



Russia, St. Petersburg

**ДИАГНОСТИКА**  
НАУЧНО-ИССЛЕДОВАТЕЛЬСКАЯ ЛАБОРАТОРИЯ

## Summary

1. **Volume of investments required – \$ 700 thousand.**
2. **Production** – we provide diagnostics and individually adjusted treatment of infection diseases. Creation of human micro biocenose cryo depository for future production of autoprobiotics.
3. **Trade marks** – complex of higher biotechnological and diagnostic services under the trade mark of the scientific research laboratory “Diagnostika”.

## Company profile

**Date of establishment** – March 2002.

**Signs of public recognition** – 21 articles in scientific journals that specializes on inflectional diseases, in the field of gastroenterology, dentistry, veterinary; putting into operation a screening program for precancerous illnesses associated with Human papilloma virus (this program in Karelia increased the level of early cancer detection from 7% to 73%). Our laboratory for already 4 years serves the purpose of scientific needs of Army medical academy of St. Petersburg, Medical academy of intership education, Inflectional hospital for children №5, Mechnikov’s Medical academy, Hospitals №2 and №26.

**Number of employees** – 20 persons.

## Team

**Suvorova Maria** – Chief Executive, 28 y.o. Goal oriented, hard-working, efficient, aimed at innovative promotion, open-minded, flexible, stress-resistant, height self-esteem, motivated and resourceful, challenging.

**Suvorov Alexander** – R&D executive, 51 y.o. MD, professor, head of the laboratory of molecular genetics of pathogenic microorganisms at the Institute of Experimental Medicine, worldwide famous expert on genetics of microorganisms.

**Tarasova Elana** – Head of the laboratory, 27 y.o. High scientific potential, hard-working, diligence, full of initiative, passion for difficulties overcoming.

## Products characteristics

*Reorientation of medical doctors and patients from prescribitional alopatic medicines to medications prepared on individual bases. Returning back to the one’s effective “ex temeporis” medical prescriptions.*

This approach is based on making medical preparations in special pharmacies according to doctors’ prescriptions based on unique medical requirements of every individual case. “Ex temeporis” prescription can not only supplement the already existing alopatic medications, but in many cases replace them being much more effective and much less harmful. We also have to keep in mind the growing amount of falsifications, imitations and the counterfeits among pharmaceuticals. This kind of therapy can become the only choice. This especially concerns the treatment of young patients from neonates to elderly people where everything from dosage to special combinations of ingredients not only greatly influences the outcome of the illness, but may cause irreversible complications.

*Application of probiotic strain selection – as an alternative to antibiotics in treatment of inflectional diseases.*

Remedies based on living microorganism are effective in preventing and treating inflectional diseases. Wrong choice of a probiotics may greatly decrease its effectiveness. Yet quite often the prescribed probiotics is imposed by intense, sometime even pushy advertising and marketing of probiotic production firms and companies. *Constructing of autoprobiotics and creation of microbiocenoses’ depositories.*

The fact that microorganisms’ strains used for producing probiotics are alien to human limits their therapeutic efficiency. This alienation prevents normal microflora from optimal accommodation and activity in the mucose membrane of the GIT. Therefore most of the potential medication get eliminated without a chance to serve it’s purpose. Recently medical scientists are trying to create bacterial preparations out of microorganism of an individual human host – so called autoprobiotics. Autoprobiotics are supposed to highly increase therapeutic efficiency not only in cases of infection diseases but in many other pathological states and conditions. Construction of autoprobiotics is closely connected with creation of cryogenic storages of natural human biocenoses. Human health is mainly dependent on a healthy natural biocenosis. Therefore a micribiocenotic culture from a healthy person that was obtained beforehand and carefully stored might be of immense help for this very person in cases of future possible illnesses and complications from radio-, chemo-, or antibiotic treatment.

## Current state

Every month our company increases sales volume by 6%, develops new markets and areas, joins conferences and exhibitions, expands innovation technologies, putting into operation a screening programs on the Ministry of health (RF) level.

## Development strategy

### Use of funds

1. R&D 10%

2. Acquisition of fixed assets	20%
3. Marketing	5%
4. Acquisition of current assets	65%

#### **Prospective outcome of investment**

Will be founded a big medical diagnostically-consultative center for children and adults, created a microbiocoenoses' depositories and autoprobiotic production. This project implementation will appreciably increase the level of diagnostic and therapy of inflectional diseases in Russia. We plan to open branch offices in other cities of Russian Federation and to sell franchises to entrepreneurs in other countries.

#### **Marketing & Markets**

Market volume of medical paid services is \$ 250 mln in St. Petersburg. The "Diagnostika" Laboratory has 1% of market share. We plan to reach 7% of market share by 2011. By 2009 we foresee to launch regional program by opening branch offices and selling franchise.

Our strategy is innovation commitment, creating an efficient symbiosis of science and practical medicine.

#### **Interaction with investor**

Pay-back period: 36 months. Guaranties: our experience and market knowledge, honesty and open relationships.