

## IBScreen Company CJSC

Volume of investments required: **\$ 1 500 – 3 000 тыс.**

Intended use of investment required:

<b>R&amp;D</b>	<b>20%</b>
<b>Fixed assets acquisition</b>	<b>50%</b>
<b>Marketing</b>	<b>10%</b>
<b>Other</b>	<b>5%</b>
<b>Working capital</b>	<b>15%</b>

Company profile:

1. Date of establishment - September 1995
2. Stage of development - Intensive growth
3. Size and source of investment to date - None
4. Industry - Design of new pharmaceuticals with know-how and products for licence sales.
5. Target market - pharmacology, pharmaceuticals, biotechnology etc.
6. Sales in 2003 - \$ 750.9 thousand
7. Description and value of assets - office building (property), computer equipment (50 pieces), network equipment, fiber channel, copiers (colour lazer copier), disaster free cluster system (protected storage array, 500 Gb), multilevel backup, ultrium scalable type library (2Tb), \$ 150 th. for 2 scientific and productive buildings currently under construction (~4000 sqm)
8. Intellectual property rights - None
9. Signs of public recognition  
2001 - Gold Medal of Societe d`Encouragement pour l`Industrie Nationale, for the contribution to the development of the pharmaceutical science and industry.  
2002 - EuroUnion "Viennese Cup" in two nominations: "Organization of the 21st Century" and a personal award "Manager of the 21st Century" to Professor V.G.Kartsev, Chairman, Vice President of IBScreen Company.

Owners:

5 individuals	<b>100% of charter capital</b>
Share of government property	<b>0%</b>

Management and key personnel:

- Kartsev, Victor G. - Chairman of the Board of Directors PhD., Professor, 54, self-discipline, exactingness, foresight, purposefulness, moral integrity, creativity;
- Zasedatelev, Sergei Yu. - Director, PhD., 54, acute sense of responsibility, purposefulness;
- Shubina, Olga V. - Senior Manager, PhD., 40, self-discipline, acute sense of responsibility;
- Lakoza, Galina B. - Manager, 66, sense of responsibility, persistence in achieving the purpose in hand

Product characteristics:

Individual chemical screening compounds for use by pharmaceutical, agrochemical, biotechnological companies in the discovery of new drugs.

IBS` s chemical library contains over 330,000 synthetic and over 35,500 unique natural compounds, derivatives and analogs. Specialized databases of chemical compounds, characterized by high biological activity. The databases are generated with the use of professional databases by the leading world companies in the field (DERWENT, NEGWER databases, DAYLIGHT/MOLDIVS software package) and also on the basis of the most advanced program for the prediction of biological effect (QuantumLead, [www.q-lead.com](http://www.q-lead.com)).

Custom synthesis of specialized chemical libraries, design and development of new patentable methods of synthesis.

Markets/Competition:

Products offered by IBS Company are in high demand by more than 2,000 pharmaceutical, agrochemical and biotechnological companies all over the world (USA, Europe, South-East Asia, Japan, Australia).

Total cost of the assets in the world pharmaceutical section used annually for the discovery of new drugs exceeds \$ 40 billion and increases annually by 15-20 %. The sale of commercial drugs is estimated at over \$ 100 billion a year.

IBS, global provider of chemical databases, along with 4 other companies ("Chembridge", "Asinex", "ChemDiv", "ComGenex") is a leader in the field of synthesis and discovery of new drugs within the framework of the global program "Drug Discovery".