

## JSC "IQLab"

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*Management:* Dmitry Bondarev - CEO Valery Pianchenkov - CDO

*Employees:* Permanent stuff 5 pers., For outsourcing - 5 pers

*Previous financing:* ) \$500 000

*Requested investment:* : \$5 000 000

*Use of the requested investment:* : Business enlargement, hiring new key persons, advisors etc., increasing own investment fund, increasing value of incubating companies.

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### Company Description:

Development of synergetic environment that provides fast growth of Internet start-ups based on intensive managerial and technical support and financial assistance..

In another words:

1. Selection of talented entrepreneurs with bright market-oriented ideas and strong project team being on early development stage of Internet venture;
  2. Providing selected ventures with seed investment including infrastructure (office) and technical support, managerial assistance, salary payments and marketing budgets in exchange for equity shares;
  3. Fast development of ventures and provision of high turnover with attracted venture capital
- Incubator is a stable infrastructure based on 7 principal components.

- Strategy
- Finance
- Humane resource management
- Creative solutions
- Technologies
- Business development
- Marketing IQLab is focusing on stable growing thanks to the fact that developing top-level projects with high-speed turnover in incubator (approx. 6 months).

Field and Directions of Activity:

Internet business. Business incubator for Internet companies.

Products/Services/Technologies:

Our product is Internet startups which is operating and having established position on the market, scalable, with tuned business processes and regularly management.

Our technology is basing on our own tuned business processes of deal flow generation, due diligence, developing, bringing incubator's added value and following attractive next round investors.

Management Team:

Dmitry Bondarev - Chief Executive Officer

Mr. Bondarev was COO of Valo Consulting. He has wide experience in building different businesses. He was a marketing director of NovBytChim - producer of home chemicals; IT director at Azbuka publishing house; CEO of computer games development company "Tvoja Igra".

Education: Civil and Industrial Construction Engineer, by St.-Petersburg Institute of Railways Engineers 1988 г. Diploma in Management by Open Business School of Open University, UK - 1998 г.

Valeri Pianchekov - Chief Development Officer.

Pianchenkov was CEO of Valo Consulting - a leading St. Petersburg consulting company

developing Internet strategies for traditional business. Previously he worked as an editor-in-chief of the Mir Internet Magazine - the largest Russian monthly periodical on Internet issues.

Education: Metallurgy engineer by North-West Polytechnic University, 1985

Markets/Competition:

IQLab now is first and leading internet-incubator in Saint Petersburg. Our leading is basing on regularly management, strong managerial team, established relationships with customers, developed brand, experienced advisory board.

IQLab now have about 60% of Internet incubation market in Saint Petersburg in deal flow term. Our competitor is incubator of "Fort-Ross" software developing consortium that is focusing on outsourcing programming projects.

Achievements:

By the end of 2000 IQLab is developing two Internet companies within incubator infrastructure. In the process of due diligence we have at least 10 perspective companies and projects. We have effective deal-flow generation engine which is basing on our own business models and know-how of incoming companies evaluation.

IQLab brand is developed and well established on Saint-Petersburg market and has good reputation in whole Russia.

Outlook: By March 2001 IQLab is going to have from 6 to 8 companies within incubator's infrastructure

By July 2001 we are going to exit from first company.

By 3Q 2001 IQLab will be ready for enlarging the average dimension of typical incubated company.