

"SPEKTR T.T.T." JSC

Moscow

Owners:	4 physical persons
Staff:	14 staff employees and more than 150 persons from Russian regions are enlisted to work by contracts
Previous financing:	\$ 230,000 (R&D and production)
Current financing:	\$ 96,000 (development of production - 80%, R&D - 10%, information activity- 10%)
Volume of investment required:	\$ 1,200,000

Intended use of the investments required: Work on new effective ways and resource-saving technologies of production of valuable chemical products: monomers for manufacturing of polymers; components of materials for signal and lightning compositions; medical and biological active substances; the expansion of export activity (R&D - 30%, company infrastructure development - 20%, production output expansion - 50%)

Company profile

JSC "Spektr T.T.T." was set up in 1993 as an innovation business company in the sphere of production and sale of chemical agents. It was founded on the basis of Soviet-Netherlands company (existing since 1990), which exported science and technical production of Soviet higher education establishments. The total value of the Company is \$ 2,6 millions, where 24% is in capital funds, 58% - working capital and 18% - intangible assets (computer data base, catalogues, scientific works and patents and etc.). The annual turnover is about \$ 600,000 with the profitableness for some products near 100%.

Area and directions of activity

1. Production and delivery of fine chemicals by order (both in laboratory and industrial scale).
2. Development of new syntheses of chemical products, including perspective industrial processes, which may be transferred to interested companies and organizations.

Products/Services/Technologies

The catalogue of production includes more than 1800 chemicals. The main type of products are biologically active heterocyclic compounds, which are derivatives of indole, benzimidazole, pyridine, and nitrogen bases of nucleic acids. Fluoroorganic compounds and adamantane derivatives are much in demand. One of the main types of production is metal carbonyls (molybdenum, chromium, tungsten), which are used for getting of heavy-duty metal coatings. In good sale are dyes, indicators and binders for light sensitive and signal compositions, which are supply to the QC-laboratories and research centers. Elementoorganic and inorganic compounds, aromatic and nonaromatic substances and their functional derivatives are also produced. The new ways of manufacturing of carbon monoxide, synthesis of carbonic acids derivatives and other products are under development.

Achievements

The leading position in the field of providing different companies and organizations with fine chemicals. High quality of the products. Big experience in exporting deliveries and good relations and connections with the famous world-known companies, which produce and sell fine chemicals for example, "Aldrich" (USA), "Acros" (Belgium), "Fluka" (Switzerland), "TCI" (Japan) and others. "Spektr T.T.T." is a distributor of "Acros" and "Merck" in Russia. "Spektr T.T.T." produces more than 1,800 names of chemicals, about 90% of which are produced on the bases of developments made by "Spektr T.T.T." specialists. JSC "Spektr T.T.T." was awarded with diplomas of large Russian and foreign expositions, among them "Chemistry-99", "Moscow Today-99", "Hanover Messe" in 2000, "Chemspec-2001" in Amsterdam and "Chemspec-2002" in Basel. 300 additional jobs were created during the years of the operation of the company. The special subdivision "Reaktiv" Trade House was set up to increase the sales volume.

Prospects of Development

To transform the "Spektr T.T.T." into a big company , to increase the turnover 4 times in 3 years to \$ 2,5 millions, to increase the part of the home market deliveries to \$ 1,1 millions a year and to increase the quantity of the export deliveries to \$ 1,4 millions and average profitableness to 70%.

Sales volume (over the last 12 months): \$ 573,120

year	Without investments requested	With the investments requested
2002	\$ 670,000	\$ 750,000
2003	\$ 840,000	\$ 1,350,000
2004	\$ 1,100,000	\$ 1,900,000
2005	\$ 1,350,000	\$ 2,500,000