

RIAMM JSC

Volume of investments required: \$ 1 000 thousand

Use of funds

R&D - 10%

Acquisition of fixed assets - 45%

Product upgrade - 10%

Marketing - 10%

Acquisition of current assets - 25%

Company profile

1. Date of establishment – November, 2004.
2. Size and source of investment to date – \$ 20 000 – The Foundation for Assistance to Small Innovative Enterprises.
3. Production – X-Ray diagnostics equipment of a new generation.
4. Sales 2004 – none.
5. Description and value of assets – none.
6. Goodwill and intellectual property rights – Patent for utility model “Stomatological visiograph” # 47644, rightholder – JSC “Sonat”, Patent for invention “X-Ray tube” # 2257638, rightholder – individuals.
7. Signs of public recognition – Winners of the Program START-05 of The Foundation for Assistance to Small Innovative Enterprises.

Owners

10 persons by equal shares	100 % of fixed capital
Share of government property – None	0%

Products characteristics

An X-Ray source with improved operating properties has been developed. On its base was developed an X-Ray-fluorescent spectrometer for ultimate analyses of different materials (in metallurgy, oil and gas extractive industries, physical metallurgy, custom examination, etc.). Development of a wide assortment of X-Ray units for medicine and industry. Lowered radiation dose on the operator, relatively small weight and dimensions, high density of X-Ray flow together with a small size of focal point (~ 0,2 vv) allowed to create highly competitive X-Ray units.

Markets & Competition

The offered production is intended for the inner Russian market. Native X-Ray units are very interesting for the market due to the fact that their characteristics are the same as with the alternatives, but the price is more preferable. At fulfilling the social program, declared by Russian government in the part of necessity of modernization of medical equipment, our development would be important.

	Data	Products/services of exhibiting company	Mobildrive, Italy	MobyRen, Russia
	Geographical Region- Russia Market size \$ 1200 th.			
2005	Company market share \$ th./%	-	3 000/25%	2 400/20%
	Geographical Region- Russia Market size \$ 40 000 th.			
2009	Company market share \$ th./%	12 000/30%	4 000/10%	6 000/15%

Marketing & Sales

Published ratings of manufacturers of X-Ray equipment and rating of purchasing RX-Ray equipment by Russian companies show complete predominance of imported goods. According marketing strategy – substitution of imported goods by natively developed goods having consumer properties equal or excessive to those of foreign analogues , and considerably

lower price. Negotiations conducted with enterprises dealing with deliveries of medical equipment (Moscow, Yekaterinburg, Tomsk, Chelyabinsk, Kazan, Tyumen, Perm) showed a very strong interest to cooperation in promoting our development to their customers.

Prospects of development

Consumer properties of the X-Ray source of the new generation (lowered radiation dose on the operator. Small weight and dimensions) in combination with technical achievements (high density of X-Ray flow at focal spot ~ 0,2 vv) allow to create X-Ray units of a mobile type for technology of nondestructive check in industry and compact, high-tensile X-Ray units for exploitation in extreme conditions (Emergency Control Ministry, Ministry of Defence).