



COMPANY PROFILE

1. General Information

Business name: MSC LLC

Business address: 199226, Morskaya nab. 15, lit. B, pom. 2N, Saint Petersburg, Russia

Phone/Fax: +7 (812) 622-03-24

Primary Line of Business: Marine Equipment

Total number of Employees: 158 (for all companies)

Number of Employees at Head Office: 45

Business structure: Corporate Group

Website: www.morsusnab.ru

2. Company Overview

MSC LLC was created on 18 February 2007 as a trade company with its headquarters in Saint Petersburg, Russia. Core business of our company is production and supply of marine equipment for ship repairing and shipbuilding yards of Russia. We have our sub-branch offices in Archangelsk (assembly crew) and Vladivostok (sales representative) and warehouses in Saint Petersburg, Murmansk, Vladivostok and Rostov.

3. Corporate Values

Our mission: We create equipment to be proud of what we do.

Corporate values:

- Satisfaction of our clients and employees;
- Constant improvement of quality;
- Enhancing our sales geography;
- Substantial technological development.

4. Business Activities

Our main field of activity is marine equipment trading (60% of our trade activities). Over the years, we built a strong cooperation with all major shipyards of Russia, including Admiralty Shipyards, Baltic Shipyard, Amur Shipyard and many others. We are an exclusive dealer or representative for 14 companies from Europe and

China (Attachment 2).

We have our own production line and design department for production of such items as water treatment systems, oil and gas equipment, pumps, wet units, claddings and wall panels. Our production facilities are located in Saint Petersburg on Vasilevsky Island and completely licensed according to ISO 9001: 2015.

The list of our products is constantly growing. Our engineers design new items under the Import Substitution Program (ISP) as well as we help our partners with adaptation of their equipment up to Russian standards (GOST). Each system is made on turnkey basis: we select the characteristics and equipment to provide efficient and customized solutions.

MSC LLC also provides services for design of ship interiors and refitting. All design decisions are individual to the Client's requirements and developed by our design engineers. We provide complex services for outfitting and assembly of wall panels, floor and ceiling surface and supply marine furniture for crew rooms and service facilities.

We are constantly enhancing our product portfolio: for that purpose in 2013, we created a sub-company for design and production of oil and gas equipment. We have already established strong business connections with such companies as Gazprom, Lukoil and Sibur and provided a range of products for filtration and cleaning on oil and gas deposits.

After a while, we decided to bring international fire solutions into Russian market: a new sub-company was founded for sales and adaptation of foreign systems to the Russian Fire Safety Regulations. In 2017, we designed and presented a compact containerized Fi-Fi solution for tugs, barges and port areas.

Since 2018, we have started servicing of ships and vessels with marine chemicals and cleaning solutions. MSC LLC is an exclusive trade agent of Wilhelmsen Marine Services in Russia and the CIS countries.

We are eager not only grow inside Russia but also enhance our sales geography. Since 2013, MSC LLC started cooperation with Cuba for spare parts and pumps. In 2018, we have firstly attended the international maritime trade fair in Hamburg – SMM 2018 to present our equipment for European and international clients. Now we are negotiating with our new partners from Spain, Italy, Sweden, Saudi Arabia, Vietnam and India for possibly supply of our items.

We have our own logistics sub-company with agents in all major Russian ports. We provide services for transportation, customs clearance and certification in Russia for our Russian and international partners.

5. Innovative Projects

One of the most successful product for our company in 2018 – automatic anti-heeling system. We are the first Russian company that has designed and supplied completely domestic system with our control software. This project was highly appreciated in the Russian shipbuilding and the story of its production was widely covered by press and several state channels.

Recently we also developed a cleaning unit for axial and centrifugal compressors. This unit have perfect performance parameters compared to other international analogues and for some values and functions is unrivalled.

6. Certification

Our top management and employees have passed certification of ISO 9001:2015. All our items are certified under Russian Maritime Register of Shipping (member of IACS), Russian River Register (RRR) or Russian Sanitary Standards (SanPin).

Since 2018, we have started negotiations with Bureau Veritas, Lloyd's and American Petroleum Institute (API) for certification of our company for international markets.

For more details, please check the Attachment 1 – Main items and Attachment 2 – International Partners.