

IF PEOPLE LIKE YOU,  
THEY'LL LISTEN TO YOU,  
BUT IF THEY TRUST  
YOU, THEY'LL DO  
BUSINESS WITH YOU.



**POLYHIM EESTI OÜ**

- OIL & POLYMER PRODUCTS -

COMPANY INFO  
- 2018 -



# Our hystory

General Manager of Polyhim DOO, Serbia since 2010 is **Ms. Kristina Bobovnikova**, an expert in the distribution of polymers, petroleum products and chemical products with a clear vision of international trade flows and potentials of the markets of Europe, the Middle East and CIS member countries.

The result of her work during the period since the opening of Polyhim D.O.O. showed the full potential of export of polymers of Serbian origin to Russia and Belarus, and until 2014 resulted a total of 5% of the net national exports of Serbia. This information is officially available by the Serbian Chamber of Commerce.

Polymer raw material is produced by Polyhim's two strategic partners: HIPOL A.D. polypropylene plant in Odzaci, which in the period from 2011 came out of the majority debts and began to expand its capacities; and HIP Petrohemija Pancevo as a manufacturer of polyethylene.

After 2015, Polyhim DOO loses the possibility of exporting large quantities of raw materials due to the construction of new factories in Belarus, which managed to undermine the needs of our old customers with lower price of the finished product.

For this reason, a new question has been opened: *How to keep on doing business and expand sales to the new EU market?*





## Why did we choose Estonia?

After almost a year of reorganization and consideration, we came to a decision that the best move for continuing work is to open a new company directly in EU. The ease of doing business, the ability to electronically complete almost every transaction and the convenience of e-citizenship was only provided by the Republic of Estonia, upon the recommendation of our partners. After the unanimous decision was made on October 12, 2016 a new company Polyhim Eesti Oü was opened and all previous experience was transferred to Tallinn where we discovered that the story of the kindness and professional attitude of the Estonians is indeed true.



# Who are our customers?

Most customers in Russia and Belarus like large factories:

Mogilev Khimvolokno, Svetlogorsk, Mozir, HimPromtOrg and others who have worked with us since the very beginning. They are still interested in cooperation and actively planning new purchase of materials.

Countries with whom the cooperation is actively planned are Italy, France, Slovakia, Greece, Czech Republic and Poland.

# Who are our suppliers?

All previous relations with the manufacturers of Hipol AD and HIP Petrohemija Pancevo are ongoing. In order to respond to the market needs for other materials and be competitive with the price, we have established cooperation with stable suppliers from the Middle East.

Our suppliers of polymer include: Amir Kabir, Jam Petrochemicals, Tabriz, Persian Gulf Polymers, Marun & Levea.

The list of products we offer is expanded with industrial chemicals for use in the processing of organic and inorganic compounds.

Our suppliers of industrial chemicals are:

Arax Chemistry & Kimia Pars, all from Iran, Teheran

# Our expectations For the future

Starting to supply from Middle East, Polyhim Eesti Ou will be able to establish a stable relationship with other producers and trading companies in Baltic countries, thus closing the delivery cycle of raw materials by land and sea to most of Europe, Belarus and Russia. Kristina Bobovnikova, as the leader of the experienced team of experts at Polyhim Eesti Ou, works to achieve these goals by investing all her free time in achieving ideal international relations with business partners of completely different business psychology.

Polyhim Eesti Ou already operates with logistics center in Belgrade (Serbia) in cooperation with manufacturers of polymers from the Middle East, which significantly shortens delivery time to the end customer from 20 days to a maximum of 7 days from received payment.

This strategic move is a step to make Polyhim Eesti Ou from 2019-2020. the manufacturer of polymers under the license of recognized manufacturers in the world, supplying self with materials for production from the cleanest sources of north Europe and the Middle East.



# Our company members



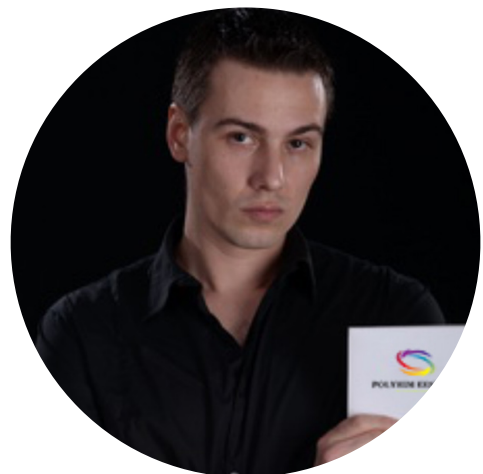
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