

"Prodmolkorm" Ltd.

Moscow

Owners:	3 physical persons with equal shares
Staff:	15 permanent employees, 5 persons - temporary employees
Previous financing:	\$ 650,000, including own funds \$ 100,000, raised funds \$ 550,000
Current financing:	\$ 600,000, including own funds \$ 50,000, raised funds \$ 550,000
Volume of investment required:	\$ 5,000,000

Intended use of the Equipment, raw material, materials - 27%, dealers network - 6%, advertising - 2%. Development of investments new products: equipment, placement - 20%, raw material - 27%, research - 2%, promotion of goods at the market - 10%, dealers network - 6%

Company profile

LS "PRODMOLKORM" was set up on March, 9, 2000 by three experts having a 10-years operational experience in branch on managing posts. The goal of creation - promotion of modern biotechnologies in feeding, import - export of dairy products. Primary activity of the company from the moment of the foundation - import of milk replacers, the exclusive representative of the "Interfood" company (Holland) in Russia. LS " Prodmolkorm " carris out development of a compounding and technologies, and since 2002 started manufacture of fodder additives on the basis of waste products of the dairy industry.

Area and directions of activity

Development of a compounding, technology of biologically active sour-milk product for the mass consumer and a serial manufacturing of production on a dairy basis for people and animals for mixed fodder and meat & milk industries.

Distribution of milk replacers of "Interfood" company (Holland) in Russia.

Products/Services/Technologies

1. The biologically active vitamin fodder additive for cattle breeding.
2. Milk replacers on the basis of own compounding of LS "PROMOLKORM" (Russia)
3. Distribution of milk replacers of company "Interfood" (Holland).
4. Diagnostics of agricultural enterprises, training and consultation of the personnel of agricultural enterprises on questions of feeding and animal care by experts of the company "PRODMOLKORM".

Achievements

The company has shown high dynamic of development and professionalism: for the first 17 months the sales volume increased from \$ 9,500 to \$ 650,000. Fast creation of wide dealers network in more than 10 cities of Russia. The research-and-production department which consists of leading Russian experts in feeding of farming animals has been created. Patents on BIO products were obtained and have been applied for, R&D is underway. Own compounding and technology on application of milk replacers are developed. In a short period of time manufacture of milk replacers in Russia has been organized.

Prospects of Development

Increase in the nearest three years of sales volume of milk replacers with the purpose to take over 50% of the market of Russia which, taking into account bits rate of growth, would make about \$ 8,000,000 per year. Development of the markets of Byelorussia (about \$ 650,000 per year) and Kazakhstan (about \$ 500,000 per year). To become the basic operator in the dairy market of Russia on export of dry milk to Europe and Asia. Introduction of new products, of biologically active sour-milk product for the mass consumer and a batch manufacturing of dairy-based products for people

and animals. Manufacture of fodder additives of new generation on the basis of waste products of grain manufacture for animal industries.

Sales volume (over the last 12 months): \$ 3,450,000

year	Without investments requested	With the investments requested
2002	\$ 4,500,000	\$ 4,500,000
2003	\$ 6,000,000	\$ 7,500,000
2004	\$ 7,500,000	\$ 15,000,000
2005	\$ 9,000,000	\$ 20,000,000