

# Vendor Profile



GENERAL INFORMATION				
<b>Company Name in English:</b>		JSC «Olsa»		
<b>Company Name in local language:</b>		ОАО «Ольса»		
<b>Form of business ownership</b>		Open joint stock company		
<b>Address in English</b>		23, Karl Marx Str., Mogilev, 212030, Belarus		
<b>Website:</b>		www.olsa.by		
<b>TIN Taxpayer identification number</b>		700049597		
<b>Type of Business :</b>		Manufacturing		
<b>Certification:</b>		ISO 9001-2009		
<b>Creation Date:</b>		in Jan. 1932, last reorganization - 14.11.2011		
<b>Size of the industrial area</b>		39 sq.km		
FINANCIAL INFORMATION				
<b>Bank Name :</b>		«BANK MOSCOW-MINSK» JSC		
<b>Address :</b>		37A, Pioneer Str., Mogilev, 212030, Belarus		
<b>Account Number (EUR):</b>		3012110790094		
<b>Date of opening :</b>		24.08.2010		
<b>Shareholder Name :</b>		The State Property Committee of the Republic of Belarus		
<b>Share%</b>		97,67		
MARKET & CATEGORIES INFORMATION				
<b>Main Brand</b>		OLSA		
<b>Main Category:</b>				
• <b>Camping Furniture, incl.</b>		- Garden Swings		
		- Chairs, Chaise Lounges		
		- Guest beds and etc.		
• <b>Medical Furniture</b>				
• <b>Submersible household pumps</b>				
• <b>Small-size woodworking machines</b>				
Turnover	Year (N-3)2013	Year (N-2)2014	Last Year (N-1) 2015	This Year Estimates 2016
Total Turnover	\$34 853 300	\$33 282 600	\$24 605 500	\$25 000 000
Export %	70%	73%	74%	75%
Export Market				
Major Countries		Turnover %		
Russia		93%		
Ukraine & CIS		5%		
Other Europe		2%		
Main Categories and % for Last Year Turnover				
Camping furniture		53,4		
Submersible household pumps		45,0		
Main Clients	Country	%		
Leroy Merlin	Russia	11%		
IKEA	Russia	7%		
OMA	Belarus	5%		

<b>Human Resources</b>	
<b>Total, Incl.</b>	<b>1065</b>
Production	862
Quality	35
R & D	27
Marketing and sales	32
<b>Contacts :</b>	
<b>Director - Nikolai Tsykunov</b>	tel.: +375 222 31 03 73 Fax: +375 222 22 07 96 <a href="mailto:olsa_garden@tut.by">olsa_garden@tut.by</a>
<b>Key account person - Natalya Regetta</b>	tel.: +375 222 25 02 00
<b>Marketing and Sales</b>	
Head of department - Eugene Pogostev	tel.: +375 222 31 04 96
Sales reps	tel. : +375 222 22 10 32 tel. : +375 222 25 01 46 Fax: +375 222 22 98 89 <a href="mailto:olsa_marketing@tut.by">olsa_marketing@tut.by</a>