

"NAVSY" Ltd.

St. Petersburg

Owners:	7 individuals - 100%
Staff:	30 staff employees, 10 temporary employees
Previous financing:	\$ 600,000, including own funds \$ 600,000, raised funds - none
Current financing:	\$ 20,000 per month, including own funds \$ 20,000, raised funds - none
Volume of investment required:	\$ 900,000 - \$ 1,200,000

Intended use of the investments required: Design, import, and organization of production of "Navigator" system's new generation equipment - 60%, setting up dispatcher and monitoring centers in other regions to organize the work of the "Navigator" - 20%, equipment for stationary and mobile GIBDD stations for emergency cases - 15 %, advertising - 5%

Company profile

Registered on March 29, 1999 NAVSY, Ltd. is a designer, producer and operator of the equipment. It also conducts commercial exploitation of vehicles monitoring and security navigation system "Navigator". System's commercial use began in January 2002. NAVSY, Ltd has all the necessary licenses. The trade mark "Navigator" has been registered. In 1999 there were conducted the preparatory works on designing the specific firm ware, equipments and material and technical base's organization for "Navigator" system's working in St. Petersburg and the Leningrad region. In January 2000 the special road police detachment of UGIBDD.

St. Petersburg and the Leningrad region was set up to locate and seize stolen cars equipped with "Navigator" system. During the year of 2000 agreements with companies were concluded to provide emergency services, technical and juridical services for NAVSY LTD clients. In 2001-2002 agreements with St. Petersburg's largest insurance companies were signed. These agreements made provisions for giving a discount for insuring cars equipped with "Navigator" system. From 2002 NAVSY Ltd has been using dispatcher and monitoring centers "Navigator" system serving the vehicles carrying hazardous cargoes at "Radon" company (Leningrad Nuclear Station) and "Poligon "Krasny Bor" (chemical waste). NAVSY Ltd is constantly extending the list of services provided. At present time in addition to "Navigator" system the client can equip his car with the optional equipment (anti hi-jack system, audio, video-systems, GPS-navigators), make car's tuning and order other functions.

The "Navigator" system is based on developments made by defense industry scientists:

- Vehicles and cargoes navigation monitoring
- Clients and their vehicles personal security
- Monitoring system for remote and unachievable objects

Products/Services/Technologies

- vehicle navigation, monitoring and security system's design and production
- commercial exploitation of "Navigator" system
- introduction of monitoring system for corporative clients, control securing for transportation of hazardous, valuable and other cargoes

"Navigator" system is intended for definition of mobile object's location with the assistance of GPS-receiver. It organizes data exchange between mobile objects dispatcher center via GSM network. In case of emergency the special road police detachment locates stolen cars with the support of security system "Navigator". NAVSY Ltd used its own resources to make the remote terminal UGIBDD and to install it in police cars. Clients of NAVSY Ltd have the opportunity to contact ambulance, technical and legal advice services.

"Navigator" system allows determining the vehicle's location and sending the signal from the vehicle anywhere where GSM network is in use in emergency case. System's flexibility also allows using other telecommunication protocols and radio links. There is a possibility of linking up a large number of primary sensors for getting the additional information on vehicle and cargo state. The special software allows observing any deviation from a route, checking point's time fixed, to define a police vehicle and an emergency services located closest to the accident site, to make the direct connection between vehicles and the dispatcher station. The differences between "Navigator" system and the other location based services are that "Navigator" doesn't require any additional outdoor equipment such as antennas, retranslators, pelengators etc. The weak point is the restriction of GSM network. However, it should be noted that the network is rapidly developing. It is necessary to mention that "Navigator" system is the only system under which stolen cars are searched for by state agencies (GIBDD). Discounts given by insurance companies in St. Petersburg are 50-70% to "Ugon" tariff or 20-30% to "Avtokasko" tariff (stealing + loss).

Achievements

"Navigator" system is the first system based on GPS - GSM communication. NAVSY Ltd took part in a number of exhibitions, such as:

- "The World of Automobile-2000"
- "Auto + Automechanics-2000"
- the special exhibition dedicated to 200th anniversary of MVD In 2002 NAVSY Ltd was included in the cargos monitoring system developed in the framework of Russian-Belorussian Unit as a designer of the software for dispatcher station of the system

Prospects of Development

- inclusion of new areas in North-West of Russian Federation through new equipment's import and increasing of sale's volume; attraction of owners of less expensive cars
- attraction of corporate clients
- participation in the work on creation the transport corridor and monitoring of transporting cargos on the base of the Russian-Belorussian agreement; application of dispatcher stations and mobile blocks designed by NAVSY Ltd in the frameworks of the agreement

Sales volume (over the last 12 months): \$ 240,000

year	Without investments requested	With the investments requested
2002	\$ 260,000	\$ 260,000
2003	\$ 650,000	\$ 1,100,000
2004	\$ 1,600,000	\$ 2,500,000
2005	\$ 2,700,000	\$ 4,000,000