

Company Profile

Dear customer and business colleagues

The Technoexport joint-stock foreign trade company has been an important player in the export of complete plants, technological lines, equipment and spare parts, operating successfully on foreign as well as domestic markets for over half a century. In addition to these activities, the company also provides comprehensive services as part of turnkey projects, including the compilation of the project, transport to the location, supervision and technical assistance during assembly and start-up of operations, warranty and post-warranty.

The objective of the company profile you are now holding in your hand is not only to introduce our company's full range of services, but also to familiarise you with the main stages of its history. We can assure you that the attention we pay to all your commercial interests corresponds to their respective importance, and look forward to many more years of fruitful co-operation.

Tomáš Plachý, CSc.
General Director & CEO

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HISTORY OF THE

TECHNOEXPORT joint-stock foreign trade company

Technoexport was established by Decree No. 311/1953 of the Ministry of Foreign Trade on 18 September 1953, at that time as a foreign trade enterprise involved in the export of complete industrial plants, with its business activity being defined as foreign trade, especially the "export of complete industrial plants and equipment, namely power, mining, metallurgical, chemical, and food plants and equipment".

Immediately after its establishment, Technoexport commenced its first export of supplies of operating sections for oil processing to the countries of the former Soviet Union as well as to China and Egypt; operating sections for sugar-beet factories to China, India, Syria, Egypt, and other countries; and complete tyre plants to Indonesia, India, and Cambodia.

In the mid-1960s, Technoexport's initial broad export programme was streamlined to focus on the chemical, rubber, and food industries. This export programme was mainly focused at the production activity of its principal domestic partner at that time – the prominently specialised company Chepos Brno. In the same period, an extensive programme of export expansion in the said commodities into a whole number of other countries got the greenlight.

Another significant statutory and organisational change in the period of the so-called foreign trade monopoly came about in connection with implementation of Decree No. 243/49 of the Ministry of Foreign Trade, which transformed Technoexport into a joint-stock company on 1 January 1969 with a registered capital of 120,000,000 Czechoslovak crowns, this being set up with the founding members involving 58 major business partners of the original Technoexport. In 1969, a significant expansion in the export of turnkey oil refining plants to Iraq era was also launched when the company was awarded and entrusted with the construction of the first turnkey oil refinery in Iraq, and extensive import activity in the area of petrochemical and pharmaceutical industries throughout the former Czechoslovakia.

Logically, an entirely different foreign trade environment appeared after 1989 as a result of the liberalisation of Czechoslovak foreign trade and transfer of the economy to a market economy. Technoexport a.s. was one of the few original foreign trade companies to have managed the transition successfully and survived challenging tough domestic and foreign competition.

Over the course of its more than half-century of existence, Technoexport a.s. has exported more than 2250 complete plants and technological lines to more than 40 countries around the world, with a good number of these investment projects still operating reliably, providing good references for our export activities in future years.

THE CURRENT SITUATION OF THE

TECHNOEXPORT joint-stock foreign trade company

Technoexport, the majority owner of which until 2009 was the state, represented by the company Česká inkasní, s.r.o., and later by the Ministry of Finance of the Czech Republic, was privatised by way of a tender for the purchase of the majority tranche of shares (98.85%).

This tender was won by Chemoprojekt, a.s., a design and supplier company, which became the sole owner of 100% of the shares in the Technoexport joint-stock foreign trade company in 2009 after purchasing the shares of the other minority shareholders.

At the same time, Technoexport became part of the “**SAFINA Group**“, comprising of the following entities:

- **SAFINA, a.s.**
- **TECHNOEXPORT joint-stock foreign trade company**
- **Chemoprojekt, a.s.**
- **VUAB Pharma a.s.**
- **SAFINA Servis a.s.**
- **Chemoprojekt Nitrogen, a.s.**

BASIC COMPANY PARTICULARS

The Technoexport joint-stock foreign trade company, with its registered office at Václavské náměstí 846/1, Prague 1

Business Identification No.: 00000841
Tax Identification No.: CZ00000841

with a registered capital of **CZK 696,980,000**

is registered in the Commercial Register maintained by the Municipal Court in Prague, Section B XXXVI, Insert 62.

Number of shares: 34,849 shares with a nominal value of CZK 20,000 each

The sole (100%) owner of the company's shares as at 18 December 2009 is Chemoprojekt, a.s., with its registered office at Třebohostická 14, 100 31, Prague 10, Business Identification No.: 45273383, Tax Identification No.: CZ45273383, registered in the Commercial Register maintained by the Municipal Court in Prague, Section B, Insert 1492.

The bodies of Technoexport a.s. joint-stock foreign trade company are comprised of: General Meeting, Board of Directors (4 members) and Supervisory Board (6 members).

Board of Directors:

Ing. Vladimír Kuba	- Chairman of the Board of Directors and General Director
Ing. Jan Mengler, CSc.	- Vice-Chairman of the Board of Directors
Michal Krejčík	- Member of the Board of Directors
Ing. Tomáš Plachý, MBA	- Member of the Board of Directors

Supervisory Board:

Ing. Tomáš Plachý, CSc.	- Chairman of the Supervisory Board
JUDr. Tomáš Jindra	- Vice-Chairman of the Supervisory Board
Ing. René David	- Member of the Supervisory Board
Ing. Helena Tychnová	- Member of the Supervisory Board
Hana Benediktová, Bc	- Member of the Supervisory Board
Ing. Radek Zamrzla	- Member of the Supervisory Board

FINANCIAL RESULTS

2009 Balance Sheet

2009 Loss and Profit Account

CO-OPERATION BENEFITS

The benefits of co-operating with our company are built on the following firm foundations:

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- **An extensive portfolio of services**
- **A stable company with a tradition spanning many years**
- **Proven foreign trade experience**
- **References from the domestic market as well as from abroad**
- **Foreign representative offices**
- **An experienced team of commercial staff and foreign delegates**
- **Highly qualified professionals in various sectors**
- **Professional approach to each customer**

These benefits were further enforced by the merger with Chemoprojekt, a.s. – a design and supplier company, with the range of services we can now offer at the highest level becoming complete – from the very start of the project, delivery to the destination, technical supervision during assembly and start-up of operations, through to warranty and post-warranty service.

MAIN FIELDS OF ACTIVITY

Technoexport a.s., established in 1953, gained a reputation as a strong and highly professional player in many sectors of industry during its existence and operation on the world's markets. Today, our company specialises namely in the following activities.

Technoexport a.s. is an exporter of complete investment projects, independent operating sections, production units and lines, machinery and equipment, spare parts, construction and assembly work, and other services related to these investments, including turnkey projects. It arranges for the reconstruction and modernisation of existing operations. It is active in the following fields:

- **Oil and natural gas processing**
- **Petrochemical industry**
- **Food industry**
- **Rubber industry**
- **Power – renewable resources**
- **Production of biofuels and other industrial sectors**
- **Construction**

SERVICES PROVIDED

One of the objectives of Technoexport a.s. is to provide comprehensive services, thereby offering its customers all the benefits that this strategy offers, thus facilitating the complex implementation of time-demanding and technologically advanced projects. The portfolio of services mainly includes the following activities:

As an EPC contractor, Technoexport a.s. provides for the following:

- Feasibility studies
- Selection of technological licenses and know-how
- Basic and operational designs
- Project management, planning and supervision of construction, cost control, reporting
- Procurement of the supply of machinery and equipment, inspection thereof, transport, and insurance
- Construction and assembly work
- Start-up of operations, individual and comprehensive tests of facilities
- Training of the customer's operating personnel
- Securing of warranty operation
- Handover of the unit to the final customer
- Post-warranty service

Technoexport a.s. provides its partners with the following services:

- Market surveys, analyses of market conditions, identification of business opportunities
- Commercial law services during the preparation of the commercial part of offers, preparation and negotiation of contractual conditions with clients, monitoring the implementation of a contract, resolution of claims and any disputable issues with the customer, final financial settlement of the contractual parties
- Provision of the services of its own offices abroad, legal services of law firms, tax advisory, work permits
- Assistance with the selection of local sub-contractors of facilities, construction, assembly, and conclusion of the relevant contractual documentation
- Resolution of project financing issues
- Arranging for transport and insurance of facilities and equipment to the place of construction
- Advisory and assistance in the field of drawing on EU funds

COMMERCIAL GROUP 2

**MACHINERY AND EQUIPMENT FOR THE FOOD AND RUBBER INDUSTRY,
GLASSWORKS
and other fields**

FOOD INDUSTRY

SUGAR FACTORIES

- Complete equipment and operation systems for sugar beet factories and refineries with a processing capacity of 1,000-7,000 tons of sugar beet per 24 hours.
- Complete equipment and operation systems for sugar cane factories and refineries with a processing capacity of up to 15,000 tons of sugar cane per 24 hours.
- Reconstruction and modernisation of existing sugar factories and refineries
- Individual machinery and equipment for the sugar industry
- Automatic continuous centrifuges
- Mills for sugar cane factories corresponding to a capacity of 1,000-15,000 tons of processed sugar cane per 24 hours.

BREWERIES AND MALT HOUSES

- Turnkey industrial breweries with a capacity range of between 20,000 hl per year and 2 million hl per year
- Individual processing sections, machinery and equipment, components and spare parts for breweries up to 2 million hl per year
- Turnkey mini-breweries with a capacity of 500 hl – 20,000 hl per year, including simple bottling or KEG filling equipment
- Turnkey malt houses, individual processing units and machines for malt houses with a capacity ranging from 5,000 to 100,000 tons per year

DISTILLERIES

- Industrial distilleries with a capacity of up to 200,000 litres per day for the processing of molasses, sugar juice, wheat and other raw materials for the production of both industrial alcohol, as well as alcoholic beverages
- Fruit and rum distilleries (even for various types of tropical fruit)

PRODUCTION AND BOTTLING OF BEVERAGES

- Production and bottling lines for all types of alcoholic and non-alcoholic, carbonated and non-carbonated beverages, including turnkey projects for bottling into:
 - Glass bottles
 - PET and PE bottles, including blowing machines
 - Cans
 - KEG barrels (for breweries)
 - Including water treatment plants, if required

FLOUR MILLS

- Industrial mills (turnkey projects, individual processing sections or machinery) with a production capacity up to 300 tons per day
- Mini-mills with a capacity of 12-24 tons per day

DAIRY PLANTS

- Mini dairy plants and dairy plants for the daily milk intake of 3,000 to 1,000,000 litres - turnkey projects, supply of individual operating sections, machinery and components.
- Complete pasteurisation units
- Units for the collection and cooling of milk on farms
 - mobile
 - stationary

SLAUGHTERHOUSES AND MEAT PROCESSING

- Slaughterhouses for beef cattle, pigs, sheep, and possibly camels
 - "Al halal" slaughter for muslim countries
 - Meat portioning and packaging
 - Cooling and freezing
 - Cool air production

RUBBER INDUSTRY

COMPLETE PROJECTS, TECHNOLOGICAL LINES AND OPERATING SECTIONS

- Plants for the production of radial and diagonal tyres
- Plants for retreading tyres
- Plants for the crushing and regeneration of tyres / technical rubbers
- Lines for the preparation of rubber compounds
- Lines for the rubber coating of textile and steel cords
- Lines for the production, repair and connection of conveyor belts
- Lines for the production of rubber foils
- Lines for the production of flooring and sheets

INDIVIDUAL MACHINES FOR NEW PLANTS AND FOR RECONSTRUCTION, EXPANSION AND MODERNISATION OF EXISTING OPERATIONS

- Internal mixers with a chamber volume of 40 l, 100 l and 270 l
- Ready-made machinery for the production of passenger, truck and tractor radial tyres
- Two, three, four and five stroke rolling machines
- Vulcanisation press for the production of tyres
- Drum tyre testing machines
- Forms for tyres and technical rubber
- Refrigerators for rubber compounds

- Injection machines for technical rubber products
- Extruders
- Blow moulding machines for hollow products with a volume of up to 1, 3 and 6 litres
- Mills for the crushing of rubber
- Rollers for the rubber industry

DOCUMENTATION OF KNOW-HOW FOR THE PRODUCTION OF

- Passenger radial tyres
- Light truck tyres
- Diagonal truck tyres
- Off-road and agricultural tyres

REFERENCES – COMMERCIAL GROUP 2

Machinery and equipment for the food industry

REFERENCES – COMMERCIAL GROUP 2

Machinery and equipment for the rubber industry

COMMERCIAL GROUP 6

OIL AND NATURAL GAS PROCESSING, PETROCHEMICAL, BIOTECHNOLOGY, AND POWER INDUSTRIES

MARKETING

Commercial group 6's activity is focused namely at the following territories:

- **Southern Europe**
- **Africa** (not including Egypt and Libya)
- **Latin America**
- **South East Asia**

where it monitors the market, devotes itself to looking for new business contacts and possibilities for expanding export activities, and compiles commercial and technical offers into the said areas.

At the same time, it provides for the marketing activity, and manages the activities of the company's foreign representative offices.

COMMERCIAL GROUP 9

OIL AND NATURAL GAS PROCESSING, AND PETROCHEMICAL INDUSTRIES

Export of complete investment projects, independent operating sections, production units, individual machinery and equipment, including turnkey projects, reconstruction and modernisation of existing units and operating sections.

OIL AND NATURAL GAS PROCESSING FIELDS

- **Complete oil refineries**
- **Individual units/parts**
 - Atmospheric distillation
 - Vacuum distillation
 - Hydro-generation refining of petrol, oil and gas oils
 - Catalytic reforming
 - Production of lubricating oils
 - Re-refining of used oils
 - Isometrisation
 - Asphalt production
 - Sulphur production
 - Hydrogen production
 - Desulphurisation and gas separation
 - Utility and auxiliary facilities
 - Storage tanks and depos
- **Construction and assembly work**
- **Training of operating personnel**

OTHER ASSOCIATED UNITS FOR OIL AND NATURAL GAS PROCESSING FACILITIES

- Units for the production of industrial fertilizers
- Units for the treatment of natural gas
- Gas storage tanks
- Compressor stations
- Diagnostic laboratories and repair workshops

DELIVERIES AND SERVICES FOR OTHER INDUSTRIAL SECTORS

- Supply of equipment for power blocks, steam turbines of a capacity of between 0.2 and 1,000 MW
- Turbo-generators and diesel-generators
- Electrical motors of a capacity of between 60 kW and 10 MW
- Turbocompressors
- Transformers and substations
- Photovoltaics

BIOTECHNOLOGY

- Facilities for the production of biogas from sewage residue after waste water treatment, with subsequent use for the generation of electricity and heat
- Facilities for the production of biogas from straw, rape oil and other biomass
- Collection, sorting, recycling and incineration of communal waste

WASTE AND INDUSTRIAL WATER TREATMENT PLANTS

MODULAR UNITS FOR RESIDENTIAL PURPOSES AND OFFICE PREMISES

REFERENCES – COMMERCIAL GROUP 9

Machinery and equipment for the chemical and petrochemical industries

COMMERCIAL SECTION 10

ADVISORY SERVICES IN THE FIELD OF DRAWING ON EUROPEAN UNION FUNDS AND PROJECT REALISATION

These services namely include the following:

- Selection of suitable grants from EU Structural Funds
- Preparation and processing of grant applications
- Negotiations as regards the details of a project
- Negotiations with Czech state administration representative
- Preparation of tender documentation
- Legal assistance
- Supervision over implementation of the project
- Preparation of payment requests
- Representations of applicants during audit and monitoring proceedings
- Preparation of the final project report

Main fields:

- Entrepreneurship and industry
- The environment
- The European Fund for Regional Development (ERDF)

REFERENCES – COMMERCIAL SECTION 10

Client	Project name	Investment costs in CZK
	Contract type	
Municipality of Lochovice	Construction of waste water treatment plant and sewage drainage Compilation of application for a grant from the EU Structural Funds	75,000,000
Municipality of Chotutice	Construction of pressure sewage drainage Compilation of application for a grant from the EU Structural Funds	27,000,000
City of Uherský Brod	Reconstruction and intensification of waste water treatment plant Compilation of application for a grant from the EU Structural Funds	227,000,000
City of Orlová	Sewage system for the Karvina region Compilation of application for a grant from the EU Structural Funds	200,000,000
City of Mladá Vožice	Construction of waste water treatment plant Compilation of application for a grant from the EU Structural Funds	20,000,000
City of Rotava	Construction of sewage drainage Compilation of application for a grant from the EU Structural Funds	60,000,000
City of Strašice	Construction of sewage drainage Compilation of application for a grant from the EU Structural Funds	45,000,000
Vodovody a kanalizace Hlučín	Completion of sewage drainage and intensification of waste water treatment plant Compilation of application for a grant from the EU Structural Funds	100,000,000
Lučební závody Draslovka	Development of new EDN substance Compilation of application for a grant from the EU Structural Funds	200,000,000
City of Klatovy	reconstruction of central heat piping Compilation of application for a grant from the EU Structural Funds impletation service as part of project realisation	30,000,000
City of Kutná Hora	Implementation of power savings at the primary school Compilation of application for a grant from the EU Structural Funds impletation service as part of project realisation	40,000,000
Biocel Paskov	Construction of 4 th level of secondary regeneration Compilation of application for a grant from the EU Structural Funds impletation service as part of project realisation	75,000,000
United Energy a.s.	Construction of a facility for the use of communal waste to generate power compilation of EIA documentation and feasibility study	3,000,000,000

COMMERCIAL SECTION 50

DELIVERY OF EQUIPMENT AND COMPONENTS FOR THE CONSTRUCTION INDUSTRY; PHOTOVOLTAICs

The activity of this commercial section, which has in the past been focused solely on the import of plants, is currently expanding into the construction and power (photovoltaic) areas.

DELIVERIES OF COMPONENTS AND CONSTRUCTION PARTS FOR THE CONSTRUCTION OF FAMILY HOUSES AND RESIDENTIAL BUILDINGS

DELIVERIES OF PHOTOVOLTAIC COMPLEXES DOMESTICALLY AND TO BULGARIA

CONTACT DETAILS

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