

## Idea: Plasmatron

Volume of investments required: **\$ 300 thousand**

Intended use of funds:

<b>R&amp;D</b> (for creation of plasma arc welding)	<b>75%</b>
<b>Marketing</b>	<b>25%</b>

Company profile:

1. Date of establishment - April 20, 2004
2. Stage of development - Seed
3. Size and source of investment to date - \$ 3.95 th. - own funds of the Idea Innovative Technopark.
4. Industry - engineering industry
5. Target market - engineering industry, shipbuilding, oil & gas industry, plasma arc cutting on land, in water
6. Sales in 2003 - None
7. Description and value of assets - None
8. Intellectual property rights - None
9. Signs of public recognition - Silver medal of the 4th Moscow International Exhibition of Investments and Innovations

Owners:

- |                                 |            |
|---------------------------------|------------|
| 1. Innovative Technopark "Idea" | <b>9%</b>  |
| 2. Investor                     | <b>50%</b> |
| 1 natural person                | <b>41%</b> |
| Share of government property    | <b>0%</b>  |

Management and key personnel:

Alexander S. Zimin - Project manager, 23. Rostislav L. Sadikov - Head of Marketing department, 37

Products characteristics:

Plasma arc welding has been designed for plasma flame cutting and welding of high gage materials.

Technical characteristics of plasma arc welding

Flame plasma temperature 30 000K

Gage of plasma arc cutting 250mm

Stationary electrode

High fastness electrode and nozzle of plasma arc welding.

Speed of plasma arc cutting :

	5	10	20	30	40	60	80	100	160
Metal	Time, sec.								
Aluminium	600	360	210	137	98	43	18	11	3,6
low-carbon steel	360	270	151	90	54	25	11	7	3
Cooper	300	180	97	61	29	11	7.2	3.6	*
Steel 12X18H9T	150	110	63	37	22	10	*	*	*

Comparative analysis with existing alternatives:

Characteristics	Innovative Technoparc "Idea"	Multiplas 2500	others
Flame plasma temperature	30 000	8 000	5 000-7 000
max gage cutting	250	80	5 -10
pricing,\$	1 667	1 500	1 350

On the strength of their design and technical characteristics domestic manufacturers are not regarded as competitors of the company.

Markets/Competition:

2005	Geographical Region- Russia Market size - \$ 150,000 th.	
	Company market share \$ th./%	4 150 / 2,7 %
2008	Geographical Region- Russia Market size - \$ 160,000 th.	
	Company market share \$ th./%	119 000 /7 4%