CJSC «SUDA»
Professional wood processing and lumbering

General director Alexeev Arkadiy Gennadievich
Babaev district
2016
Stages: 27 years of development

1989 Company founded in the northwest region of Russian

1996 Long-term lease deed signed with forest funds

2005 Switching to a modern mechanized lumbering technology

2010 Drying first cells set

2012 German lumbering and woodworking lines introduced

2013 Fuel briquette production department started

2015 Company's entrance to the foreign market
Partners

- The location of the production (162460, Vologda region, Babaev district, village Borisovo-Sudskoe, Lesnaya 45)
- Foreign enterprises – partners (Lithuania, South Korea)
- Russian partners (Northwest region of Russian, Tula, Rostov-on-Don)
- Countries whose partnership with ZAO "SUDA" is interested in.
Production

Building and exterior finish materials made of natural wood

Fuel briquettes
Advantages

The main feature of our products is great ecological compatibility in production materials.

Using modern equipment used by firms which are fashion-makers in the sphere of woodworking.

Production near our own source of raw materials.

Technological flexibility.

Professional quality control at all stages of production.
## Certificates:

**INCOLAB SERVICES RUSSIA S.C.**  
**COMMODITY SAMPLERS AND ANALYTICAL CHEMISTS**

### Certificate of Assay  
**Сертификат испытаний**

<table>
<thead>
<tr>
<th>Date / Дата</th>
<th>The 16th of March 2016 / 16 марта 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Our ref. / Нах номер</td>
<td>160302BRES</td>
</tr>
<tr>
<td>Material / Материал</td>
<td>Wood briquets</td>
</tr>
<tr>
<td>Ex</td>
<td>Submitted sample from CJSC «SUDA»</td>
</tr>
<tr>
<td>Receiving date of sample / Дата получения образца</td>
<td>The 15th of March 2016 / 15 марта 2016</td>
</tr>
</tbody>
</table>

### Analysis Results

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
<th>Unit</th>
<th>Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL MoISTURE</td>
<td>0.1 %</td>
<td></td>
<td>EN 14774-1</td>
</tr>
<tr>
<td>ASH IN DRY</td>
<td>0.4 %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASH AS RECEIVED</td>
<td>0.4 %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VOLTATELE MATTER IN DRY</td>
<td>83.6 %</td>
<td></td>
<td>EN 15148</td>
</tr>
<tr>
<td>VOLATILE MATTER AS RECEIVED</td>
<td>76.9 %</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GROSS CALORIFICT VALUE IN DRY</td>
<td>4871 kcal/kg</td>
<td></td>
<td>EN 14918</td>
</tr>
<tr>
<td>GROSS CALORIFICT VALUE AS RECEIVED</td>
<td>4476 kcal/kg</td>
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<td></td>
</tr>
<tr>
<td>NET CALORIFICT VALUE IN DRY</td>
<td>4144 kcal/kg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET CALORIFICT VALUE AS RECEIVED</td>
<td>4144 kcal/kg</td>
<td></td>
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</tr>
<tr>
<td>SULPHUR IN DRY</td>
<td>0.01 %</td>
<td></td>
<td>EN 15289</td>
</tr>
<tr>
<td>SULPHUR AS RECEIVED</td>
<td>0.01 %</td>
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</tbody>
</table>
In 2012-2015 sales amounted to 235,2 million rubles

In 2012-2015 38,2 million rubles of taxes was assessed

Sales, million rub.

Profitability in 2015 was 11,5%
Logistics

The foreign trade contract

Foreign enterprises-partners

seaport Saint-Petersburg

Customs

seaport Copenhagen

Minimum delivery lot – 800 tons
Future prospects

- Increasing the production of fuel briquettes from 1.5 ton/hour to 2 tons/hour
- Enlarging the lumber drying from 600 to 1200 m³ per month
- Building a department for producing goods from birch
- Building the second production line of the fuel briquettes with the productivity of 3 tons/hour
Contacts

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Thank you for attention!