

## COMPANY PROFILE: Basic Data on Your Company

### *PART A*

**Organisation name:**  
JSC POLJUS PHARM

**Main owner(s):**

Sugurova Irina  
Sugurov Nurlan

**Organisation description / structure:**

JSC Poljus Pharm is an exclusive distributor of Smith&Nephew Corporation in Russia.  
Company`s activities: wholesale trade of advanced medical goods and equipment for hospitals.

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

Commerce& Service

**Countries of operation:**

Russia

**Contact person:** Sugurova

**Name:**

Irina

**Fax:**

+7 (095) 125 65 25

**Address:**

30, Vinokurov Str., Moscow, 117447, Russia

**E-mail:**

poljuspharm@mtu-net.ru

**Tel/Mobile:** +7(095) 960 53 84

**Web Site:**

**Date of Form submission:**

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

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

Health Services

**Country (ies) of project location:**

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

Looking for/ requesting

**Partners:**

**Financing:**

**Experts:**

**Other (please specify):**

**Offering:**

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

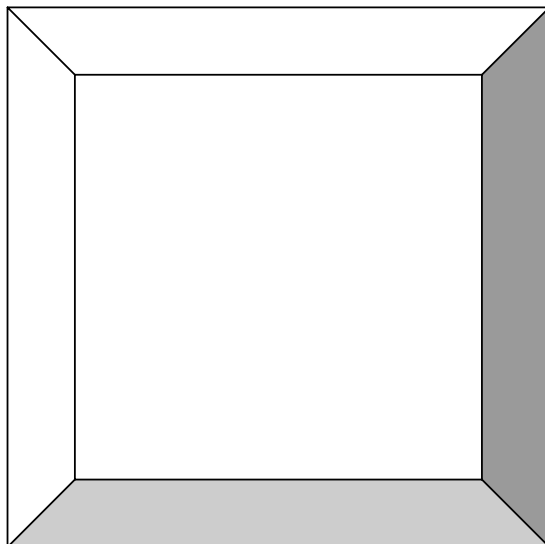
## AREAS/SECTORS OF ACTIVITY

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

Progress status: Main financing identified; partner required

Sponsor organizations: IGS Company; Csoki Bank, Budapest

### PROJECT SUMMARY

#### Description

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).

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.

**Capital cost:** EUR 120,000 (of which EUR 70,000 for new equipment)

**Capital resources available from sponsors:** EUR 75,000

**Required financial assistance:** EUR 45,000

#### Market demand and revenues

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).

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.

#### Company Profile

**Name:** IGS company, Bajza u. 27, H-1062 Budapest  
**Contact person:** Ms. Maria Szabó, Tel. +361 46172;  
 Fax: +361 46175; Email: szabo@igs.hu

**Type of services:** high quality ice-cream

**Year of establishment:** 1994

**Company capital :** EUR 20,000 (IGS)

**Annual turnover:** EUR 40,000 (1998)

**Main shareholders:** (or partners, owners, members, etc.): IGS, Ms. Maria Szabó 50%, Mr. Antal Gerbaud 50%;

**Organization structure:** production, administration and sales in the city;

**Number of employees:** 5 (2002)

**Activities (past/ future):** 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)

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