

Volume of investments required: **\$ 1200 thousand**

Intended use of investment required:

<b>R&amp;D</b> (nanotechnology, biotechnology, education)	<b>10%</b>
<b>Fixed assets acquisition</b>	<b>10%</b>
<b>Product upgrade</b> (nanotechnology, biotechnology)	<b>15%</b>
<b>Marketing</b> (research equipment, education)	<b>10%</b>
<b>Current assets</b> (Market expansion)	<b>55%</b>

Company profile:

1. Date of establishment - September 1, 2004
2. Stage of development - Expansion
3. Size and source of investment to date - \$ 500 th. - own funds
4. Industry - cryogenic equipment
5. Target market - science, biotechnology, medicine, education
6. Sales in 2003 - \$ 500 th.
7. Description and value of assets - \$ 420 th. - machine-tools, equipment, patents
8. Intellectual property rights - 5 patents
9. Signs of public recognition - prize-winner of the 1st Russian Innovation Competition. Publications dedicated to the company in "Expert", "Poisk", "Frankfurter Allgemeine" (Germany), "Westfaelische Volksblatt" (Germany), "Westfaelische Allgemeine" (Germany) magazines. Company's activities were covered in a 50-minute program in the series of Innovations Show programs on a national TV channel, there were also some short clips in programs "Senator club", etc.

Owners:

1 natural person	<b>100%</b>
Share of government property	<b>0%</b>

Management and key personnel:

Prof. Demikhov, Evgeny I. - General Director, 46, experience in analytic equipment, high- tech materials, company management, founded a RTI daughter company in Germany, 6-year international experience

Dr. Meletov, Konstantin P. - Deputy Director, experience in research equipment production, international orders and logistics

Products characteristics:

Equipment for research, biotechnology, nanotechnology, medicine, education - devices for low and ultra low temperature and high magnetic fields, stem cells and blood preservation systems, physics and technology education equipment. New products: equipment for nano- and biotechnology, physics education practicum. Key competition advantages: broad range programmable devices, high precision, low cryogen consumption, new technologies of deep cooling, competitive price, and new didactic solutions for education equipment.

Comparative analysis with existing alternatives:

Characteristics	Products/services of exhibiting company, year of bringing to	Alternative 1, Oxford Instrument (UK), Cryojet,	Rigaku (Japan) 2001 Stream

	market, Cryostreamer 109, 2002	2000	200
Minimal temperature, OC	- 183	- 178	- 180
Liquid nitrogen consumption, l/ min	0,4	0,6	0,7
Temperature stability, OC	0,1	0,2	0,3
Price, \$	10 000	15 000	17 000

Technical parameters of RTI equipment are equal or better of competitors. Products program covers all the market demands. Key benefits are: price, new cooling technologies.

Markets/Competition:

	Characteristics	Cryogenic devices	Oxford instruments
2004	Geographical Region- Russia, Market size \$ 700 th.		
	Company market share \$ th./%	500 / 72 %	200 / 28%
2008	Geographical Region- Russia, Market size \$ 2,100 th.		
	Company market share \$ th./%	1700 / 81%	400 тыс. / 19%

Comments: Markets of RTI activity: research devices, biotechnology, education institutions. Consumers: universities, research divisions, medical institutions. A leading manufacturer in Russia RTI covers all the demands of the Russian market. Research and education equipment market is very stable and is growing. Products development period is about 6 months. RTI has orders or requests for its products for \$1.8 million. World market capacity is about \$100 million / year. With the developed equipment maintenance system and proper advertising RTI turnover can grow to \$3-4 million including the increase in international sales.