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			YEARBOOKS		CD-ROMS	
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— newly researched at source and including thousands of new email and web addresses

4th Edition  
Just Published!

## FOREIGN COMPANIES IN RUSSIA

Yearbook 2001



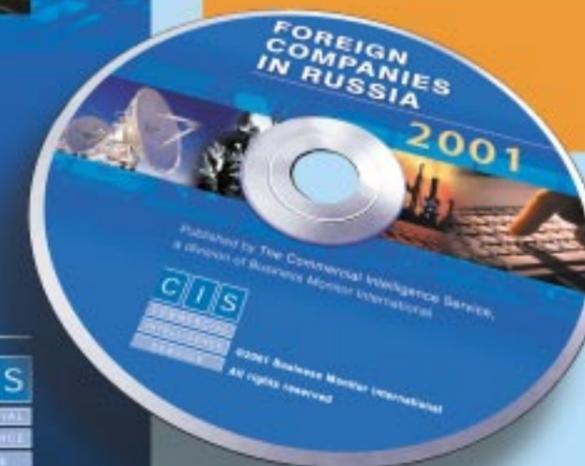
The No. 1 source for corporate data on foreign subsidiaries, joint ventures and associate companies in Russia

Published by The Commercial Intelligence Service, a division of Business Monitor International



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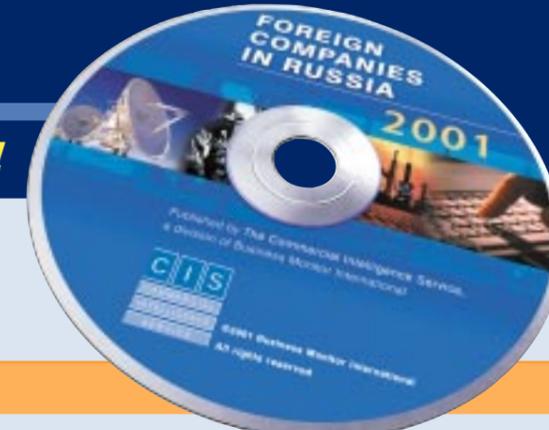
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- Generate new customers and sales leads
- Create partnerships and joint venture opportunities
- Make senior management and recruitment contacts
- Source reliable suppliers, agents and distributors
- Target merger, acquisition and investment vehicles
- Monitor your industry peers and competitors
- Identify multinationals in your industry sector

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**F**oreign Companies in Russia 2001, now in its 4th edition, offers an exclusive new source of commercial intelligence on 4,000 top executives at 2,600 leading foreign subsidiary, joint venture and associate companies active in Russia.

Published by the Commercial Intelligence Service, a division of award-winning Business Monitor International, Foreign Companies in Russia 2001 delivers fully researched corporate data on thousands of American, Japanese, German, British, French, Dutch, Swiss, Australian and all other foreign subsidiary, joint venture and associate companies doing business in Russia.

## Unique access to buyers and decision-makers at Russia's top 2,600 foreign subsidiaries.....

### Thousands of companies fully updated by exhaustive research at source

Foreign Companies in Russia 2001 has been comprehensively and rigorously researched at source by the Commercial Intelligence Service, following exhaustive use of telephone, fax, email and questionnaire. The result is simply the most comprehensive, up-to-date listing of foreign companies in Russia available on the market today.

### Hundreds of important NEW entries and fresh sales leads

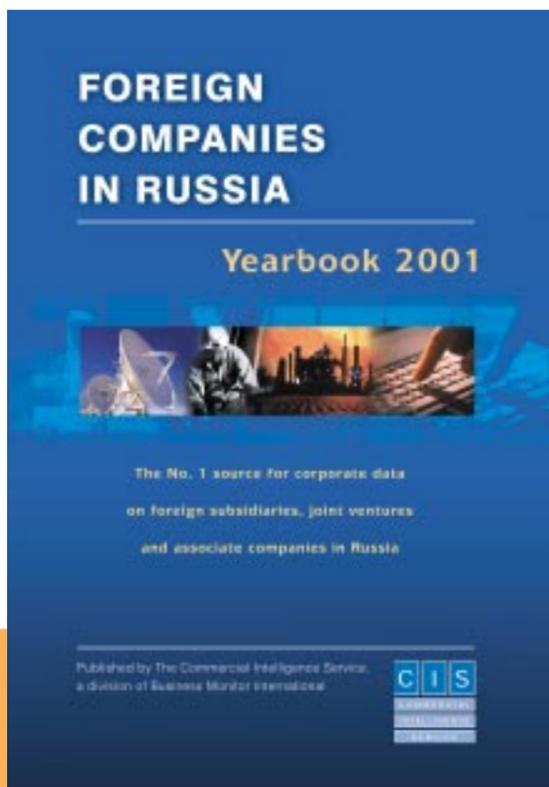
Foreign Companies in Russia 2001 this year includes hundreds of important new company entries, previously unpublished by the Commercial Intelligence Service. These senior executive contacts at multinational companies represent excellent new prospects and fresh sales leads.

### Links to parent HQs and international decision-makers

Many foreign company subsidiaries are systematically linked to their parent head office in the US, Japan, Germany, Britain and all other leading industrial countries, for which full address details and senior contact personnel are provided.

### Fully indexed for instant access and cross-referencing

All subsidiary and parent companies are comprehensively indexed by company name, nationality and industry classification (see lists opposite), allowing users to instantly target the data they need and easily establish who owns who.



### SAMPLE ENTRY

#### Clariant Consulting AG

Novocheremushkinskaya ul., d. 61  
Moscow 117418  
Russia

Telephone: +7 (095) 787 5050  
Fax: +7 (095) 787 5039  
Email: xxxxxx@clariant.ru  
Website: www.clariant.ru

#### Key Executive Contacts

Head of Country Organisation..... Mr Karl Bauer  
Head of Process and Performance  
Products Division..... Mr A Razowaeu  
Head of Pigments, Additives and  
Dyes Division..... Mr Dmitriy Fruktoy  
Head of Cellulose, Ethers &  
Polymerisates Division..... Dr Vadim Mokin  
Head of Surfactants Division..... Mr Uwe Robitschko  
Head of Fine Chemicals Division..... Ms Juliya Komarovskaya  
Head of Masterbatches Division..... Dr Tatyana Florenskaya

#### Industry Classification

Chemicals/Petrochemicals

#### Business Activity

Chemicals for the textiles, leather, paper, plastics and aluminium industries.

Clariant International AG (Switzerland) was formed by the merger of the Sandoz Chemicals Division (Switzerland) and the Hoechst Speciality Chemicals Business (Germany). It is a speciality chemical company divided into six independently operating divisions, which include: textile; leather and paper chemicals; pigments and additives; masterbatches; functional chemicals (including detergents, performance chemicals, biocides and service and process chemicals); life science and electronic chemicals; cellulose ethers and polymerisates. The company has more than 32,000 employees worldwide and operates in over 100 countries.

#### Local employee size:

Under 100

#### Company locally established:

1995

#### Nationality / Trade Affiliation

Switzerland

#### Subsidiary of

Clariant International AG (Switzerland)

Clariant International AG  
Rothausstrasse 61  
Muttenz  
Switzerland CH 4132

Tel: +41 (61) 469 6969  
Fax: +41 (61) 469 6969  
Web: www.clariant.com

### Get the first approach right

Company name, address, tel, fax, e-mail and many website addresses

### Reach the top decision-makers

Top contacts including CEO, MD, Finance and Marketing Director

### Gain instant access to essential data

All records indexed by company name, nationality and industry classification

### Target sales leads in your industry

Industry classification, list of products and services, plus description of main business activities

### Analyse each company's size and market position

Employee size, establishment date and US\$ sales volume

### Find out who owns who

Nationality of company with link to parent head office (includes separate listing of HQ address and full contact details)

## Foreign Companies in Russia 2001 CD-ROM

**A** remarkably powerful research and marketing tool, presented in an easy-to-use Windows format. The CD allows you to browse, search and analyse the entire database, and export data for mailing lists, telesales and your own database development.

### Full Search Criteria

**Keyword** - Use your own freetext searches to instantly access target data.

**Company Name** - Instantly source strategic data on a potential customer, partner, supplier or competitor through company-specific searches.

**Nationality** - Search foreign subsidiaries and joint ventures in your key markets representing over 30 countries.

**Major Industry Classifications** - You can search companies by 32 major industry classifications.

### Print, Copy and Export Facilities

**Print** out selected entries or an individual entry from the screen.

**Copy** an individual entry to a clipboard for pasting into other software (Word, etc.).

**Export** data in a range of standard formats to produce mailing lists, support telesales operations and build customised databases. All inclusive price.

**Link** via the Internet to the websites of listed companies.

**Annotate** company entries with your own notes.



The Commercial Intelligence Service is a division of Business Monitor International, which has specialised over the past 16 years in providing information on emerging markets to businesses, banks, research centres and governments in more than 125 countries. The company was honoured with the 1997 Queen's Award for Export Achievement.



## A must-have marketing and research resource for...

### Foreign subsidiaries, joint ventures and their associates...

to identify peers by industry and nationality, develop partnerships and monitor competitors.

### Importers/exporters, distributors, agents and financial services...

to target new customers and sales leads both in Russia and overseas.

### Corporates, banks and institutional investors...

to establish management and recruitment contacts, and create joint-venture, merger and acquisition, and investment opportunities.

### Government departments, embassies, chambers, libraries, research centres and organisations...

for market analysis and research, and export and investment promotion.

## CONTENTS OF YEARBOOK AND CD-ROM

### Information listed on each company includes:

- Company name
- Full address
- Telephone, fax, e-mail and website addresses
- Senior contact personnel, ranging from Chairman, President and CEO to Finance Director, Managing Director, Marketing and Sales Director
- Industry classifications (see opposite)
- Full description of business activity
- Nationality and ownership details
- Number of employees, establishment date and (where available) US\$ sales volume
- Parent company head office with full address and contact details

### 32 MAJOR INDUSTRY CLASSIFICATIONS

ACADEMIC	ACCOUNTANCY
AGRICULTURE / ENVIRONMENT	AVIATION / DEFENCE
BANKING / FINANCE	CHEMICALS / PETROCHEMICALS
CONSTRUCTION / ENGINEERING	CONSULTANCY
CONSUMER GOODS	ELECTRONICS / ELECTRICAL
ENERGY / UTILITIES	FOOD / DRINK
GOVERNMENT	INSURANCE
IT/COMPUTERS	LEGAL
MACHINERY / EQUIPMENT	MANUFACTURING
MEDIA	MINING
MOTOR INDUSTRY	PACKAGING
PAPER/PRINTING	PHARMACEUTICALS / MEDICAL
REAL ESTATE / PROPERTY	RETAIL
SERVICES	TELECOMS / COMMUNICATIONS
TEXTILES	TOURISM / TRAVEL/LEISURE
TRADE	TRANSPORT

### INCLUDES FOREIGN COMPANIES REPRESENTING:

AUSTRALIA	AUSTRIA	BELGIUM
BULGARIA	CANADA	CROATIA
CZECH REPUBLIC	CYPRUS	DENMARK
FINLAND	FRANCE	GERMANY
HUNGARY	INDIA	ITALY
JAPAN	NETHERLANDS	NORWAY
POLAND	PORTUGAL	ROMANIA
RUSSIA	SINGAPORE	SLOVAKIA
SLOVENIA	SOUTH KOREA	SPAIN
SWEDEN	SWITZERLAND	TAIWAN
TURKEY	UNITED KINGDOM	UNITED STATES