

"ISTA" Ltd.

St.-Petersburg

Owners:	2 physical persons
Staff:	8 persons - staff workers, 5 persons - recruited workers
Previous financing:	\$ 250,000, including own funds \$ 250,000
Current financing:	\$ 25,000, including own funds \$ 15,500, raised funds \$ 9,500
Volume of investment required:	\$ 1,000,000

Intended use of the investments required: Creation of modern production facilities (lease or purchase of production area, purchase of equipment) - 80%, payment for certifying and patenting services - 10%, development of sales network - 10%

Company profile

The Company was created by members of staff of the research laboratory at Technical University in 1991. It has an unique potential, i.e. highly skilled professionals, including five with a doctor's degree and the equipment made by them. Right from the start, the Company has been engaged in the development of nothing in the development of nothing but the exclusive pneumatic-pulse technology. Now ISTA'Inc owns 5 Patents of Russian Federation, 1 Patent of USA and registered Trade Mark. On an extent ten years of a history all earned profit was spent for creation new and perfection of existing products.

Area and directions of activity

Design, manufacture and sales promotion for the products comprising, as its basic unit, a pneumatic valve designed by the Company's specialists with an operate time of within 1 msec (no equivalent so far). The company carries out a complete cycle: research of the market, research and design of products, patenting, pilot production, mass manufacture, delivery on the market of ready products, scientific and technical services and patent rights.

Products/Services/Technologies

ISTA products constitute a range of airpulse-operated equipment such as pneumatic declogging devices based on the aircannon ISTA-3 and an integrated service consisting of: removal of loose materials hand-up in industrial bins - 80%, rescue equipment - 17% and laboratory equipment - 3%. A separate trend in the Company's activity is the sale of patent rights and "know-how".

Achievements

About two thousand kits of aircannons ISTA-3 have been installed on 200 enterprises in Russia for the past ten years, adding up to \$ 700,000. A sales network has been established in key regions of the RF (North West, Central region, the Volga region, the Urals). Three international tenders were won 2001 and 2002 aiming at the redesign of bins in electric power plants in Estonia (one \$ 35,000 contract have been already carried out). ISTA is an exclusive pneumatic linethrower supplier for the RF Ministry of Emergency Situations. There is convicting evidence that many human lives have been saved solely with the help of our product. About 500 linethrower units, adding up to \$ 300 000 approx. have been delivered for ten years. An extensive preparatory work has been done to establish the quality system in the company. All rights to the items produced are protected by patents.

Two new products are on the way to market promotion, namely: sea rescue linethrower ISTA-240 and railway valve ISTA-35. A detailed information about ISTA'Inc along with the offer to cooperate has been presented at the official site of the Business Information Service for New Independent Countries of the US Department of Commerce (www.bisnis.doc.gov/bisnis/lead.cfm?944).

Prospects of Development

An increased volume and improved quality of services, holding its own (at least 80%) on the service market for industrial plants (see first segment) of the former USSR states, with inevitable introduction of Western Companies to the market.

The expansion of the digital distributor network such as the Siberia, Far East and the Ukraine. Extension of the sales market of the rescue facilities to the former USSR states? While holding the leading position (at least 80%). Deployment of pneumatic linethrowers in the international market.

Sales volume (over the last 12 months): \$ 130,000

year	Without investments requested	With the investments requested
2002	\$ 140,000	\$ 140,000
2003	\$ 170,000	\$ 400,000
2004	\$ 200,000	\$ 1,000,000
2005	\$ 300,000	\$ 2,000,000