

Fit for Partnership with Germany

Manager Training Programme of the Federal Ministry for Economic Affairs and Energy with Belarus and Moldova

Economic Cooperation

26.08.2019 - 20.09.2019
In the Federal Republic of Germany

Content

Short Profiles ordered by cooperation sector

Beauty

Cosmetic Shop	1
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Chemicals

JSC Gomel Chemical Plant	2
JSC Grodno Azot	3

Electronics

Zenit	4
-------	---

Food

A-100	5
Ali-Net Logistics	6
Azamet Pro	7
Belgospischeprom	8
HazelNurse	9
Sweet Honey	10
Visapina-Impex SRL	11

Metalworking

Amelik Pro	13
Novopolotsk plant of Technological Metal Constructions	15

Pharmaceuticals

Eladum Pharma	16
---------------	----

Photonics

Izovac Technologies	17
---------------------	----

General Information

Contact Persons and Addresses	19
-------------------------------	----

Cosmetic Shop

SANDA GULEA

Brand Manager

COSMETIC SHOP

Juridical Form: Limited Liability Company

Location Headquarters: Chisinau, Moldova

Other Locations: 8 stores

Type of Business: Cosmetic distribution & retail

Sector: Beauty

Number of employees: 35

Annual Turnover in 2018: 500.000 €

Homepage: www.cosmeticshop.md

Services provided:

The main objects of the company are cosmetic and care products distribution and retail. The distribution and retail are carried out by ten shops. Eight of those shops operate under the brand name "Cosmetic Shop" and the other two under the brand name "My Skin". "Cosmetic Shop" caters to more traditional customers and commercializes European brands, while "My Skin" presents a variety of Asian brands and more unconventional beauty products.

Products:

As a chain of 10 stores, Cosmetic shop works in the retail industry and is one of the main beauty stores in Moldova. We carry beauty and care products. About 80% of the profit comes from retail, the other 20% of the income is made from distribution of beauty products.

Short Profile about the Company:

Cosmetic Shop was founded in 2006, as a one brand shop. In the years to come, the decision of growing the brand and developing new opportunities was made. Since 2011 new brands have been brought on the shelves of the stores. The main objective of the company is to bring affordable, yet high quality products on the Moldovan market. As one of the fastest growing chain stores on the beauty market of Moldova, we value natural and innovative cosmetic products. Our focus is quality, honesty and trust. We focus on our customers' needs and through thorough research we handpick the best make-up and care lines.

Main Cooperation Goal:

Currently, our team's focus is on increasing our market share and corporate reputation. We are looking for a strong cooperation with German market leaders, which will allow us to provide more European based and manufactured products.

Win-Win Cooperation for German Companies:

- Distribution on the Moldovan market
- Distribution in a chain of stores, which are considered among the leaders on the market

JSC Gomel Chemical Plant

KONSTANTIN KOVALEV

Deputy Head of Marketing Department



Juridical Form: Joint Stock Company (State property – 99%)

Location Headquarters: 5 Khimzavodskaya street, 246026, Gomel, Belarus

Type of Business: Manufacture

Sector: Chemicals

Number of employees: 2.000

Annual Turnover in 2018: 265.000.000 US \$

Homepage: <http://belfert.by/en/>

Products and their share in profits:

- NPK fertilizers (72%)
- NP fertilizers (20%)
- Cryolite (3%)
- Aluminum fluoride (2%)
- Sulfuric acid (2%)
- Sodium sulfite (1%)

Short Profile about the Company:

JSC Gomel Chemical Plant is the producer of phosphorus-containing mineral fertilizers - NPK, MAP and NP, as well as inorganic synthesis products – technical artificial cryolite (KP grade), aluminum fluoride and anhydrous sodium sulfite. JSC Gomel Chemical Plant delivers its own products to more than 20 countries. We place our goods in the markets of Lithuania, Latvia, Poland, Russia, Ukraine, Germany, Romania, Hungary, Moldova, Czech Republic, Austria, Bulgaria, Georgia and others. The quality of the company's products is compliant with the world standards. Our main advantage is that we can offer NPK fertilizer grades with ratios of nutrients (nitrogen-phosphorus-potassium) closest to our customers' requirements. The plant has established itself in the CIS and Western Europe as a reliable supplier of high quality products.

Main Cooperation Goal:

- Sales of NPK fertilizers (to find local wholesale distributor and to start export of fertilizers in Germany)
- Increase of sodium sulfite sales
- Finding suppliers of quality equipment: pumps, heat exchangers, motors, chemical mixers etc.

Win-Win Cooperation for German Companies:

- Fair trade, reliable supplier
- Flexible price policy
- Constant buyer of chemical equipment and raw materials

JSC Grodno Azot

TATSIANA RAMANIUK

Head of Marketing



Juridical Form: Joint Stock Company

Location Headquarters: Republic of Belarus, Grodno 230013, 100 Prospect Kosmonavtov

Type of Business: Manufacture

Sector: Chemical products production

Number of employees: 9.780

Annual Turnover in 2018: 750.000.000 €

Homepage: www.azot.by

Products and their share in turnover:

- Nitrogen fertilizers (urea phill and granular N46,2, UAN N 32, ammonium sulfate N 21, S 24); turnover: 353 million € (47%)
- Polyamide 6; turnover: 203 million € (27%)
- Nylon, polyester yarns and fibers; turnover: 135 million € (18%)
- Hydroxylaminsulphate and caprolactam flakes; turnover: 10 million € (less than 1%)

Short Profile about the Company:

JSC Grodno Azot is one of the leaders in the chemical industry of the Republic of Belarus as the nitrogen fertilizers producer as well as an experienced exporter. The main products are nitrogen fertilizers (urea prilled and granular), UAN 32, hydroxylaminsulphate and caprolactam (flakes).

Main Cooperation Goal:

For JSC Grodno Azot the main cooperation goal is to receive a reliable business partner. We want to enlarge the export of our products. In our opinion German companies offer the best price for the highest quality products.

Win-Win Cooperation for German Companies:

- Perfectly organized logistics (the company owns its own railway system, consisting of 1000 units of railway parts, motor trucks freighting and expedition experience)
- Close proximity to Poland (5 km to the border, our railway connection directly connects to Poland) and Lithuania (Klaipeda Baltic Sea port terminals at the disposal of Grodno Azot all year)
- REACH certification for all the products exported is provided
- Continuous improvement of management systems ISO 9001, ISO 14001, OHSAS 18001
- Experienced English-speaking personnel is at your disposal
- More than 50 years on the international markets as an experienced and reliable exporter

Zenit

ALENA SAROKINA

Chief Sales and Marketing Manager



Juridical Form: Open Joint-Stock Company

Location Headquarters: st. Grishina, 94, Mogilev, Belarus

Type of Business: Manufacture

Sector: Electronics

Number of employees: 1.000

Annual Turnover in 2018: 20.000.000 €

Homepage: www.zenit.by

Products and their share in turnover:

- Elevator equipment (89%)
- LED products (11%)

Short Profile about the Company:

Zenit is an enterprise developing and manufacturing electronics for power engineering, telecommunications, and elevator equipment products. The enterprise was founded in 1979.

Products of JSC "Zenit" are used in all the regions of the Republic of Belarus and many regions of Russia and the CIS Member States. All of Zenit's products conform to the quality standards of the conformity certificate: STB ISO 9001-2001.

Main Cooperation Goal:

Establishing close working relationship with business partners:

- Studying the company's needs in LED products
- Delivering LED products (lights, lanterns, lamps for tractors and other heavy vehicles)
- Offering individual LED solutions to meet the company's requirements

Win-Win Cooperation for German Companies

For a successful implementation of a cooperation we offer:

- Full cycle production
- LED solutions in order to fit individual customer demands
- Introduction to the production technology
- Exchange of experience in the sphere of sales and promotion goods
- International contract management
- Highly qualified personnel

A – 100

ALENA YERMAK

Head of Marketing



Juridical Form: Full Liability Company

Location Headquarters: Belarus, Minsk, Borovaya, 7

Other Locations: Brest, Molodechno

Type of Business: Trade/Service

Sector: Wholesale and retail trade and other service activities

Number of employees: 500

Annual Turnover in 2018: 72.000.000 €

Homepage: <https://azs.a-100.by/by/>

Products and their share in profits:

- Petroleum products (B2B+B2C) (87%)
- Related products and fast food (12%)
- Related services and car wash (1%)

Short Profile about the Company:

A-100 is fully private Belarusian company with private capital which was founded in 1994. At the moment it operates 35 gas stations in Minsk and Brest. It is part of a group of three companies: A-100 Aviation, A-100 Gas station, A-100 Construction and development.

We, from A-100, support social initiatives and are engaged in charity. For example, we help develop and support the Belarusian culture. Together with museums we organize exhibitions of Belarusian artists, architecture, etc. In addition, A-100 has become the main sponsor for the construction of the Belarusian Hospice for children with cancer. The Belarusian brand A-100 is the strongest in the Belarussian gas market. We believe in our abilities and aim for constant development.

Main Cooperation Goal:

1. Purchasing equipment for the retail space of our gas stations
2. Cooperation for the development of design solutions for both our industry in general and the development of a brand book
3. Searching for new formats and solutions to diversify our business by using our current retail space in different ways
4. Researching innovative German technological solutions and inventions to apply to our business

Win-Win Cooperation for German Companies:

We will become a strong partner for German companies trying to expand into the Belarusian market. By launching a project in our business, it is possible to develop distribution channels and joint business development. This way, we will be able not only to sell, but also to distribute and present German partners on favorable terms for both parties.

Ali-NEL Logistic

ALINA STAVILA

Manager



Juridical Form: Limited Liability Company

Location Headquarters: Chişinău, Republic of Moldova

Other Locations: Criuleni, Republic of Moldova

Type of Business: Service and manufacturing

Sector: Foodstuffs and logistics

Number of employees: 9

Annual Turnover in 2018: 375.000 €

Products and their share in profits:

- Transport services (90%)
- Bottled water (10%)

Short Profile about the Company:

The company was founded in 2006. Over the years, Ali-NEL Logistics managed to collaborate with many companies from various countries, such as Turkey, Russia, Poland, Romania, Spain, Italy, Belarus, and Ukraine. Over the years, we have demonstrated a high commitment to professionalism in everything we do.

Two years ago, we decided to develop a new branch in the non-alcoholic beverage industry. So far we have been able to take important steps. We identified the ground in a strategic area and drilled an artesian probe. The necessary building for our company is presently being constructed. The next step is to purchase water bottling equipment.

Main Cooperation Goal:

At the present stage we are looking for a bottling equipment line. Accordingly, we are looking for partners, who produce bio-bottles in Germany. Furthermore, we would like to visit companies, which manufacture non-alcoholic beverages.

Azamet Pro

ALINA UZUN

Brand-Manager



Juridical Form: Limited Liability Company

Location Headquarters: Chisinau, Republic of Moldova

Other Locations: Ceadir-Lunga Gaguzia, Republic of Moldova

Type of Business: Manufacture

Sector: Food

Number of employees: 28

Annual Turnover in 2018: 360.000 €

Homepage: <http://biotecaoil.eu/>

Products:

- Simple cold-pressed oils (3 types grape-seed oil, walnut oil, pumpkin seed oil, hemp seed oil, milk-thistle seed oil, sunflower seed oil)
- Ready to use sauces and dressings (cold-pressed oils mixed with spices and herbs)

Short Profile about the Company:

Azamet Pro is a family manufacturing company producing cold-pressed oils. It is a part of a holding company. Since 2008 Azamet Pro is selling processed grape seeds for oil and extract production and cold-pressed oils in bulk to Asia and Europe. With its ability to produce 500.000 bottles per year it is the biggest cold-pressed oil producing company in Moldova. Azamet Pro is able still to increase its production capacity if an increasing demand makes it necessary. Currently Azamet Pro is focusing on the development and sales of ready to use products under its own trademark called Bioteca.

The company is certified by ISO 22000, ISO 9001 and has the Organic Standard/Bio certificate for some of the products in the assortment. At the moment Bioteca products are present in three of the most popular and expensive supermarket chains in Moldova. Additionally, they can be found in stores in Japan and China.

Main Cooperation Goal:

- To enter the German market
- To sign a contract with a German company
- To sell our products in Germany.

Win-Win Cooperation for German Companies:

- Highly profitable products (trending products which are showing a tendency to grow)
- Good quality products:
 - European standards
 - German equipment
 - All laboratory analyses tested in German laboratories
 - Raw material from ecologically clean region
- Unique products in the assortment
- Competitive prices
- Big product assortment in the category
- Flexibility (the company is open to cooperation and can produce under a private label)

Belgospishcheprom

YAROSLAV KOLESNIK

Chief Specialist of Foreign Economic Relations



The concern Belgospishcheprom is Belarus' leading food producer in charge of building a uniform economic, technical and technological policy in the national food industry. The national food industry includes over 20 sub-industries producing hundreds of descriptions of foodstuffs.

Juridical Form: Holding Company

Location Headquarters: Aranskaya Str. 6, Minsk, 220006, Republic of Belarus

Type of Business: Food production and processing industry

Sector: Food

Number of employees: 25.670

Annual Turnover in 2018: 30.000.000.000 €

Homepage: www.bgp.by/en

Products and their share in profits:

- Sugar and vegetable fat and oil (51%)
- Confectionary (12%)
- Alcoholic beverages and beer and other (37%)

Short Profile about the Company

Belgospishcheprom incorporates 46 companies from across the entire spectrum of the food production and processing industry, namely sugar, confectionary, vegetable fat and oil, alcoholic beverages, beer as well as tobacco and other branches of the food industry. The company's main activities include:

- formulating the universal economical, technical and technological policy in Belarus' food organizations;
- creating conditions for increasing food resources and agricultural feedstock as well as securing sustainable food supply;
- securing the production growth to meet the domestic demand and increase export;
- making food products more competitive on the international market and developing the commodity distribution network abroad;
- attracting foreign investment for upgrade projects and other.

Main Cooperation Goal:

- Increasing export potential by selling products to Germany
- Extension of distribution network
- Increasing investment flow into the Republic of Belarus (opening of new enterprises/ joint ventures, after the example of e.g. Interferm GmbH which opened its factory in Belarus)
- Observing innovative products and modern technologies of the food industry and implementing them into production of national industry
- Development of export potential enterprise

Win-Win Cooperation for German Companies

Getting to know the modern technologies of food production and finding new clients (export-import cooperation)

HazelNurse

DENIS ROIBU

CEO



HazelNurse is the pioneer in the hazelnut production sector in the Republic of Moldova with its own nursery capable of growing 350 000 plants yearly.

Juridical Form: Limited Liability Company

Location Headquarters: Republic of Moldova, Chisinau, str. Banulescu-Bodoni 45

Other Locations: Pascani Village

Type of Business: Trade

Sector: Agriculture

Number of employees: 15

Annual Turnover in 2018: 700.000 €

Homepage: www.hazelnurse.md

Products and their share in profits:

- Hazelnut plants (85%)
- Hazelnuts (15%)

Short Profile about the Company:

Our company is a pioneer in the hazelnut production sector in the Republic of Moldova. We have our own hazelnut nursery capable of growing 350.000 plants yearly. We also have a transplantation line to be able to transplant the imported hazelnut plants from Italy. We are planting our own hazelnut plantations as well as selling hazelnut plants from our nursery on the local market. Also, we are acting as an aggregator in order to collect hazelnuts from farmers and export them to the EU market.

Main Cooperation Goal:

We want to find partners who would be interested in investing in their own hazelnut plantations in Moldova as well as buy hazelnuts from Moldova. The opportunity of investing in hazelnut plantations in Moldova has some advantages:

- low land prices;
- availability of big plots of lands for purchase;
- convenient geographical location of Moldova at the border of EU;
- suitable climatic conditions.

Win-Win Cooperation for German Companies:

Investing in own hazelnuts plantations will reduce the costs of hazelnut purchases for the German company and will secure hazelnut supplies for years ahead. We can act as local partner, maintaining the plantations and collecting hazelnuts for export to the German company.

Sweet Honey

VITALY CIVIRJIC

Financial Manager



Juridical Form: Limited Farming Company

Location Headquarters: Cazaclia village, Ceadir-Lunga district, Republic of Moldova

Type of Business: Manufacture

Sector: Beekeeping, production of honey products

Number of employees: 8

Annual Turnover in 2018: 20.000 €

Homepages:

- <https://www.facebook.com/sweethoneymd/>
- www.sweetland.md

Products and their share in profits:

- Honey (acacia honey, sunflower honey, polyflora honey) (20%)
- Honey with nuts (mixed nuts in honey, almonds in honey, walnuts in honey) (50%)
- Honey with dried fruits (figs in honey, dried apricots in honey) (30%)

Short Profile about the Company:

“Sweet Honey” (or GT "Civirjic Tatiana Fiodor s. Cazaclia”) is a private small manufacturing beekeeping farm located in the South of the Republic of Moldova. The company was founded in 2017 and has its own apiary on its farm. It collects natural honey and combines it with specially selected nuts. The products are retailed in the premium market segment of Chisinau, the capital of Moldova. The company’s production capacity per month is 15.000 units with nuts or dried fruits. Production of honey in its pure form can be increased by at least 3-4 times, namely to 45.000 to 60.000 units per months.

Main Cooperation Goal:

We believe that the correct goal would be to cooperate with small retail chains or with a distributor company. We are looking for a cooperation that is beneficial to both parties. We are ready to offer the best price for high quality. This will help our partners to be competitive in the market. We expect partners to be interested in promoting our product.

Win-Win Cooperation for German Companies:

- Natural products
- Handmade
- Honey collected in an ecologically clean region
- Unique products in the assortment

Visapina-Impex

VADIM GORE

Marketing Manager



Juridical Form: Limited Liability Company

Location Headquarters: Republic of Moldova, MD-3501, Orhei, 57/M, Unirii street

Type of Business: Trade

Sector: Agriculture/Foodstuffs

Number of employees: 14

Annual Turnover in 2018: 1.422.000 €

Homepage: <http://visapina.md/index.php?lang=en>

Products and their share in profits:

- Polyfloral honey (conventional) (96%)
- Acacia honey (conventional) (4%)

Short Profile about the Company:

Visapina-Impex was incorporated in 2015 with the office and factory located in Orhei, Republic of Moldova. Its main activities include the selection, processing and export of local bee honey. Our company is aimed at the EU market as a wholesaler. The current capacity amounts up to 84 tons per month. The honey is supplied in 300kg steel drums.

- Company exports: 2016 - 357 t, 2017 - 756 t, 2018 - 546 t, 2019 (as of June) - 210 t.
- Countries of export: France, Oman. (References can be provided upon request).
- Company certification: ISO 22000 since 2017.

In March 2018 the company's own laboratory was put into operation. It tests the honey for residues of antibiotics (ELISA method).

Visapina-Impex is taking active part at the creation and development of the National association of exporters of bee products (AEPAM) from Moldova.

Main Cooperation Goal:

- Establish business relations with German processing/packaging companies
- Identify German companies interested in retail supplies of honey
- Get acquainted with offers of German manufacturers of honey bottling, creaming and packaging equipment
- Identify investors interested in developing beekeeping in Republic of Moldova

Win-Win Cooperation for German Companies:

The benefits for German companies resulting from our cooperation are:

- We take care of supplying regularly all year round.
- Contracts can stipulate a schedule of supplies as well as supplies on demand.
- We guarantee the origin, quality and traceability of our product.
- Our partners can safely repeatedly process, blend and bottle the honey supplied by us. We ensure that the characteristics of the honey are preserved as much as possible.
- Our partners can use the honey we supply as an ingredient for their own branded products.
- We are flexible to work as well with other German laboratories preferred by our German partners.

An indirect benefit for German laboratories is that the more we export the more analyses we order at German laboratories (Intertek, QSI). Additionally, the German chemical industry benefits as we use kits that are made in Germany at our own factory. Thus, the more we export, the more kits we order (R-Biopharma).

From our side the benefits are also complex: aside from profit, the company provides salaries for employees, revenue for the beekeepers and taxes to the state. As an exporter we condition the beekeepers to practice clean beekeeping and stimulate them to extend apiaries. Thus in our vision, at a local scale, we help develop environment-friendly beekeeping and reduce the decrease of bees' population.

Amelik Pro

SVETLANA NAOUMENKO

Deputy Managing Director



Juridical Form: Limited Liability Company

Location Headquarters: Minsk, Belarus

Type of Business: Manufacture and trade

Sector: Mechanical engineering/Metalworking

Number of employees: 15

Annual Turnover in 2016: ca. 1.700.000 €

Homepage: www.amelik.by

Products and their share in profits:

- Abrasive flap discs, flap wheels, spindle flap wheels (30%)
- Cutting-off wheels (30%)
- Belts, Velcro discs, abrasive cloth and paper and etc. (40%)

Short Profile about the Company:

Amelik Pro is an importer, distributor and exporter of abrasives. Among its partners and suppliers, they are the world's leading manufacturer of abrasives. The First Abrasive Company is the only producer in Belarus for abrasive flap discs, flap wheels, spindle flap wheels, narrow belts and Velcro discs. 90% of its production is manufactured for the local market, the share in export amounts to 10%. In 2018 the First Abrasive Company has received the status of Resident of Free Economic Zone "Minsk" and obtained a number of tax and customs privileges that allows to reduce the price of manufactured products for 5-7% compared to other competitors.

Available premises: 1.500 sq.m. and 0.5 ha land plot allocated for construction of industrial warehouse complex for 2.500 sq.m. at Free Economic Zone "Minsk".

Main Cooperation Goal:

- Promote the increase of export operations through the increased knowledge and growing potential
- Study the possibilities for the joint manufacturing of abrasive products with German companies with the aim of exporting and expanding sales markets both for German and Belarusian partners
- Examine new techniques on how to improve the quality of products with the aim to increase competitiveness and export orientation
- Receive benefits of the company's internationalization resulting in bigger growth potential and improved performance indicators (profitability, productivity and sales)

Win-Win Cooperation for German Companies:

- Expanding sales markets both for German and Belarusian partners as well as cooperation and sustainable economic development between the German and Belarusian companies
- Increase of export operations
- Raising awareness through the exchange of experience, transfer of know-how and knowledge management

Novopolotsk plant of Technological Metal Constructions

VIKTAR KASIANOK

Project Manager



Juridical Form: Joint Limited Liability Company

Location Headquarters: Vitebsk region, Polotsk district, village Farinovo, Zavodskaya str. 4, Republik of Belarus

Type of Business: Manufacture

Sector: Industrial and civil engineering

Number of employees: 400

Annual Turnover in 2018: 10.000.000 €

Homepage: <http://www.promstroi-group.ru/eng/index.php>

Products and their share in profits:

- Metal constructions for industrial and civil objects (95%)
- Hot galvanized gratings (5%).

Short Profile about the Company:

Joint Limited Liability Company Novopolotsk Plant of Technological Steel Structures is a modern, steadily working company, famous for its product quality, reliability and innovation. Novopolotsk Plant of Technological Steel Structures JLLC specializes in the production of:

- Steel structures, including those for civil and industrial construction;
- Non-standard equipment (containers, tanks, vessels, apparatus, including for the enterprises of petrochemical complex);
- Technological pipelines, including nodes of pipelines and billets;
- Units of technological equipment and pipelines (skids).

NZTM is part of the group of companies owned by Promstroi.

Main Cooperation Goal:

- Cooperation with manufacturers of steel structures in Germany
- Sale of metal structures in EN
- Purchase of rolled metal and components for machine tools
- Purchase of equipment

Win-Win Cooperation for German Companies:

NZTM already successfully supplies steel structures for large construction projects in the Russian Federation. The customers are the following European companies:

- Tecnimont Russia (agpp-project.com)
- LINDE AG (www.the-linde-group.com)
- Bronswerk Heat Transfer (www.bronswerk.com)
- OMA Group (www.omagroup.it), Saipem (www.saipem.com)

NZTM plans to develop exports to EU countries.

ElaDum Pharma LTD**STEFAN DUMBRAVA**

Quality Assurance/Manager

**Juridical Form:** Limited**Location Headquarters:** District Straseni, Village Cojusna, Stret Podgorenilor 2/C, Republic of Moldova**Type of Business:** Manufacture**Sector:** Pharmaceutical**Number of employees:** 35**Annual Turnover in 2018:** 1.500.000 \$**Homepage:** <https://eladum.com/>**Products and their share in profits:**

- Alcool etilic - ElaDum - 100;1000 ml (96 %)
- Peroxid de hidrogen - ElaDum - 40;100;1000 ml (3%)
- Povidon iod – ElaDum -30;50;100;120;500;1000 ml (1%)

Short Profile about the Company:

We are a pharmaceutical company, founded in 2003. Our main activity is the manufacture of generic drugs for human use. Additionally, we are open to provide manufacturing services (partial and total). Our employees are very experienced in the pharmaceutical industry. Currently, we produce over 50 pharmaceutical products in different forms and doses: syrups, cutaneous solutions, cutaneous emulsions, tinctures and oily solutions. Currently the company's manufactured drugs are sold only in Republic of Moldova, but our main objective is to expand on international markets thanks to continuous development and implementation of internationally recognized quality standards (good manufacturing practice (GMP); quality management system ISO:9001:2015).

Main Cooperation Goal:

- Provide partial/total production services for German products
- Buy API (active pharmaceutical ingredient) with DMF/CEP
- Buy production machines from Germany
- Learn how German pharmaceutical companies work

Win-Win Cooperation for German Companies:

- We can provide partial/total manufacturing services for German companies' products.
- We can execute order according to deadline.
- We can provide manufacturing for next type of products: water-based liquids, alcohol-based liquids, oil-based liquids.
- We are looking for a long-term cooperation.

Izovac Technologies

ANDREJ MANKIEVICH

Process Coating Engineer



Juridical Form: Private Ownership

Location Headquarters: Minsk 20040, Bogdanovicha Str 155/907, Republic of Belarus

Type of Business: Service and manufacture

Sector: Photonics

Number of employees: 42

Annual Turnover in 2018: 1.850.589 €

Homepage: www.izovac-coatings.com

Products and their share in profits:

- Optical mirrors with high parameter of LIDT (20%)
- High precision complex optical filters (20%)
- Beamsplitters (5%)
- Transparent conductive coatings (15%)
- DLC coating (15%)
- Antireflection coatings (20%)
- Hydrophobic & oleophobic coatings (5%)

Short Profile about the Company:

Having grown from the scientific lab, today we are a great team of professionals in all areas related to physics of surfaces, plasma, ion beams, technologies of functional thin films and methods of their deposition, designing and manufacturing of sputtering devices and vacuum coating machines. Innovations in thin films, new perspective methods of their creation and deposition as well as achieving of complex multilayer structures with the highest level of yield are the main competences and competitive advantages of IZOVAC.

IZOVAC is a unique company, which succeeds to grow competence in designing and building batch type coaters for R&D and small-scale production and complex multi-chamber inline tools for mass production. We are proud to have and show the great reference of projects in the markets of technologies and manufacturing of displays, optics & lasers, microelectronics, solar cells, hybrid microelectronics, decoration, etc.

IZOVAC as well performs active marketing and sales in Germany. We have finished a great project with DLR Institut für Vernetzte Energiesysteme (Oldenburg) supplying an innovative technology of receiving ultra-durable hydro- and oleo-phobic coatings, as well as unique laboratory tools for depositing such coatings. In cooperation with our partner in Ulm – BeamTech GmbH - -we are promoting actively unique optical monitoring systems for precise control of deposition processes in vacuum.

Main Cooperation Goal:

- Promotion of company technologies and products to new partners and customers in Western Germany. Accent to:
 1. Technologies for laser optics – especially to technologies of ion-beam sputtering coatings with high parameters of LIDT, complex filters (including multizone)
 2. Technology of ultra-durable hydrophobic and oleo-phobic coatings
- Learn about new technology for production of more effective super-capacitors

Win-Win Cooperation for German Companies:

- Cooperation on new emerging technologies for: laser optics, protection coatings for different types of glasses of different application, new effective capacitors
- IZOVAC is keeping more than 50 patents and registered know-hows in different fields of photonics and nano-coatings technologies.

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