

"SMART BANKING SYSTEMS" Ltd.

Moscow

Owners:	Legal entity - IBS Financial Technology Ltd. - 98%, one individual - 2%
Staff:	14 persons - staff workers, 6 persons - temporary workers
Previous financing:	\$ 180,000, own funds
Current financing:	\$ 240,000, own funds
Volume of investment required:	\$ 1,265,000
Intended use of the investments required:	35% - salary, 25% - development of new technologies, 15% - marketing, 15% - overhead expenses, 10% - new process equipment

Company profile

The core of company - the management and R&D teams in the field of Information Technologies was organized in Moscow and, since 1997, develops proprietary software and offers system solutions in the field of electronic trading via Internet in the world financial markets. In 2001 the Russian Company Smart Banking Systems was created with the purpose of promotion of these solutions and products on the markets of Russia and CIS, organization of marketing and realization of sales, technical support and further maintenance of Internet trading platforms. The anchor client of the Company is Gazprombank.

Area and directions of activity

- Development and maintenance of software for trading, information and analytical Internet platforms for financial organizations, their corporate clients and private users.
- Organization of Interbank Over-The-Counter trading platform and Internet system for its realization, technical and information support of functioning of this platform and system.
- Marketing and promotion of software and appropriate services in the Russian and foreign markets.
- Installation and technical support of trading, information and communication systems.

Products/Services/Technologies

TradeDesk - the Client-Broker system for trading in world and Russian financial markets.

BIDS - Banking Information and Dealing System for automation of trade on Intrabank and Interbank markets.

Over-The-Counter Trading System (VBTS) - Interbank information analytical trading field combining transaction dealing system and Electronic Communication Network (ECN).

InfoDesk - service of allocation of the financial information (news and quotes) from the leading Agencies (RBC, Standard&Poor's ComStock, MFD-InfoCenter, Finmarket) and Exchanges (MICEX, RTS) on-line.

TechAnalyst - the unique system for technical analysis of financial markets.

All these systems are proprietary and use the technologies of the Company - transport system, routing of orders, monitoring of limits, information security, cryptography, electronic digital signature (EDS).

Achievements

- In June 1998 TradeDesk was installed within the Swiss brokerage company operating more than 1000 clients.
- Since August 2000 BIDS system has joined up the head office, all the branches, some external banks and corporate clients of Gazprombank in a united financial environment.
- In December 2000 the Company became the finalist of the Internet Olimpiade, organized by Rambler, Arthur Andersen, Monitor Group and Sun Microsystems.
- In March 2001 the Company was awarded for the best 60 seconds presentation (elevator pitch) in the Russian Technology Investment Forum, organized by Innovative Ventures Incorporated.

- In June 2001 the of the State Duma's Committee on loan organizations and the financial markets recommended BIDS system for use by Russian banks. The report on the risks management in BIDS system was organized on the 10th International Banking Congress in Saint Petersburg.
- In September 2001 the software products of the Company were presented to Association of regional banks of Russia and its participants. About 100 Russian banks are familiar with or have tested BIDS system.
- VBTS project received the status of the program of the Union State of Russia and Byelorussia.

Prospects of Development

- Establishment of the Interbank over-the-counter trading Internet platform on the base of VBTS system technology and combining more than 300 financial organizations into unified automated trading field throughout the Russia.
- Promotion of the information and analytical systems (InfoDesk and TechAnalyst) among the Russian and foreign participants of financial markets (about 100 users).
- Further BIDS distribution among corporate clients of Gazprombank and involvement into BIDS more than 100 Gazprombank counter-partners on Russian Interbank market.
- Promotion of the brokerage trading system TradeDesk among Russian and foreign financial companies and banks within planned by Company E-Invest project (joining brokers and their clients on the unified platform).

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

year	Without investments requested	With the investments requested
2002	\$ 400,000	\$ 400,000
2003	\$ 500,000	\$ 675,000
2004	\$ 700,000	\$ 1,200,000
2005	\$ 1,000,000	\$ 4,200,000