

**Донской
Табак**



COMPANY PROFILE



ABOUT COMPANY

Donskoy Tabak is the leading tobacco enterprise within the diversified holding «AGROKOM GROUP» based on best principles of tobacco business.

AGROKOM GROUP is one of the largest agro industrial holdings in the South of Russia, incorporating more than 40 industrial enterprises for manufacturing and processing of agricultural products.

The factory is equipped with modern energy saving machines. It manufactures high quality tobacco products.

Donskoy Tabak delivers its products to all regions of Russia as well as to CIS and other foreign countries.

Our company is developing not only because of modern machines but also thanks to the work and creative activity of its members.



OUR HISTORY

- **1857** – Tobacco products were produced for the first time by the private V.Asmolov Tobacco Factory in Rostov-on-Don.
- **1993** – Ivan Savvidi was elected as general director of the company and he advanced the slogan «LIVE AND ACT UNDER THE RUSSIAN FLAG».
- **1994** – Technical re-equipment of the factory became the main line of development. Home social projects were financed.
- **1999** – Volume of company's output exceeded 30 milliard of pieces of cigarettes per year. Company's tobacco product market share was 12%. The factory covered more than 70% of the south Russia and Northern Caucasia cigarette market demand.
- **2005** – Investment project for relocation of the factory from the centre of Rostov-on-Don to industrial zone was completed. The factory became one of the most modern companies in eastern Europe.
- **2010** – Building of a new production complex and the company «NEVO-TABAK» (St.Petersburg) was acquired. The production of the sub-company is being performed in Pereslavl-Zlessky (region of Yaroslavl). Assortment portfolios have been consolidated.
- **2013** – Yuly 19.2013 Donskoy tabak got 84,5% of authorized capital of the company Secap S.A.

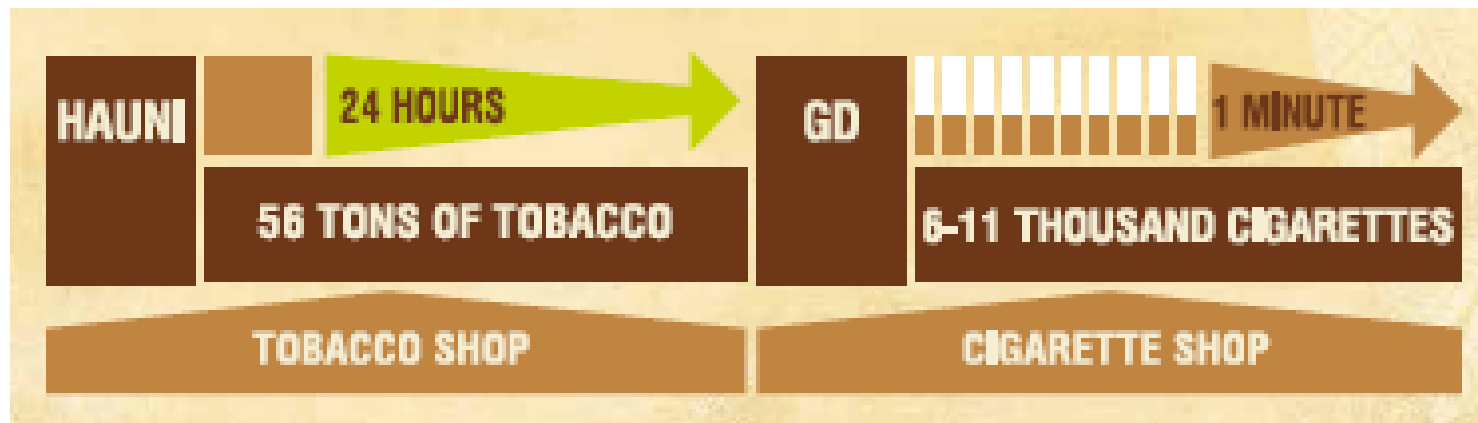
Production

Donskoy Tabak is the first company in its branch that has been granted certificates on conforming of the integrated management system with the international standards ISO 9001:2008 Quality Management Systems. Requirements and ISO 14001:2004 Environmental Management Systems. Requirements and Operating Instructions.

POLICY OF THE COMPANY

- constant modernization of manufacturing
- quality control
- high quality products
- competitive practice and training

To manufacture tobacco products, modern machinery from world-wide leading producers such as HAUNI, ITM, GD, FOCKE, is used to treat tobacco, to make and pack up cigarettes. Tobacco treatment and cigarette making is controlled automatically.



Production

The company *Donskoy Tabak* buys major tobaccos from foreign countries to produce tobacco products. Those countries are Brazil, Argentina, Zimbabwe, Malawi, Bulgaria, Turkey, India, Macedonia, Greece, Spain, Vietnam, Tanzania, Kenya, republics in Central Asia and Azerbaijan.

Domestically manufactured expanded stems are actively used as well as stems from China and Thailand. Reconstituted tobaccos come from France and South Korea. For high quality cigarettes toasted Burley from Italia and expanded tobacco from Spain are used.



Assortment of company



Premium:
Richmond
Aroma Rich
Senator

Middle:
Kiss
Continent
21 VEK

Econom:
Play
Prince
Cooper
Asmolloff
Armada
Nasha Marka
Arctica
Donskoy tabak

Cigarette:
Belomorkanal

About company in Russia

Donskoy Tabak is the largest domestic tobacco product manufacturer. *It has operated for 155 years in the Don area.*



Export sales

Donskoy Tabak is a leader among Russian cigarette exporters.

The company supplies its products to 30 countries in the world including Japan, Czech Republic, Turkey, Cambodia, Belarus, Ukraine, Mongolia, Mexico.

SALES SUCCESS IS BASED UPON:

- high product quality
- prompt fulfillment of contractual obligations
- experience in product adaptation to the national requirements for packaging
- broad assortment variety
- competitive pricing policy
- effective communication with our partners

Export sales

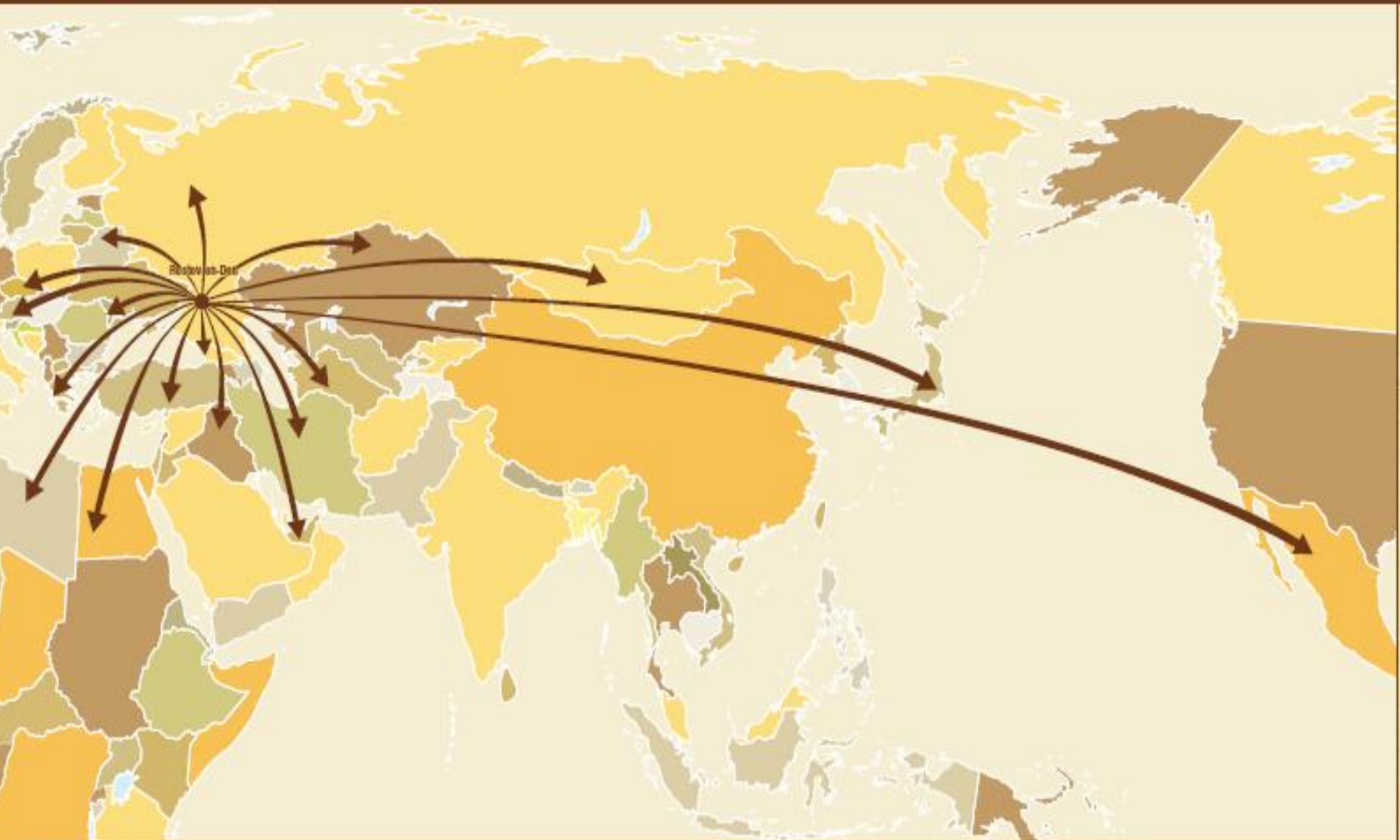
Donskoy Tabak is a leader among Russian cigarette exporters.

Our company aims at using the most quick delivery schemes and mutually beneficial settlements under concluded contracts.

The *Donskoy Tabak* products are delivered by all regular transport facilities – by road, by sea, by rail and by air.

Our distributors operate a well-developed warehouse and trading network in importing countries. All export destinations are countries with dynamically developing economy and high business activity. Export is one of foreground areas of strategic development of the company.





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| ABKHAZIA | CAMBODIA | HUNGARY | KIRGIZIA | MONTENEGRO | TURKEY |
| AUSTRIA | CZECH REPUBLIC | IRAQ | LIBYA | OSSETIA | TURKMENISTAN |
| ALBANIA | EGYPT | IRAN | MEXICO | SLOVAKIA | UZBEKISTAN |
| ARMENIA | GREECE | JAPAN | MOLDOVA | TADJIKISTAN | UKRAINE |
| BELARUS | GEORGIA | KAZAKHSTAN | MONGOLIA | TRANSNISTRIA | UNITED ARAB EMIRATES |