

JSC "POLYINFORM"

Address: Ligovsky Pr. 87, office 303, Saint-Petersburg, 192238, Russia

Coordinates: Ph.: (812)164-5261, 164-4089 Fax: (812)164-5248

E-mail: polyinfo@infopro.spb.su

INTERNET: www.polyinform.spb.ru

Management: Valery Saxon - Director General,
Dmitry Khromykh - Executive Director
Sergey Kuznetsov - Assistant Director / Ecology,
Dmitry Saxon - Chief of Financial/Commercial Dept,
Larissa Kotkina - Chief of Marketing Dept.,
Tatyana Khimina - Chief Accountant

Employees: constant - 46 persons, seasonal - 95 persons

Previous financing: \$500 000

Current financing: without investments

Requested investment: \$650 000

Use of the requested investment: : Scientific researches for perfecting technology and creating of a new complex of bio-preparation, selection of new microorganisms - active destructors for oil, petroleum products , chemical substances, acquisition of necessary equipment, intensification of promotion activities at the Russian and foreign markets, development of new perspective remote Russian regions, research and development of new kinds ecological works, development of patent protection in Russia and abroad.

Company Description:

The company was registered in May 11,1989 in St.-Petersburg, Russia. Before1992 POLYINFORM was basically engaged in the sphere of engineer- and hydro-geological researches for civil and industrial building, development of prospecting construction material deposits in accordance with environmental protection requirements. Since 1992 *Environmental protection has become the sphere of our activity.*

All works are conducted in compliance with Standards and Regulations of Environmental Protection Legislation RF and under the supervision of Ministry of Natural Resources RF and its regional committees. Thanks to high scientific-technical potential, equipped laboratories and production basis, professional skills, experience of personnel and *the application of own patented SoilexT biotechnology* POLYINFORM demonstrates successful results in various regions of Russia: North-West, South, Central, Far North, Siberia, under a broad range of climatic and temperature conditions.

There is a great demand in Russia and surely other countries on soil and water decontamination. *Number of POLYINFORM projects is constantly increasing. Sales volume and profit are growing, correspondingly.*

POLYINFORM Sales Volume

Year	1994	1995	1996	1997	1998	1999	2000
Number of Projects	4	6	8	12	15	18	25
Staff	28	42	58	67	75	81	141
Sales Volume, Th.USD	153	243	483	1009	984	547	750

Field and Directions of Activity:

- cleaning and recultivation of soil, ground (including old depot contamination) and surface water polluted by oil, petroleum products and other ecologically harmful substances;

- cleaning of ground water contaminated by petroleum products placed under airdromes, oil terminals and industrial enterprises;
- utilization of oil-sludge barns with simultaneous isolation of oil and petroleum products and their further application as trade products;
- cleaning and recultivation of sites polluted by technical oils at the territories of Power Plants;
- liquidation of food oil contamination at the territories of butter-dairies, oil-mills, meat processing factories;
- protecting plants from both harmful insects and various diseases by application of agricultural biological preparations.

Products/Services/Technologies:

In decontamination works POLYINFORM applies an advanced and unique SOILEX biotechnology developed by POLYINFORM and being its property. SOILEX biotechnology is based on the use of highly effective own biological preparations. The bio-preparations are completely harmless and ecologically safe, exhibit *high destructive activity for oil pollutants (including heavy oil fractions) and preserve vital activity within a broad temperature range down to very low temperatures (3° - 40° C) and pH range (4,5-8,2)*.

Joint application of the SOILEX bio-preparation, microbiological fertilizers, plant protectors, plant-siderates ensures not only soil and water decontamination but also the restoration of ecological status of environmental sites and rise of soil fecundity. SOILEX biotechnology is more perspective for decontamination of environmental sites and has significant advantages comparing with traditional methods of bioremediation, incineration and burying methods.

Property rights on SoilexT biotechnology.

The essence of Soilex biotechnology (methods of conducting of works, method of creating bio-preparation, its content) has legal protection in Russia. There are 12 Patents issued by the Russian Agency on Patents and Trade Labels.

Microorganism Collection

Our company is in *possession of microorganism collection for environmental protection*. The collection is registered in the DNA Data Bank of Japan, Center of Information Biology of National Institute of Genetics 1111 Yata, Mishima, Shiznoka 411 Japan, registration number WDCM 760 (Enclosure 11).

Management Team:

Shareholders are individuals, Russian citizens: Saxon Valery Mikhaylovich - 95% shares , Saxon Dmitry Valeryevich - 5% shares.

- Director General - Saxon V. M., (State Leningrad Institute of Mines named after G.V.Plekhanov, 1974), mining engineer-hydro-geologist, Doctor of geology-mineralogy (1987), overall experience 31 years, at the company - 11 years;
- Executive Director - Khromykh D.P., (State Leningrad Institute of Mines named after G.V.Plekhanov, 1974), mining engineer-hydro-geologist, Doctor of geology-mineralogy (1986), Diplome de formation specialisee en geostatique, Ministere de l'Industrie et du Commerce Exterieur Ecole Nationale Superieure des Mines de Paris, 19.02.93, overall experience 31 years, at the company - 6 years;
- Scientific consultant - Konev U.E., professor, Doctor of biology, corresponding member of Petrovskaya Academy of Science;
- Principal microbiologist - Boykova I.V., (State Leningrad Chemistry-Pharmaceutical Institute, 1974), engineer-chemists-technologists, Doctor of biology (1998), overall experience 23 years, at the company - 5 years;

Markets/Competition:

The Russian market of soil and water decontamination is almost unlimited. But this demand is not always realized because of the insufficient financing. However the problems of ecology become the focus of attention and thereby the tendency to the market expansion is constantly positive.

Taking into consideration that Russia is one of the leading oil-industry countries we could suppose that the volume of environmental market (oil / petroleum products pollution) will be continuously increasing. There is a demand on soil and water decontamination and primarily by means of biological methods.

Achievements:

POLYINFORM has developed and tested advanced highly effective technologies and bio-preparations which have a lot advantages comparing with technologies and methods applied by other companies. We have got proper technological equipment and basis for developing laboratory research. SOILEX® technology and bio-preparation have patent protection in Russia. POLYINFORM is targeting at new perspective Russian regions development, e.g. Far North and Siberia. Considerable efforts are made to promote company to foreign markets. Preliminary negotiations have been conducted with a range of Spanish, Finnish, German, Estonian, Lithuanian, Japanese companies. An agreement is signed with a Japanese company to performing a pilot project in Japan. An unceasing studying is going on new kinds of ecological works, e.g. cleaning from transformer oil pollutants, heavy metals, fat oils.

Outlook: Practically unlimited demand on decontamination services, worldwide interest to ecological problems, favorable political climate in Russia - all these reveal prospects and profitability of investments into POLYINFORM. The acceptance of needed investments let us stir up the activity of the company and increase sales volume. The suggested business plan after investments let us forecast 5-6 times increase in sales volume within 4-5 years. After having got the investments total \$650 000 we plan to have sales volume in 5 years total to \$9 000 000 and receive \$2 800 000 profit.