

"Lumex-marketing" Ltd.

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Management: V.M. Teodorovitch - General Director,
S.E. Sholupov - key developer
V.A. Zubkov - key developer

Employees: Regular - 85, Recruited - 50

Current financing: \$ 1 023 858

Requested investment: \$7 500 000

Use of the requested investment: Acquisition of the own building and creation, on its base, of a complete production complex for manufacturing of a wide range of analytical devices, creation of the own distribution network in China.

Company Description:

The Company was founded in 1997 by the members of the State Optical Institute named after Vavilov. Some members of analytical chemistry chair of the St. Petersburg State University were also recruited and a chemical laboratory was organized.

The Company started development of IR Fourier-transform spectrometers (start of sales - second quarter of 1998) with recruiting of a group of developers from Novosibirsk and Moscow, development of methods for foodstuff and agrochemical analyses in cooperation with St. Petersburg agrochemical service laboratories, as well as development of a specialized analyzer for clinical diagnostics on base of the "Fluorat" analyzer (start of sales - third quarter of 1997) and development of luminescent methods for clinical analysis together with key specialists of St. Petersburg, Moscow and Minsk.

The Company had recruited groups of developers of atomic absorption analyzers with Zeeman correction - a specialized portable mercury analyzer (start of sales - 1997) and started development of gradient systems for high performance liquid chromatography, amino acid analyzer particularly.

Such dimensioned developments required recruiting of qualified physicists, electronists, instrument-makers and caused creation of instrument-making department divided into project groups. On appearance of new analytical devices, chemical laboratory, which was later transformed into analytical chemistry department, was replenished by specialists, who provided development or adaptation of methodological assurance and client's training.

Combination of strong engineering and analytical potential of the Company provided its favorable competitive positions in products and services quality. Complete activities with users: travels of the Company's specialists for putting into operation works and training to the most distant laboratories, consultative support and regular seminars with round-table discussions, where the users receive new information and exchange with their experience.

Field and Directions of Activity:

Analytical instrument-making, analytical chemistry. Manufacturing of devices for analytical control, development of new devices and methods for control, servicing of the sold complexes.

Products/Services/Technologies:

"Lumex-marketing Ltd" develops, manufactures, sales and provides service of complicated analytical devices and methodological assurance for them:

- "Fluorat-02-2M", "Fluorat-02-3M" analyzers
- High performance capillary electrophoresis systems of the "Capel" series
- Multi-purpose IR Fourier-transform spectrometer of the "InfraLum" series

- "RA-915" mercury analyzer
- "Minotaur" microwave mineralizer

Management Team:

Stroganov Alexander Anatolievitch (30% of authorized capital), Krashenninikov Anatoly Alexandrovitch (30% of authorized capital), "TRTF Ltd." Company, Cyprus (40% of authorized capital), address: Julia House, 3 Phemistokluse Dervise st., CY-1066, Nicosia, Cyprus.

Teodorovitch Vladimir Mikhailovitch - General Director, Sholupov Sergei Eugenievitch, Ph.D. - key developer, Zubkov Vladimir Alexandrovitch, Ph.D. - key developer.

Markets/Competition:

In account of the branches, the market could be divided into 7 sectors: 1) ecology, 2) sanitary, 3) technology, 4) agriculture, 5) food industry, 6) clinical analysis, 7) other. About 90 000 laboratories are working in these fields in Russia and other CIS countries.

"Fluorat-02" series analyzer has not direct analogs. The companies, which were earlier manufacturing filter fluorimeters ("Khimavtomatika," Barnaul; "Burevestnic", St. Petersburg) failed to make methodological assurance and devices comparable with "Fluorat" in parameters and left the market.

Indirect competition - analyzers for separate components:

- AN-2 - oil products in water analyzer, NPO "Neftekhimavtomatika", St. Petersburg.
- Current-voltage analyzers of heavy metals TA and IVA. Sales volume of AN-2 is constantly falling down (with the price the same as "Fluorat", AN-2 enables control of the oil products only), current-voltage analyzers sales volume is small, because of the lower convenience of the method for solution of typical analytical problems and in connection with refusal of the departments from certification of the analyses methods.

Achievements:

The investigations make it possible to affirm, that the RA-915 mercury analyzer appears to be the best analyzer in the world in its class.

Outlook: In case of fulfillment of the investments program, manufacturing of the existing products will sharply increase, creation of the own sales network in China will be available.