

Meta-FF LTD

Amount of investments required: **\$ 1 500 thousand**

Intended use of investment required:

R&D	10%
Fixed assets acquisition	40%
Working capital	40%
Marketing	10%

Company profile:

1. Date of establishment - March 29, 2004
2. Development stage - Seed
3. Size and source of investment to date - \$ 25 th. - grant No. 4592 received under the Start Program of the Foundation for Assistance to Small Innovative Enterprises
4. Industry - chemical high technologies in the field of thin organic synthesis, manufacture of aromatic and heteroaromatic reagents
5. Target market - monomeares and semiproducts in manufacture of bioactive substances, dyes, materials for microelectronics and aviation technics.
6. Sales in 2003 - none
7. Intellectual property rights - documents protecting technology of some products: Patent No. 2079488 Russia; Patent No.1740365 USSR; Patent No.883015 USSR; Patent No.1735274 USSR; Patent No.694491 USSR. Authors: Milto V.I., Orlov V.U., Kaninskiy P.S.
8. Signs on public recognition - materials on the declared subjects have been published in a number of federal newspapers and magazines and presented at various conferences, including international conferences. Milto V.I., Orlov V.U. //Kinetics and Catalysis.- 2001, Vol.42, No.4.- p.518-522
Milto V.I., Orlov V.U. // International Congress "Nitrocontaining Heterocycles.- Moscow, 2001
Milto V.I., Orlov V.U. //Kinetics and Catalysis.- 2001, Vol.42, No.4.- p.523-525.

Owners:

One individual	100%
Share of government property	0%

Management and key personnel:

The personnel of the company (staff and contractual employees) has been formed on the basis of two Yaroslavl universities having chemical faculties, and also employees of some Yaroslavl chemical enterprises. Some of the key employees are:

Milto, Vladimir Iliyich - Director, 54, Ph.D., experience in scientific and administrative activity: worked at the Yaroslavl technical university as the leader scientist till 1990. Has run a number of small R&D companies since 1990.

Maksimov, Mikhail Nikolaevich - Deputy Director for Manufacture, 54, experience in industrial activity: has worked as chief-engineer and deputy director for manufacture at the Yaroslavl Factory of Synthetic Rubber.

Kaninskiy, Pavel Sergeevich, Leading Expert, 49, PhD, experience in introduction of scientific and technical development: has worked as deputy director for science in the " Spectrum" financial group.

Orlov, Vladimir Yurievich - Leading Expert, 45, Dr.Sc, professor, experience in introduction of scientific and technical development, Yaroslavl Demidov State University.

Products characteristics:

Organic reagents of universal purpose: semiproducts for reception of vacuum oil of deep underpressure, a monomers for heat-resistant polymers, semiproducts for means of protection of plants, and also various aromatic and heteroaromatic reagents - components in manufacture of bioactive substances, dyes, materials for microelectronics and aircraft
Other products are rather perspective also, all developments are directed on the decision of the problem of synthesis monomers and semiproducts in priority areas

Comparative analysis with existing alternatives:

Characteristics	Product name and year of market entry	Analogue, company-manufacturer, country and year of market entry
technical, n20D = 1,6008 -1,6018 purity % 95,0 price \$ 400/ kgs	Meta-Phenixyphenole 2006r. - semiproduct for vacuum oil	Great Britain «M&I» (Manchester) 1997 - semiproduct for vacuum oil; price \$ 500-600/kgs
purity % 95,0 price \$ 4-7/ kgs	Acetophenones derivative. 2006 r. - reagents	Baier (Germany), 2000 r. - semiproducts for protection of plants; price \$ 10/ kgs
technica, Tmelt.=115-117oC purity % 99,5 price \$ 70-100/ kgs	Diamines. 2007 - monomeres, semiproducts in manufacture of dyes	«LARC» (USA), 1998 - monomer; price \$ 120/ kgs

Markets/Competition:

Small-scale manufacture of organic reagents is hampered by scarcity of domestic raw-material base, high cost of imported reactants and extremely great demand for these products. The enterprise's niche in the market of chemical production: manufacturing of components in the limited quantities - from dozens kilograms up to several hundreds for science-intensive spheres of industry. Such volumes of production are unprofitable for large enterprises. Competitiveness of the enterprise is secured by realization of developed technologies, the opportunity to manufacture wide assortment of products on one universal equipment in small lots, sale of production in various sectors of the market. The market size for the products is over \$ 100 million. The present portfolio of orders from Russian and foreign customers totals over \$ 10 million. Planned production profitability is 40-50 %.