

"SNOW" Ltd.

Saint-Petersburg

Owners:	3 natural persons
Staff:	7 persons - staff workers, 3 persons - recruited workers
Previous financing:	\$ 600,000 - own funds
Current financing:	\$ 50,000 - own funds
Volume of investment required:	\$ 4,000,000
Intended use of the investments required:	ordering line for mass production \$ 2,600,000 - 65% preparing for production \$ 400,000 - 10% licensing \$ 400,000 - 10% marketing, advertising \$ 600,000 - 15%

Company profile

The company was founded in 1997 by the private persons for development, application and foreign outlet of a new technology of recordable compact disc production and universal equipment for it. The technology rests on the basic Russian science research.

Area and directions of activity

Area - information technologies. Directions of activity - scientific and technical development of the optical recordable mediums, technologies for its production. Co-operation with the foreign companies on equipment production for the application of a new technology. Starting own production of the recordable compact discs with a large data storage capacity. Offering license.

Products/Services/Technologies

The new alternative technology of recordable compact disc production on the basis of inorganic materials was developed. It allows creating a medium with the increased data storage capacity up to 4.5 times more, and working in the broad spectral region 400-800 nm. The results are covered by the Russian Federation patents; the International patent is announced in 34 countries.

Planned produce:

- recordable compact-disks DVD (18GB, 635 nm); DVR (45Gb, 405 nm);
- developing equipment for DVD, DVR production;
- offering license for the new technology.

Achievements

A pre-production models of CD-R and DVD-R has been produced, tested in Plasmon, Toolex and a positive test results were taken. Co-operation programs of the industrial application with companies PLASMON (Great Britain) and OTB ENGINEERING (Netherlands) were developed. Negotiating with leading world CD development and equipment companies: Philips (Netherlands), SINGULUS TECHNOLOGIES (Germany), UNAXIS (Switzerland) and others.

Prospects of Development

Starting from the technical level of the invention, the world CD market forecast 2003-2005, and taking into consideration a presence of a free market space, its intended to realize a profit on application of the competitive recordable DVR technology with a large data storage capacity (up to 45Gb, that is compatible with consumer recorders for video, audio, and other numerical information storage) - a near future medium, exactly: at the selling of license, production equipment and disks sale.

The investments will allow the company, besides the science-research activity, to start own DVD and DVR production in Saint-Petersburg with the opportunity of expansion. An approximate line output - 2 million disks a year, gross revenue - 20 million \$USA per year. For the success of an advancement of the technology in the market it's advisable to co-operate with a well-known companies in the market of the manufacturing equipment, for replication and selling production lines,

and co-operation with a wholesale companies.

The presence of exclusive rights to the patent will allow realizing additional profit at the cost of license and technical documentation sales - up to 5-7 million \$USA at the selling for one license for production line, and also due to the privilege given to the patent owners.

Sales volume (over the last 12 months): \$ 0

year	
2002	\$ 0
2003	\$ 0
2004	\$ 6,000,000
2005	\$ 20,000,000