

## RID Ltd

### Volume of investments required: \$ 1 000 thousand

#### Use of funds

R&D - 60 %

Acquisition of fixed assets - 25%

Marketing - 5%

Acquisition of current assets - 10%

#### Company profile

1. Date of establishment – February, 2004.
2. Size and source of investment to date – \$ 19 500 (from the Government).
3. Production – x-ray equipment.
4. Target market – medicine, non-destructive control, security systems.
5. Sales 2004. – \$ 20 000.
6. Description and value of assets – \$ 5 000 – equipment.
7. Goodwill and intellectual property rights – integral circuit with special technology of the detector material is under protection "know-how" according to the legislation of the Russian Federation.
8. Signs of public recognition:
  - Ÿr VII International interior of the industrial property «Archimed-2004» – the Gold medal for development «GaAs detectors of ionizing radiation».
  - Ÿr IV Moscow international interior of innovations and investments, 2004 – the Silver medal for development «GaAs quantum-sensitive detectors for digital diagnostic systems».
  - Ÿr V Moscow international interior of innovations and investments, 2005 – the Bronze medal for development «Digital diagnostic systems».

#### Owners

Individuals	100%
Share of government property	0%

#### Products characteristics

Current products:

1. Gallium arsenide (GaAs) detectors for x-ray equipment to lower a doze in 3–5 times in comparison with analogues.
2. The detecting module is used in x-ray systems. The block of detecting is based on manufacture of gallium arsenide detectors which detect single photons of x-ray and gamma ray. This detectors are created owing to the new "know-how" of a semi-conductor detector material and there are no analogues in the world. This modules are successfully used in structure of x-ray systems.

Products under development:

1. The detecting modules for digital scanning systems. Detecting modules based on GaAs detectors are used in x-ray, non-destructive equipment and etc. They determine main technical parameters of the systems.
2. The x-ray security system. Development of this system is carried out on the basis of quantum-sensitive GaAs detectors. It is designed for detecting particles and gaining the coordinate information for custom and security purposes.

#### Markets & Competition

Current products: A number of research and development preceded production. R&Ds were carried out as a project ISTC 1107 «Gallium arsenide system for low-doze radiography». After the project were studied by independent organization 5iTech, LLC, the USA. Conclusions 5iTech, LLC: Developed production satisfy the world level, and have all necessary parameters and characteristics for its patenting in the USA.

Research has revealed:

- The X-ray imaging area is very active – many players and many patents;
- Detectors for the field are under continuing development;
- GaAs detectors are new to the field, and picking up in activity;
- The present period is favorable for development of technology in this area.

Product under development:

1. The detecting modules are a component of x-ray systems. Today the market of detectors reach \$ 70 million. Dynamics of the World market is about 30% a year. (Digital X-Ray: The Market in Focus. Report 1241 July 2004.)

Year	World market size \$ million	World market share %	Revenue \$ million
2007	200	0.01	2
2008	400	0.02	8
2009	1 000	0.05	50

2. Low-dose digital x-ray security system. On official data, 2004, world market reach \$ 100 million. Annual growth of the market is about 20%. Development is at the early stage of R&D. Carrying out the marketing researches of the product is necessary.

### **Marketing & Sales**

The market of the products is oligopolistic therefore to enter the market it is planned to develop relationship with manufacturers of the end products who have stable markets. For stable relations a number of meetings with representatives of large corporations and the average enterprises will be lead. From August 4, till August 10, 2005 the presentation of RID Ltd. took place at the enterprise General Electric. The technical project of development of the detecting module is coordinated and signed with the enterprise "Nauchpribor" (Orel).

We develop contacts with future consumers such as Germany, China, Norway, the Netherlands and Japan.

### **Prospects of development**

Venture funds-members RAVI, commercial banks, in particular Vneshtorgbank (negotiations are conducted, primary approval is met with), and also strategic partners from among customers-consumers, both Russian and foreign can become our potential investors.