

## Russian partners

**Компания  
БАМ®**

**BAM Company, Ltd. - the main partner**

**Sphere of activity**

**Production of translucent constructions,  
building technologies**

**Year of establishment**

**1997**

**Annual turnover**

**\$ 3.2 million**

**Number of staff**

**65 people**

**The production basis availability +**

The President and the Government  
of the Mari El Republic



Support, tax rebates

Sberbank of Russia



Soft lending

Reso - Warranty



Insurance coverage

The Bar Association  
of the Mari El Republic



Legal support

Audit company «Ilo-Audit»

Auditor's activities

Mari State Technical University,  
Yoshkar-Ola



Preparation of industrial and  
scientific personnel

Institute of Radio Engineering and  
Electronics (VA Kotelnikov)  
of the Russian Academy of Sciences,  
Fryazino



Scientific and  
technical support

Fiber Optics Research Center  
of the Russian Academy of Sciences,  
Moscow



Scientific and  
technical support

### Contact Information

**Company BAM, Ltd.**

Contact person: Alexander Shabalin

Proletarian street, 11, Yoshkar-Ola, Mari El Republic 424004, Russia

Tel. 8-987-710-63-07 (Russian) Fax. 8-836-264-84-99 (Russian);

E-mail: omsai@rambler.ru

**Start Building Your Own Successful Business  
In Russia With Us!**

## JOINT VENTURE PROPOSAL

**Mari El Republic  
is an ecologically clean zone of Russia**



## The object of cooperation

Joint production of the following devices:

- Planar Optical Splitters (PLC) and other passive components of fiber-optics lines
- Optical multiplexers with diffraction gratings on basis of planar waveguides (AWG)
- CWDM and DWDM Equipment: transceivers, optical amplifiers and other.
- Other high technology products



## The cooperation form

Creating a Russian company with a mixed Russian - foreign capital and joint management.

## Purpose

Fill in the booming Russian market from the inside, avoiding the rising customs barriers.

## Estimated production

**volume** \$ 5,0 ... 6,0 million / year - with an annual growth of 60%

**Parties Contributions and the distribution of profits 50/50**

## The strategy of goals achievement

- Gradual increasing in production and sales volume in Russia and abroad based on active marketing.
- Selling both separate components and complete products.
- Scientific support of leading research institutes of Russia.



## Estimated contribution of partners

### Russian partner

- The parcel of land and production facilities with the infrastructure located in the provinces with favorable natural conditions for a "clean" production.
- Production organization, production and human resource management, accounting and reporting, audit.
- Skilled production, management and engineering personnel.
- Organization of marketing in Russia.
- Government Support.
- Preferential bank loans, preferential tax treatment.
- Legal and insurance support.
- Communications with Russian scientific society for further technology development.



### Foreign partner

- The delivery of processing line equipment for the complete cycle of production.
- Setting up equipment on a turnkey basis to obtain samples of the complete products.
- Support and test equipment delivery.
- Technological support and production maintenance.
- On-sites staff training on the industrial base of the foreign partner.
- Marketing abroad.
- Timely production updating and hardware upgrades.
- Adopting of new technology and new products.

