

PSV- BEARING

THE FOUNDATION FOR RELIABLE MOTION

2026

psvbearing.com.ua



1. Company Profile



History - 30 Years of Experience

Company Evolution: From a family business to a market leader

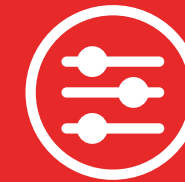
1996: Establishing of the family bearing sales business.

2000s: Formation of the product range and customer base

2010s: Development of infrastructure and logistical capacities

2017: "PSV-Bearing" company officially registered

2020s: Digital transformation and strengthening of market positions



PSV-Bearing in Facts

Status: A stable industrial company with 30 years of expertise

Market Position: A multi-brand integrator between bearing manufacturers and key sectors of the Ukrainian economy

Infrastructure: A logistics and service center for the rapid supply of industrial clients.

Capacities: >18 brands, >15,000 SKUs, >1,500 clients, >25 employees.

1. Company Profile

Management

Vitalii Pavlus

Founder



Andrii Smaliuk

Head of Sales Department



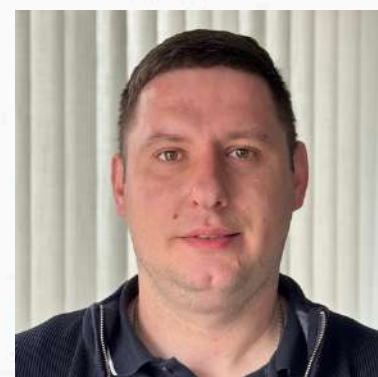
Oleksandr Ponedilnyk

Director



Zhanna Borysiuk

Chief Accountant



Dmytro Chechotka

Warehouse Manager

2. Ukrainian Market Analytics

Market Characteristics



Demographics

Since 2022, the population of Ukraine has decreased by 35%



Energy

The destruction of over 50% of generating capacity has created a 6 GW deficit



Human Resources

Human Resources shortage has reached 15%

Key Trends

- Critical impact of the war and disruption of Black Sea logistics chains
- Reorientation toward European land corridors and new suppliers from Asia.
- Simultaneous presence of premium brands and a significant volume of "grey" imports
- Technological shift driven by the unprecedented development of the unmanned systems sector
- Quality and brand reputation as key selection criteria for critical equipment

2. Ukrainian Market Analytics

Industry Priority Matrix

Agro-Industrial Complex

Highest volume / High value Harvesters, tillage, elevators
Maintenance-free units, hub units, housed bearings.

Mining Industry

Medium volume / High value Iron ore enrichment plants, coal mines, and open-pit quarries. Spherical roller bearings, cylindrical roller bearings, split housings, and vibration-resistant designs.

Energetics

Low volume / Very high value Thermal, Hydro, Nuclear, and Renewables. Large-scale spherical roller, plain bearings, insulated bearings for generators.

Defense tech

High volume / High value UAVs (FPV, fixed-wing), ground robots, armored vehicle repair. Miniature high-speed, hybrid, and precision thin-section bearings.

Transport & Logistics

Very high volume / Medium value Ukrainian Railways, vehicle fleets, port terminals. Axle box units, hub units, radial ball, tapered roller, and needle bearings.

2. Ukrainian Market Analytics

Agro-Industrial Complex: The Technological Background

Agriculture remains the absolute leader in bearing consumption in Ukraine. Despite the war, farmers continue to invest in fleet maintenance, as grain and oilseed exports are the primary source of foreign currency.

Tillage Equipment

Disc harrows and seeders operate in extreme contamination. Maintenance-free bearing units are used extensively.

Seasonality: February-March and July-August.



Elevator Equipment

Increased storage capacity drives demand for housed bearings (UCP, UCF, UCFL) for conveyor belts. Seal integrity is vital for protection against grain dust.

Harvesting Equipment

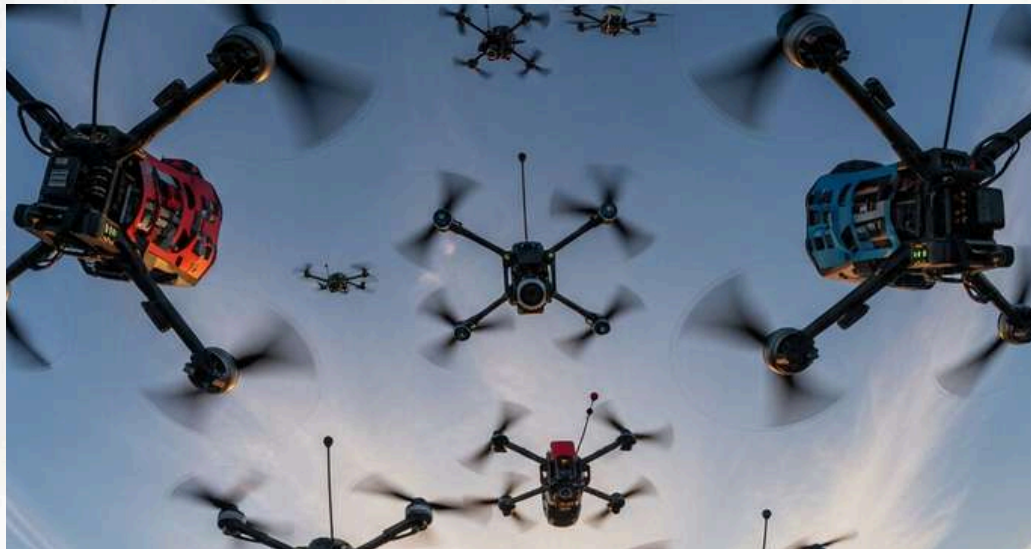
Combines require hundreds of bearings, from variators to augers. Reliability is critical; one day of downtime during harvest leads to significant losses.



2. Ukrainian Market Analytics

Defense Tech: The New Technological Front

This sector shows the highest growth rates. Ukraine has become a global hub for unmanned systems, producing millions of FPV drones annually.



FPV Drones

The "workhorses" of war. Brushless motors at 30k-40k RPM. Miniature bearings (MR, 68xx, 69xx series). Precision class ABEC-5 or ABEC-7.

Heavy Bombers

Significant payloads create high axial and radial loads. Hybrid bearings (ceramic balls, steel races) offer lower weight and better heat dissipation.



Gimbals & Optics

Camera stabilization systems use precision thin-section bearings for smooth motion without backlash.



2. Ukrainian Market Analytics

Energetics: Resilience and Decentralization

Massive attacks on energy infrastructure have necessitated in continuous repairs and a shift in the structure of power generation.

Traditional Generation

Turbines use unique large-scale bearings. These are high-value, long-lead items. Repairs often occur in emergency mode, requiring ultra-fast logistics.



Wind Energy

3A growing sector. Turbines require specific bearings for the main shaft, gearbox, and yaw mechanisms.

Small-scale Generation

Thousands of industrial and domestic generators require regular replacement of standard ball bearings (62xx, 63xx series) in alternators and internal combustion engines.



2. Ukrainian Market Analytics

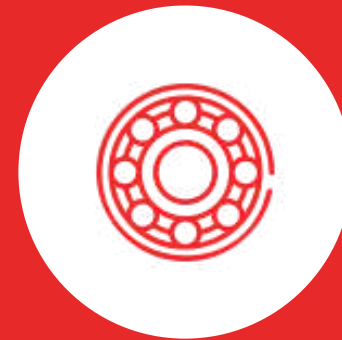
Mining: Operations in Extreme Conditions

Enterprises in Kryvyi Rih and other regions continue their mining operations, driving sustained demand for 'heavy-duty' bearings.



Technical Specs

Mining equipment (crushers, mills, conveyors) operates under ultra-high loads, dust, and vibration.



Bearing Types

Spherical roller bearings (most popular for misalignment compensation), cylindrical, and thrust bearings.



Features

Split housings are gaining popularity, allowing bearing replacement without full shaft disassembly to minimize downtime.

2. Ukrainian Market Analytics

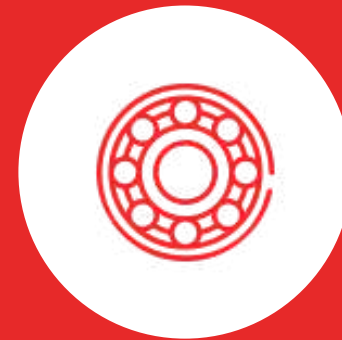
Transport & Logistics

Ukrainian Railways is the lead operator. Freight volume has halved vs. 2021. Average vehicle fleet age is 23.2 years.



Technical Specs

Modern cassette bearings in rail transport. Bearings for heavy-duty trucks are characterized by extreme loads and the necessity to withstand high operating temperatures.



Bearing Types

Tapered roller bearings, wheel hub units, needle roller bearings, cylindrical roller bearings, and specialized units.



Features

Impact resistance, integrated wheel speed sensors, high dynamic load capacity, hermetic sealing, evolution from individual tapered roller bearings to integrated hub modules.

2. Ukrainian Market Analytics

Niche & Emerging Industries

Medical Prosthetics and Rehabilitation

The war has led to a significant increase in the number of people with amputations. This has catalyzed the development and manufacturing of bionic prosthetics and specialized rehabilitation equipment.



Food Processing and Packaging

Ukraine is actively scaling up its exports of processed goods, necessitating the modernization of packaging lines. This is driving a surge in demand for stainless steel bearings and corrosion-resistant units.



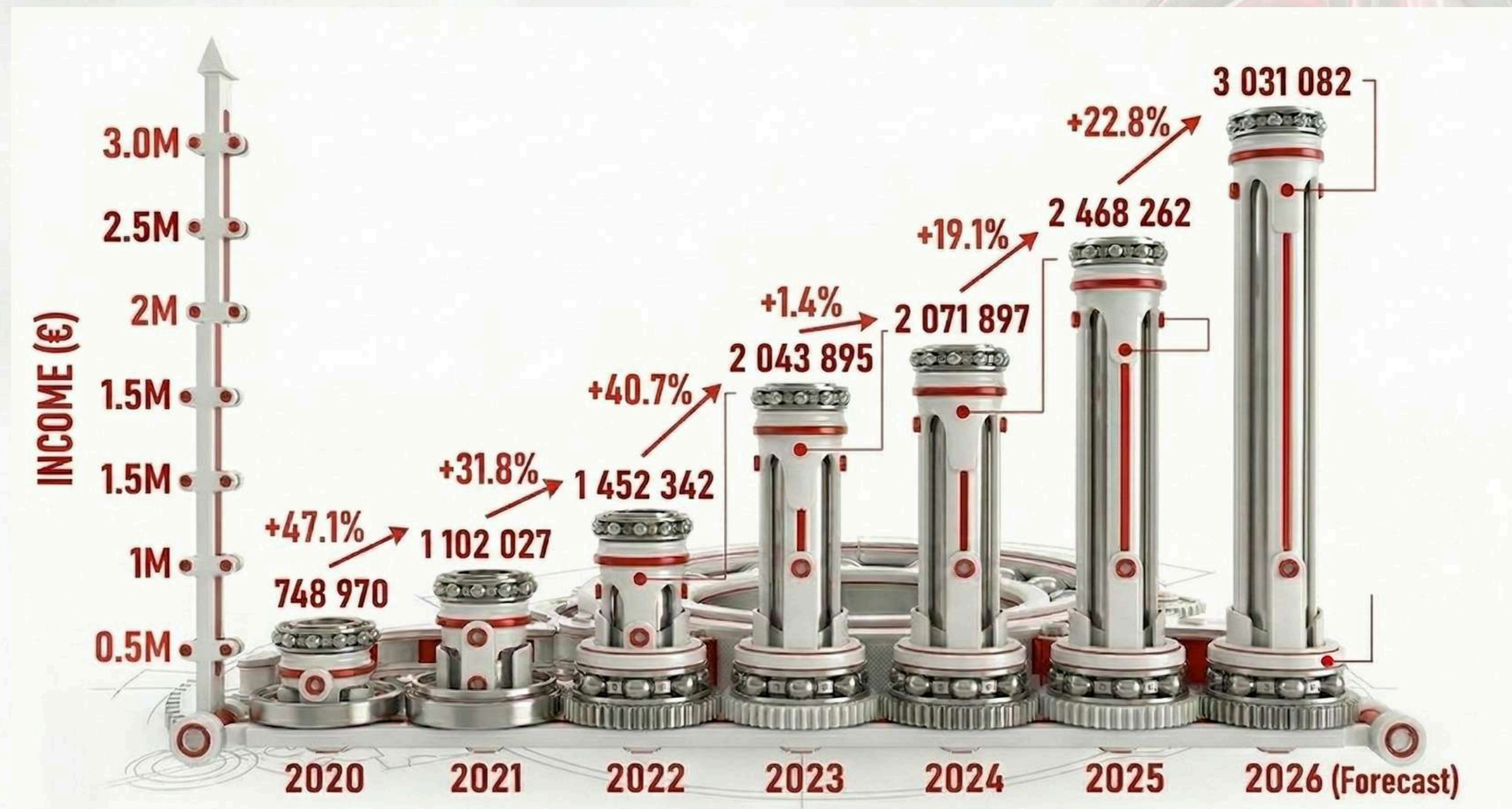
IT Infrastructure and Data Centers

The digitalization of the economy and the migration of state registries to the "cloud" require high-reliability data center operations. Specialized bearings are essential for HVAC (Heating, Ventilation, and Air Conditioning) systems to ensure constant climate control.



3. Operational Results

Sales Performance

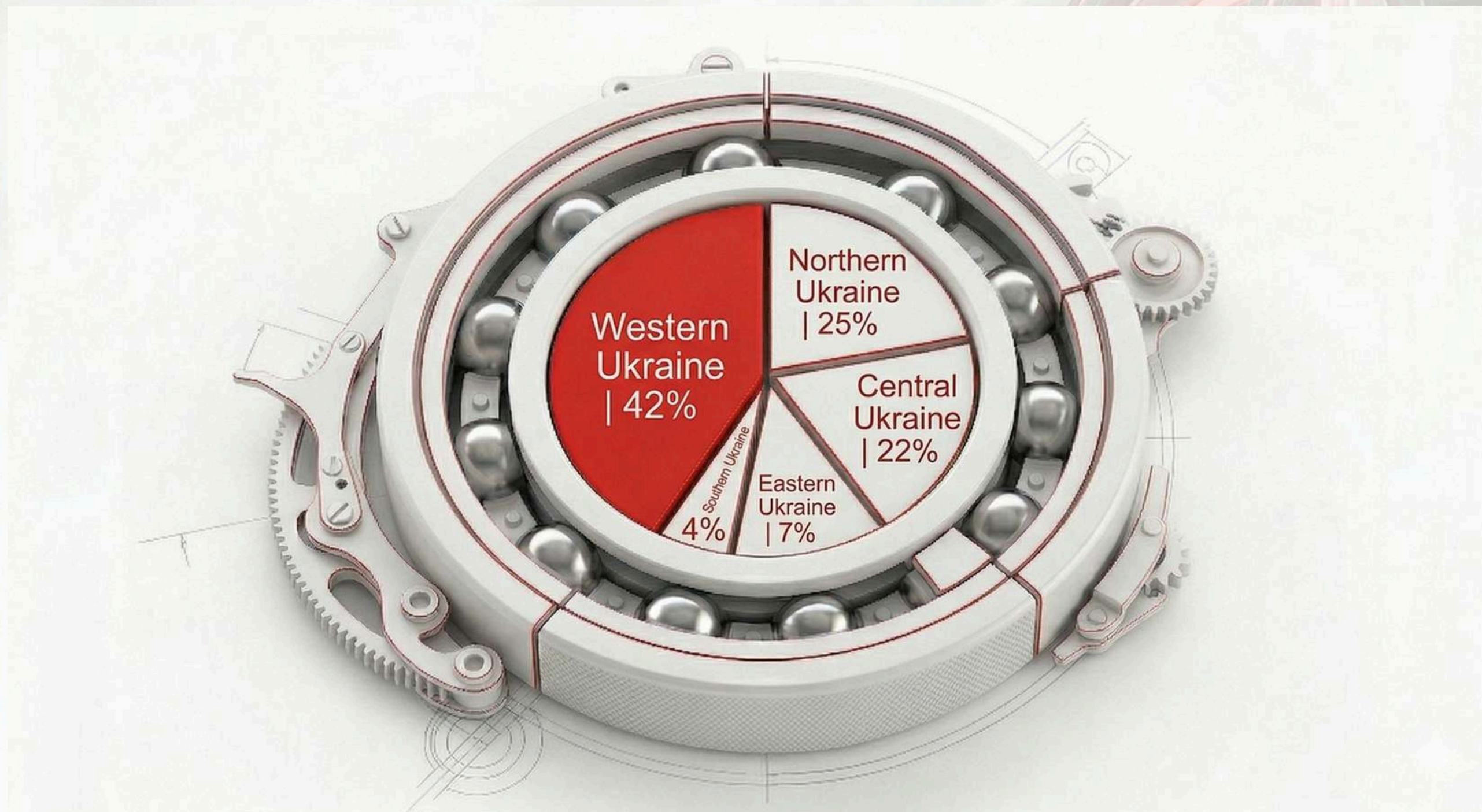


2025 Sales - 2,5 million EUR (+19% year-over-year)

2026 Forecast - 3 million EUR (+23% projected growth)

3. Operational Results

Sales Structure



3. Operational Results

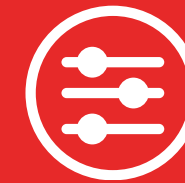
Client Base (Composition and Structure)



The sales structure

The sales structure encompasses three primary sectors:

1. Agriculture: Specialized components for farming and harvesting machinery.
2. Industrial: Bearings and units for manufacturing and heavy industry.
3. Automotive: Solutions for passenger cars, commercial vehicles, and heavy-duty trucks.



Customer Segmentation

Our client base is organized into several strategic categories:

1. Manufacturers (OEMs): Individual cooperation terms and specialized pricing models.
 2. Wholesale Clients: Multiple pricing tiers tailored to various high-volume purchase levels.
 3. Mid-tier Wholesale: Access to favorable conditions for medium-volume procurement.
- Retail / End Consumers: Sales through our physical storefront and online e-commerce platform.

3. Operational Results

Logistics

Location

Since 2022, we have been situated in a strategically advantageous location—adjacent to the Yahodyn–Kyiv international highway.

Shipping & Dispatch

By implementing various tools aimed at optimizing order processing, as well as improving assembly and packaging, we have achieved the capability to ship goods on the same day the order is received.



Warehouse

Our company operates modern warehouse and office facilities with a total area of over 900 sq. m, with the potential to expand up to 3,000 sq. m.

Delivery Timelines

Due to our access to nearly all Ukrainian transport companies and their efficient operations, delivery to customers is completed the next day for the Western, Central, and Southern regions, and within two days for Eastern Ukraine.

4. Current Status and Goals

Focus for 2026

Sales Growth: Increasing sales volumes within core consumer groups and developing niche/emerging market segments. Broadening our range of represented brands.



Brand portfolio expansion



Establishing our own proprietary brand.



Digitalization:
Launching a new website, implementing a CRM system, and strengthening marketing efforts and digital integration with clients.



4. Current Status and Goals

Brand Portfolio

Direct Contracts

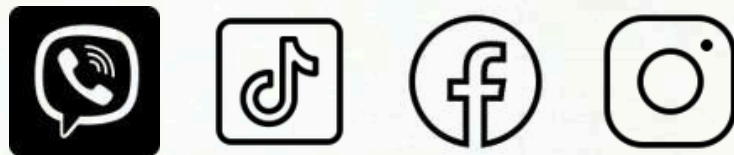


PFI Bearings



4. Current Status and Goals

Marketing & Social Media



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