

## Russian glass market: state and development trends

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## Russian glass market: state and development trends

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### **Main research objectives are:**

1. Economic activity estimation in terms of analysis of business processes occurring on the Russian market of glass and product made of it.

The research period is 2003-2007.

2. Revelation of development tendencies of the Russian glass market, expediency definition and possibilities of investors penetrate to it in conditions of turbulent market environment.

The general trends and development forecasts of the Russian glass market are considered over near-term outlook.

### **Information sources:**

1. Statistical data and forecasting information of Ministry of Economic Development and Trade, Ministry of Industry and Trade, Federal State Statistic Service, and Federal Customs Service of Russia.
2. Companies press releases, branch and expert estimations of mass-media.
3. Own informational resource and extensive enterprises database of Information Agency «CredInform North-West».

### **General conclusions:**

At the present time according to experts opinion the Russian glass market is on a stage of active development. Moreover the Russian glass market in a whole is the most stable segment of the building branch. The main feature of the Russian glass market is constant expansion and renewal of assortment in light of modern scientific recommendations and consumer priorities.

The Russian market of glass is on the stage of dynamical development. Growth of foreign investments into glass branch, and at the same time reduction of number of the enterprises with the Russian capital in glass sphere is noticed. At the same time the Russian glass market depends greatly on conjuncture of the building market and thereupon manufacturers of glass should generally take into account tendencies of the building market.

Domestic and foreign manufacturers and distributors of glass are key market participants. Some of them produce auto glass and glass empties together with sheet glass. According to specialists opinion, the largest players of glass market are Borskiy stekolnyy zavod, Saratovstroysteklo, Salavatsteklo, AGC Flat glass Klin, and Pilkington glass. The concentration ratios of these companies are more than 80%.

Building glass prices grow with other building materials. Glass prices in greater degree or lesser depend on the growth factor of prices for raw materials and conjuncture of the building market.

The policy of price stimulation while trading product on the market has an essential role through the

correctly chosen discount system.

The main players express opinion about perspective of the glass market, and also about its annual growth. But a number of others specify that the part of the market turnover is in shade and therefore its real volume is more. Some of the market participants consider that foreign manufacturers will occupy gradually the most part of the Russian market and render the most competition to domestic producers. Basically the foreign companies are engaged in glass manufacture at their Russian factories, or the Russian intermediaries import glass from abroad and sell under their brands.

The brief information on the leading companies of the Russian glass market is presented in the report as well. For more information on participants of the Russian glass market see created by «CredInform North-West» Branch Enterprises Databases and also Companies Directories in which firms are grouped in terms of their main business activity in according with corresponding codes of Russian National Classifier of Economic Activities (OKVED).

More detailed information on any firm can be received on-line at Agency website where in accessible form reference company data is presented not only, but also in comparative form its financial figures, foreign economic activity data and etc.

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