

PO ROSPROM LTD

Volume of investments required: **\$ 480 thousand**

Intended use of investment required:

R&D	50%
Marketing	15%
Working capital	15%
Fixed assets acquisition	20%

Company profile:

1. Date of establishment - October 15, 1999
2. Stage of development - Early stage
3. Size and source of investment to date - \$ 430 th.
4. Industry - Mechanical engineering
5. Target market - woodworking, food and pharmaceutical industries
6. Sales in 2003 - \$ 125 th.
7. Description and value of assets - \$ 185 th. - production facilities: two identical adjacent buildings. Length of a building - 60 m, width - 24 m, height up to a roof - 7 m. Laboratories of vacuum drying of wood and food products. Woodworking production. The territory of fenced premises around the buildings is 15,000 m².
8. Intellectual property rights - The Russian Federation patent No. 2185579 for drying method and design of radiators.
9. Signs of public recognition - as result of participation in the exhibition in Shenyang city of Chinese People's Republic in 2002 the Chinese party offered to establish a joint venture for manufacturing of vacuum drying sets in Liaoyang (China). The realization of the project is under way.

Владельцы:

2 natural persons **80%, 20%**
 Share of government property **0%**

Management and key personnel:

Ivanov, Boris Vladimirovich - Director, 42, more than 15 years of operational experience in the field of design and operation of freeze and vacuum drying installations, graduate of the Presidential program of preparation of managers.
 Sokolov, Victor Aleksandrovich - Chief Designer, 66, co-author of the patent on the interlayer thermal radiators, has over 10 copyright certificates in the area of freeze drying.

Products characteristics:

Vacuum drying set with radiators: - The VDDI-W installation for vacuum drying saw-timbers. Small-scale production is under way.

- The VDDI-F installation is intended for low-temperature dryings high-moisture, thermo labile products: suspensions and pastes of medical preparations, chemical substances, foodstuff etc. A pre-production model has been created.

The installation of freeze drying such as MAFD: MAFD – 5K, MAFD – 25K, MAFD – 50K, MAFD – 100K for drying microbiological, virologic preparations and products of biosynthesis in pharmaceutical industry.

Comparative analysis with existing alternatives:

Installations for vacuum wood drying

Characteristics	"PO ROSPROM" LtdVDDI-W	Plant «Starki» CVD	«NIMS» Ltd, CVDP	«WOOD- MIZER» USA«VAKU KILN»
The specific charge of	70...100	80...200	150...250	70...90

electric power,				
Time of drying, days	1...5	2...10	3...5	1...5
Cost, th. \$	22,2	17,8	23,2	52

installation. The VDDI -W The combined effect of radiators and vacuum provides higher quality of the end product in terms of evenness of characteristics of a layer (humidity, temperature, internal pressure, strength properties). The design of radiators guarantees their high reliability, durability, serviceability, electro security (up to 36 V), saves time for loading - unloading of lumber (no need to use intermediate layers).

Installations for vacuum drying of pharmaceutical products, food products

Characteristics	PO ROSPROM" Ltd VDDI-F	«TG- 50»Germany	«LZ- 45»Czech Republic	«Lyomax» UK
Temperature of material, oC	from +40	-40...+60	-40...+60	-50...+60
Productivity on the evaporated moisture, kg /hour	20	2..3	2..3	2..3
Cost, th. \$	25	240	150	250

The VDDI -F installation allows to replace a number of expensive technological processes of freeze dryings high-moisture, thermolabile products by vacuum-diffusive drying. It also allows to increase productivity on the evaporated moisture 6 to 10 times compared to freeze dryers, while the cost of the equipment is 5 to 10 times lower

Markets/Competition:

	Characteristics	"PO ROSPROM" LtdVDDI-W	Plant «Starki» CVD	«NIMS» Ltd, CVDP	«WOOD- MIZER» USA«VAKU KILN»
	Geographical Region - Russia. Market size \$ 900 thousand				
2004	Company market share, \$ ths./%	100 / 11%	117 / 13%	378 / 42%	216 / 24%
	Geographical Region - Russia. Market size \$ 1,600 thousand				
2008	Company market share, \$ th../%	480 / 30%	80 / 5%	560 / 35%	320 / 20%

Vacuum drying of pharmaceutical products, food products

	Data	PO ROSPROM" LtdVDDI-F	«TG- 50»Germany	«LZ-45» Czech Republic	«Lyomax» The Great Britain
	Geographical Region - Russia. Market size \$ 10,000 thousand.				
2004	Company	0	7 000 / 70%	15 000 /	5 000 /

	market share. \$ thou./%			15%	5%
	Geographical Region - Russia. Market size \$ 14,400 thousand				
2008	Company market share. \$ thou./%	720 / 5%	10 080 / 70%	720 / 5%	14 400 / 10%