

ITLAN LTD

Volume of investments required: **\$ 7 800 thousand**

Intended use of investments required:

R&D	5,13%
Fixed assets acquisition	94,87%

Company profile:

1. Date of establishment - July 11, 2000
2. Development stage - Early stage
3. Size and source of investment to date - \$ 300 th., own funds
4. Industry - Machine-building
5. Target market - Communal services
6. Volume of sales in 2003 - \$ 1,000 th.
7. Description and value of assets - Computers and copiers, \$ 135 th.
8. Intellectual property rights - Patent "Method of solid household and industrial waste processing" No. 2213908 of Oct., 10, 2003. Patent owner - «ITLAN, Ltd». 4 patent applications pending.
9. Signs of public recognition - 2 letters of gratitude of the Head of Rybinsk Municipal District, 7 awards of different exhibitions, including 2 awards (one with a bronze medal) of the IV International Innovations and Investments Show. 8 publications, among them articles Russian Trade magazine No 1-2, 2003 and Russia's Economy 21st Century magazine No. 13 for 2003.

Owners:

Lanit-Holding Closed Corporation	51%
Sokmas, Ltd.	25%
One individual	24%
Share of government property	0%

Management and key personnel:

Koryukov, Mikhail Aleksandrovich - General director, 46, graduated from Rybinsk Aviation Technological Institute, mechanical engineer for aircraft engines. Worked as general constructor of Rybinsk Design Bureau of Engines Building. Supervised development a number of control systems for aircraft engines and power installations. Has 3 inventions, has been awarded with diploma of Ministry of Economy for designing the engine RD-600 for the helicopter K-60 Kasatka. The role in the business: the primary developer of strategic directions of the enterprise.

Melnikov, Arkady Vasilievich - Project manager, 56, graduated from Rybinsk Aviation Technological Institute, mechanical engineer for aircraft engines, worked at Special Design Bureau "Start", Has run a number of R&D projects since 1974, was the chief designer of industrial robots of the RF series, has 13 inventions, over 30 publications in different scientific technical journals, prize-winner of the Lenin Komsomol Prize, has the title of the Inventor of the USSR. The Role in business: solution of tactical problems on searching for partners, investors and solution of engineering problems within the framework of assigned directions.

Products characteristics:

Waste processing plant for unsorted domestic solid waste (DSW). Wasteless technology of high temperature paralysis. Formation of the paralysis gas occurs at T = 1650 deg.C, and this assumes destruction of all bad materials, then this hot gas is burnt in a steam boiler, and products of combustion do not require a high-priced gas purification. Capacity of the base reactor - 36 th. tons/year, plant is equipped with 1, 2, 3 or 4 reactors.

Comparative analysis with existing alternatives:

Specifications	«ITLAN,	FNPTZ	Scientific	THERMOSELECT
----------------	---------	-------	------------	--------------

	Ltd.» Russian project	MMPP «Salyut» Russian project	and Production Center «Poisk-Plis, Ltd.». Russian project	Swiss Project for Rybinsk
Capacity thousand tons/year	144 (4 reactors)	15	60	100
Processed waste	According to Russian legislation			
Environmental safety	According to standards			
Price, \$ ths.	7,800	No data	25 000-35 000	47 970
Repayment period	3.64 years	Subsidized	2.0-2.5 years	Subsidized

According to available information, there are no analogous plants with proposed technology in Russia. There are waste combustion plants, waste sorting plants and waste processing plants with production of the compost.

"AMSTRO-DON, Ltd." is designer, coordinator of joint developments, supplier of "turn-key" waste sorting and waste processing complexes. Moscow waste combustion special plant #2, intended for thermal deactivation of the HHW was built and put into operation in 1975. Cherepovets waste combustion plant of the IWI company, USA (the system of the incineration of waste/ energy exchange) - was put into operation in 1999.

The "Pilot Plant of the mechanized conversion of hard home waste (MPBO), Ltd." Saint Petersburg - the largest enterprise in Europe was put into operation in 1970.

The supply and sales company "STANKOSNAB" offers:

The waste sorting complex STANKO-180, capacity 180-250 thousand tons per year.

The waste sorting complex STANKO-100, capacity 100-120 thousand tons per year.

Markets/Competition:

	Figure	«ITLAN, Ltd.» Russia	ФНПЦ ММПП «Salyut» Russia	Scientific and Production Center «Poisk-Plis, Ltd.». Russian project	THERMOSELECT Swiss Project for Rybinsk
2004	Location - Russia, Market size \$1,170,000 thousand				
	The Company's market share \$ ths./%	0%	0%	0%	0%
2008	Location - Russia, Market size \$1,076,000 thousand				
	The Company's market share \$	15 602 / 1,45%	23 349 / 2,17 %	24 963 - 34 970 / 2,32 - 3,25 %	0% (Project will not be realized)

	ths./%				
--	--------	--	--	--	--

Estimated demand for the plants in Russia is about 150 units. The potential customers are municipal districts using funding provided by the Federal Ecological Fund, the Fund of Natural Resources and own resources.

At the time of launching the pilot plant the product offered is the plant itself, after launching the plant the service offered is waste processing. Our enterprise is ready to operate the pilot plant and to design two plants per year as well as manufacture the plants and putting them into operation for the customer. The competitors can realize three of their own projects each.