

# ROCKWOOL's Experience of Business Development in Tatarstan

# ROCKWOOL Group



- The company was created nearly 100 years ago in 1909
- **World №1** manufacturer of stone wool thermal insulation
- Operating companies in 35 countries
- 23 factories around the world (2 factories in Russia)

# The Rockwool factories



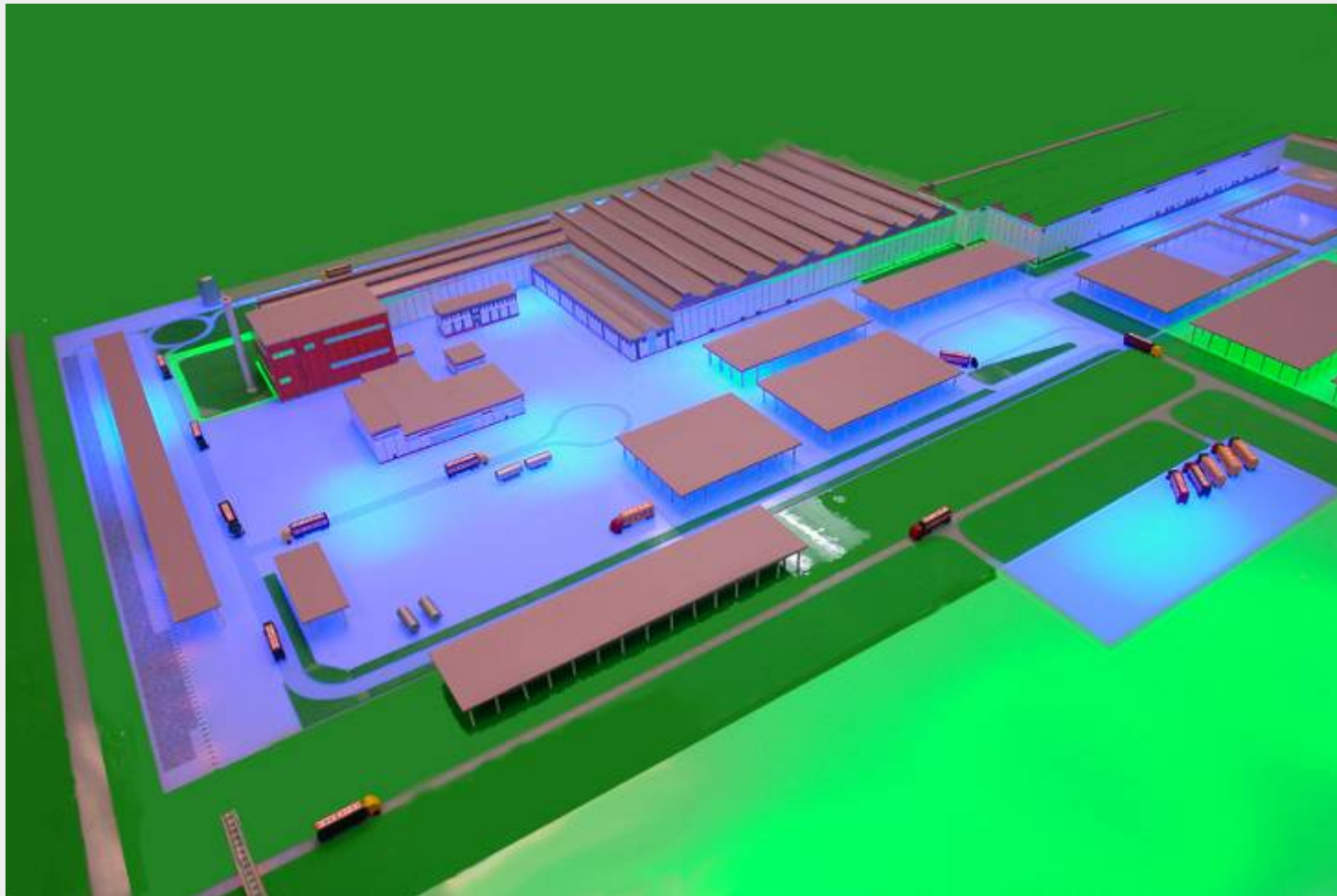
# ROCKWOOL in Tatarstan



- First sales and Sales representative in 1997
- Continues sales grow - 3<sup>rd</sup> in Russia after MSK and StP
- Groundbreaking ceremony for new high capacity factory in 2008
- Plan to start-up the factory in SEZ Alabuga in 2012

# Rockwool's New Factory in Alabuga more than 100 Million Euro Investment

# Factory Model



# New Factory

- The **biggest investment** in setting up of the factory in the history of ROCKWOOL Group
- The most **technically advanced** mineral wool insulation factory in Russia
- Will be **highest output** stone wool production line in the world

# Verification

- 6 big companies already doing business in Tatarstan confirmed in personal and open discussion between Managing Directors the positive business environment in Tatarstan

IKEA, Schneider Electric, Wienerberger,  
Yocogama Electric, Fujitsu company,  
Efes Pilsner



# Main advantages

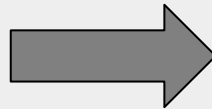
- Facilities in SEZ Alabuga are already exist
- Main utilities are available or will be available soon
- Full support from Tatarstan and Federal authorities
- Positive business experience from a number of international companies
- So far Tatarstan government supplied everything they promised

# Our Tatarstan Experience.....Welcoming , Supportive and “Open for business”

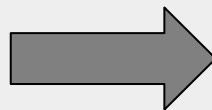


# Recommendations

- Are we happy with decision to invest in Alabuga?

 **YES**

- Would we recommend Alabuga to new investors?

 **YES**