China, Europe and Egypt
- Cooperate with: The largest importers of Europe and Asia
- Certification: FSC, EnPlus, SBP



Points of differentiation compared with other market players?

- ✓ ecological properties of goods
- ✓ quality meets the price
- ✓ brand awareness
- ✓ experience effect
- ✓ skilled personnel
- ✓ high automatic technology

Key strengths / Innovation

What's in it for Partner?

- ✓ client-oriented approach
- ✓ high quality goods
- ✓ quality package
- ✓ delivery schedule compliance
- ✓ efficient logistics

Innovations

- ✓ Biofuel made of recycled sawing waste is environmentally sound replacement for conventional energy sources



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"FOREST HOLDING COMPANY "ALTAILES"" LLC

THE COMPANY WAS ESTABLISHED IN 2007. IT COMPRISES 15 ENTERPRISES. THERE ARE OVER 3,000 EMPLOYEES. CAPITAL INVESTMENT: 129 000 000 \$. AREAS OF ACTIVITY: MANUFACTURE OF WOOD PRODUCTS, FOREST FIRE PROTECTION, FOREST REGENERATION

General and Financial Information

- Total Sales (RU & International) 7 billion/year (as of 2019)
- Total Market share : Russia: 30-40%, Other countries: 70-80%

■ Main relevant product groups within company Portfolio:

- ✓ Lumber,
- ✓ trim moldings,
- ✓ sets of wooden houses,
- ✓ wooden windows,
- ✓ doors, stairs,
- ✓ MDF boards,
- ✓ wood pellets,
- ✓ wood briquettes

- Logo's of relevant brands:
- Currently present in: Russia China, Afghanistan, Vietnam, Kazakhstan, Kyrgyzstan, New Zealand, Turkmenistan, Egypt, the United Kingdom of Great Britain and Northern Ireland.

- Main buyers: Distributors
- Cooperate with: Leading retail and wholesale building materials networks

- Certification: wood pellets: ENplus A1

Points of differentiation compared with other market players?

- ✓ own raw material base
- ✓ logistics
- ✓ modern manufacture



Key strengths / Innovation

What's in it for Partner?

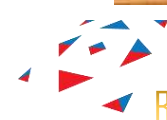
- ✓ high quality of products
- ✓ wide range of products
- ✓ short production terms
- ✓ customer-oriented approach
- ✓ reliable company (12 years on the market)

Innovations

- ✓ Wood products are manufactured only on modern equipment, which ensures high quality.



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«SEVERLESEXPORT» LTD

PROCUREMENT, PROCESSING AND EXPORT OF WOOD. THE COMPANY SUPPLIES ITS PRODUCTS TO CITIES IN RUSSIA, AS WELL AS EUROPE (MOLDOVA, ROMANIA, ESTONIA) AND ASIA (UAE, CHINA).

General and Financial Information

- Total Sales (RU & International) 60 000 EURO per month
- Total Market share : 100% export
- Main relevant product groups within company Portfolio:
 - ✓ Planed profiled products
- Logo's of relevant brands:
- Currently present in: Moldavia. Romania. Estonia. China.
- E-commerce: www.fordaq.com
- Main buyers: Distributors
- Certification: Phytosanitary certificate for each supply, certificate of origin

Points of differentiation compared with other market players?

- ✓ Own production.
- ✓ Individual approach to each customer.
- ✓ Favorable prices.
- ✓ Fast delivery.
- ✓ Smart logistics.
- ✓ Quality guarantee on all manufactured timber

Key strengths / Innovation

What's in it for Partner?

- ✓ Individual approach to each customer.
- ✓ Compliance of all products with the current requirements and GOST, DIN.
- ✓ The latest imported equipment and the most modern technologies of woodworking.
- ✓ The Staff of SEVERLESEXPORT LLC, a manufacturer of planed products, is interested in long-term cooperation with our partners.
- ✓ Ordering wood products from our factory in Arkhangelsk.
- ✓ You guarantee yourself prosperity.
- ✓ Guarantee of product quality for buyers.
- ✓ Full confidence in the products you sell.

Innovation

- ✓ Constantly developing

Limitations

- ✓ Terms of payment (money)





TOPENERGOSTROY LLC

TOPENERGOSTROY IS ENGAGED IN HARVESTING, PROCESSING AND EXPORTING TIMBER TO RUSSIA AND OTHER EUROPEAN COUNTRIES. THANKS TO THE EXPERIENCE GAINED OVER THE PAST 11 YEARS AND A WELL-ESTABLISHED INFRASTRUCTURE, WE INDEPENDENTLY PROVIDE A FULL RANGE OF SERVICES, FROM PROCUREMENT TO DELIVERY OF THE FINAL PRODUCT TO THE CUSTOMER.

General and Financial Information

- Total Sales (RU & International) 200 million /2.6
- Total Market share :Russia 30% / Export 70%
- Main relevant product groups within company Portfolio:
 - ✓ Edged board,
 - ✓ planed board,
 - ✓ square log,
 - ✓ euro-batten,
 - ✓ imitation log,
 - ✓ imitation log siding,
 - ✓ floor board (dowel);
 - ✓ log houses, beam houses
- Logo's of relevant brands:
- Currently present in: The Netherlands, Serbia, Egypt, India, the Faroe Islands
- E-commerce: www.fordaq.com
- Main buyers: Distributors
- Certification: Phytosanitary certificate, certificate of origin, FSC

Points of differentiation compared with other market players?

- ✓ 11 years of experience.
- ✓ Full range of services - from procurement to delivery of the final product to a customer.
- ✓ Timber and houses are produced from the Arkhangelsk forest of the highest quality.
- ✓ Production of warm, durable and eco-friendly houses.
- ✓ Restoration and maintenance of forest health.
- ✓ Participation in social projects.

Key strengths / Innovation

What's in it for Partner?

- ✓ Production of more than 60,000 m3 of timber and planed products per year.
- ✓ Shipped products are protected from damage due to the reinforced and compact packaging, consisting of a dense package, film and binding tape.
- ✓ Delivery is made in containers and by trucks on CFR / CIF terms.
- ✓ Producing the whole range of services from procurement and delivery to construction and interior and landscape design.
- ✓ Elaborate logistics and advanced construction technology allow us to surprise our customers with fast delivery of houses.



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LLC LPK «ALMAS»

PRODUCTION OF LUMBER AND WOODWORKING PRODUCTS

General and Financial Information

- Total Sales (RU & International) 283 117 000 rubles. 59 700 m3
- Total Market share (Russia & Other Countries)
The volume of the lumber market in the Republic of Sakha (Yakutia) is 200 000 m3
per year - the Company's share is 15%.

Outside Russia:

Germany - 1.3 thousand m3

- Main relevant product groups within company Portfolio:
 - ✓ Production of lumber and woodworking products
 - Injection and infusion solutions
- Logo's of relevant brands:



- Currently present in: Germany
- E-commerce: -
- Main buyers: Legal entities and individuals in the Republic of Sakha (Yakutia)
- Cooperate with:
Jacob Jurgensen Wood GmbH (Germany)

Points of differentiation compared with other market players?

- ✓ Full production cycle: from logging to lumber
- ✓ Availability of its own raw material base
- ✓ Availability of high-precision imported equipment with high performance

Key strengths / Innovation

What's in it for Partner?

- ✓ Full production cycle - procurement, processing, implementation
- ✓ High demand for the export of lumber from the Yakut larch
- ✓ Environmentally friendly production

Limitations

- ✓ Seasonality of production, dependence on weather conditions



Крупнейший лесопромышленный комплекс Республики Саха (Якутия)

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LLC "ANGRI"

SALE OF ROUND SOFTWOOD AND HARDWOOD TIMBER FOR EXPORT. PRODUCTION AND SALE OF LUMBER FOR EXPORT

General and Financial Information

- Total Sales: Round wood – 56 744 381 rubles (\$ 899 627) Lumber – 93 317 151 rubles (\$1 602 286)
- Total Market share (Russia & Other Countries)
 - ✓ Round wood – 100% for export (China – 100%)
 - ✓ Lumber – 100% for export (China – 100%)
- Main relevant product groups within company Portfolio:
 - ✓ Siberian pine
 - ✓ Angarsk larch
 - ✓ Siberian spruce
 - ✓ Siberian fir
 - ✓ Siberian cedar pine
 - ✓ Lumber
- Logo's of relevant brands:
- Currently present in: China, Japan, Austria, Germany, Korea, Bulgaria, Egypt
- E-commerce - no
- Main buyers: China
- Cooperate with: IKEA company, Sojitz Building Materials Corporation (Japan), WOP OHG Import & Export (Germany)
- Certification - not subject to certification
 - ✓ Russia: company (country)
 - ✓ Export: company (country) China, Japan



Key strengths / Innovation

What's in it for Partner?

- ✓ The proposed products corresponds to quality standards
- ✓ Complete transparent of deal
- ✓ Formation of a full package of shipping documents

Points of differentiation compared with other market players?

- ✓ Individual prices
- ✓ Prompt delivery of finished products
- ✓ Options of calculations
- ✓ Deferment of payment
- ✓ Full line of products



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DREAMWOOD

THE COMPANY PRODUCES AND SELLS STRUCTURALLY MODIFIED WOOD WITH IMPROVED OPERATIONAL CHARACTERISTICS (REFRACTORINESS, MOISTURE RESISTANCE, STRENGTH, ANTIFUNGAL EFFECT, DRYING, ETC.). THESE ADVANTAGES BECAME POSSIBLE DUE TO THE DEVELOPMENT BY SCIENTISTS OF A UNIQUE TECHNOLOGY, ACCORDING TO WHICH THERE IS A CHANGE IN THE PROPERTIES OF WOOD DUE TO IMPREGNATION WITH A SOLUTION OF A MODIFIER THAT IS ABSOLUTELY HARMLESS TO HUMANS.

General and Financial Information

- 4 100 000 rubles (51 000 euro) – for 2019 year
- 95% - Russia; 5% - other countries
- Main relevant product groups within company Portfolio:
 - ✓ bar
 - ✓ terrace board
 - ✓ wooden beds
 - ✓ terrace rail
 - ✓ frame beam
 - ✓ garden gateway



- Logo's of relevant brands:
- Currently present in: Germany and Montenegro
- E-commerce: <https://dreamwood.su>
- Main buyers: Construction hypermarkets, municipal administration, dealers, private entrepreneurs, developers of private houses and villas
- Cooperate with: «ULNANOTECH», «Stroycity», «GXComposite», «Europlastic».

Points of differentiation compared with other market players?

- ✓ Refractoriness
- ✓ Moisture resistance
- ✓ Strength
- ✓ Antifungal effect
- ✓ Lower cost per unit of production (the main foreign competitors are "Kebony" and "Accoya")

Key strengths / Innovation

What's in it for Partner?

- ✓ The ability to export large quantities
- ✓ Work with wood of various species
- ✓ A unique production technology that has no analogues in Russia
- ✓ Low purchase costs relative to prices of foreign competitors

Private Label and White Label: Yes

Innovations

The uniqueness of the technology allows you to change the properties of wood, obtaining a material with improved decorative properties, strong, durable, not requiring frequent processing by specialized paints and varnishes and absolutely harmless to human health

Limitations

- ✓ Lack of representation abroad
- ✓ Shipment of goods on the basis of 100% prepayment (or using similar collateral instruments)





KLEZ-ASTAR LTD.

KLEZ-ASTAR SAWMILL (KONDOPOGA, REPUBLIC OF KARELIA) PRODUCES AND SELL PINE AND SPRUCE SAWN TIMBER, PLANED TIMBER PRODUCTS. THE ENTERPRISE WAS FOUNDED IN 1953 AND BROUGHT UP-TO-DATE IN 2008. SAWN TIMBER SALES VOLUME IS 60 THOUSAND M3 PER YEAR, PLANED TIMBER SALES VOLUME IS 20 THOUSAND M3 PER YEAR

General and Financial Information

- Total Sales (RU & International) Total 614 mln RUR (134 млн RUR/ 6.7 mln EURO)
- Total Market share : 1% - Russia, 99% - international
- Main relevant product groups within company Portfolio:
 - ✓ Pine and spruce edged sawn timber
 - ✓ Planed, profiled timber products: planed board, batten, floor board, terrace board, block-house, bar and other
 - ✓ Pellets
- Logo's of relevant brands: ASTAR
- Currently present in: Finland, Estonia, Egypt, Netherlands, Poland, Latvia, Great Britain, Lithuania, Romania, Denmark, China, South Korea, Jordan, Germany
- Main buyers: Trade and industrial companies of Finland
- Certification: FSC supply chain and controlled wood certificate



Points of differentiation compared with other market players?

- ✓ High level of drying process. Manufacturing of sawn timber with internal humidity (KD 8-18% +/-2%)
- ✓ Linear dimensions accuracy and stability, squareness and straightness of sides of finished products, surface high quality
- ✓ Increased density and strength, moisture resistance, microbiological stability of finished products due to Nordic wood

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ High and stable quality of sawn and planed timber
- ✓ Wide product range
- ✓ Producing of customized products
- ✓ Ability to supply products in minimum quantities of 43 m3 in mixed assortment

Limitations

- ✓ Minimum delivery volume – 43 m3





SPASSK FOREST PROCESSING COMPLEX – GROUP / LLC «SLPK-GROUP»

DEVELOPING COMPANY, FOUNDED IN AT THE BEGGING OF 2017. THE PRODUCTION AREA IS 19.5 HECTARES. THE COMPANY IS A RESIDENT OF THE FREE PORT OF VLADIVOSTOK

General and Financial Information

- Total Sales (RU & International) 390 200 000 RU
- Total Market share (Russia & Other Countries)
- 20% (Russia)
- 80% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Softwood lumber (spruce, larch)
 - ✓ Hardwood lumber (oak, ash, elm, linden and other species)
- Logo's of relevant brands:
- Currently present in: China, Japan, Korea
- E-commerce: St. Petersburg International Commodity Exchange SPbMTSB Section - Forest
- Main buyers: SUIFENHE HANYU TRADE AND ECONOMIC CO LTD, China
- Certification: FSC Supply Chain Certification BV-COC-152339

Key strengths / Innovation

What's in it for Partner?

- ✓ Exchange trading experience.
- ✓ The implementation of large volumes of supplies.
- ✓ The possibility of manufacturing to order.

What's in it for Partner professional customers?

- ✓ The main goal is to create a world-class modern wood processing industry, taking advantage of the synergy of modern production standards, high-class equipment, excellent knowledge of the market with inexpensive and high-quality raw materials in Russia.
- ✓ The company is based in Spassk-Dalniy, which belong to single-industry towns of Russia.

Limitations

- ✓ Lumber longer than 4 meters is made - on order and on an advance payment, depending on amount Logistics expenditures

Points of differentiation compared with other market players?

- ✓ Certified products.
- ✓ 2. Dry lumber.
- ✓ 3. Only high-tech equipment is used.



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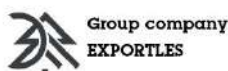


LLC "EXPORTLES"

SALE OF ROUND SOFTWOOD AND HARDWOOD TIMBER FOR EXPORT. THE PROVISION OF LOGISTICS SERVICES IN RAILWAY TRANSPORT

General and Financial Information

- Total Sales (RU & International) 2019: 430'849'210-23 RUR / \$ 7'397'287-28
- Total Market share 100 % for export (Japan - 10%, Chine - 90%)
- Main relevant product groups within company Portfolio:
 - ✓ Siberian pine
 - ✓ Angarsk larch
 - ✓ Siberian spruce
 - ✓ Siberian fir
 - ✓ Siberian cedar pine



- Logo's of relevant brands: is absent
- Currently present in: China, Japan, Austria, Denmark, Germany
- E-commerce: St. Petersburg International Commodity and Raw Materials Exchange
- Main buyers: China
- Cooperate with: IKEA company
- Certification - not subject to certification
 - ✓ Russia: company (country)
 - ✓ Export: company (country) China, Japan

Points of differentiation compared with other market players?

- ✓ Individual prices
- ✓ Prompt delivery of finished products
- ✓ Options of calculations
- ✓ Deferment of payment
- ✓ Full line of products

Key strengths / Innovation

What's in it for Partner?

- ✓ The proposed products corresponds to quality standards
- ✓ Complete transparent of deal
- ✓ Formation of a full package of shipping documents



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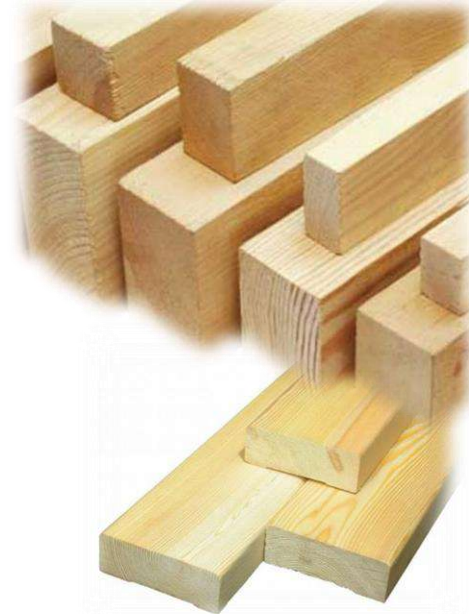
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«SOKOLOVOLES»

INTEGRATED FOREST ENTERPRISE

General and Financial Information

- Total Sales (RU & International) 188 million rubles
- Total Market share (Russia & Other Countries)
 - ✓ 44% (Russia)
 - ✓ 56% (Other countries) China – 23%, Uzbekistan – 18%, Tadjikistan – 5%, Afghanistan – 5% Kazakhstan – 5%
- Main relevant product groups within Company Portfolio:
- Finished timber dry and of natural humidity, square log 1-3 grade, 4 grade, round woods, firewoods
- Logo's of relevant brands:
- Currently present in: China, Republic of Uzbekistan, Afghanistan, Tadjikistan, Kazakhstan
- Main buyers: Russia: OOO Niva Sroy
- Export: 买家. (P.R. China, XUAR), OOO «EXPERT WOOD LP», «Wahed Edris Kolewal LTD», «HAYAT CO. LTD
- Cooperate with: Russia: OOO Niva Sroy
- Export: 买家. (P.R. China, XUAR), OOO «EXPERT WOOD LP», «Wahed Edris Kolewal LTD», «HAYAT CO. LTD
- Certification: Certificate of Origin of Goods # 9207102277

Points of differentiation compared with other market players?

- ✓ A high-potential developing brand
- ✓ High-level quality requirements
- ✓ Producing a high-quality product implementing high technologies using modern equipment
- ✓ A safe end product complying to GOST requirements

Key strengths / Innovation

What's in it for Partner?

- ✓ Since all our product undergoes double quality control before being sent to the Buyer you may not have any doubts about the quality of our timber.

What's in it for Partner professional customers?

- ✓ Trade Marketing activities realization



SOKOLOVOLES
КОМПЛЕКСНОЕ ЛЕСНОЕ ПРЕДПРИЯТИЕ



GROUP OF COMPANIES "BIG BEN"

FORESTRY AND OTHER FORESTRY ACTIVITY. WE PROVIDE BROKERAGE SERVICE AT THE ST. PETERSBURG INTERNATIONAL COMMODITY AND RAW MATERIALS EXCHANGE IN "TIMBER AND BUILDING MATERIALS" SECTION AND HELP OUR CLIENTS MAKE EXCHANGE TRANSACTIONS IN ACCORDANCE WITH THE RULES OF SPBMTS JSC, TAKING INTO ACCOUNT THE PECULIARITIES OF COMMODITY TRADING.

General and Financial Information

- Total Sales (RU & International) 5 000 000 USD
- Total Market share (Russia & Other Countries)
- 2 % (Russia)
- 98 % (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Round timber (hard / coniferous)
 - ✓ Sawn timber (hard / softwood)
 - ✓ Veneer

- Logo's of relevant brands:

- Currently present in: CHINA
- E-commerce: -
- Main buyers: Distributors in China
- Certification: -

Points of differentiation compared with other market players?

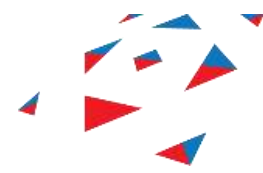
- Diversified Availability of own resource base
- The availability of material and technical base for the procurement of raw materials
- The presence of a production and technical base for the processing of raw materials

Key strengths / Innovation

What's in it for Partner?

- ✓ High quality of products
- ✓ Availability of own resource base
- ✓ Reasonable prices





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Wooden building materials



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“SOKOL TIMBER COMPANY” JSC

One of the largest companies in Europe and one of the largest woodworking enterprises in the northwest of Russia. The plant is located in the city of Sokol, Vologda Region and affiliated with Segezha Group holding company with vertically integrated structure performing full cycle timber logging and advanced wood. Sokol Timber Company was the first enterprise in the country to develop glulam beam manufacturing process since 1942.

General and Financial Information

- **Total Sales (RU & International)** 3,8 bln RUB
- **Main relevant product groups within company Portfolio:**

- Glulam beams
- Wooden houses
- Sawn timber



- **Currently present in:**
- EU, Scandinavia, MENA, PRC

- **Major buyers:**
- B2B (glulam), B2C (houses), B2B (sawn timber)

- **Cooperate with:** Largest importers and wholesalers

- **Certification:** FSC, EN14080:2013, EPD, EN 14081

Points of differentiation compared with other market players?

- ✓ Quality
- ✓ Assortment
- ✓ Legal wood flow
- ✓ Certification
- ✓ Modern equipment

Key strengths:

- ✓ Reliability
- ✓ Long-term experience and stability
- ✓ Certified production
- ✓ Trustworthy relations
- ✓ Quality
- ✓ Sustainable development
- ✓ Carefulness of people and nature



What's in it for Partner professional customers?

Stable delivery of perfect quality FSC certified wood products, glulam beams and sawn timber from a reliable and experienced supplier.

Only legally cut, high-quality, ecological wood is used for production of glulam.

Perfect quality gluing using modern equipment which provides glue line heating at molecular level.





COMPANY GROUP «LOGARTHOUSE» LLC

PRODUCTION OF GLUED WOODEN STRUCTURES AND MOLDED PRODUCTS

General and Financial Information

- Total Sales (RU & International) 1 400 000 \$
- Total Market share : 80% / 20%
- Main relevant product groups within company Portfolio:
 - ✓ Laminated timber house kits,
 - ✓ glued structural beam, molded products,
 - ✓ pellets,
 - ✓ dry wood shavings
- Logo's of relevant brands:
- Currently present in: India, Sri Lanka, China, Serbia, Estonia, Czech Republic, Israel
- E-commerce: <https://www.alibaba.com/>
- ✓ <https://lesstroy.net/>
- ✓ <https://рослес.рф>
- ✓ <http://леснойресурс.рф/>
- ✓ <https://flagma.ru/>
- ✓ <https://www.forumhouse.ru/>
- Main buyers: Trade and construction organizations
- Certification: Obtained the necessary certification for the materials used, raw materials and the final product.



LOGARTHOUSE

Key strengths / Innovation

What's in it for Partner?

- ✓ Factory - manufacturer
- ✓ A team of professionals with extensive experience
- ✓ Consistently high product quality

Limitations

- ✓ up to 2000 m3 per month - glued wooden structures
- ✓ up to 3000 m3 per month - molded products
- ✓ up to 600t per month - pellets and shavings

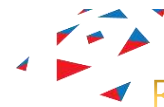


of differentiation compared with other market players?

- ✓ Extended product range
- ✓ Individual approach
- ✓ 100% non-waste production
- ✓ We use only high-quality raw materials (spruce 0-2 grades)



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"FOREST HOLDING COMPANY "ALTAILES"" LLC

THE COMPANY WAS ESTABLISHED IN 2007. IT COMPRISES 15 ENTERPRISES. THERE ARE OVER 3,000 EMPLOYEES. CAPITAL INVESTMENT: 129 000 000 \$. AREAS OF ACTIVITY: MANUFACTURE OF WOOD PRODUCTS, FOREST FIRE PROTECTION, FOREST REGENERATION

General and Financial Information

- Total Sales (RU & International) 7 billion/year (as of 2019)
- Total Market share : Russia: 30-40%, Other countries: 70-80%

■ Main relevant product groups within company Portfolio:

- ✓ Lumber,
- ✓ trim moldings,
- ✓ sets of wooden houses,
- ✓ wooden windows,
- ✓ doors, stairs,
- ✓ MDF boards,
- ✓ wood pellets,
- ✓ wood briquettes

- Logo's of relevant brands:
- Currently present in: Russia China, Afghanistan, Vietnam, Kazakhstan, Kyrgyzstan, New Zealand, Turkmenistan, Egypt, the United Kingdom of Great Britain and Northern Ireland.

- Main buyers: Distributors
- Cooperate with: Leading retail and wholesale building materials networks

- Certification: wood pellets: ENplus A1

Points of differentiation compared with other market players?

- ✓ own raw material base
- ✓ logistics
- ✓ modern manufacture



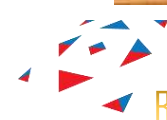
Key strengths / Innovation

What's in it for Partner?

- ✓ high quality of products
- ✓ wide range of products
- ✓ short production terms
- ✓ customer-oriented approach
- ✓ reliable company (12 years on the market)

Innovations

- ✓ Wood products are manufactured only on modern equipment, which ensures high quality.





TOPENERGOSTROY LLC

TOPENERGOSTROY IS ENGAGED IN HARVESTING, PROCESSING AND EXPORTING TIMBER TO RUSSIA AND OTHER EUROPEAN COUNTRIES. THANKS TO THE EXPERIENCE GAINED OVER THE PAST 11 YEARS AND A WELL-ESTABLISHED INFRASTRUCTURE, WE INDEPENDENTLY PROVIDE A FULL RANGE OF SERVICES, FROM PROCUREMENT TO DELIVERY OF THE FINAL PRODUCT TO THE CUSTOMER.

General and Financial Information

- Total Sales (RU & International) 200 million /2.6
- Total Market share :Russia 30% / Export 70%
- Main relevant product groups within company Portfolio:
 - ✓ Edged board,
 - ✓ planed board,
 - ✓ square log,
 - ✓ euro-batten,
 - ✓ imitation log,
 - ✓ imitation log siding,
 - ✓ floor board (dowel);
 - ✓ log houses, beam houses
- Logo's of relevant brands:
- Currently present in: The Netherlands, Serbia, Egypt, India, the Faroe Islands
- E-commerce: www.fordaq.com
- Main buyers: Distributors
- Certification: Phytosanitary certificate, certificate of origin, FSC

Points of differentiation compared with other market players?

- ✓ 11 years of experience.
- ✓ Full range of services - from procurement to delivery of the final product to a customer.
- ✓ Timber and houses are produced from the Arkhangelsk forest of the highest quality.
- ✓ Production of warm, durable and eco-friendly houses.
- ✓ Restoration and maintenance of forest health.
- ✓ Participation in social projects.

Key strengths / Innovation

What's in it for Partner?

- ✓ Production of more than 60,000 m3 of timber and planed products per year.
- ✓ Shipped products are protected from damage due to the reinforced and compact packaging, consisting of a dense package, film and binding tape.
- ✓ Delivery is made in containers and by trucks on CFR / CIF terms.
- ✓ Producing the whole range of services from procurement and delivery to construction and interior and landscape design.
- ✓ Elaborate logistics and advanced construction technology allow us to surprise our customers with fast delivery of houses.



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ООО "ARKHI"

PRODUCTION OF HOUSES AND PRODUCTS MADE OF LVL (LAMINATED VENEER LUMBER)

General and Financial Information

Key strengths / Innovation

- Total Sales 504 m3/ year
- EURO 340/m3
- Total Market share (Russia & Other Countries) :
- Russia, Lithuania, Vietnam, Azerbaijan, Armenia, Spain, Italy.
- Main relevant product groups within company Portfolio:
- Houses made of LVL (laminated veneer lumber)
- Products made of LVL (laminated veneer lumber)
 - Potential buyer: Natural person (individuals)
- Logo's of relevant brands:
- Currently present in: Russia, Lithuania, Vietnam, Azerbaijan, Armenia, Spain, Italy.
 - E-commerce: <https://drevesina.fordaq.com/>
- Main buyers: Natural person (individuals)
- Cooperate with:
- IKEA (Lithuania), Denmark
- Certification: International FSC certificate



What's in it for Partner?

- ✓ The company buys wood only from approved suppliers, which indicates the high quality of the material.
- ✓ Extensive experience in construction allows us to provide competent advice on the nuances of construction of housing complexes, construction technical solutions, as well as to carry out installation supervision in projects.
- ✓ Our own architectural firm allows you to quickly introduce amendments into projects, as well as design and manufacture complex wooden objects.
- ✓ The company has its own production - so we can trace all the stages of production of the prefabricated houses.

Innovations

- ✓ The innovation of the product is achieved due to the technology of plant production, thereby the tree serves for more than 100 years.

Points of differentiation compared with other market players?

- ✓ Own production
- ✓ Architectural firm (more than 100 designed projects)
- ✓ Production of laminated contoured lamellas up to 6 m long
- ✓ Production facilities are equipped with leading machine tool companies in Germany: Weinig, Dimter, Paul, Rex, Hundegger, Eisenmann
- ✓ More than 150 implemented projects
- ✓ The company has an international certificate, that is, the production has passed full certification according to European standards.



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LLC «RUSSHPALA»

RUSSHPALA IS A MANUFACTURER OF HIGH-QUALITY TREATED WOOD AND VARIOUS PRODUCTS MADE FROM IT, SPECIALISING IN RAILWAY SLEEPERS AND OTHER PARTS NECESSARY FOR THE UPPER STRUCTURE OF A RAILWAY. WE HAVE THE LARGEST PRODUCTION CAPACITY OF IMPREGNATED RAILWAY SLEEPERS IN RUSSIA AND WE CAN EASILY DELIVER OUR PRODUCTS TO OTHER COUNTRIES IN EUROPE AND ASIA AS WELL.

General and Financial Information

- Total Sales (RU / International) = 417 million rubles (73% / 27%)
- Main relevant product groups within company Portfolio:
 - ✓ wooden poles of power lines,
 - ✓ wooden sleepers,
 - ✓ other materials of the upper structure of the track.
- Logo's of relevant brands: 
- Currently present in:
Kazakhstan, Estonia, Uzbekistan, Kyrgyzstan, Tajikistan, Armenia, Azerbaijan, Iran
- E-commerce: EuroPages.
- Cooperate with:
 - ✓ Russia: Gazprom, Metalloinvest, Severstal, Tatenergo, Rostelecom, RSD ENERGO;
 - ✓ Export: Kazakhstan Temir Zholy, Uzbekistan Temir Yullari, EVRAZ, Eesti Raudtee.
- Certification: The company applies British BS and EN standards.

Points of differentiation compared with other market players?

- ✓ Quality, decent service and modern technology.
- ✓ Factories in three regions of Russia.
- ✓ Providing a full range of services related to the construction and maintenance of railway tracks.

Key strengths

- ✓ 11 years on the market;
- ✓ Serious experience of delivery in the CIS, EU and far abroad;
- ✓ Antiseptic treatment of lumber. It is possible to impregnate with creosote, Tanalith E antiseptic according to BS, EN and individual customer standards.

Private Label and White Label: no.

Innovation: impregnated timber.

Limitations: restrictions on delivery volumes are not significant due to the presence of three factories.



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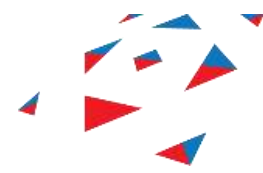
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Plate materials and Materials for furniture production



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MILL TERRITORY

52 HA (128 acres)

1500

EMPLOYEES



SYKTYVKAR PLYWOOD MILL

One of the largest manufacturers in Russia of large-sized plywood and laminated chipboard

General information

Total Sales (RU & International): Around 11 billion RUR/year

Total Market share (Russia & Other Countries):

- SyPly: Russia – 20%, Export – 80%;
- Lamarty: Russia – 85%, Export – 15%

Main relevant product groups within company Portfolio: Construction and furniture companies

Logo's of relevant brands: SyPly, Lamarty

Currently present in (Countries): Syktyvkar Plywood Mill Ltd provides goods to more that 60 countries around the world: USA, Great Britain, Netherlands, S. Korea, Portugal

E-commerce: absent

Main buyers: distributors

Cooperate with: IKEA

Certification: FSC, CE SPM 20, EN 13986:2004+A1 :2015, EN 636-3 S, EI, CARB ULEF & EPA TSCA Title VI TPC-4

Points of differentiation compared with other market players

- ✓ High quality of the goods
- ✓ Own brand of goods: SyPly and Lamarty
- ✓ Great experience on the market
- ✓ Proximity to the richest forest raw material base
- ✓ Annually new collection of Lamarty decors
- ✓ High informational capacity

PLYWOOD

235 000 m³ / year

SyPly

LAMINATED
CHIPBOARD300 000 m³ / year

Lamarty

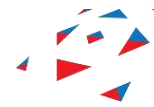
Key strengths / innovation

What's in it for Partner?

- ✓ Stable hi quality of the product
- ✓ Timely delivery of goods
- ✓ Customer-friendly approach
- ✓ Clear pricing
- ✓ Market assignment for the area dealer
- ✓ No product dumping on a market
- ✓ All necessary certificates are publicly available

Innovations

- ✓ New products ProFFit, Smart, Primer






ILIM TIMBER LLC

LEADING RUSSIAN MANUFACTURER OF SOFTWOOD LUMBER AND SOFTWOOD PLYWOOD FROM ANGARA PINE AND SIBERIAN LARCH

General and Financial Information

- The total sales of Ilim Timber's Russian branches in 2019 amounted to about 175 million US dollars.
 - ✓ Ilim Timber branch in Ust-Ilimsk supplies 100% of sawn timber for export. The sawmill capacity for finished products is 600,000 m3 per year.;
 - ✓ Ilim Timber branch in Bratsk supplies 40% to the domestic market and 60% to export. The plywood mill capacity for finished products is 230,000 m3 per year
- Main relevant product groups within company ILIM TIMBER
 - ✓ Ilim Timber branch in Ust-Ilimsk produces KD sawn timber from Angara pine and Siberian larch under its own brand "TAIGA";
 - ✓ Ilim Timber branch in Bratsk produces FSF softwood plywood according to GOST 3916.2-2018 sanded and unsanded with the outer layers of Angara pine and Siberian larch veneers. The company produces tongue and groove plywood (T&G2) and I+ furniture grade with outer layer of Siberian larch
- Logo: 
- Experience in export activities: China and South-East Asia, European Union, North Africa, Middle East
- Main buyers: Large importers and wholesalers
- Certification: FSC, EC, ISO 9001:2015

Points of differentiation compared with other market players?

- SAWN TIMBER
 - ✓ Unique in quality saw log from ecologically clean forests of Eastern Siberia
 - ✓ The largest exporter of Siberian Larch KD sawn timber to the EU from Russian Federation
- PLYWOOD
 - ✓ The largest producer of softwood plywood in the Russian Federation
 - ✓ Unique manufacturer of plywood with facial veneer from Siberian larch
 - ✓ Formaldehyde emission class E 0.5

Key strengths / Innovation

Benefits for the importer

- ✓ Brand recognition - excellent reputation of products on the market for more than 30 years
- ✓ Reliability
- ✓ Guaranteed product quality
- ✓ Stable volumes
- ✓ Logistics services

Product innovation

- ✓ Commodity product





CJSC MUROM (BIRCH PLYWOOD, CHIPBOARD AND OSB PRODUCER)

ENVIRONMENTALLY FRIENDLY, WASTE-FREE, MODERN ENTERPRISE, ONE OF THE LARGEST PRODUCERS OF PLYWOOD AND CHIPBOARD.

General and Financial Information

- Total Sales 5 billions rub/60 million euro.
- Total Market share : 40% (Russia), 60% (Other Countries)
- Main relevant product groups within Company Portfolio:
 - ✓ Birch plywood
 - ✓ Chipboard
 - ✓ OSB
- Logo's of relevant brands:
- Currently present in: Europe (EU-27), North America (USA, Canada), Africa (Egypt), CIS, Asia (Singapore, China, Turkey, India, Vietnam, Republic of Korea)
- Main buyers: Manufacturers of furniture, parquet, packaging, souvenirs, and also wholesale warehouses
- Certification:
 - ✓ Management system certificate ISO 9001:2015
 - ✓ Certificate FSC CW, FSC 100%
 - ✓ Proof attestation of conformity for Birch Plywood Interior/Exterior EPA TSCA Title IV
 - ✓ CARB- Attestation for Birch Plywood Interior/Exterior (control of formaldehyde emissions)



Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Promptness in making orders
- ✓ High quality of the offered products
- ✓ The production stability

What's in it for Partner professional customers?

- ✓ Using of modern technologies and their constant improvement
- ✓ Delivery organization

Limitations

- ✓ Without limitations



Points of differentiation compared with other market players?

- ✓ Modern innovativeness of producing
- ✓ Universal production lines
- ✓ The possibility of manufacturing products with non-standard requirements

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PLYTERRA GROUP

PLYTERRA GROUP IS A RELIABLE PRODUCER OF BIRCH PLYWOOD. THE LOVE OF NATURE AND NEW TECHNOLOGIES INSPIRES US TO DEVELOP THE MOST EFFECTIVE SOLUTIONS FOR OUR CUSTOMERS

General and Financial Information

- Total Sales (RU & International) 200 000 m³
- Total Market share (Russia & Other Countries)
 - ✓ 25% (Russia)/75% (Other Countries)
- Main relevant product groups within Plyterra Group Portfolio:
 - ✓ Birch plywood, WBP, Exterior
 - ✓ Birch plywood, MR, Interior
 - ✓ Film faced plywood
 - ✓ Plywood overlaid with HPL
 - ✓ Sound insulation plywood
 - ✓ Antivibration plywood
 - ✓ Fire-retardant plywood PlyGuard
 - ✓ Bed slats
- Logos of relevant brands:
- Currently present in 68 countries, including the USA, Canada, Germany, Italy, the Netherlands, the UK, Korea, China
- E-commerce: Fordaq, Europages, Nauticexpo
- Main buyers: traders/end-users
- Cooperate with: Central National Gottesman, Inc. (the USA), Carl Goetz GmbH (Germany), Orlimex CZ, s.r.o. (Czech Republic), Meplax B.V. (the Netherlands), Graeme Holburn & Company (Great Britain), Stadler Minsk, CJSC (Belarus), Raute Oyj (Finland), Steinemann AG (Switzerland), Surfactor GmbH (Germany)



- Certification: CE, EI, ED2020 Certificates; CARB/EPA Certificates; Statements of ULEF Exemption; Certificate from Russian Maritime Register of Shipping; Certificate from Russian River Register of Shipping; Certificates ISO 9001:2015

Points of differentiation compared with other market players?

- ✓ The presence of unique products in the product line
- ✓ Continuous quality improvement through implementation of the latest technologies
- ✓ The range of unique services to the clients

Key strengths / Innovation

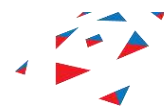
What's in it for Partner?

- ✓ The exclusive patented technology for fire-retardant plywood production
- ✓ Constant expansion of the product line
- ✓ Availability of the necessary certificates
- ✓ Long-term partnership and reliability

What's in it for Partner professional customers?

- ✓ Warranty
- ✓ Proven quality and environmental friendliness

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SEGEZHA GROUP LLC

SEGEZHA GROUP IS ONE OF THE LARGEST RUSSIAN VERTICALLY INTEGRATED TIMBER HOLDING COMPANIES WITH A FULL CYCLE OF LOGGING AND ADDED-VALUE WOOD CONVERSION

General and Financial Information

- Total Revenue (RU & International) **58,5 blns rub**
- Total Market share (Russia & Other Countries)

Kraft Paper:

1st place in Russia and 3^d place if the world

Paper Sacks:

1st place in Russia and 2nd place if the world

Plywood:

5th place in the world (large-scale plywood)

Sawn Timber:

1st place in Russia

Country houses made of glued beams:

1st place in Russia

- Main relevant product groups within company Portfolio:

- ✓ Kraft Paper
- ✓ Paper Sacks
- ✓ Plywood
- ✓ Sawn Timber
- ✓ Glued Timber
- ✓ Country houses made of glued beams
- ✓ Briquettes
- ✓ Pellets
- ✓ Artificial Parchment
- ✓ Fibreboards

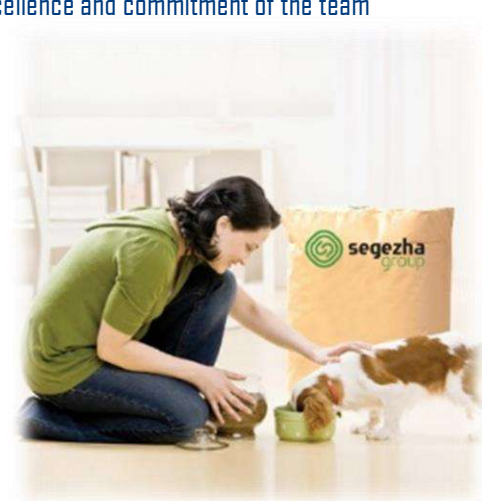


Key strengths

- ✓ Sustainable development
- ✓ Responsibility
- ✓ Carefulness of people and nature
- ✓ Harmony

Points of differentiation compared with other market players?

- ✓ We have our own sources of raw materials
- ✓ Over 95% of our forest land has been certified according to the FSC Standard
- ✓ Customized approach to each order
- ✓ Worldwide delivery
- ✓ Modern equipment
- ✓ Professional excellence and commitment of the team



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ООО Лестех
LESTEH, LLC

The enterprise was established in 2010

- **TIMBER LOGGING**
pulpwood, hardwood and softwood
lumber logs, peeler logs
- **TIMBER PRODUCTION**
GOST 26002-83
- **WOOD TRIM PRODUCTION**
- **WOOD PELLET PRODUCTION**

The enterprise has a certified cyclical
turnaround FSC NC-COC-030301 (FSC 100%),
FSC NC-FM/COC-030301



LESTEH, LLC

General and Financial Information

Total Sales (RU & International) 1 154 291 thousand RUB. / 2 259 thousand \$

Total Market share (Russia & Other Countries) 541 558 thousand RUB. / 612 733 thousand RUB.

Main relevant product groups within company Portfolio:

- ✓ Wood particle boards
- ✓ Timber, longitudinally sawn or split, divided into layers or peeled, with a thickness of more than 6 mm; wooden railway or tram sleepers, unpaved.
- ✓ Wood profiled on any of the edges or layers.
- ✓ Fuel pellets (pellets) from woodworking waste.
- ✓ Raw wood.



Logo's of relevant brands:

Currently present in:

Arab Republic of Egypt, Republic of China, Republic of Uzbekistan, Republic of Kazakhstan, Republic of Tajikistan, Kyrgyz Republic, Georgia, Islamic Republic of IRAN, State of Israel, Republic of Estonia.

Passed accreditation on the following electronic platforms

- ✓ Sberbank AST
- ✓ RTS-Tender
- ✓ Roseltorg

Main buyers:

- ✓ Kompaniya SVEZA (RF)
- ✓ PENTOSIN OOO (UZ)
- ✓ Abolfazl Barzegar (IR)

Certification

- ✓ FSC NC-COC-030301 certifications
- ✓ FSC NC-FM/COC-030301 certifications
- ✓ FTS RU. B1447. PR20. 0023, term from 24.03.2020 to 23.03.2023 profile Details from wood for construction
- ✓ ROSS RU. AB33. N00131, term from 15.04.2019 to 14.04.2022 chipboard Type P2, emission class E1
- ✓ ROSS RU. NA34. N09026, term from 13.08.2018 to 12.08.2021 Wood fuel pellets (pellets) class A I

Key strengths / Innovation

What's in it for Partner?

- Own raw material base
- Harvesting and processing of round timber is carried out in accordance with international standards of voluntary forest certification FSC
- Timely execution of contracts
- Possible shipment by rail and road, container shipment

Points of differentiation compared with other market players

- 100 % certification of all products
- Year-round availability of raw materials to fulfill contracts



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OSB

HIGH QUALITY ECO-FRIENDLY WOOD CONSTRUCTION MATERIAL

КАЛЕВАЛА
WOOD PROCESSING MILL

WPM "KALEVALA"

The WPM "Kalevala" was the first plant to deal with OSB production in Russia. The first stage of the plant was launched in June 2013. Currently, the plant is one of the main manufacturers working in the field of continuous OSB production and its estimated capacity at the launch of the first stage amounts to 300 thousand m³ per year.

General and Financial Information

- Total Sales (RU & International) 4 billion rub.
- Total Market share (Russia & Other Countries)
- 85% Russia
- 15% other countries
- Main relevant product groups within company Portfolio:
 - ✓ OSB, Oriented Strand Board



- Logo's of relevant brands:
- Currently present in: Finland, Kazakhstan, Kyrgyzstan, Chile, Peru, Mongolia, China, Estonia, Norway, Latvia, Czech Republic, Uzbekistan, France, Azerbaijan, Belgium, Sweden, Australia, Belarus, United Kingdom, Georgia, Portugal, Tajikistan, Thailand, Ukraine
- E-commerce: <https://drevesina.fordaq.com/>
- Main buyers: Traders, Retail companies, DIY stores, Import companies.
- Certification: EN ISO 9001:2015, EN 13986:2004 + A1:2015, EN 300:2006, TR 5534-002-79787960-2015, GOST R 56309-2014, FSC certification

Points of differentiation compared with other market players?

- ✓ Environmental compatibility;
- ✓ Stability of shapes and dimensions;
- ✓ Bending strength;
- ✓ Resistance to deformation;
- ✓ Simplicity of cutting and assembling;
- ✓ High wear resistance

Key strengths / Innovation

What's in it for Partner?

- ✓ Long term partnership
- ✓ Work with high-quality eco-friendly OSB made from Soft wood trees growing in northern Russian regions
- ✓ Securing volumes for your business
- ✓ Security of supply



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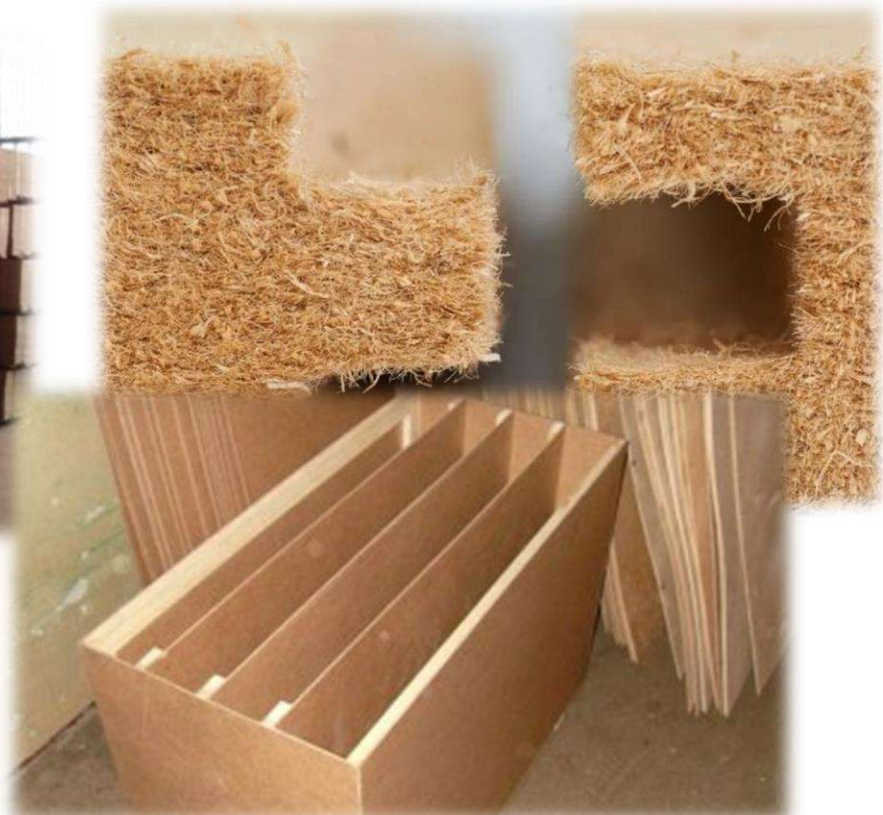
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PLITNYI MIR

"PLITNYI MIR" IS A MANUFACTURER OF HDF. THE ORIGINAL SIZE OF BOARD IS 2745 X 1740 MM. BOARDS CAN BE CUT TO THE SIZE REQUIRED BY CUSTOMERS. BOARDS CAN BE PAINTED IN MORE THAN 85 COLORS.

General and Financial Information

- Total Sales (RU & International) 20 mln. USD per year
- Total Market share : 60% - Russian Federation, 40% - Other countries
- Main relevant product groups within company Portfolio:
 - ✓ HDF
 - ✓ HDF painted
- Logo's of relevant brands:
- Currently present in: Europe (Germany, Estonia, Poland), Africa (South Africa), Central Asia (Kazakhstan, Uzbekistan, Tajikistan)
- Main buyers: Manufacture of furniture, Packaging
- Certification: FSC (to the end of 2020 year)



Key strengths / Innovation

What's in it for Partner?

- ✓ ecological products (EO);
- ✓ we have logistic center in Vladimir near Moscow for shipment of products;
- ✓ possibility of delivery as by trucks and by railway;
- ✓ we can offer boards in size and colors required by the client;

Limitations

- ✓ We can offer not more than 2 mln.m2 in month

Points of differentiation compared with other market players?

- ✓ ecological products (EO);
- ✓ we have logistic center in Vladimir near Moscow for shipment of products;
- ✓ possibility of delivery as by trucks and by railway;
- ✓ we can offer boards in size and colors required by the client;



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CHEREPOVETS PLYWOOD & FURNITURE PLANT (CPFP)

CHEREPOVETS PLYWOOD & FURNITURE PLANT (CPFP) IS THE LEADER AMONG MANUFACTURERS OF CHIPBOARD AND FILM-FACED CHIPBOARDS IN RUSSIA, ONE OF THE TEN MAJOR ENTERPRISES OF THE WOODWORKING INDUSTRY

General and Financial Information

- Total Sales (RU & International) 7.850mln. rub.
- Total Market share :Export 3 712 323 933 rub, Russia 4 137 676 067 rub

- Main relevant product groups within company Portfolio:
 - ✓ Birch plywood 1525x1525mm (interior)
 - ✓ Chipboards «Nordeco design»
 - ✓ Melamine film-faced chipboards «Nordeco design»
 - ✓ Wood wool cement boards «NORDECO wood cement boards»



- Logo's of relevant brands:
- Currently present in: EU countries (Germany, Italy, Netherlands, Sweden, Slovenia, Serbia); Countries of the Middle East and Asia (Iran, Singapore, Vietnam, Turkey, Egypt); Countries of America (Canada, USA), Geography of deliveries: more than 50 countries.
- Main buyers: Distributors of finishing and building materials; Architectural and construction bureaus; Enterprises and organizations end users of products: - Large development and construction organizations involved in the construction and interior decoration of premises; - manufacturers of cabinet and upholstered furniture (serial and non-serial production); - manufacturers of packaging materials, raised floors, parquet.
- Cooperate with:
 - ✓ KNAUF, DECODOM spol. s r.o. (Slovenia), VHD di VISSANI ROBERTINO & C.S.A.S. (Italy), A.E.S. Maintenance (France), Valangroup (Armenia), JP Leitaó (Portugal)
 - ✓ Russian: Ascona (furniture), Kedr (countertops), Ormatec, Shatura (furniture).

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Freedom in choosing ways and means of product delivery (no restrictions on country preference)
- ✓ Stability and uninterrupted supply of products
- ✓ Product quality assurance, diligence before the customer.

Points of differentiation compared with other market players?

- ✓ Half a century of manufacturing experience (since 1958)
- ✓ Location and availability of its own raw material base
- ✓ Modern technological equipment, allowing to produce plate products with high geometric accuracy and density
- ✓ Own technical laboratory, allowing to produce plates with a reduced formaldehyde content, which is not harmful to health.



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ECO-GROUP, LLC

BIRCH PLYWOOD PRODUCTION

General and Financial Information

- Total Sales (RU & International) Over 1 billion rubles
- Total Market share : Russia 30 %, Export 70%
- Main relevant product groups within company Portfolio:
 - ✓ Birch plywood for Interior and Exterior use
- Logo's of relevant brands:
- Currently present in: USA, Canada, UK, Germany, Czech Republic, Italy, France, Belgium, Netherlands, Switzerland, Poland, Latvia, Estonia, Spain, Portugal, Serbia, Egypt, India, Azerbaijan, Kazakhstan, Uzbekistan, Tajikistan, China, Republic Korea
- E-commerce: Alibaba, Tradekey
- Main buyers: Furniture and Interior, Hardwood flooring, Toy, Concrete Formwork, Cable drums, Packing for equipment and materials, Sound systems manufacturers, Retail chains and others
- Cooperate with: Presented, the valid contracts with the large end industrial consumers and distributors
- Certification: GOST Certificate of conformity, CARB Phase 2, EPA TSCA Title VI



Key strengths / Innovation

What's in it for Partner?

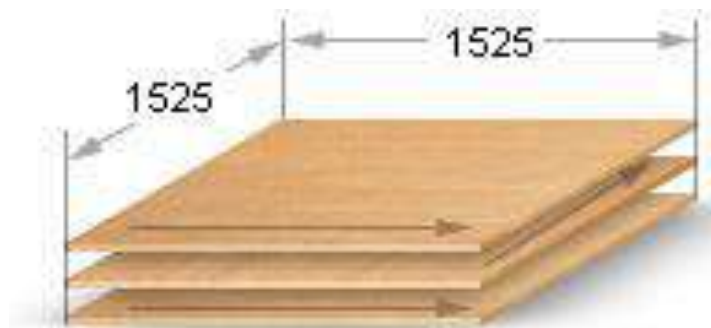
- ✓ Strict conformity to the Russian and international standards
- ✓ Ability to produce the custom products meeting the customer specific requests and demands
- ✓ Geographical location with large raw material reserves
- ✓ The transport availability, able to deliver by road, railroad and containers
- ✓ Efficient, ecologically friendly production
- ✓ Mobility and fast decision make
- ✓ Professional consultancy, logistics, customs clearance, etc.

Innovation

- ✓ Traditional 100% Russian end product highly demanded on the markets

Points of differentiation compared with other market players?

- ✓ High quality product, almost 80 years of successful experience
- ✓ Geographical location with large raw material reserves
- ✓ The transport availability, able to deliver by road, railroad and containers
- ✓ Efficient, ecologically friendly production
- ✓ The wide range of types and sizes, many applications
- ✓ Mobility and fast decision make





SPASSK FOREST PROCESSING COMPLEX – GROUP / LLC «SLPK-GROUP»

DEVELOPING COMPANY, FOUNDED IN AT THE BEGGING OF 2017. THE PRODUCTION AREA IS 19.5 HECTARES. THE COMPANY IS A RESIDENT OF THE FREE PORT OF VLADIVOSTOK

General and Financial Information

- Total Sales (RU & International) 390 200 000 RU
- Total Market share (Russia & Other Countries)
- 20% (Russia)
- 80% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Softwood lumber (spruce, larch)
 - ✓ Hardwood lumber (oak, ash, elm, linden and other species)



- Logo's of relevant brands:
- Currently present in: China, Japan, Korea
- E-commerce: St. Petersburg International Commodity Exchange SPbMTSB Section - Forest
- Main buyers: SUIFENHE HANYU TRADE AND ECONOMIC CO LTD, China
- Certification: FSC Supply Chain Certification BV-COC-152339

Key strengths / Innovation

What's in it for Partner?

- ✓ Exchange trading experience.
- ✓ The implementation of large volumes of supplies.
- ✓ The possibility of manufacturing to order.

What's in it for Partner professional customers?

- ✓ The main goal is to create a world-class modern wood processing industry, taking advantage of the synergy of modern production standards, high-class equipment, excellent knowledge of the market with inexpensive and high-quality raw materials in Russia.
- ✓ The company is based in Spassk-Dalniy, which belong to single-industry towns of Russia.

Limitations

- ✓ Lumber longer than 4 meters is made - on order and on an advance payment, depending on amount Logistics expenditures

Points of differentiation compared with other market players?

- ✓ Certified products.
- ✓ 2. Dry lumber.
- ✓ 3. Only high-tech equipment is used.



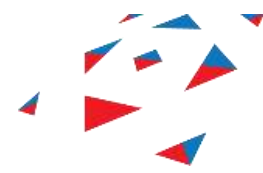
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Pulp and paper products



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SEGEZHA GROUP LLC

SEGEZHA GROUP IS ONE OF THE LARGEST RUSSIAN VERTICALLY INTEGRATED TIMBER HOLDING COMPANIES WITH A FULL CYCLE OF LOGGING AND ADDED-VALUE WOOD CONVERSION

General and Financial Information

- Total Revenue (RU & International) **58,5 blns rub**
- Total Market share (Russia & Other Countries)

Kraft Paper:

1st place in Russia and 3^d place if the world

Paper Sacks:

1st place in Russia and 2nd place if the world

Plywood:

5th place in the world (large-scale plywood)

Sawn Timber:

1st place in Russia

Country houses made of glued beams:

1st place in Russia

- Main relevant product groups within company Portfolio:

- ✓ Kraft Paper
- ✓ Paper Sacks
- ✓ Plywood
- ✓ Sawn Timber
- ✓ Glued Timber
- ✓ Country houses made of glued beams
- ✓ Briquettes
- ✓ Pellets
- ✓ Artificial Parchment
- ✓ Fibreboards

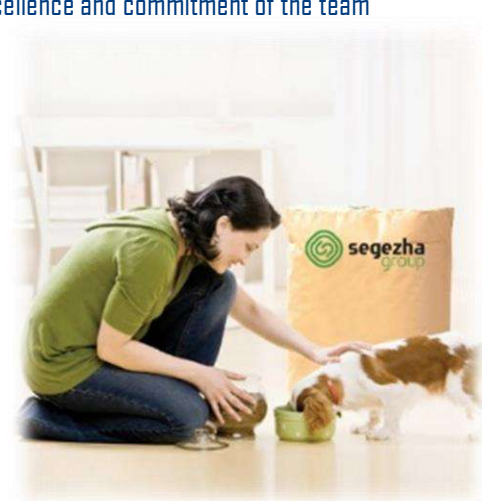


Key strengths

- ✓ Sustainable development
- ✓ Responsibility
- ✓ Carefulness of people and nature
- ✓ Harmony

Points of differentiation compared with other market players?

- ✓ We have our own sources of raw materials
- ✓ Over 95% of our forest land has been certified according to the FSC Standard
- ✓ Customized approach to each order
- ✓ Worldwide delivery
- ✓ Modern equipment
- ✓ Professional excellence and commitment of the team



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VFK

Company VFK

VERKHOSHIZEMSKY PLYWOOD MILL

ВФК
ВЕРХОШИЖЕМСКИЙ
ФАНЕРНЫЙ КОМБИНАТ

ВЕРХОШИЖЕМСКИЙ
ФАНЕРНЫЙ КОМБИНАТ



VERKHOSHIZHEMSKY PLYWOOD MILL, OOO

OOO VERKHOSHIZHEMSKY PLYWOOD MILL MANUFACTURES SLICED BIRCH VENEER OF GOOD QUALITY AND A WIDE RANGE OF APPLICATIONS. IT IS USED FOR VENEERING OF FURNITURE AND OTHER WOODEN SURFACES, PLYWOOD, PARQUET, LAMINATED BENT OR EXTENSIVE LUMBER PRODUCTS, AS WELL AS FOR DESIGNING OF INTERIOR DECORATION AND IN THE PRODUCTION OF DECORATIVE AND HOUSEHOLD GOODS: BASKETS, BREAD BOXES, LAUNDRY BASKETS AND OTHERS.

General and Financial Information

- Total Sales (RU & International): 52 140 240,00 RUB
- Total Market share (Russia & Other Countries):
- Russia – 81,6%
- Other countries – 18,4%
- Main relevant product groups within company Portfolio: Sliced birch veneer
- Currently present in (Countries): Lithuania, Belarus, Germany, Turkey, China
- Main buyers: Manufacturers of plywood, furniture, armchairs, parquet, bent-glued products
- Cooperate with: Zhucheng Songyuan Wooden goods Co., Ltd (China), «Bels» Inc (Belarus), JSC «Furnilita» (Lithuania), «Paged Sklejka» S.A (Poland)
- Certification: All products are certified and are in accordance with GOST and technical conditions

Points of differentiation compared with other market players?

- ✓ Good reputation
- ✓ High quality of the products
- ✓ Product safety
- ✓ Importer appeal
- ✓ Functional acceptability of products
- ✓ Effective pricing policy
- ✓ High professionalism of the staff

Key strengths / Innovation

What's in it for Partner?

- ✓ Dynamically developing company
- ✓ Personal approach to a customer
- ✓ Optimal price-quality ratio
- ✓ Personal consulting of clients
- ✓ High professionalism of the staff

Innovations

- ✓ Using modern equipment for manufacturing products

Limitations

- ✓ No limitations



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OJSC «SELENGINSKY PULP AND CARDBOARD MILL»

THE LARGEST PRODUCER OF PAPER, CARDBOARD AND WOOD CHEMICAL PRODUCTS IN FAR EASTERN FEDERAL DISTRICT

General and Financial Information

- Total Sales (RU & International) 4 519 806 875 RUB in 2019
- Total Market share (Russia & Other Countries):
 - ✓ Russia: 52.8%
 - ✓ China: 34.19%
 - ✓ Kazakhstan: 5.17%
 - ✓ Mongolia: 2.95%
 - ✓ India: 2%
 - ✓ Uzbekistan: 1.75%
 - ✓ Belarus: 0.8%
 - ✓ Afghanistan: 0.3%
 - ✓ Japan: 0.03%
- Main relevant product groups within company Portfolio:
 - ✓ Cardboard for liner;
 - ✓ "KRAFT-FLUTING" corrugating paper;
 - ✓ Corrugated packaging;
 - ✓ Crude tall oil;
 - ✓ Turpentine raw sulfate
- Logo's of relevant brands:
- Currently present in: Promploschadka, 1 Selenginsk, Kabansky district, Republic of Buryatia, Russia
- Certification: BRC (the BRC Food Technical Standard);
- Principal differences with other market players:
 - 1. The only cardboard and paper producer in Far Eastern Federal District;
 - 2. Close border location with Mongolia and China;
 - 3. Over 47 years in paper and board industry.



Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Importing partner benefits:
 - 1. Saving in shipping to Asian countries;
 - 2. Discounts and offers to regular buyers;
 - 3. Payment grace period
- ✓ Private Label: "KRAFT-FLUTING" "ECO-KRAFTLINER"
- ✓ Innovations: The use of "KRAFT-FLUTING" reduces the cost of producing 1m2 corrugated cardboard by changing the weight of m2 of liner and fluting.
- ✓ When sharing "KRAFT-FLUTING" and "ECO-KRAFTLINER", manufactured by OJSC "Selenginsky pulp and cardboard mill", the optimal effect of strength of corrugated board is achieved, with costs reduction for technological and marketing studies in search of compatible raw materials for corrugated board.



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SINGLEFOLD



MULTIFOLD



AUTOCUT ROLLS



CENTERFEED ROLLS



KITCHEN ROLLS



INDUSTRIAL ROLLS



COUCH ROLLS

TORUS LLC

TORUS IS A MANUFACTURER OF TISSUE PRODUCT (NAPKINS, TOILET PAPER, TOWELS, CLEANING PAPER, WIPERS ETC.) UNDER THE BRAND NAME LIME, RAW MATERIAL, DISPENSERS, LINE OF ANTISEPTICS UNDER THE BRAND NAME HADLY

General and Financial Information

- Total Sales (RU & International) €27 M
- Total Market share : 98%/ 2%
-
- Main relevant product groups within company Portfolio:
 - ✓ Raw material
 - ✓ Tissue product
 - ✓ Antiseptics
- Logo's of relevant brands:
- Currently present in: Germany, Denmark, Moldova, Belarus, Lithuania, Azerbaijan
- Main buyers: Distributors, wholesalers doing business in HoReCa segment, Retail
- Cooperate with:
 - ✓ Russia:
 - ✓ Export: company (country)
- Certification: certificate of origin



Points of differentiation compared with other market players?

- ✓ High quality products
- ✓ Focus on ecology (more than 80% of our tissue products are made from recycled materials)
- ✓ Export experience
- ✓ Complete production cycle: from paper base to final product

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label: Yes
- ✓ Modern equipment
- ✓ More than 80% of our tissue products are made from recycled materials.
- ✓ High product quality
- ✓ Existing exporter to EU countries since 2015
- ✓ Complete production cycle: from paper base to final product

Innovation

- ✓ 17.22 production of paper products for household and sanitary purposes
- ✓ Included in the list of high-tech products approved by the Ministry of Industry and Trade of Russia

Limitations

- ✓ Torus manufactures products for key customers base on forecasts
- ✓ Production deadlines for each article are discussed individually.





JSC STG

HYGIENE TISSUE COMPANY

Veiro | Professional

General and Financial Information

- Total Sales (RU & International) 7,8 bln Rub
- Total Market share 11-12% (Russia & CIS)
- Main relevant product groups within company Portfolio:
 - ✓ Mother-reels
 - ✓ Personal & public hygiene tissue products



- Logo's of relevant brands:
- Currently present in: Germany, Poland, Serbia, Czech, Romania, Baltic countries
- Main buyers: Distributors, Retail
- Certification:
 - ✓ Russian National Standard System,
 - ✓ FSC (mix, recycled)
 - ✓ ISO 9001 / 14001 / 45001 / 50001

Points of differentiation compared with other market players?

- ✓ Full-stage production
- ✓ Innovation equipment
- ✓ Unique production technology (refined waste paper)

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Reliable supplier
- ✓ Wide products range
- ✓ Unique products (from refined waste paper)
- ✓ Tailor-made attitude
- ✓ Flex pricing

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SOEMZ

SOEMZ IS THE FIRST AND ONLY COMPANY IN RUSSIA FOR SMALL-SCALE PRODUCTION OF PULPERCARTON PRODUCTS AND PACKAGING

General and Financial Information

- Total Sales (RU & International): 2019 - 3 516 000 €
- Total Market share (Russia & Other Countries):
SOEMZ is the only one molded pulp producer in Russia (excl. egg packaging) and the market share is different in segments of product usage (from 3% to 100%)
- Main relevant product groups within SOEMZ JSC Portfolio:
 - ✓ Apple trays
 - ✓ Lattice trays
 - ✓ Cup and food trays and carriers
 - ✓ Inserts in cosmetic sets
- Logo's of relevant brands:  **SOEMZ**
- Currently present in: USA, Finland, Romania, Republic of Moldova, Ukraine, Germany, Belarus, Kazakhstan
- Main buyers: Horeca/Traders Huhtamaki, OPTICOM, GDC EAC, HAAS., Abrau Durso, Kraftway, Trial Market, Mistery
- Cooperate with: USA - PackagingNow, Finland - Famifarm Oy, Romania - S.C. JUST SEVEN S.R.L., Republic of Moldova - ArtehPlast, Ukraine - Procter & Gamble Trading Ukraine, Alfa Pack-Ukraine LLC, Germany - Holz & Pack Maier, Belarus - GeckoCaps LLC, Kazakhstan - KazArStroy
- Certification: MSDS - Paper pulp products (EU), RoHS, SVHC.

Points of differentiation compared with other market players?

- ✓ Flexible and small-scale production (40 types of products in 10 colors)
- ✓ Innovative properties of products depending on the scope of application:
 - ✓ Moisture resistance
 - ✓ Moisture absorption
 - ✓ Deferred biodegradation
- ✓ Unique mechanics and design strength properties

Key strengths / Innovation

What's in it for Partner and professional customers?

In the context of ban of the use of major plastic products and packaging in European Union since 2021 we would like to present molded pulp advantages:

- ✓ 100% sustainable solution. Waste paper trays biodegrade in less than few months.
- ✓ Longer lifetime for a product
- ✓ Gather extra moisture and condensate
- ✓ Better protection for fruits and veggies
- ✓ Paper trays is a fresh look of your product for a modern customers



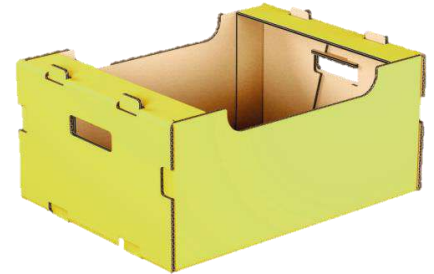
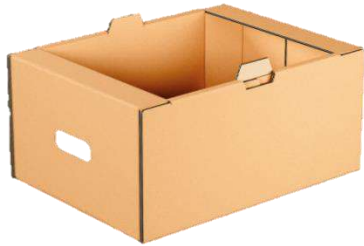
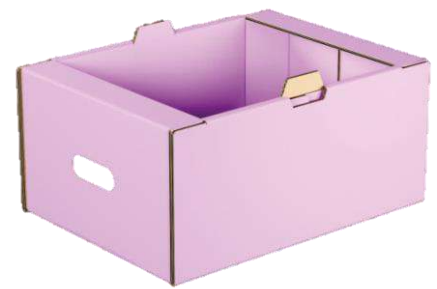
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SFT GROUP

A RUSSIAN PARTNER FOR CORRUGATED PACKAGING SOLUTIONS

General and Financial Information

- Total Sales in 2018: 365 million USD.
- Total Sales (RU & International) in 2018: 450 million sqm of corrugated packaging
- Total Market share in 2018 (Russia & Other Countries)
 - ✓ Russia - 7% of corrugated packaging market (a market leader)
- Main relevant product groups within SFT Group Portfolio:
 - ✓ The whole range of corrugated packaging products with full color printing:
 - ✓ - individual types of custom-designed packaging
 - ✓ - shelf-ready packaging
 - ✓ - 4-flap boxes
- Currently present in:
 - ✓ Russia
- Main buyers: Magnit, Sportmaster, Ozon, Wildberries, Pepsico, Heinz, Carlsberg-Baltika, Kerama Marazzi
- Certification: ISO 9001:2015, FSC 22000, FSC, SEDEX (SMETA)

Limitations

- ✓ SFT Group offers services for the production and the suppliers of corrugated packaging solutions (e.g. die-cut tray) to Partner distribution centers and retail chain in Russia.

Key strengths / Innovation

What's in it for Partner?

- ✓ The turn-key packaging supplier: expertise, design, construction, production, technical service
- ✓ Convenient location: one of our factories is located in Tver region, between Moscow and Saint Petersburg. We also operate factory in Tula region – 230 km from Noginsk.
- ✓ Packaging solutions that ensure high production, logistic and marketing results.
- ✓ A reliable partner: we produce corrugated packaging for Partner suppliers of FMCG/food
- ✓ The quality management systems of our factories complies with the requirements of the international standards
- ✓ High production capacity

Points of differentiation compared with other market players?

- ✓ We guarantee high quality being a vertically integrated holding: we collect recovered paper, produce paper, board and packaging solutions.
- ✓ Effective logistics on all wide geography: we operate 4 corrugated plants that cover the whole Central part of Russia.
- ✓ A great experience of working for agriculture industry (fruits/vegetables): we take about 50% of the South Russia corrugated packaging market.



NEW

PAPIRRUS

Production of biodegradable, compostable paper disposable utensils

General and Financial Information

- Total Sales (RU & International) 45000000 RUB
- Total Market share : 100% Russia
- Main relevant product groups within company Portfolio:
 - ✓ paper disposable utensils,
 - ✓ holiday goods
- Logo's of relevant brands:
- Currently present in: Russia
- E-commerce: <https://market.ekspa.io/>
- Main buyers: Cafes, canteens, pizzerias; takeaway food trays; bakeries and confectionery; Food delivery services Markets of different formats, catering companies with their own culinary production; Agencies for the organization of picnics and away holidays; Retail



Key strengths / Innovation

What's in it for Partner?

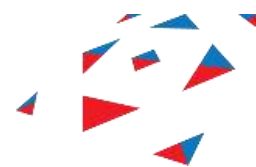
✓ Private Label

- ✓ Environmental cleanliness and hygiene make the use of paperware absolutely safe
- ✓ Products suitable for cold and hot drinks/dishes
- ✓ Paper does not change its properties when in contact with food, does not interrupt the taste of products
- ✓ Convenient advertising platform
- ✓ Favourable terms of cooperation

Points of differentiation compared with other market players?

- ✓ Price Favorable terms of cooperation
- ✓ Quality
- ✓ Favorable terms of cooperation





RUSSIAN
EXPORT CENTER

Finished wood products



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OOO SWISS KRONO

One of the largest producers of high quality wood-based panels in Russia, founded in 2002

General and Financial Information

- Total Sales (RU & International) 14,4 billion RUB (2019)
- Total Market share (Russia & Other Countries): 84 % (Russia) / 16 % (Other Countries)
- Main relevant product groups within OOO SWISS KRONO Portfolio: 
 - MDF boards / melamine faced MDF boards
 - chip boards / melamine faced chip boards
 - laminate flooring
 - wall panels
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Tajikistan, Turkmenistan, Kazakhstan, Ukraine, Armenia, Kyrgyzstan, Georgia, Kazakhstan, Ukraine, Armenia, Kyrgyzstan, Georgia, Kazakhstan, Moldova, Turkey, Israel, Middle and South America, Africa, Finland, the Balkans)
- Main buyers: traders, furniture manufacturers
- Certification: certificates of compliance, certificates of origin, expert reports and declarations of compliance with fire safety requirements for all products; declarations of compliance with GOST requirements for chip boards, certificates ISO 9001, ISO 14001, OHSAS 18001

Points of differentiation compared with other market players?

- ✓ Annual total output of all types of production amounts to 1,2 million m³
- ✓ Reliable professional management
- ✓ Financial stability
- ✓ Experienced and qualified staff
- ✓ Established distribution
- ✓ Reliable monitoring of the market
- ✓ Laminate flooring brand KRONOSTAR - the most recognizable brand on the Russian market
- ✓ High quality of SWISS KRONO products
- ✓ Optimal price-quality ratio
- ✓ Regular participation in international exhibitions

Key strengths / Innovation

What's in it for Partner?

- ✓ Possibility to increase profit by selling products of famous brands SWISS KRONO and KRONOSTAR
- ✓ Providing advertising materials and samples displays for free
- ✓ Joint marketing opportunities

What's in it for Partner professional customers?

- ✓ OOO "SWISS KRONO" – is one of the largest companies in SWISS KRONO Group. SWISS KRONO Group, with its head office in Lucerne/Switzerland, is the world's leading manufacturer of wood-based materials. The family company has stood for products of the highest quality and an outstanding price-performance ratio for more than 50 years.
- ✓ Implementation of marketing activities and marketing support





Driada
Perfect kitchen soul



DRIADA LLC

OUR FACTORY HAS ALREADY DEVOTED A QUARTER OF A CENTURY TO MAKING SURE THAT KITCHEN SPACES ARE FITTED PERFECTLY. WE USE MODERN PRODUCTION METHODS AND HIGH-TECH EQUIPMENT TO ENSURE EVERYTHING FROM OUR PRODUCT RANGE IS FUNCTIONAL AND SAFE TO USE. WE INDEPENDENTLY MANUFACTURE ALL OUR PRODUCTS FROM SOLID WOOD, VENEER FINE WOOD SPECIES, WORK WITH NATURAL AND ARTIFICIAL STONE.

General and Financial Information

- Total Sales(RU & International) - 584 mln RU (2019)
- Total Market share (Russia & Other Countries)
- 94% (Russia)
- 6% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ kitchens
- Logo's of relevant brands:
- Currently present in: Russia, Germany, Switzerland, Nigeria, Kazakhstan
- Main buyers: dealers, interior designers, architects, real estate developers
- Certification: Certificate of Conformity (date and registration number of the certificate No. РОСС RU.АД83. Н00328 of 19.10.2017)

KITCHEN
Deliya

Driada
Perfect kitchen soul

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable, reliable, experienced partner
- ✓ A unique design and individual approach to every project
- ✓ Short production time
- ✓ The latest range of 32 exclusive kitchen models.
- ✓ In-house full-cycle production allows to control quality at all stages and quickly to develop and implement new products according to changes of consumer preferences.
- ✓ High-quality production, including fitted kitchens made from solid wood processed at the factory, which has long since gained the trust of experts in the field and kitchen furniture retailers, who have been working with our factory for many years.

Points of differentiation compared with other market players?

- ✓ A unique design of kitchens
- ✓ In-house full-cycle production allows to control quality at all stages and quickly to develop and implement new products according to changes of consumer preferences.
- ✓ Short production time





"DRIMEX"

"DRIMEX" WAS FOUNDED IN SARANSKIN 1992. THE FACTORY PRODUCES DINING GROUPS FROM SOLID OAK.

General and Financial Information

- Total Sales (RU & International) 723,2 mln rub
- Total Market share : Russia 96,6% / Export 3,4%
- Main relevant product groups within company Portfolio:
 - ✓ Dinning tables and chairs
- Logo's of relevant brands:
- Currently present in: Republic Of Belarus, Republic Of Kazakhstan, Republic Of Azerbaijan, Kyrgyz Republic
- Main buyers: Furniture stores
- Certification: Declaration of conformity of the Eurasian Economic Union



Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ The hardness of the material provides safety from dents, chips and makes the furniture live long.
- ✓ Resistance to wet conditions allows you to confidently use furniture in the kitchen.
- ✓ There is constant expansion of production capacities, optimization of technological processes and automation.
- ✓ The company employs qualified specialists who have been trained by manufacturers of the equipment.
- ✓ Quality is controlled at every stage of production.
- ✓ The noble texture of the wood turns oak furniture into real interior decoration.

Innovation

- ✓ The unique process of bending oak blanks: the necessary shape is given to the blanks without the use of milling machines, so that the wood fibers remain intact. This prevents the bent parts of the furniture from breaking and preserves the pattern of the oak wood.

Points of differentiation compared with other market players?

- ✓ Furniture is made of solid Caucasian oak older than two hundred years.
- ✓ Unique technology of wood drying and processing is a guarantee of quality and life time.
- ✓ The unique process of bending oak blanks prevents the bent parts of furniture from breaking and preserves the pattern of oak wood.

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EXPORT CENTER

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ESTET

RUSSIAN PRODUCER OF INTERIOR AND ENTRY DOORS. ESTET TODAY IS:

- OVER 300 BRAND SHOWROOMS AND SALES POINTS
- OVER 151 THOUSAND SQ.M. OF PRODUCTION FACILITIES
- OVER 1,5 MILLION DOORS MANUFACTURED

General and Financial Information

- Total Sales (RU & International) 1 494 mln RUB (2019)
- Total Market share (Russia & Other Countries) 19% export, 81 - Russia
- Main relevant product groups within company Portfolio:
 - ✓ Interior doors
 - ✓ Entry doors
- Logo's of relevant brands: 
- Currently present in: USA, Egypt, Belarussian, Azerbaijan, Tadzhikistan, the Kyrgyz Republic, Romania, Moldova, Uzbekistan, Ukraine
- Main buyers: 1.Companies with over 3 years of experience in interior and/or entry doors distribution, owning warehouses and developed distribution channels (sales points, direct contacts with construction companies etc).
- 2.Companies from construction industry, which would like to extend their product range
- Cooperate with:
 - ✓ Russia: company (country)
 - ✓ Export: company (country)
- Certification GOST 475-16 Certificate

Key strengths / Innovation

What's in it for Partner?

- 1.Factory capacities allow to develop product meeting requirements of specific market
2. Wide assortment
3. Opportunity to purchase entry steel doors and interior doors in one place
- 4.We can arrange delivery all over the world

Innovations

Lamell Tech - innovative technology of production, used in ESTET door panels design. Due its application, integrity of geometrical parameters of the door is provided during all service live.

Points of differentiation compared with other market players?

- Product range includes both interior and entry doors
- Wide assortment
- Ready and have enough capacities to develop product conforming with requirements of specific market



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"FOREST HOLDING COMPANY "ALTAILES"" LLC

THE COMPANY WAS ESTABLISHED IN 2007. IT COMPRISES 15 ENTERPRISES. THERE ARE OVER 3,000 EMPLOYEES. CAPITAL INVESTMENT: 129 000 000 \$. AREAS OF ACTIVITY: MANUFACTURE OF WOOD PRODUCTS, FOREST FIRE PROTECTION, FOREST REGENERATION

General and Financial Information

- Total Sales (RU & International) 7 billion/year (as of 2019)
- Total Market share : Russia: 30-40%, Other countries: 70-80%

■ Main relevant product groups within company Portfolio:

- ✓ Lumber,
- ✓ trim moldings,
- ✓ sets of wooden houses,
- ✓ wooden windows,
- ✓ doors, stairs,
- ✓ MDF boards,
- ✓ wood pellets,
- ✓ wood briquettes

- Logo's of relevant brands:
- Currently present in: Russia China, Afghanistan, Vietnam, Kazakhstan, Kyrgyzstan, New Zealand, Turkmenistan, Egypt, the United Kingdom of Great Britain and Northern Ireland.

- Main buyers: Distributors
- Cooperate with: Leading retail and wholesale building materials networks

- Certification: wood pellets: ENplus A1

Points of differentiation compared with other market players?

- ✓ own raw material base
- ✓ logistics
- ✓ modern manufacture



Key strengths / Innovation

What's in it for Partner?

- ✓ high quality of products
- ✓ wide range of products
- ✓ short production terms
- ✓ customer-oriented approach
- ✓ reliable company (12 years on the market)

Innovations

- ✓ Wood products are manufactured only on modern equipment, which ensures high quality.





RETAIL WEEK
Awards

2018
Winner

EY Entrepreneur
Of The Year

2019
Finalist



A-FABRIQUE

THE LARGEST RUSSIAN MANUFACTURER OF WOODEN FMCG PRODUCTS

General and Financial Information

- Total Sales (RU & International):
 - ✓ Sales-2018: EUR 2 386 300, export: EUR 412 000
- Total Market share (Russia & Other Countries)
- RUSSIA: 12%
- Main relevant product groups within A-FABRIQUE Portfolio: Kitchen and HoReCa utensils from wood / Wooden Charcoal (restaurant and BBQ quality) + firewood / Storage clothing and kitchen: hangers, wooden boxes, racks and organizers / Clothing/Home Brushes
- Logo's of relevant brands: A-FABRIQUE working as Private labels manufacturer and/or subcontractor
- Currently present in: Russia (Top-5 federal retail chains, incl. Metro), Ukraine, Kazakhstan, Belarus, Germany, France, Belgium, Netherlands, UK, USA, Italy, Portugal, Spain, Hungary, Poland, Luxembourg, Tajikistan, Senegal.
- Main buyers: Traders + HoReCa
- Cooperate with:
 - ✓ Russia: Auchan Russia, LENTA, Tander; with distributor: X5, Metro
 - ✓ Worldwide: Auchan Retail (PL for all countries), Li and Fung
- Certification: Regulation (EC) No 1935/2004, DGCCRF Food Contact, REACH (svhc) Declaration, in IstQ 2020 — FSC CoC

Points of differentiation compared with other market players?

- ✓ PRODUCTION CAPACITY and HIGH QUALITY: 100% ready for massive promo, our benefit is high-performance and automated CNC equipment. We can do full range of Kitchen utensils in one production site (!).
- ✓ LOGISTIC CONDITIONS. We are well-experienced as global supplier and exporter (A-FABRIQUE is winner of Russian Retail Awards 2018 for our export project). We are located in East on Europe, and have abilities to deliver goods to our logistic platform on Koln, Germany. We can work ExW, FCA, FOB, DAP, DDP.

- ✓ We are VERTICAL INTEGRATED MANUFACTURER — from raw materials to goods
- ✓ SUSTAINABILITY is a top priority for us. We have our next audit in SEDEX on November 2019. We use ecological solutions in our work (and we are committed to zero-waste production. We have supplier of FSC certified wood.

Key strengths / Innovation

What's in it for Partner?

- ✓ Full range of wooden kitchen/HoReCa items from reliable supplier (A-FABRIQUE has an experience as supplier of 40SKU range for one or European retail leaders)
- ✓ Stocks of wooden Charcoal / firewood for BBQ / winter season

What's in it for Partner professional customers?

- ✓ High quality, eco-friendly products from wood for HoReCa: serving, preparing, baking etc. accessories and storage solutions
- ✓ Basic needs Kitchen Utensils assortment for small stores
- ✓ Wooden Charcoal, restaurant/BBQ quality (from our PEFC, SMETA audited production plant)
- ✓ Brushes for HoReCa and household

Limitations

- ✓ A-FABRIQUE hasn't experience on Japan Market (but we can study)
- ✓ We have available capacities about 2 500 000 pcs. of Kitchen utensils per month
- ✓ We have ≈21 day LID
- ✓ We have MOQ based on range and parameters of product, usually it's 1 pallet
- ✓ We have RnD team, which can develop positions for your Private label
- ✓ We prefer to work on Factoring financing platform



ECOARMY

PRODUCTION OF DISPOSABLE ECO-FRIENDLY WOODEN TABLEWARE

General and Financial Information

- Total Sales (RU & International) 5 mln rub/ 3000 euro
- Total Market share (Russia & Other Countries)
 - ✓ Russia-10%
 - ✓ Europe - 90%
- Main relevant product groups within company Portfolio:
 - ✓ Disposable wooden eco-friendly tableware
- Logo's of relevant brands:
- Currently present in: France, Belarus
- E-commerce:
- Main buyers:
 - ✓ Wholesale bases
 - ✓ Wholesale Networks
 - ✓ Eco Shopping
 - ✓ Grocery chain stores
 - ✓ Recreation facilities
 - ✓ Food courts
 - ✓ Restaurants
- Certification: FSC



Points of differentiation compared with other market players?

- ✓ Production without chemistry and glue
- ✓ Proximity to the main market
- ✓ FSC certification
- ✓ Own raw materials

Key strengths / Innovation

What's in it for Partner?

- ✓ Environmental friendliness
- ✓ Practicality
- ✓ High demand for products
- ✓ Low market price
- ✓ Excellent quality



TABLE
WARE

NEW



ET-GROUP

DISTRIBUTES THE ENVIRONMENT FRIENDLY DISPOSABLE WOODEN TABLEWARE MADE OF BIRCH. TABLEWARE DOESN'T CONTAIN GLUE, INK, BLEACH AND OTHER CHEMICALS

General and Financial Information

- Total Sales in Russia: The company is new, start of sales is planned for august-september 2019 in other countries: The company is new, start of sales is planned for august-september 2019
- Main relevant product: Big plates, spoons, forks
- Logo's of relevant brands: Brand is not protected. Ready to use Partner trade mark.
- Currently present in: Russia.
- Certification: ready to certify on demand

Key strengths / Innovation

What's in it for Partner?

- ✓ LLC «ET-Group» is a new company. It was founded as a distributor of the disposable tableware
- ✓ It is a part of company group together with LLC Mechanics which started this project a year ago. LLC Mechanics has 5 years experience in cooperation with X5 Retail Group and Tander
- ✓ Our company is interested in development of business relations with EU and CIS countries in the nearest future
- ✓ Cooperation with our company will help you to meet the national needs in ecofriendly disposable tableware

Points of differentiation compared with other market players?

- ✓ We produce it from wood which makes it environment friendly, esthetic and attractive comparing to analogues of this product category
- ✓ This products comply with new European legislative requirements
- ✓ Tableware doesn't contain glue, ink, bleach and other chemicals.

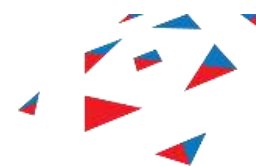
What's in it for Partner professional customers?

- ✓ Development of new markets.
- ✓ Increase in sales.
- ✓ High quality and ecofriendly disposable tableware.

Limitations

- ✓ Restrictions depend on the purchased product range





RUSSIAN
EXPORT CENTER

Fuel pellets, firewood



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rwa.karelia.ru

RUSSIAN WOOD ALLIANCE



RUSSIAN WOOD ALLIANCE LTD.

LOGGING, SAWMILLING, PLANED TIMBER PRODUCTION, WOOD FUEL PELLETS PRODUCTION

General and Financial Information

- Total Sales (RU & International) RUR 1 810 000 000 / EUR 26 000 000
- Total Market share : Export 95%
- Main relevant product groups within company Portfolio
 - ✓ Round wood,
 - ✓ coniferous sawn goods,
 - ✓ planed timber,
 - ✓ wood fuel pellets, pulp chips
- Logo's of relevant brands:
- Currently present in: Finland, Sweden, Estonia, Latvia, Lithuania, France, the Netherlands, USA, China, Egypt, Israel
- Certification: FSC certification of forest management and chain of custody



Key strengths / Innovation

What's in it for Partner?

- ✓ Individual approach
- ✓ Flexible financial conditions
- ✓ Direct work with the manufacturer
- ✓ English-speaking sales department

Innovation

- ✓ Modern production equipment

Points of differentiation compared with other market players?

- ✓ Diversified product portfolio
- ✓ Well-run logistics system
- ✓ Wasteless production
- ✓ Own wood supply



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COMPANY GROUP VLP, JSC

COMPANY GROUP VLP IS A DYNAMIC RUSSIAN FORESTRY HOLDING WITH A FULL HARVESTING AND DEEP WOOD PROCESSING CYCLE. THE GROUP REGULARLY DEVELOPS AND IMPLEMENTS VARIOUS INVESTMENT PROJECTS IN THE AREAS OF WOOD HARVESTING AND FURTHER PROCESSING IN THE NORTH-WEST OF RUSSIA.

General and Financial Information

- Total Sales (RU & International) 13,101 million RUB / 202.4 million USD
- Total Market share: The Group exports 30.2% of its round wood and wood chips, as well as 98.6% of the sawn timber and wood pellets it produces.
- Main relevant product groups within company Portfolio:
 - ✓ Round wood
 - ✓ Coniferous sawn timber
 - ✓ Wood chips
 - ✓ Wood pellets
- Logo's of relevant brands:



- Currently present in: Austria, Belgium, China, Czechia, Denmark, Egypt, Estonia, Finland, France, Germany, Greece, Hungary, Israel, Japan, Jordan, Latvia, Lebanon, Lithuania, Netherlands, Norway, Pakistan, Poland, Rumania, Saudi Arabia, Slovenia, South Korea, Spain, Sweden, Switzerland, Turkey, UAE, UK, Ukraine, USA, Vietnam
- E-commerce: <https://www.lesprom.com/ru/trade/>
- Main buyers: Sawn timber – no main buyers, Wood Pellets – CM Biomass Partners A/S, Round wood, wood chips – UPM
- Cooperate with: Company Group VLP has longstanding business relations with companies such as SVEZA, Segezha Group, Ilim Group, Karelia Pulp in Russia, as well as with UPM, Metsä Group, Stora Enso, IKEA Industry, ISB Groupe, PROTAC, SUMEC and many others abroad
- Certification: **FSC, SBP**

Points of differentiation compared with other market players?

- ✓ The largest wood harvesting company in the Vologda region of Russia (1.7 million m3).
- ✓ The largest sawn timber producer in the Vologda region of Russia (400 thousand m3).
- ✓ Long-term experience and stability (28 years in the timber business).
- ✓ Quality products (multiple-stage quality control mechanisms in place).
- ✓ Certified producer (FSC, SBP).
- ✓ Wide product range.

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable deliveries of regular quality FSC or SBP certified round wood products, sawn timber and wood pellets from a reliable supplier in large quantities if required.

Limitations

- ✓ For logistical reasons the Group targets its sales of round wood and wood chips to markets in Continental Europe, Finland and Sweden. There are also certain customs limitations in place (e.g., licensing of export deliveries of coniferous round wood).
- ✓ As for sawn timber and wood pellets, we have logistical delivery limitations to countries in Central Asia and the Caucasus. Besides, we do not sell to countries under UN, US or EC sanctions, e.g. North Korea and Iran.





SEGEZHA GROUP LLC

SEGEZHA GROUP IS ONE OF THE LARGEST RUSSIAN VERTICALLY INTEGRATED TIMBER HOLDING COMPANIES WITH A FULL CYCLE OF LOGGING AND ADDED-VALUE WOOD CONVERSION

General and Financial Information

- Total Revenue (RU & International) **58,5 blns rub**
- Total Market share (Russia & Other Countries)

Kraft Paper:

1st place in Russia and 3^d place if the world

Paper Sacks:

1st place in Russia and 2nd place if the world

Plywood:

5th place in the world (large-scale plywood)

Sawn Timber:

1st place in Russia

Country houses made of glued beams:

1st place in Russia

- Main relevant product groups within company Portfolio:

- ✓ Kraft Paper
- ✓ Paper Sacks
- ✓ Plywood
- ✓ Sawn Timber
- ✓ Glued Timber
- ✓ Country houses made of glued beams
- ✓ Briquettes
- ✓ Pellets
- ✓ Artificial Parchment
- ✓ Fibreboards

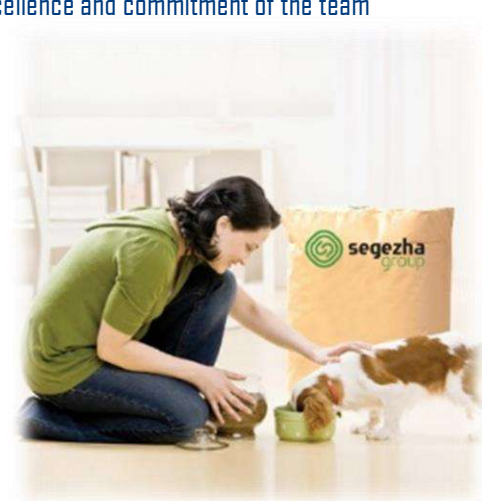


Key strengths

- ✓ Sustainable development
- ✓ Responsibility
- ✓ Carefulness of people and nature
- ✓ Harmony

Points of differentiation compared with other market players?

- ✓ We have our own sources of raw materials
- ✓ Over 95% of our forest land has been certified according to the FSC Standard
- ✓ Customized approach to each order
- ✓ Worldwide delivery
- ✓ Modern equipment
- ✓ Professional excellence and commitment of the team



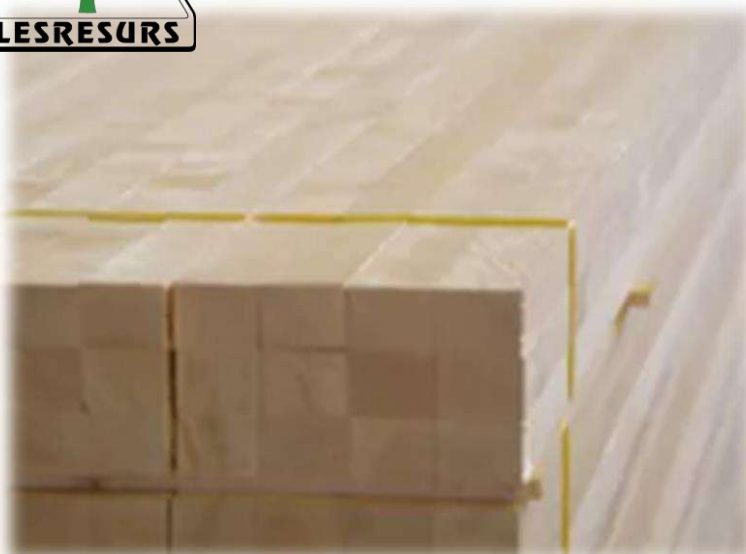
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THE GROUP OF COMPANIES "LESRESURS-RUSFOREST"

PRODUCTION OF SAWNWOOD AND WOOD PELLETS

General and Financial Information

- Total Sales (RU & International): 6 134 677 368 RUB / 94 764 248,87 USD
- Total Market share:
 - ✓ Russia – 2%, 133 227 017 RUB;
 - ✓ Other countries – 98%, 92 706 250 USD

- Main relevant product groups within company Portfolio:
 - ✓ Softwood sawnwood planed
 - ✓ Softwood sawnwood unplanned
 - ✓ Wood pellets from woodworking residue



- Logo's of relevant brands:
- Currently present in: Japan, People's Republic of China, Kingdom of Denmark, Federal Republic of Germany, Austria, Italy

- Main buyers: Distributors
- Cooperate with:
 - ✓ Tairiku Trading Co., Ltd. (Japan)
 - ✓ CM Biomass Partners A/S (Denmark)

- Certification: ENplus ID-No.: RU 008
 - ✓ SBP No.: SBP-01-28
 - ✓ FSC No.: FC-COC-643053 FC-CW-643053
 - ✓ FSC No.: FC-FM-COC-643064
 - ✓ ENplus ID-No.: RU 015
 - ✓ SBP No.: SBP-01-37
 - ✓ FSC No.: NC-COC-014069 NC-CW-014069
 - ✓ FSC No.: NC-FM-COC-014074

Points of differentiation compared with other market players?

- ✓ Full production cycle - from own wood harvesting to production of finished products: sawnwood and wood pellets.
- ✓ 2. Waste-free production
- ✓ 3. Sufficient forest raw material base

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Stable quality of finished products
- ✓ Possibility of long-term cooperation
- ✓ International quality certificates for finished products

Innovation

- ✓ Wood pellets (granules) are an innovative product





000 Лестех
LESTEH, LLC

The enterprise was established in 2010

• TIMBER LOGGING

pulpwood, hardwood and softwood
lumber logs, peeler logs

• TIMBER PRODUCTION

GOST 26002-83

• WOOD TRIM PRODUCTION

• WOOD PELLET PRODUCTION

The enterprise has a certified cyclical
turnaround FSC NC-COC-030301 (FSC 100%),
FSC NC-FM/COC-030301



LESTEH, LLC

General and Financial Information

Total Sales (RU & International) 1 154 291 thousand RUB. / 2 259 thousand \$

Total Market share (Russia & Other Countries) 541 558 thousand RUB. / 612 733 thousand RUB.

Main relevant product groups within company Portfolio:

- ✓ Wood particle boards
- ✓ Timber, longitudinally sawn or split, divided into layers or peeled, with a thickness of more than 6 mm; wooden railway or tram sleepers, unpaved.
- ✓ Wood profiled on any of the edges or layers.
- ✓ Fuel pellets (pellets) from woodworking waste.
- ✓ Raw wood.



Logo's of relevant brands:

Currently present in:

Arab Republic of Egypt, Republic of China, Republic of Uzbekistan, Republic of Kazakhstan, Republic of Tajikistan, Kyrgyz Republic, Georgia, Islamic Republic of IRAN, State of Israel, Republic of Estonia.

Passed accreditation on the following electronic platforms

- ✓ Sberbank AST
- ✓ RTS-Tender
- ✓ Roseltorg

Main buyers:

- ✓ Kompaniya SVEZA (RF)
- ✓ PENTOSIN OOO (UZ)
- ✓ Abolfazl Barzegar (IR)

Certification

- ✓ FSC NC-COC-030301 certifications
- ✓ FSC NC-FM/COC-030301 certifications
- ✓ FTS RU. B1447. PR20. 0023, term from 24.03.2020 to 23.03.2023 profile Details from wood for construction
- ✓ ROSS RU. AB33. N00131, term from 15.04.2019 to 14.04.2022 chipboard Type P2, emission class E1
- ✓ ROSS RU. NA34. N09026, term from 13.08.2018 to 12.08.2021 Wood fuel pellets (pellets) class A I

Key strengths / Innovation

What's in it for Partner?

- Own raw material base
- Harvesting and processing of round timber is carried out in accordance with international standards of voluntary forest certification FSC
- Timely execution of contracts
- Possible shipment by rail and road, container shipment

Points of differentiation compared with other market players

- 100 % certification of all products
- Year-round availability of raw materials to fulfill contracts



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LHK CHEREPOVETSLES

CHEREPOVETSLES IS THE TIMBER COMPANY IN THE NORTH-WEST OF RUSSIA. IT CONSISTS OF THE ENTERPRISES HARVESTING TIMBER IN FIVE DISTRICTS OF THE VOLOGDA REGION ON THE WOODLAND TERRITORY EXCEEDING 550 THOUSAND HA.

General and Financial Information

- Total Sales (RU & International) 70 mln. EUR
- Total Market share : Russia 3% other countries 97%
- Main relevant product groups within company Portfolio:
 - ✓ Sawn timber,
 - ✓ biofuel: wood briquettes, pellets
- Logo's of relevant brands:
- Currently present in: Estonia, Latvia, Lithuania, Czech Republic, Germany, France, Greece, the UK, the Netherlands, Egypt, China, Korea
- Main buyers: Customers from China, Europe and Egypt
- Cooperate with: The largest importers of Europe and Asia
- Certification: FSC, EnPlus, SBP



Points of differentiation compared with other market players?

- ✓ ecological properties of goods
- ✓ quality meets the price
- ✓ brand awareness
- ✓ experience effect
- ✓ skilled personnel
- ✓ high automatic technology

Key strengths / Innovation

What's in it for Partner?

- ✓ client-oriented approach
- ✓ high quality goods
- ✓ quality package
- ✓ delivery schedule compliance
- ✓ efficient logistics

Innovations

- ✓ Biofuel made of recycled sawing waste is environmentally sound replacement for conventional energy sources



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METAKOM-АЛФА



METAKOM-ALPHA, LTD.

THE COMPANY METAKOM-ALPHA LTD IS A MANUFACTURER AND EXPORTER OF CHARCOAL AND PRODUCTS BASED ON IT

General and Financial Information

- Total Sales (RU & International) 47625980,8 RUB
- Total Market share : 10,4% - Russia
- 89,6% - other countries
- Main relevant product groups within company Portfolio:
 - ✓ Charcoal of various fractions, briquette for a hookah, universal soil improver «Biochar»
- Currently present in: Poland, Latvia, Finland, Vietnam, Mongolia, Belgium, Uzbekistan, France
- E-commerce: Alibaba, DTAD, EuroPages
- Main buyers: Distributors
- Cooperate with: LLC «Garden Retail Service» (Russia)
- United Company «RUSAL» (Russia)
- JSC «Sorbent» (Russia)
- Aroma Beverage Joint Stock Company (Vietnam)
- Kompania GSR spolka z ograniczona odpowiedzialnoscia spolka komandytowa (Poland)
- PHU «Mirand-Plus» Irena Miruc (Poland)
- RPK Hiili Oy (Finland)
- Certification: Certificate FSC (Forest Stewardship council) for charcoal

Points of differentiation compared with other market players?

- ✓ Direct deliveries from the manufacturer, own production and warehouses.
- ✓ We have vast experience in deliveries to Poland, Latvia, Finland, Vietnam, Mongolia, Belgium, Uzbekistan, France and other countries.
- ✓ A wide range of charcoal products.
- ✓ We have a sincere interest in cooperation.
- ✓ We have friendly communications with a business partner.
- ✓ We provide flexibility and an individual approach to a business partner

Key strengths / Innovation

What's in it for Partner?

- ✓ We are decency in doing business
- ✓ We are a clear fulfillment of our obligations.
- ✓ We have optimized logistics supply chains
- ✓ High quality of supplied products
- ✓ Our company quickly implements concluded contracts

Innovations

- ✓ Within the framework of the import substitution program, we developed a technology for the production of briquetted charcoal for hookah from birch charcoal. Our briquette for a hookah surpasses in its characteristics the majority of analogues imported from abroad.



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SVIR PELLETS LLC

SVIR PELLETS LLC IS ONE OF THE LEADING RUSSIAN PRODUCERS AND EXPORTERS OF WOOD FUEL PELLETS. THE COMPANY PRODUCES TWO TYPES OF WOOD PELLETS: HOUSEHOLD PELLETS (6 MM / 8 MM IN DIAMETER) AND INDUSTRIAL PELLETS (8 MM IN DIAMETER). THE PRODUCTS HAVE SEVERAL INTERNATIONAL CERTIFICATES AND FULLY COMPLY WITH EUROPEAN AND RUSSIAN QUALITY STANDARDS.

General and Financial Information

- Total Sales (RU & International) 140 000 000 rub.
- Total Market share : 2% - Russia, 98% - other countries
-
- Main relevant product groups within company Portfolio:
 - ✓ Fuelwood pellet



- Logo's of relevant brands:
- Currently present in: Russia, countries of Western and Central Europe, Scandinavia.

- Main buyers: Distributors

- Certification: FSC, SBP

Key strengths / Innovation

What's in it for Partner?

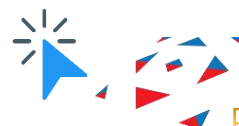
- ✓ Private Label : Yes
- ✓ product compliance with international quality standards
- ✓ product compliance with environmental and social international requirements
- ✓ the absence of intermediaries
- ✓ competitive prices

Points of differentiation compared with other market players?

- ✓ several types of international certificates
- ✓ high product quality
- ✓ more than 10 years of successful work in the European market



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KLEZ-ASTAR LTD.

KLEZ-ASTAR SAWMILL (KONDOPOGA, REPUBLIC OF KARELIA) PRODUCES AND SELL PINE AND SPRUCE SAWN TIMBER, PLANED TIMBER PRODUCTS. THE ENTERPRISE WAS FOUNDED IN 1953 AND BROUGHT UP-TO-DATE IN 2008. SAWN TIMBER SALES VOLUME IS 60 THOUSAND M3 PER YEAR, PLANED TIMBER SALES VOLUME IS 20 THOUSAND M3 PER YEAR

General and Financial Information

- Total Sales (RU & International) Total 614 mln RUR (134 млн RUR/ 6.7 mln EURO)
- Total Market share : 1% - Russia, 99% - international
- Main relevant product groups within company Portfolio:
 - ✓ Pine and spruce edged sawn timber
 - ✓ Planed, profiled timber products: planed board, batten, floor board, terrace board, block-house, bar and other
 - ✓ Pellets
- Logo's of relevant brands: ASTAR
- Currently present in: Finland, Estonia, Egypt, Netherlands, Poland, Latvia, Great Britain, Lithuania, Romania, Denmark, China, South Korea, Jordan, Germany
- Main buyers: Trade and industrial companies of Finland
- Certification: FSC supply chain and controlled wood certificate



Points of differentiation compared with other market players?

- ✓ High level of drying process. Manufacturing of sawn timber with internal humidity (KD 8-18% +-2%)
- ✓ Linear dimensions accuracy and stability, squareness and straightness of sides of finished products, surface high quality
- ✓ Increased density and strength, moisture resistance, microbiological stability of finished products due to Nordic wood

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ High and stable quality of sawn and planed timber
- ✓ Wide product range
- ✓ Producing of customized products
- ✓ Ability to supply products in minimum quantities of 43 m3 in mixed assortment

Limitations

- ✓ Minimum delivery volume – 43 m3





SPASSK FOREST PROCESSING COMPLEX – GROUP / LLC «SLPK-GROUP»

DEVELOPING COMPANY, FOUNDED IN AT THE BEGGING OF 2017. THE PRODUCTION AREA IS 19.5 HECTARES. THE COMPANY IS A RESIDENT OF THE FREE PORT OF VLADIVOSTOK

General and Financial Information

- Total Sales (RU & International) 390 200 000 RU
- Total Market share (Russia & Other Countries)
- 20% (Russia)
- 80% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Softwood lumber (spruce, larch)
 - ✓ Hardwood lumber (oak, ash, elm, linden and other species)



- Logo's of relevant brands:
- Currently present in: China, Japan, Korea
- E-commerce: St. Petersburg International Commodity Exchange SPbMTSB Section - Forest
- Main buyers: SUIFENHE HANYU TRADE AND ECONOMIC CO LTD, China
- Certification: FSC Supply Chain Certification BV-COC-152339

Key strengths / Innovation

What's in it for Partner?

- ✓ Exchange trading experience.
- ✓ The implementation of large volumes of supplies.
- ✓ The possibility of manufacturing to order.

What's in it for Partner professional customers?

- ✓ The main goal is to create a world-class modern wood processing industry, taking advantage of the synergy of modern production standards, high-class equipment, excellent knowledge of the market with inexpensive and high-quality raw materials in Russia.
- ✓ The company is based in Spassk-Dalniy, which belong to single-industry towns of Russia.

Limitations

- ✓ Lumber longer than 4 meters is made - on order and on an advance payment, depending on amount Logistics expenditures

Points of differentiation compared with other market players?

- ✓ Certified products.
- ✓ 2. Dry lumber.
- ✓ 3. Only high-tech equipment is used.



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