

"POLISORB" JSC

Chelyabinsk

www.polisorb.ru

Owners:	Popilov, Andrey Nickolayevich - 99%, "Polisorb" Joint-Stock Company - 1%, Top management: Director Popilov Andrey Nickolayevich
Employees:	23 persons - staff workers, 15 persons - temporary workers
Previous financing:	\$ 150,000, including own funds of the enterprise and of the stockholder
Current financing:	\$ 50,000 - enterprise's profit
Volume of investment required:	\$ 1,370,000 - 1st variant; \$ 330,000 - 2nd variant
Intended use of the investments required:	1st variant: \$ 1.37 mln - building manufacturing in accordance with the up-to-date standards and possibility for export. 2nd variant: \$ 0.33 mln - promotion of the medication in case of investor's demand to limit capital expenditures

Company profile

"Polisorb" Joint-Stock Company was founded to produce medications made from silica. From the very beginning J.S.C. "Policorb" promote the registered trademark "Polisorb", produces and sells medical product Polisorb and since 2001 - veterinary product Polisorb.

Area and directions of activity

Development and production of medications for enter sorption, which is rather considerable part of the efferent therapy. Practically all most interesting and important results in enter sorption as a subject of scientific and practical work, have been obtained by Russian scientists, including joint R&D results obtained with the participation of J.S.C. "Policorb". This allowed Russian scientists to achieve leading position in this area of medicine.

Products/Services/Technologies

J.S.C. "Policorb" produces medications for enter sorption - Polisorb Medical Per oral (MP) and Polisorb Veterinary Per oral (VP).

Polisorb MP has the highest sorption capacity compared to other foreign and Russian sorbents. Sorption capacity of Polisorb is 300 m² per gram, which is 3 times higher than its competitor Smecta made in France and 200 times higher than activated carbon. Besides, Polisorb is the cheapest (counting for treatment course) and the safest among sorbents. Polisorb VP also surpasses the analogical products. The manufacturing technology is environmentally clean.

For the detail information about J.S.C. "Policorb" and its production, please, see the official site "www.polisorb.ru".

Achievements

1. The main achievement is elaboration and manufacturing of the absolutely new medication, which was strictly controlled, verified and tested. Even the large-scale pharmacological factories have to spend much time and many millions of dollars for these purposes.
2. Our enterprise is well known among practical physicians and pharmacutists. Many of medical reference books keep information about Polisorb.
3. J.S.C. "Policorb" was the first to develop, publish and send to all Russian medical institutes an educational course on enter sorption.
4. J.S.C. "Policorb" in cooperation with Ural Veterinary Medicine Academy worked out systematic instructions to the pharmacology course for students of veterinary institutes on application of Polisorb VP in veterinary practice, animal breeding and poultry breeding.

5. There were concluded many contracts with Russian pharmacological distributors such as: "Protec", "Apteca Holding", "RossibPharmacia", "Moron", "Katren" and others.

Prospects of Development

1. For next 3-5 years - to occupy about 50-60% of medical sorbent market in Russia and about 80% veterinary sorbent market due to the unique qualities of the product and purposefulness of the J.S.C. "Policorb" team.
2. To create the modern manufacturing in accordance with the up-to-date standards.
3. Development and registration of some new forms of medications:
 - a. hydro gel
 - b. aromatizing Polisorb for children
4. Entering the markets of Asia and Europe.

Sales volume (over the last 12 months): \$ 330,000

Year	Without investments requested	With the investments requested	
		\$ 1,370,000	\$ 330,000
2002	\$ 200,000	\$ 200,000	\$ 200,000
2003	\$ 350,000	\$ 900,000	\$ 900,000
2004	\$ 700,000	\$ 1,500,000	\$ 1,500,000
2005	\$ 1,200,000	\$ 4,500,000	\$ 1,600,000
2006	\$ 1,700,000	\$ 15,000,000	\$ 2,500,000
2007	\$ 2,500,000	\$ 25,000,000	\$ 4,500,000