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State of the Art



# THE CONFECTIONERY MARKET

## IN RUSSIA

FLANDERS INVESTMENT & TRADE MARKET SURVEY



# Russian confectionery market

October 2015

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## Key facts about the Russian confectionery market:

Market volume: 3651 th.tons

Total number of companies on the market: around 1500

Per capita expenditure on confectionery:

110 US doll. (65% is spent on chocolate)

Average per capita consumption (2013)

22,6 kg (11,7 kg was provided by chocolate and sugar confectionery)

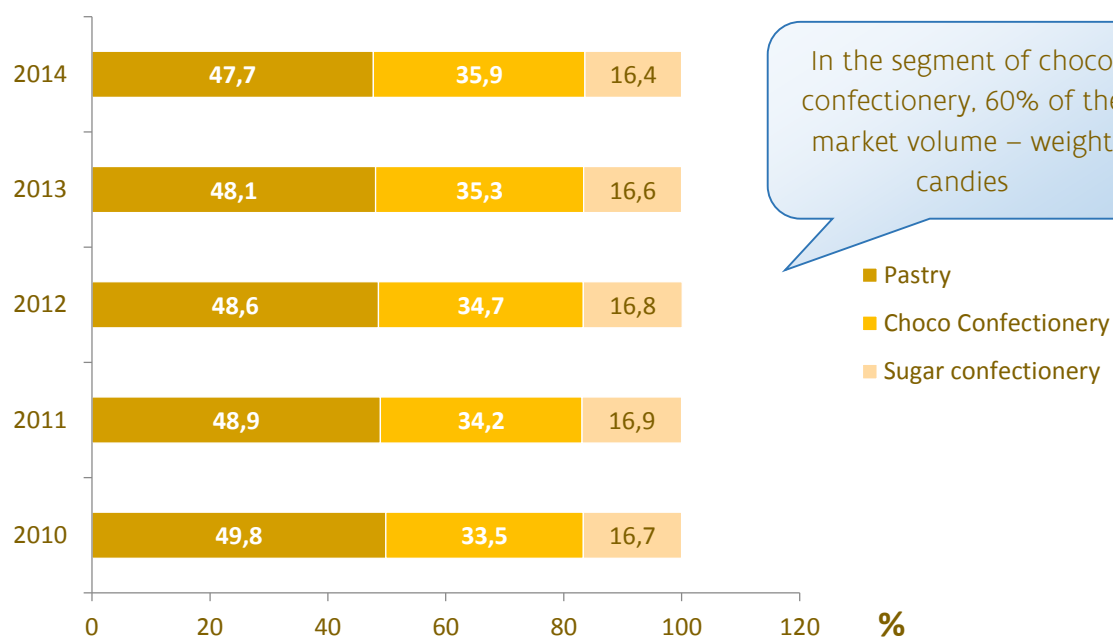
Average per capita consumption (2014)

25 kg (12 kg was provided by chocolate and sugar confectionery)

150 local companies provides 55% of domestic production in volume

The most popular confectionery category in Russia: chocolate (in 2013 per capita consumption of chocolate constituted 5.3 kg.).

## Structure of Russian confectionery market in 2011-2014 yy.



ASCOND

### Current market situation (2014):

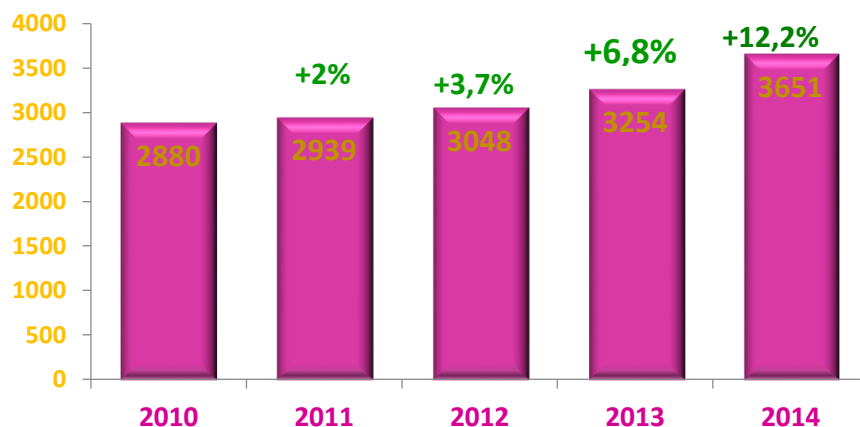
Economical recession caused by dropping prices on the world raw oil and gas market as well as the sanctions regime started in Russia. The national currency, Russian rouble, was also weakening. At the same time prices for basic ingredients of confectionery products (sugar, cocoa products and others) were increasing. According to expert estimation, the production of chocolate in Russia depends approximately by 60% on imported ingredients. Because of the rouble devaluation, the cost of cocoa products for chocolate manufacturers increased by more than 50% within a year. The experts also note, that the food embargo, imposed by the Russian Government in August 2014,

also influenced the prime cost of chocolate production, as it affected the supplies of nuts and dried fruits from the European Union, the USA, Canada, Australia and Norway.

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### Dynamics of confectionery manufacturing in Russia in volume/thousand tons (2011-2014 yy)

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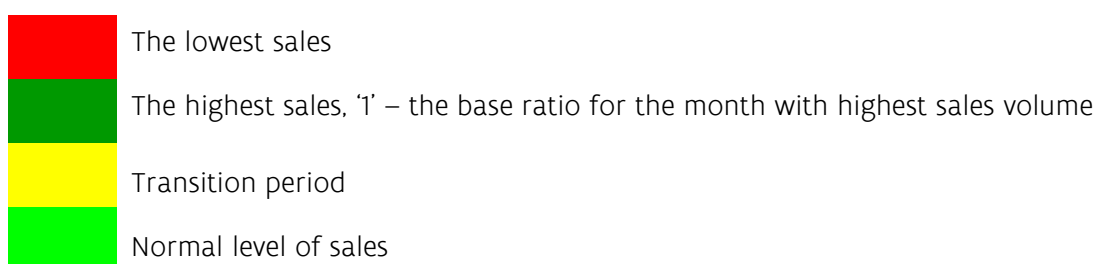
Credinform, InfoAgency

In 2014 the Russian confectionery market faced a 12% year-on-year increase of confectionery production in volume as it amounted to 3,651 thousand tons. In 2013, the market demonstrated a growth of 6,8%. By March 2015 Russia produced 480 thousand tons of confectionery which was 2% less than in the same period the year before.

The production of cakes and pastry in Russia saw a 3.1% year-on-year increase in 2013 and a 5% increase in 2014. Production of ginger bread, wafer and cookies/biscuits increased in 2013 and 2014 by 4 and 7% respectively. Production of chocolate and sugar confectionery (boiled sweets excluded) increased by 8.7% in 2013 and by 5% in 2014.

Boiled sweets is the only category with no registered growth, in 2014 the product category even saw some decline of manufacturing.

### Sales season indicators of confectionery business in Russia, caused by traditional holidays and climate factors



|           | 2012 | 2013 | 2014 | Factors that affect consumer activity              |
|-----------|------|------|------|--|
| January   | 0,68 | 0,64 | 0,61 |  |
| February  | 0,63 | 0,63 | 0,64 | The shortest month                                 |
| March     | 0,64 | 0,72 | 0,66 | 8 March, Women's Day                               |
| April     | 0,60 | 0,66 | 0,61 | Easter Day (Easter cakes are very popular)         |
| May       | 0,63 | 0,60 | 0,65 |  |
| June      | 0,58 | 0,54 | 0,64 | Confectionery is replaced by fruits                |
| July      | 0,75 | 0,72 | 0,80 | Transition period                                  |
| August    | 0,81 | 0,83 | 0,87 |  |
| September | 0,80 | 0,84 | 0,89 |  |
| October   | 0,77 | 0,79 | 0,86 |  |
| November  | 0,76 | 0,79 | 0,83 |  |
| December  | 1,00 | 1,00 | 1,00 | The highest sales volume, coming New Year Holidays |


Alto Group Consulting






## Manufacturing allocation Top-5 of Federal Districts:



Source: Wikitravel

| Federal district | Color on map  | Administrative center | Share in domestic confectionery manufacturing In volume | Additional info   |
|------------------|---|-----------------------|---|---|
| Central          |  | Moscow                | 40%   | <p>Leaders: Moscow, Moscow region, Belgorod region and Voronezh</p> <p>Share 2014: 32% of the production volume of cocoa, chocolate and sugar confectionery was provided by Moscow &amp; Moscow region, and Belgorod Region (17,1%, 11,4% and 5,7% respectively).</p> <p>Voronezh Region:</p> <p>Share 2014: 5,6% of the production volume of cakes and pastry.</p> |
| Volga            |  | Nizhny Novgorod       | 20%   | <p>Leaders: Penza region, Samara region and Tatarstan</p>   |
| Siberian         |  | Novosibirsk           | 12%   | <p>Leader: Novosibirsk and Kemerovo regions</p> <p>The 5 largest manufacturers in Novosibirsk are 'Confael' and 'Shokoladny Mir' (ChocoWorld). Moreover, Mondelēz International is also building its own factory near Novosibirsk.</p>  |

|              |   |                |     |  |
|--------------|---|----------------|-----|--|
| Northwestern |  | St. Petersburg | 11% | <b>Leader: St. Petersburg</b><br>Share 2014: 10% of the production volume of wafer, ginger bread and cookies/biscuits. In 2014 the production volume increased by 16% y-o-y. |
| Southern     |  | Rostov-on-Don  | 8%  | <b>Leader: Krasnodar region</b><br>Share 2014: 8,8% of the production volume of cakes and pastry.  |
| Ural         |  | Ekaterinburg   | 7%  | <b>Leader: Chelyabinsk region</b><br>Share 2014: 9,8% of the production volume of cakes and pastry.  |

#### *Central district:*

In 2013 in the cocoa, chocolate and sugar confectionery segment, the production volume of the Moscow Region increased by 6.4% YoY. In 2014 the production volume of this product group in Moscow and the Moscow Region remained the same. The Belgorod Region demonstrated 12.6% of increase.

The Voronezh region demonstrated more than doubled production volume in the category of cakes and pastry production. Moscow saw 10% increase of production volume in 2014 and went down from the 3rd to the 4th place (5,5%).

#### *Volga district:*

Tatarstan - 4,1% of the production volume of cakes and pastry in Russia.

Penza region – 3,6% of the production volume of wafer, ginger bread and cookies/biscuits.

Samara region - 3,7% of the production volume of cocoa, chocolate and sugar confectionery.

#### *Southern district:*

In 2013 the Krasnodar Region saw a 5,1% of growth y-o-y in the cakes and pastry segment, but in 2014 the production volume remained on the same level compared with 2013.

#### *Ural district:*

In 2013 the Chelyabinsk region saw a 13,7% increase in the segment of cakes and pastry, but 1% of the production dropped in 2014. This city is on top in pastry production.



## The largest Russian manufacturer at a glance



### Objedinennye Konditery

(UNICONF, United Confectioners)

Headquarter: Moscow, Russia

13th place in the ranking of 'Top-100 confectionery companies in the world' List

Net Sales (Millions): 1,735 US dollars

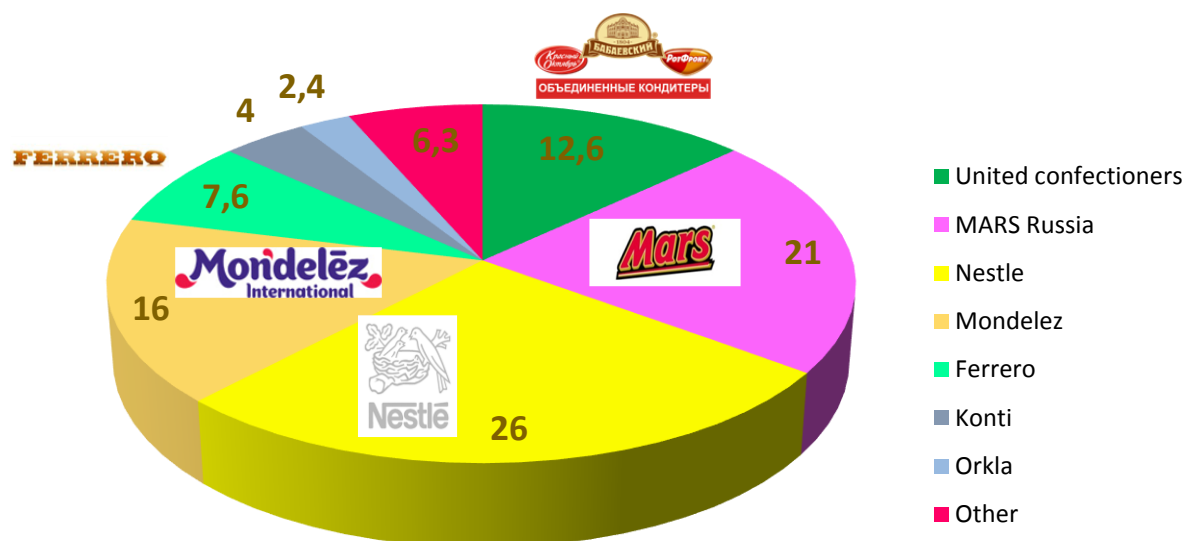
Top-Management: Denis Smirnov, CEO, Sergey Nosenko, Chairman





Number of Employees: 19,300

Number of Factories: 19 + 8 Logistics centers

## Main Russian confectionery market players

Market structure by manufacturers in 2014 (in value , %)



|   | Name                 | Region          | Brief info/Financial info/ Return of sales indicator (ROS)   |
|---|----------------------|-----------------|--|
|    | NESTLE<br>ROSSIYA    | Moscow          | <p>On the confectionery market the company has a controlling block of shares of the confectionery factories 'KO Rossiya (Russia)' PPO OJSC (Samara) and 'Kamskaya' JC (Perm). The largest asset of 'Nestle S.A.' in Russia is its branch 'Nestle Russia' LLC.</p> <p>Financial indicators:<br/> Revenue (2013) - 86.2 bln RUB (the highest indicator in Top-10 confectionery manufacturers list)<br/> - 14% growth compared with 2012.<br/> Profitability of sales ROS: 5%</p> <p><a href="http://www.nestle.ru/">http://www.nestle.ru/</a></p>  |
|    | MARS Russia          | Moscow region   | <p>Mars LLC started its business in the Russian market in 1991 and in 1995 opened its first plant for production of chocolate in Stupino, Moscow region. In addition to production of chocolate, chewing gum and other confectionery in 4 Russian regions, Mars LLC also manufactures pet food. Within two decades the company has invested more than 1 bln. USD in the Russian market.</p> <p>During the last 7 years the sales of the company in all segments of products increased by more than 3 times in value; net profit increased by 5 times. In 2013 the company saw a 20% growth of sales in comparison with 2012. ROS indicator: 15,5%</p> <p><a href="http://www.mars.com/cis/ru/">http://www.mars.com/cis/ru/</a></p> |
|  | MON'DELEZ<br>RUS LLC | Vladimir region | <p>Mon'delez Rus LLC manufactures and markets chocolate and chocolate confectionery, freeze-dried coffee, and biscuits. Mon'delez Rus LLC was formerly known as OOO Kraft Foods Rus. The company is based in Pokrov, Russia. Mon'delez Rus LLC operates as a subsidiary of Mondelez International, Inc.</p> <p><a href="http://ru.mondelezinternational.com/home">http://ru.mondelezinternational.com/home</a><br/> Key brands: Milka, Alpen Gold, Dirol, Yubileynoe</p>   |
|  | FERRERO<br>Russia    | Vladimir region | <p>CJSC Ferrero Russia is the Russian subdivision of Ferrero Group of companies. Ferrero entered the Russian market in 1995 and</p>  |

|   |   |                 |   |
|---|---|-----------------|---|
|   |   |                 | <p>introduced 5 leading brands: Raffaello, Kinder Chocolate, Kinder Surprise, Nutella and TicTac. The company's production is present in more than 100 Russian cities. The combined share of Ferrero (in value terms) in Russia amounted to 15,7% in those market segments, where Ferrero production is represented (including packaged chocolate, biscuits, chilled snacks, chocolate paste and refreshing dragee).</p> <p><a href="http://www.ferrero.ru/">http://www.ferrero.ru/</a></p> |
|    | <p>KRASNYJ<br/>OCTYABR<br/><br/>(part of<br/>UNICONF):</p>                              | Moscow          | <p>Financial indicators:<br/>Revenue (2014) – 10 Bln. RUB, 10,3% of growth y-o-y<br/>Net profit (2014) – 406,7 mln. RUB, which dropped by 59% y-o-y<br/>Profitability of sales ROS: 10,5%<br/>ROE: 7,97%</p> <p><a href="http://www.konfetki.ru/">http://www.konfetki.ru/</a></p>   |
|   | <p>JSC ROT<br/>FRONT<br/><br/>(part of<br/>UNICONF):</p>                                | Moscow          | <p>The production capacity of this holding is 360 thousand tons annually.<br/>In 2013 the holding produced 350 thousand tons of confectionery products, in 2014 – 356 thousand tons. The earnings of the holding in 2013 accounted for 46.8 bln RUB, plus 6% over 2012. ROS: 6,4%</p> <p><a href="http://www.rotfront.ru/">http://www.rotfront.ru/</a></p>  |
|  | <p>OJSC<br/>Confectionery<br/>concern<br/>BABAEVSKY<br/><br/>(part of<br/>UNICONF):</p> | Moscow          | <p>This enterprise manufactures such well known types of sweets and chocolate as: Belochka, Babaevskaya, Mishka, Visit, chocolate Vdokhnovenie.</p> <p>Financial indicators:<br/>Revenue (2013): 8 053 mln. RUB<br/>ROS: 18% (the highest ranking)</p> <p><a href="http://www.babaev.ru/">http://www.babaev.ru/</a></p>   |
|  | <p>OJSC ORKLA<br/>Brands Russia</p>   | Belgorod region | <p>'Orkla Brands Russia' now incorporates 'KO 'SladKo' OJSC and 'Konditerskaya Fabrika Imeni N.K. Krupskoi (Confectionery Factory Named after N.K. Krupskaya)' OJSC.</p> <p>In spring 2014 'Orkla Group' announced a plan to sell its business in Russia. The company's press secretary explained this decision by the unsatisfactory increase of earnings and market share. In 2013 the losses of 'Orkla Brands Russia'</p>  |

|  |  |  |   |
|--|--|--|---|
|  |  |  | <p>doubled against the previous year and constituted almost 2 billion rubles. Earnings of 'Orkla Brands Russia' in 2013 declined by 14% down to 8 bln. RUB. In February 2015 'Slavyanka (Slav Woman)' GK acquired 100% shares of 'Orkla Brands Russia'. 'Slavyanka' Group unites several production complexes located in Stary Oskol of Belgorod Region.</p> <p><a href="http://slavjanka.ru/">http://slavjanka.ru/</a></p> |
|--|--|--|---|

The following enterprises: OJSC CONFECTIONARY CONCERN BABAYEVSKY (17,9%), MARS LLC (15,5%) and CISC Ferrero Russia (15,3%) have the highest ratio value in terms of revenue among the largest chocolate manufacturers in Russia.

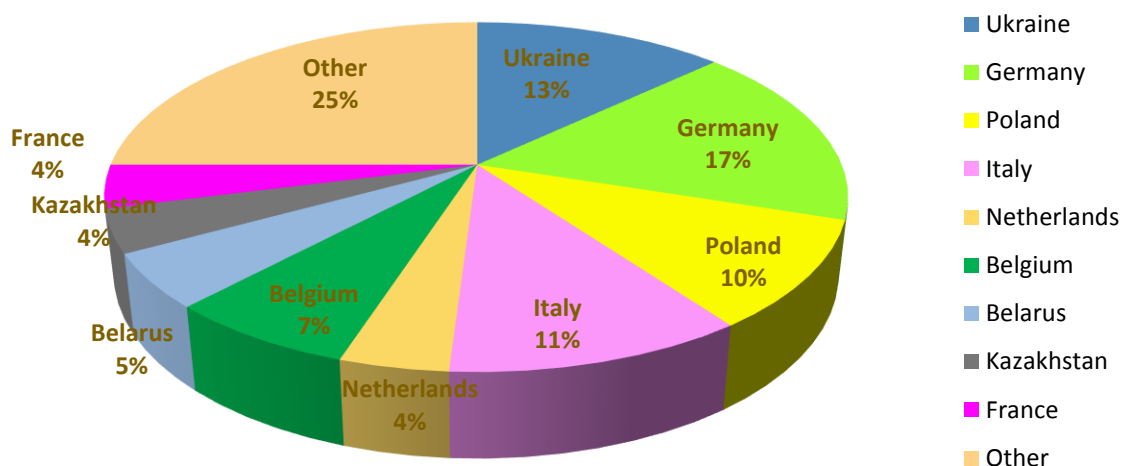
### Market consolidation and check allocation by confectionery category

| Segment   | Largest players  | Trade mark   | Market share, sales volume in % | Consolidation rate | General Market rate |
|---|--|--|---------------------------------|--------------------|---------------------|
| chocolate tablets   |  |  |                                 |                    | High                |
|   | 'Mondelez International'   | 'Alpen Gold'   | 31%                             | 67%                |                     |
|  | 'Nestle SA'  | 'Nestle', 'Rossiya Shedraya Dusha (Russia Generous Heart)'       | 18%                             |                    |                     |
|   | <br>Objedinennye Konditery (United Confectioners) | 'Felicita', 'Alenka', 'Babaevsky', 'Vdokhnovenie (Inspiration)', | 18%                             |                    |                     |

|  |   |                              |     |     |               |
|--|---|------------------------------|-----|-----|---------------|
| Chocolate bars   |   |                              |     |     |               |
|   | Mars Inc                                      | Bounty, Mars, Snickers, TWIX | 61% | 81% | Very high     |
|  | Nestle SA                                     | Kit-Kat, Nesquick, Nuts      | 14% |     |               |
|  | Objedinennye Konditery (United Confectioners) | Felicita, Alenka, Babayevsky | 6%  |     |               |
| Assorted chocolate   |   |                              |     |     |               |
|  | 'Objedinennye Konditery'                      |                              | 18% | 42% | Above average |
|  | 'Ferrero'                                     | 'Ferrero', 'Raffaello'       | 14% |     |               |
|  | MARS  | A.Korkunov                   | 10% |     |               |

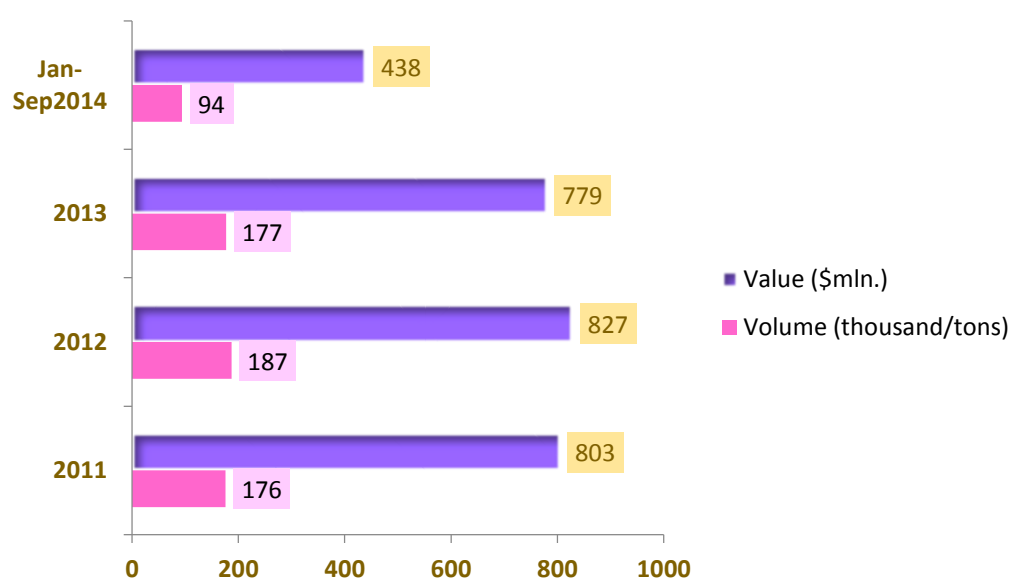
## Confectionery: import & export

### Confectionery import structure by value in 2014



In 2014, the import of confectionery to Russia was reduced almost by 25% in volume against 2013 and amounted to 254 thousand tons. In 2014, the largest foreign supplier of confectionery to Russia was Germany with 17% of import value and 13% of its volume. Ukraine was on the second place. It is traditionally the most important supplier in this category and its second place can be considered as a significant change in the import structure, which was determined by the foreign policy situation.

### Import dynamics of Chocolate products (2011-2014 yy. Thousand tons/\$mln.)



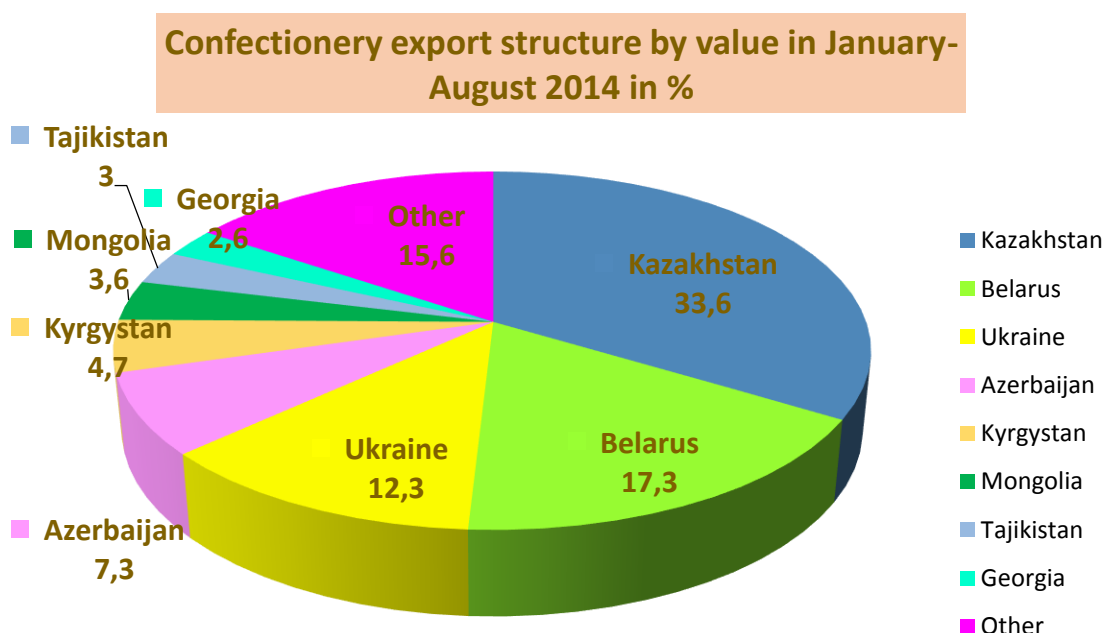
(FTS, Russia)



In January-June 2015 period (1H2015), the import of chocolate and chocolate products to Russia has decreased by 58% in comparison with 1H2014 period and equaled 20,98 thousand tons (50,17 in 2014). In terms of value, the import decreased from 241 mln. USD in 1H2014 to 106 mln. USD in 1H2015.

Chocolate products Import from Belgium to Russia in January-September period in 2013 and 2014 yy.

|                            | 2013       | 2014       | Growth rate in % |
|----------------------------|------------|------------|------------------|
| Import in volume, kg       | 4 029 693  | 4 924 574  | +22%             |
| Import by value (US doll.) | 23 598 538 | 30 153 166 | +28%             |



The export of confectionery from Russia amounted to 258.5 thousand tons in 2014 and dropped by 6% in 2013. On dollar basis export value declined by 4%, but the rouble devaluation helped the Russian exporters to increase their profit. In 2014 the value of confectionery export from Russia accounted for about 45 bln.RUB. which meant a 65% year-to-year growth.

The most important export markets of the Russian confectionery in 2014 were the neighboring countries which are the members of Customs Union: Kazakhstan (34% of export value and 30% of volume) and Belarus (17 and 16% respectively). Though in terms of volume the supplies of Russian chocolate to Kazakhstan declined by 10% it increased by more than 30% in value due to sales of more expensive products. Belorussia also increased purchases of Russian chocolate both in volume and value – respectively by 20 and 14%. Meanwhile the export of chocolate from Russia to Ukraine declined both in volume (by 13%) and value (by 18%).

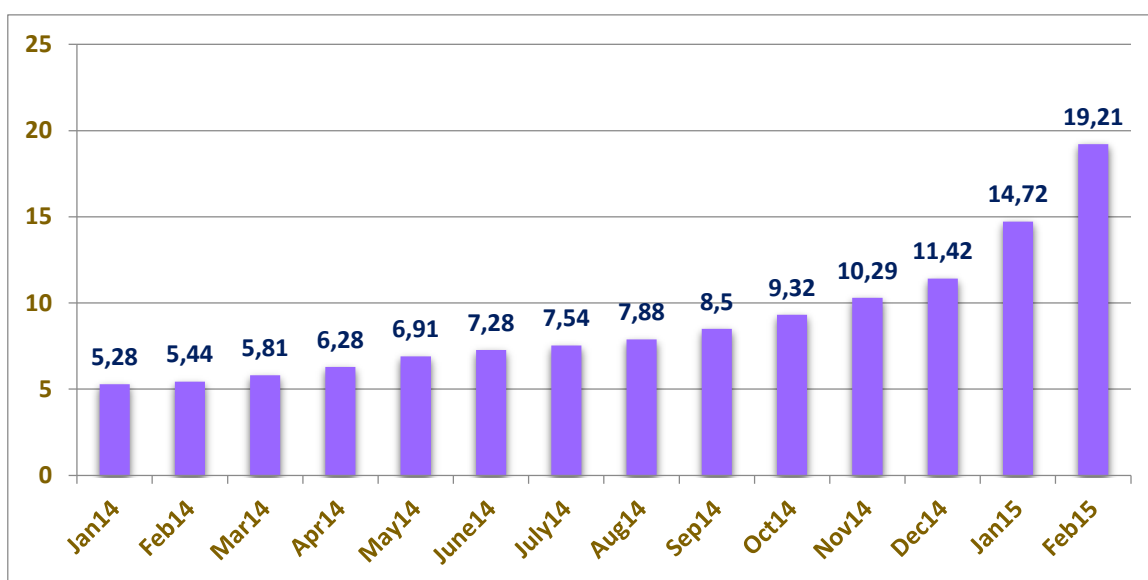
However, despite the decreased import and export, the volume of the Russian confectionery market demonstrated positive dynamics due to the impressive increase of the domestic production in 2014.

The Inflation related to the devaluation of the Russian ruble affected the confectionery market among other sectors of economy.

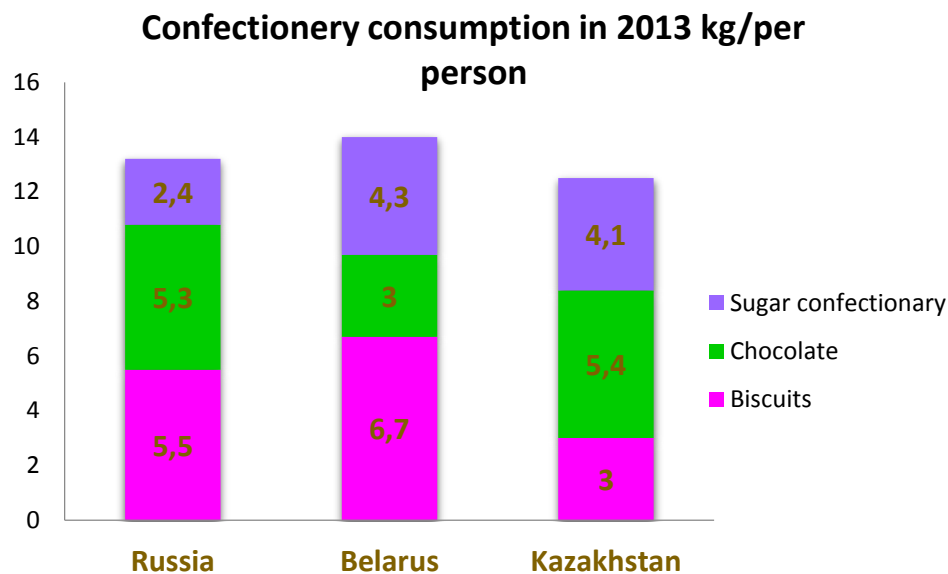
Dynamics of prices growth rates for confectionery in Russia in 2014-2015 yy. in % (in calculation to the same period of previous year)

The maximum increase of prices was registered in the most expensive categories: chocolate and chocolate sweets (by 13% during January–December 2014). The average price for chocolate in December 2014 constituted 545 RUB/kg.

The first months of 2015 showed a continued increase of prices. For instance, in February 2015 the average price for confectionery saw a 19.2% year-to-year growth. Experts say that in the current situation, it is difficult to foresee both the peak of prices and the prices growth period.



*Credit Inform. InfoAgency*



*Euromonitor International*

The confectionery markets of Russia, Kazakhstan and Belorussia demonstrated positive dynamics in the period 2010 - 2014 yy. In five years the markets of Kazakhstan and Belarus saw a 12% and 4% growth in volume respectively.

The consumption structure and preference for certain confectionery products differs by countries. The most popular confectionery group in Russia and Kazakhstan is chocolate, while in Belorussia it is cookies and biscuits. In Russia the second popular category is biscuits/cookies, in Kazakhstan and Belorussia it is sugar confectionery.

The CU countries have close figures related to the average annual per capita consumption rates. Taking into account that chocolate (expensive category) is more popular in Russia than in Belorussia which has got preferences for less expensive products, in Russia per capita expenditure on confectionery is significantly higher. Besides, an average consumer in Belorussia spends less on confectionery than consumers in other countries. This is related both to lower prices for many food categories and preferences of Belarus customer where people tend to choose more affordable confectionery.



**BELORUSSIA**

With the highest per capita consumption rate in the CU, the confectionery market of Belorussia demonstrated the smallest increase of sales among the CU countries during 2010-2014. In terms of volume, the total sales of the three confectionery categories increased just by 4% due to the significant decrease of sales of sugar confectionery observed during the review period - in 5 years sales of this product group reduced by 9%.

A significant downswing of sales happened in the largest segment of boiled sweets; this product group is yielding market positions to chocolate sweets, chocolate tablets, freshly baked confectionery.

The other two segments of the Belorussian confectionery market – ‘chocolate’ and ‘biscuits/cookies’ – saw an impressive growth respectively by 8 and 13% in volume during the last five years. The growth rate of the market in value was three-digit figures due to the high inflation rate in 2011 as well as consumer preferences rotation to more expensive products and the increased share of imported brands.

## RUSSIA



The Russian segment of sugar confectionery declined in Russia by 1%, being driven by the decline in boiled sweets (same situation happened in Belorussia). This segment is the most saturated and the most traditional. The consumers tend to move to more interesting and less conservative confectionery categories with the diversification of the product range of such confectionery categories as chocolate and biscuits/cookies and also because of the increasing incomes.

At the same time, the sales of packed biscuits/cookies increased almost by one third. The high activity of international and local players offering a wide range of new tastes and shapes change the position of this category: biscuits and cookies are increasingly perceived not just as tea/coffee accompaniment, but also as a healthy snack or breakfast.

## KAZAKHSTAN



In 2014 Kazakhstan remains the country with the lowest per capita consumption rate of confectionery – 12.5 kg annually. However, all major product groups continued an impressive growth during 2010–2014 (9 to 18% increase in different segments). In general the confectionery market increased by 12% in volume during the period under review.

The best dynamics was demonstrated by packed biscuits/cookies successfully developed by local and global manufacturers. The largest shares in segments of chocolate and sugar confectionery were traditionally popular chocolate and boiled sweets; in five years the consumption in these segments increased by 9% (chocolate) and 11% (sugar confectionery).

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### Resume: essential market trends & forecast

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- The Russian chocolate market is highly consolidated.
- During recent years export of confectionery from Russia was growing and now exceeds import.
- Manufacture of chocolate in Russia becomes unprofitable due to the devaluation of the ruble and the restrictions on import of raw materials. Because of these facts, chocolate manufacturers are in a difficult situation and some enterprises might suspend their

production. The price of other raw materials, which are used for chocolate production, has increased at the same time: for example, sugar and dairy products, the share of which in the prime cost structure is 14% and 25% respectively. In February 2015 'Krasnyj Oktiabr' and 'Babaevsky' already announced the possible increase in prices for its products, due to the rise in prices for imported raw materials. In November 2014 'Babaevsky' admitted the possibility of interrupting the production of some sweets because of the food embargo.

- The growing interest of the Russian consumers to healthy living and nutrition. The importance of the 'naturalness' trend is also increasing and opens new development opportunities for Russian confectioners. Many manufacturers consider the production of functional confectionery to be a strategic goal. The interest of the consumers to healthy confectionery allowed to diversify the distribution channels (drugstores, fitness centers).
- The Russian chocolate market is distinguished by a clear segmentation and each segment has its leaders.
- The average customer price of 100 grams of chocolate in Russia increased by 38% within a year – from 49 RUB. (March 2014) to 62 RUB. (March 2015)

#### *The General forecast:*

In the next few years the Russian confectionery market will most probably stagnate. The approximate market volume will amount to around 3.1-3.3 million tons or a 8-14% of decrease from the 2014 market volume. This forecast is based on the data of the previous recession which showed a significant decrease of confectionery consumption as in 2008-2009 yy. The market decreased by 3%, but in 2010 the trend change and the market was growing by 2-7% annually.

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#### **Possibility of sanctions imposing by Russia**

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The confectionery manufacturers are monitoring the situation together with the Heads of the Agriculture Ministry and the Federal Service for Veterinary and Phytosanitary Surveillance (Rosselkhoznadzor).

According to the Russian RBC marketing research Agency, in 2013 the consumption volume of chocolate and confectionery (except cakes and pastry) amounted to 1,9 million tons. However, the share of import products amounted to only 16% and 84% of the confectionery and chocolate products were made by domestic manufacturers as the global companies don't import the chocolate products, but have their own factories in Russia. Thus, Swiss Nestlé will continue to deliver its production to the Russian market from its factories in Perm and Samara, and the American Mondelez International will supply the products from its 4 factories in the Vladimir and Novgorod Regions.

If the proposals of the Agriculture Ministry will be supported and sanctions will be imposed, definitely, it will affect the premium segment confectionery mostly.

Luxury chocolate brands are generally imported to Russia. According to expert estimations, the market share of premium chocolate amounts to about 15% by value. Among the main exporters to Russia are Germany, Italy and Belgium. For example, Mondelez International imports to Russia Cote d'Or chocolates from Belgium and Toblerone from Switzerland. The greater part of the

production under 'Ferrero' brand which is distributed by METRO retailer, is also imported. As to 'Auchan' retailer, the share of the EU manufacturers in the Retailer's product line does not exceed 7-8% (it amounts to 10-12% only during the New Year and Women's Day holidays periods). Under its own private label, Auchan is importing around 15 positions, including chocolate and cookies. In case of an import ban, the sales volume of Auchan will be affected insignificantly.

As to 'Dixy', one of Russia's largest retailers, the share of US and EU production in its confectionery turnover doesn't exceed 7% (generally, it's chocolate tablets and cookies).

Thus, since the beginning of 2015, the total amount of the premium confectionery import volume has significantly reduced (chocolate by more than three times, biscuits by 2,5–3 times) due to the falling of the national currency exchange rate and as the consequence of the decrease of the purchasing power in Russia.

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## Useful links

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### *Associations*

#### ASCOND

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T/F: +7 (499) 978 34 43, 251 72 54, 250 13 39

E-mail: [ascond@ascond.ru](mailto:ascond@ascond.ru)

URL: [www.ascond.ru](http://www.ascond.ru)

### *Confectionary factories*

#### AZBUKA CHOCOLADA

Address: Moscow, 2<sup>nd</sup> Zapadny proezd (zelenograd), Bld.1

T: +7 (495) 228 01 91

E-mail: [azbuka\\_shokolada@bk.ru](mailto:azbuka_shokolada@bk.ru)

URL: [www.vkusnel.ru](http://www.vkusnel.ru)

#### BABAYEVO CONFECTIONARY CONCERN

Address: 107140, Krasnoselskaya M. Str., 7, Moscow

T: +7 (499) 264 43 10

F: +7 (495) 982 57 07

E-mail: [info@babaev.ru](mailto:info@babaev.ru) ; [snab@babaev.ru](mailto:snab@babaev.ru)

URL: [www.babaev.ru](http://www.babaev.ru)

#### FILI BAKER

Address: 121087, Moscow, Beregovoy proezd 4/6, Bld. 4

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