

BISOLBI-INTER Ltd

Volume of investments required: \$ 5 000 thousand

Use of funds

R&D - 4%

Acquisition of fixed assets - 89%

Product upgrade - 1%

Marketing - 5%

Company profile

1. Date of establishment – April 2000.
2. Size and source of investments to date – \$ 678 000, including: The Foundation for Assistance to Small Innovative Enterprises – \$ 26 000, Department of Science and Technologies of French Embassy in Moscow – \$ 12 000, own funds – \$ 640 000.
3. Production – microbiological fertilizers and biofungicides for agriculture.
4. Target market – agriculture, crop production.
5. Sales in 2004 year – \$ 280 000.
6. Description and value of assets – \$ 514 000, including: intangible assets – \$ 59 000, fixed assets – \$ 46 000, stocks – \$ 128 000, debtor accounts – \$ 221 000, current account money – \$ 60 000.
7. Goodwill and intellectual property rights – patents for Biomineral fertilizers and Strain Bacillus subtilis 4-13 for production of biofungicide; Trade mark certificates for: BisolbiSan, BisolbiFit, Bisolbi, BisolbiMix. The owner of patents and trade marks is "Bisolbi-Inter".
8. Signs of public recognition – Diploma from Russian Ministry of Agriculture for development of microbial preparations for agriculture. Diploma for Best Management on the Fifth Russian Venture Fair.

Owners

All-Russia Research Institute for Agricultural Microbiology	20%
Individuals (3)	26.66% each other
Share of government property	20%

Products characteristics

Company produces microbial preparations for agriculture: BisolbiFit – for stimulation of plant growth, BisolbiSan – for plant protection from phytopathogens. The technology for treatment of granules of mineral fertilizers with beneficial bacteria improves efficiency of fertilizers by 20–25%, as was shown in the field tests carried out by All-Russia Research Institute of Agricultural Chemistry in 2003–2005. First batch of 80–100 tons is planned to be released on the market in 2006. New product BisolbiMix – combined microbial fertilizer – is on the last stage of development. The main advantage of the company's products is their ability to substitute chemical means (which are mostly imported) for use on a whole cycle for foodstuff production: from seed treatment to after-harvest treatment. Other advantage of the company is close cooperation with All Russia Research Institute for Agricultural Microbiology. This facilitates constant improving of products and provides selection of new products and technologies for marketing. Beside Russian Federation some products have been registered in Moldova, Kazakhstan, Uzbekistan. Certification tests have been carried out in South Africa, Romania, Serbia, Bulgaria, Guinea.

Markets/Competition

	Data	BisolbiSan BisolbiFit	Planriz, Integral, Phytosporin*	Other preparations
	Geographical Region – Russia, Kazakhstan, Moldova. Market size \$ 2.5 million			
2004	Company market share, \$ ths / %	280 / 11%	1 625 / 65%	600 / 24%
	Geographical Region – Russia, Kazakhstan, Moldova, Romania, South Africa, Serbia, Greece, Italy, France, Spain, Guinea. Market size \$ 60 million			
2009	Company market share, \$ ths / %	25 000 / 41%	1 750 / 3%	33 600 / 56%

* Planriz – from Research Institute of Genetics of Belorussian Academy of Science, Minsk; Integral – from the company "Elita-Komplex", Ekaterinburg; Phytosporin – from "Bashincom", Bashkir Agricultural Research Institute, Ufa.

** Chemical preparation. As compared with chemical means, the main advantage of preparation BisolbiSan is its safety for environment and human beings.

Marketing & Sales

Currently the "Bisolbi-Inter" company is distributing its products through dealers and regional representatives in St. Petersburg, Moscow, Rostov, Nizhnii Novgorod, Saratov, Kazan, Blagoveschensk and Ulyanovsk. The company is planning to open representations in Orel, Voronej, Kursk and Vologda. Joint companies in Moldova, Kazakhstan, Serbia, South Africa, South Korea are in the stage of establishment. Agricultural enterprisers are main consumers of the company's products. Application of the company's products on 2.5% of all agricultural lands in Russia will facilitate company's year turnover up to \$ 30 million.

Prospects of development

After structuring regional distributive network, "Bisolbi-Inter" is planning to establish automatic module plants for production of microbial preparations for agriculture in Kazan, Saratov, Blagoveschensk, Alma-Ata, South Africa, Serbia, Romania.