

## COMPANY PROFILE: Basic Data on Your Company

### *PART A*

**Organisation name:**

DR K.J.PISEC EXPORT-IMPORT GmBH

**Main owner(s):**

DR K.H.PISEC

**Organisation description / structure:**

Limited liability

**Areas/Sectors of activity (see annex):**

Tire and automotive industry  
Specialization : steel cord, beadwire, hosewires, synthetic rubber etc

**Countries of operation:**

Austria, France, Spain, Russia, Bielorussia, South Africa, USA

**Contact person:**

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**Date of Form submission:**14/03/2003

### **BUSINESS OPPORTUNITIES DURING THE SECOND FORUM OF WOMEN ENTREPRENEURS Geneva, 17-18 March 2003**

**Areas/Sectors of activity (see annex):**

Synthetic rubbers : polyisoprenes, polybutadien, Butyl, styrene-butadien-rubber (SBR1500 /1502)

**Country (ies) of project location:** we are looking for synthetic rubber producers in Russia.

**Looking for business opportunities (please specify)**

Barter business : we can provide any product produced in West Europe for counterpart synthetic rubber produced in the Russian Federation.

**Looking for/ requesting**

Russian synthetic rubber manufacturers  
Partners: barter business with east European companies.

**Offering :** we offer our sales services for steel cord and synthetic rubber for all manufacturers of tires and rubber accessories, technical rubber treatment ; we offer sales hosewire for hose manufacturers worldwide

**Financing:** no need, solid financial structure.

**Experts:**

**Other (please specify):**

**If you wish to present a specific project,  
please fill in Part B of this questionnaire.**

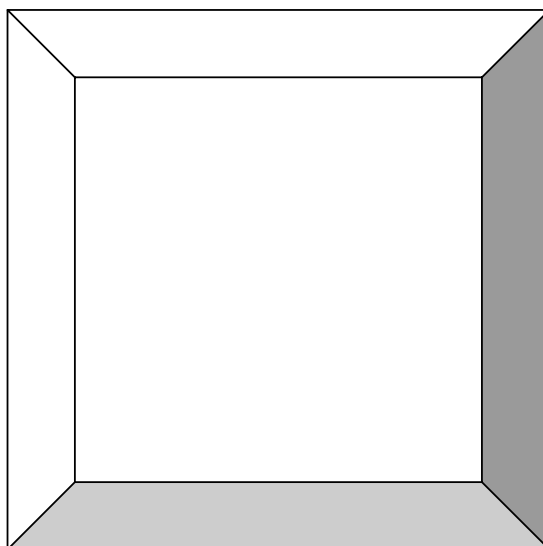
## AREAS/SECTORS OF ACTIVITY

This field acts as a detailed specification of the "target interests" in box related to "Areas/Sectors of activity". Please specify the area(s) of interest.

- 1 Development / Economics (*in general*)
- 2 Transport and traffic infrastructure
- 3 Energy
- 4 Tourism
- 5 Municipal infrastructure
- 6 Agriculture/ Food/ Forestry/ Fishing/ Livestock
- 7 Professional & Consulting Services
- 8 Industrial/ manufacturing/ mining
- 9 Commerce & Services
- 10 Services and support to SMEs
- 11 Micro-financing
- 12 Information Technology
- 13 Advanced Technology
- 14 Real Estate (Development, Exploitation, Building, Architecture)
- 15 Education
- 16 Environmental Technology
- 17 Health Services
- 18 Other (please specify)

**Note:** by sending us the following information, you accept that your details, address, phone numbers etc., will become widely available to the public during the Forum, via the Internet, and via other UNECE meetings and publications. This is at no charge to you. If there are any specific details you do not want to appear on the Internet and in UNECE publications, please let us know. **The above forms are partially extracted from the joint UNECE-CEI forms for project presentation**

Please insert your **photo** in the frame below:



**BUSINESS OPPORTUNITIES DURING THE SECOND FORUM OF WOMEN ENTREPRENEURS**  
Geneva, 17-18 March 2003

**Project Title**

**PART B**

**Progress status:**

**Sponsor organizations:**

**PROJECT SUMMARY**  
**Description**

**Capital cost:**  
**Capital resources available from sponsors:**  
**Required financial assistance:**

**Market demand and revenues**

**Company Profile**

**Name:**

**Contact person:**

**Type of services:**

**Year of establishment:**

**Company capital :**

**Annual turnover:**

**Main shareholders: (**

**Organization structure:**

**Number of employees:**

**Activities (past/ future):**

**Please insert photo of your company/  
project/ logo**

**"Golden Spoon" Ice Cream – IGS Project**

**PART B Example**

**Hungary**

<p>Progress status: Main financing identified; partner required</p>	<p>Sponsor organizations: IGS Company; Csoki Bank, Budapest</p>
<p><b>PROJECT SUMMARY</b></p> <p><b>Description</b>                  The IGS Project is a Hungarian initiative to produce a high-quality ice-cream for the domestic market. The Budapest-based IGS Company is already covering 7 per cent of the market. A foreign investor is required to increase the production and achieve in 5 years a 40 per cent share of Hungary’s ice-cream production (Business Plan available on request).</p> <p>A new production system will be built during the next six months and the first phase of construction will begin in April 2003. The new Company will create about 5 new jobs. The project will be managed by the “New IGS Company” which has already 60 per cent of the necessary investment. Technical Cooperation is needed for the definition of the distribution/ transport phases.</p>	
<p><b>Capital cost:</b> EUR 120,000 (of which EUR 70,000 for new equipment)  <b>Capital resources available from sponsors:</b> EUR 75,000  <b>Required financial assistance:</b> EUR 45,000</p>	
<p><b>Market demand and revenues</b>                  The market study shows a potential 100,000 customers (i.e. sales of individual ice cream pieces, 5 % of the total Budapest market). Estimated production is 8 tons per year after 5 years. Pricing strategies have been made in a preliminary form (see Business Plan).</p>	<p>The revenue forecast shows total sales from EUR 55,000 Euro during the first year to EUR 100,000 in the fifth year of production. The expected net income value ranges from EUR 25,000 in the first year to EUR 60,000 in the fifth year of operation.</p>
<p><b>Company Profile</b>  <b>Name:</b> IGS company, Bajza u. 27, H-1062 Budapest  <b>Contact person:</b> Ms. Maria Szabó, Tel. +361 46172; Fax: +361 46175; Email: szabo@igs.hu  <b>Type of services:</b> high quality ice-cream  <b>Year of establishment:</b> 1994  <b>Company capital :</b> EUR 20,000 (IGS)  <b>Annual turnover:</b> EUR 40,000 (1998)  <b>Main shareholders:</b> (or partners, owners, members, etc.): IGS, Ms. Maria Szabó 50%, Mr. Antal Gerbaud 50%;   <b>Organization structure:</b> production, administration and sales in the city;  <b>Number of employees:</b> 5 (2002)  <b>Activities (past/ future):</b> sales only in Pest; the New IGS will sell its products also in restaurants and hotels in Budapest.                  (Note*: in this example, all data are imaginary)</p>	<p align="center"><b>Please insert photo of your company/ project/ logo</b></p>