

BESTA LTD

Volume of investments required: **\$ 2 000 thousand**

Intended use of investment required:

R&D "Complex Oil Waste Treatment Line"	1,5%
Marketing	1%
Working capital	75%
Fixed assets acquisition	21%
Production setup initial costs	1,5%

Company profile:

1. Date of establishment - December 24, 1999
2. Stage of development - Early stage
3. Size and source of investment to date - Self-financing - \$ 30 th.
4. Industry - Machine - building industry, oil waste treatment
5. Target market - Extraction, processing, transportation of oil and oil products
6. Sales in 2003 - \$ 150 th.
7. Description and value of assets - Transport, technological equipment - \$ 30 th.
8. Intellectual property rights - Private rights on patents and RF certificates
9. Signs of public recognition - Winner's Diploma of the 4th Venture Fair in the nomination of the Perm region administration "Leader of Prikamye Small Business"

Owners:

2 natural persons **90%, 10%**

Share of government property **0%**

Management and key personnel:

Zakharenk, Alexandr Alexandrovich - general director, 50, owner and investor; author and copyright owner of 4 inventions in treatment of oil-containing wastes; holder of certificate under BISTRO 2001 project, TACIS.

Plotnikov, Yuriy Stanislavovich - deputy director, 48; experienced in setting up and management of companies operating in power engineering and food industry.

Tashlykov, Valeriy Pavlovich - manages the development of oil processing technologies, 49, PhD in Technical Science, author of over 70 publications and 4 inventions in oil refining and oil wastes recovery.

Products characteristics:

Floating, small-sized, mobile with autonomous drive oil skimmers for oil wastes skimming in shallow areas of water, rivers and industrial wastewater treatment facilities.

Products on plan:

Lines of oil polluted soil, drilling sludge, oil waste products complex treatment, hydro mechanical perforators for oil and gas wells. The perforator lowered into the well cuts a longitudinal slot, along which a high-pressure stream of water forms the cave with a large surface of water loss. The process allows 3-4 times to increase production of gas and oil.

Comparative analysis with existing alternatives:

Manufactured products

Characteristics	Oil - skimmerСПЧ-10/2БГК BESTA	KOMARA 12KVikoma Int. Lim.England,	TDS - 136Elastec, USA, 1990
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	LTD,1997	1990	
Viscosity of oil products to be collected, cst	5 - 4500	5 -1500	5 -150
Drive	universal	hydraulic	hydraulic
Specific capacity, m/h	6,7	0,5	n/a
Price, \$	20 000	30 000	32 000

The lines have wide model range and scope of usage for emergency and permanent work, high productivity, are composed of domestic-made components and can be repaired on site.

New products

1. Oil waste recovery line

Characteristics	Oil Waste Recovery Line	Alfa-Laval plant (Sweden)	Flottweg plant (Germany)
Non-liquid sludge containment	yes	no	no
Treatment of oil sludge and oil polluted soil	yes	oil sludge only	oil sludge only
Our own waste products recycling	yes	no	no
Self-contained	yes	no	no
Price, \$	600 000	1 600 000	1 200 000

2. Hydro mechanical slotted water loss of oil and gas wells.

Characteristics	Slotted water loss	Cumulative water loss
Water loss section of slot's length/interval on 10 m, cm ²	2160	136
Section of drilling in slot's length/interval of water loss on 10 m, cm ²	205200	2939
Value of works on water loss, \$/m	935 - 1050	1800 - 3000
Price of equipment, \$	12 000	34 000

The efficiency of pool after hydro mechanical water loss increases average 3.7 times according to more than 100 wells working.

Markets/Competition:

	Characteristics	Oil Waste Recovery Line	Alfa-Laval plant (Sweden)	Flottweg plant (Germany)
2004	Geographical Region-	Russian Market size \$ 150,000 th.		
	Company market share \$ ths./%	-	3 000 / 2%	3 000 / 2%
2008	Geographical Region-	Russian Market size \$ 150,000 th.		
	Company market	6 185/ 4,2%	4 000 / 2,6%	4 000 / 2,6%

	share \$ ths./%			
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Advantages: the plant price is equal to about 50% of foreign analogues' price; integrated approach to meeting customer's needs: market research, preparation of standard technical documentation, testing of pilot samples and sale of serial customized equipment; unique technology for the oil waste recovery.