

## Inrostech LTD

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

Intended use of investment required:

<b>R&amp;D</b> (lack of lactase diagnostics, inflammatory respiratory diseases diagnostics)	<b>40%</b>
<b>Fixed assets acquisition</b>	<b>10%</b>
<b>Marketing</b>	<b>30%</b>
<b>Working capital</b>	<b>10%</b>
<b>Patent and certification</b>	<b>10%</b>

Company profile:

1. Date of establishment - July 8, 2004
2. Stage of development - Seed
3. Size and source of investment to date - \$ 25 th., the Foundation for Assistance to Small Innovative Enterprises (FASIE).
4. Industry - Devices for gas concentrations measurement, instrument-making
5. Target market - Medicine
6. Sales in 2003 - None
7. Description and value of assets - \$4 th., computers
8. Intellectual property rights - Patent application documents are currently being prepared.
9. Signs of public recognition - None

Owners:

6 individuals **16.67% each**

Share of government property **0%**

Management and key personnel:

The managers are co-owners of the company.

Enbert, Evgeniy - Director General, 28, has experience in food equipment marketing (fast food), in managing R&D, manufacturing and promotion of medical devices. The last position was Medical Devices Department commercial director at "Scientific and technical enterprise "TKA" Ltd. Co.

Esipov, Andrey - Technical Director, 28, has technical managing experience in the field of medical devices (devices for quantum therapy, an expired air analyzer), industry devices (radiometers, an industry laser). The last position was Medical Devices Department director of production at "Scientific and technical enterprise "TKA" Ltd.

Products characteristics:

1. The expired hydrogen analyzer for non-invasive lack of lactase diagnostics (a major clinical manifestation of the lack of lactase is diarrhea after consuming dairy products). The lack of lactase in infancy is a risk factor of chronic gastrointestinal tract diseases forming; in adult age it often occurs together with or after acute intestinal virus, intestine pathology etc. As compared to diagnostics methods used in Russia now, diagnosing time decreases from a day to 5 minutes while the test cost reduces 3 times.
2. The expired nitric oxide analyzer for non-invasive inflammatory respiratory diseases diagnostics. As compared to diagnostics methods used in Russia now, it decreases diagnosing time from a day to 2 minutes while the test cost reduces 2 times. The analyzer surpasses foreign alternatives in a number of characteristics and is considerably cheaper.

Comparative analysis with existing alternatives:

Characteristics	1	The gas analyzer
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	The expired hydrogen analyzer for the lack of lactase diagnostics, "Inrostech", R&D stage	for the lack of lactase diagnostics, Breath E-Z Systems, USA
Relative error of measurements, %	± 5	
Response time, sec.	60	70
Power supply	9 V battery	
Diagnosing time, min.	5	
Price of gas analyzer, \$	800	2500
1 test cost, \$	0,65	13

Characteristics	2 The expired nitric oxide analyzer for inflammatory respiratory diseases, "Inrostech", R&D stage	The NOA 280i, Ionics Instrument, USA
Sensibility, ppm	0,1	<1
Relative error of measurements, %	± 5	
Diagnosing time, min.	2	
Power requirements	220 V, 1 A	100 V, 7 A; 120 V, 6 A; 220 V, 3 A
Price of gas analyzer, \$	2 500	12 000
1 test cost, \$	1,75	21,2

At present about 10 gas analyzers made in the USA are used in Russia and the CIS. Blood, urine, excrement tests are used to detect the lack of lactase. The test cost is \$2, the diagnosing time is no less than a day.

Induced sputum analysis is used for diagnostics of inflammatory respiratory diseases. The test cost is \$3, the diagnosing time is no less than a day.

#### Markets/Competition:

	Characteristics	"Inrostech"	Manufacturers of reagents for performing tests	Breath E-Z Systems, Ionics Instrument jointly
	Geographical Region - Russia. Market size \$ - 3,000 th.			
2004	Company market share \$ ths./%	0/0	910 / 97%	90 / 3%
2008	Geographical Region - Russia. Market size - \$ 5,000 th.			

	Company market share \$ ths./%	2 500 / 50%	1 750 / 35%	750 / 15%
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