



## Company description

<b>Date of foundation</b>	1786
<b>District</b>	Central Federal District
<b>Region</b>	Kaluga region
<b>City</b>	Kondrovo
<b>Location</b>	180 km south-west from Moscow, near the M3 highway (Moscow-Kiev) and A101 (Moscow-Bobruisk) and close to Kaluga-Vyazma railway
<b>Main products</b>	Specialty papers including various types of parchment and bleached kraft-paper
<b>Annual capacity</b>	Parchment – 12,000 t, bleached paper – 20,000 t
<b>Main markets</b>	Europe, S.America, S-E Asia, India, Australia, CIS

## Key features

- **Location:** Troitskaya Paper Mill is located close to the main local markets in Central Federal District (180 km from Moscow) and have access to the transportation infrastructure, including two federal highways (M3, A101) and Kaluga-Vyazma railway
- **Market access:** the Company holds dominant position on Russian market with 67% share in parchment, 30% in bleached kraft-paper. TPM is well represented on international markets – export parchment sales for 2014 is 5,517 tons (57% of production). Share of bleached kraft-paper export will take ≈11%. Production of TPM is exported to 40 countries all over the world.
- **Sales volume:** parchment sales in 2014 - 9,612 tons, bleached kraft paper – 11,672 tons. Total revenue in 2014 makes 1.5 bln rubles. 80% of Company's production consumed by the food industry (fast-food, confectionery, butter production, etc.). Client portfolio also includes companies from construction, furniture, printing and textile, medical industries.

## Geographic location

Central Federal District, Russian Federation



## Development prospects

- **Expansion of export sales.** Increase in natural parchment and bleached kraft-paper consumption due to tightening environment requirements and replacement of plastic packaging in Europe
- **New products development with minimal investments.** Available equipment allows to develop the new high-margin products – specialized types of parchment and packaging for FMCG industry (paper bags, baking paper). The Company is already producing medical paper and bread paper
- **Great potential for large-scale expansion.** Company has areas for expansion. Current electric capacity is 1.5 times higher than limit.

# Contact information



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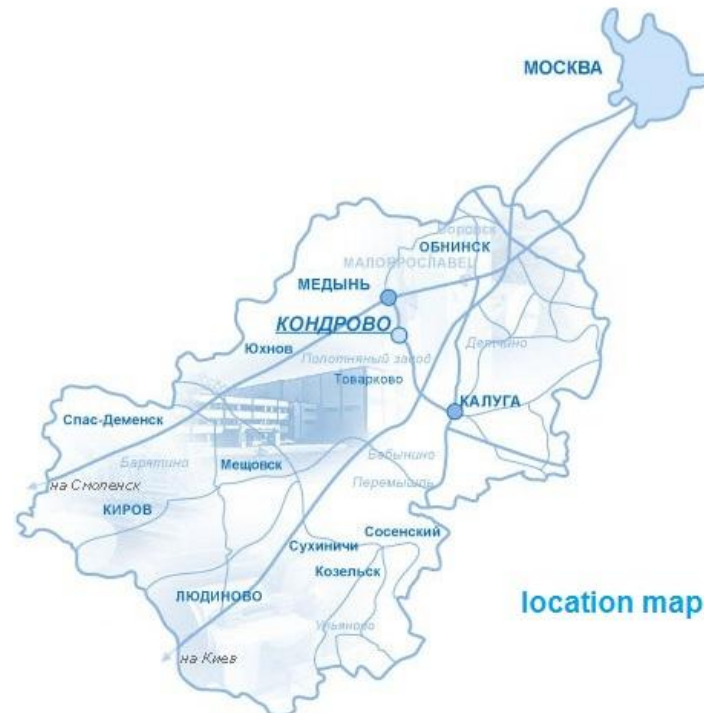
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## *Company address:*

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location map



# Products: parchment paper

**Product description:** parchment paper is a pure pulp-based paper. After parchmentization the paper obtains grease-proofness and water strength.

## Key features:

- Paper shows high damage resistance (even during boiling). Parchment does not lose mechanical strength if it is moistened
- Microbiologically clean paper, does not cause changes in organoleptic properties of food products, does not create foreign odor and savor
- Complies with any hygienic demand that (similar with foil and polymeric synthetic materials)
- Parchment paper is image print friendly and can be easily laminated with aluminium foil

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	Troitzkiy	50	Milk plants, Fat and oil plants	High fat product packages Corrugated lining packaging Flexographic and rotogravure
2	Grade M	56	Medical industry	Dressings packaging Heat and radiation sterilization Flexographic packaging
3	Grade A	64	Confectionary, Food Outlets, Restaurants, Shops	Automatic lines packages Backing liners, food packaging Corrugated packaging underlining
4	Grades A, B, V, D	40-64	Food Outlets, Restaurants, Shops	Food packaging Corrugated packaging underlining
5	Brown grade	Hasel 70;100 Havana 45;52	Furniture plants	Edge railing for case furniture Laminated plastics
6	14 color grades	58	Textile industry	Textile tubes manufacturing

## Pricing, USD/ton, FCA Kondrovo\*

\* All prices are for reference

#	Density, g/m <sup>2</sup>	Price range	Application type
1	40-45	1,850	Vegetable parchment
2	50-56	1,1820 - 1,835	
3	64	1,780-1,800	
4	41	2,675-2,967	Anti adhesive coating parchment
5	58	2,450	Colored vegetable parchment
6	40 and 45	1,840	Crimpled cups vegetable parchment
7	50 and 60	1,800	



# Products: sterilization paper and color wet-strength paper

## Sterilization paper

**Product description:** paper for sterilization and packaging of medical tools. Paper has high air permeability for Gas, EO and radiation sterilization

### Key features:

- Efficient anti-bacteria protection;
- Good cutting properties and mechanical strength
- Good adhesion with films and easy separation of film from paper;
- Perfect compliance with packaging machines;
- Ideal for sharp medical tools

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	GS for gas and radiation sterilization	60	Medical industry	Packaging of medical tools, like syringes, needles, catheters, tubes, medical kits and tools. Manufacturing of medical bags.

## Pricing, USD/ton, FCA Kondrovo

#	Density, g/m <sup>2</sup>	Price range	Application type
1	60	1, 152	Paper for gas and radiation sterilization

## Color wet-strength paper

**Product description:** pulp-based paper for bread and baked goods. The paper is manufactured in beige and cinnamon color. Other colors: green, orange, brown are on the stage of development.

### Key features:

- Efficient protection of bread and baked goods;
- Good cutting properties and mechanical strength;
- Good compliance with packaging automatic facilities;
- Ability for application of printing;

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	VP-V KO	40	Food products industry	Manufacturing of bags for bread packaging. Manufacturing of bags for retail chains.

## Pricing, USD/ton, FCA Kondrovo

#	Density, g/m <sup>2</sup>	Price range	Application type
1	40	1, 250	Paper for bread bags manufacturing, for baked goods packaging.



# Products: wet-strength paper

**Product description:** paper is manufactured from 100% bleached pulp, has high brightness about 85%, wet strength up to 20%. High brightness allows to do multi-color printing. The paper is designed for packing of bulk products, yeast, food products with high content of moisture and low content of fat.

**Key features:**

- Paper shows high damage resistance that raise reliability of bags in the case of accidental fall, stabbing, wetting.
- Very good for printing
- High barrier properties. Drying – out of yeast is less than in other papers.
- Allows to pack hygroscopic food and industrial materials, such as cement and dry construction mixes.
- Can be used as basis for lamination, metallization.

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	Wet –strength paper, grade “VP”, “VP-bio”	50, 60, 70	Yeast plants	Packing of yeast in automatic lines, including those with long shelf-life.
2	Wet –strength paper, grade “VP-M”	40, 50, 60, 70, 80, 90, 100	Flour milling plants	Manufacturing of bags with flexographic printing and offset printing for prepackaging.
3	Wet –strength paper, grade “VP”	30, 40, 50, 60, 70	Food manufacturing plants	Pasting, metalizing, laminating.
4	Wet –strength paper, grade “VP”	40, 50, 60, 70	Tea packing factories	Packing of dry food products, tea, tobacco
5	Wet –strength paper, grade “VP-M”	40, 50, 60, 70, 80, 90, 100	Packing of bulk food products	Manufacturing of bags with flexographic printing and offset printing for prepackaging of flour, cereals, sugar and other bulk products.
6	Wet –strength paper, grade “VP-M”	50, 60, 70, 80, 90, 100	Packing of dry construction mixes	Packing of dry construction mixes and cement.

## Pricing, USD/ton, FCA Kondrovo

#	Density, g/m <sup>2</sup>	Price range	Application type
1	30-40	1,190	Packing of bulk products, yeast, food products with high content of moisture and low content of fat, dry bulk products, construction mixes.
2	45-60	1,170	
3	70-100	1,140	



# Products: grease-proof paper

**Product description:** grease-proof paper is manufactured from 100% bleached soft and hard wood pulp. The paper is designed for packaging of products with low content of fat. It has № KIT 6-12.

**Key features:**

- Ecologically safe material, absence of foreign odors, high opacity, brightness.
- Possibility to apply color printing.
- High barrier and mechanical properties.
- Good ability for cutting into sheets and reels.

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	Grade "VZh"	40, 45, 52	Confectionary factories	Automatic prepackaging, packaging. Lining of tare. Is used for automatic packaging of butter, margarine, fats, food concentrates, fodder, other products with high content of fat and moisture content larger than 15%, tea, frozen products, medical products. As base material for backing with aluminum foil, metallization, lamination. Manufacturing of confectionary bands and napkins.
2	Grade "Zh"	40, 45, 52	Food industry Manufacturing of packaging for fast-food Manufacturing of damper insertions Lining for corrugated packaging.	For automatic packaging of mostly baked confectionary and food concentrates with low content of fat, as well as base paper for backing with aluminum foil.

## Pricing, USD/ton, FCA Kondrovo

#	Density, g/m <sup>2</sup>	Price range	Application type
1	Grade "VZh" 40, 45, 52	1,700 – 1,650	Automatic prepackaging, packaging. Lining of tare.
2	Grade "Zh" 40, 45, 52	1,500-1,550	

# Products: siliconized paper



**Product description:** silicon coated parchment is manufactured on the basis of ecologically pure heat-resistant vegetable parchment. In baking process ideally replaces vegetable oil and other fats as separation layer, that allows easy release of baked products from a baking tray.

**Key features:**

- High temperature resistance. Up to 220°C.
- Multiple use.
- High anti adhesive properties.

## Key product by grade

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	Parchment with anti-adhesive coating. Ecologically pure product. PA-2	41, 51, 65	<ul style="list-style-type: none"> <li>- Confectionary shops</li> <li>- Restaurants</li> <li>- Cafes</li> <li>- Mini-bakeries</li> <li>- Finished dishes and semi-product manufacturing companies</li> <li>- Freezing of minced meat, meat and fish</li> </ul>	<p>Baking of confectionary and bread</p> <p>Heat-resistance – reusable at temperature not higher than 220°C.</p> <p>Separating layer in semi-products manufacturing, in freezing process</p>

## Pricing, USD/ton, FCA Kondrovo

#	Density, g/m <sup>2</sup>	Price range	Application type
1	PA-2 41, 51, 65 In reels	2,750 – 2,600	Baking of confectionary and bread.
2	PA-2 In sheets	3,250 – 3,100	Separating layer in semi-products manufacturing, in freezing process

# Products: colored parchment



**Product description:** colored parchment paper is a pure pulp-based paper. After parchmentization the paper obtains grease-proofness and water strength. Colorants added to the pulp mass make colors bright and alive. 14 different shades are available: dark-blue, light blue, violet, green, light green, green apple, orange, red, wine red, pink, yellow, brown, black, gray.

**Key features:**

- Paper shows good cutting properties and high barrier and mechanical properties.
- Color is stable and does not transfer to other material.

**Key product by grade**

#	Grade	Density, g/m <sup>2</sup>	Clients	Application
1	Colored vegetable parchment	58	Manufactures of textile tubes (cores)	Textile tubes manufacturing

**Pricing, USD/ton, FCA Kondrovo**

#	Density, g/m <sup>2</sup>	Price range	Application type
1	58	2,450	Textile tubes manufacturing