

BISOLBI-INTER LTD

Volume of investments required: **\$ 5 000 thousand**

Intended use of investment required:

R&D	8%
Marketing	10%
Working capital	6%
Fixed assets acquisition (construction, production facilities)	76%
Other	1%

Company profile:

1. Date of establishment - April 5, 2000
2. Stage of development - Expansion
3. Size and source of investment to date - The Foundation for Assistance to Small Innovative Enterprises - \$ 26 th., own funds - \$ 190 th.
4. Industry - biotechnology, microbial preparations
5. Target market - Agriculture
6. Sales in 2003 - \$ 100 th.
7. Description and value of assets - \$ 51 th. (Transport, equipment).
8. Intellectual property rights - Patent for biomineral fertilizers, Certificate of trade mark for: "BisolbiSan", "BisolbiFit", "Bisolbi", "BisolbiMix". The owner of patent and trade marks is "Bisolbi-Inter".
9. Signs of public recognition - Diploma from Russian Ministry of Agriculture for development of microbial preparations for agriculture. Papers in specialized journals: "Agricultural News", 2003, N2,p.29, "Achievement of science and technology in agriculture", 2002,N10, pp.16-20, Practice Oriented Results on Use and Production of Neem Ingredients and Pheromones IX. H.Kleeberg&C.P.W.Zebitz (eds), Druck&Graphic, Giessen, pp.127-134;

Owners:

All-Russia Research Institute
for Agricultural Microbiology **20%**

3 natural persons **for 26,66%**
each other

Share of government property **20%**

Management and key personnel:

Chebotar, Vladimir Kuzmich - Director General, 45, Candidate of Biological Sciences (Ph.D.), head of laboratory of microbial technology, All-Russia Research Institute for Agricultural Microbiology. He is responsible for general management, international collaboration and links, was involved into the international projects with South Korea, Japan, the Netherlands, India.

Kazakov, Alexander Efimovich - Vice-Director for Science, 41, agronomist, is responsible for organizing demonstrative field tests with microbial preparations and improving of technology for production.

Erofeev Sergey Victorovich - Vice-Director for Production, 45, engineer, is responsible for administration, improving equipment for production and organizing of network for distribution in Russia, Moldova, Kazakhstan, Romania, Serbia and South Africa.

Products characteristics:

The company is producing microbial preparations for agriculture: BisolbiFit - for stimulation of plant growth, BisolbiSan - for plant protection from phytopathogens. Such products as BisolbiMix - combined microbial fertilizer, mineral fertilizers enhanced with beneficial microorganisms are on the last stage of development for the market. The main advantage of company products is their ability to substitute chemical means which are mostly imported for use on a whole cycle for foodstuff production: from seed treatment to after harvest treatment. Other advantage of the company is its close

cooperation with All Russia Research Institute for Agricultural Microbiology. This facilitates constant improving of products and selection of new products and technologies for marketing. In addition to the Russian Federation some products have been registered in Moldova, Kazakhstan, Uzbekistan. Certification test are carried out in South Africa, Romania, Serbia, Bulgaria, Guinea.

Comparative analysis with existing alternatives:

Characteristics	BisolbiSan, 2000 t	Planriz, Research Institute of Genetic of Belorussian Academy, 1996	Colfugo-Duplet*, Agro-Chemi Kft, Hungary
Biological efficiency against phytopathogens	70-90%	50-60%	70-90%
Storage period	12 months	3-4 months	24 months
Price fro liter/kg, \$	4,5	4,0	5,2

* - Chemical preparation, main advantage of preparation BisolbiSan is its safety for environment and human beings.

Markets/Competition:

	Characteristics	Products/services of exhibiting company	Bactorodencid, Planriz, Integral, Phytosporin*	Other preparations...
2004	Geographic Region - Russia, Kazakhstan, Moldova. Market size - \$ 2,500 th.			
	Company market share \$ ths./%	280 / 11%	1 750 / 70%	475 / 19%
2008	Geographic Region- Russia, Kazakhstan, Moldova, Romania, South Africa, Bulgaria, Serbia, Greece, Italy, France, Spain, Guinea. Market size - \$ 60,000 th.			
	Company market share \$ ths./%	12 000 / 20%	1 750 / 2,9%	46 060 / 77%

*Bactorodencid - Berdskii plant for production of biopreparations, Berdsk, Planriz - Institute of Genetic of Belorussian Academy, Minsk, Belorussia, Integral - Scientific Company, Joint Stock Company "Elita-Complex", Ekaterinburg, Phytosporin - "Bashinkom" Ltd, Baskirskii Research Institute for Agriculture, Ufa.

The Bisolbi-Inter company has signed agreements with dealers and regional representatives (St. Petersburg, Moscow, Rostov, Nizhnii Novgorod, Saratov, Kazan, Blagoveschensk, Moldova, Kazakhstan, Serbia, South Africa, South Korea)

Estimated size of the world market for biotechnology products in 2004 is about 160 billion dollars. By 2010 the size of the world market for biotechnology products is expected to reach 2,000 billion dollars and biological means for plant protection and stimulation of plant growth would account for 5% of the market. (from the Report of "Biomac" Non-Commercial

Partnership set up by the Ministry of Agriculture, the Ministry of Science and Technology, the Ministry of Health and the Ministry of Education to implement the State Program "Biotechnology for Medicine and Agriculture", 2003)