
Summary

1. **Volume of investments required – \$ 200 thousand.**
2. **Production** – series of biologically active additives with high biological activity and broadest spectrum of application.
3. **Trade marks** – none.

Company profile

Date of establishment – April 26, 2006. First precondition to creation of the enterprise was victory of the project in the "Start 2006" program of The Foundation for assistance to small innovative enterprises (FASIE). The company founders for a long time have conducted research engineering, and now they represent a team combining vigor of young generation and wisdom of mature people.

Signs of public recognition – diploma and gold medal were awarded at the VII Moscow international interior of innovations and investments. Activity of "Ecotechnodon" Ltd. was repeatedly covered in mass-media (newspaper "Gorod-N" from July 10, 2006; "Rossiyskaya gazeta" from August 16, 2006; "Southern University" from May 28, 2007).

Number of employees – 6 persons permanently, up to 10 person temporarily.

Team

Borisenko Sergey – Director, 23 y.o. Post-graduate student 2 years; in 2007 has successfully passed courses of improvement of qualification in "Business to school of young businessmen". Since 2006 is engaged in administration of grants of the Federal Agency for Education RF and CRDF. Under direction of S.N. Borisenko, the enterprise got the contract with Southern Federal university on development technology of obtaining of a bio-diesel with use of supercritical technologies (340 ths ruble); the grant of Administration RO (100 ths ruble) was received.

Borisenko Nikolay – Technical Director, 56 y.o. Candidate of Chemical Science; since 1992 successfully conducted enterprise activity, since 1998 was engaged in coordination of projects of Ministry of Education and CRDF. At the enterprise carries out technical management, development of optimal, economically expedient technical decisions.

Minkin Vladimir – Scientific Adviser, 72 y.o. Academician of the Russian Academy of Science, Professor, Doctor of sciences, director of scientific research institute of physical and organic chemistry. Owing to V.I. Minkin's participation at the enterprise the innovative technologies possessing high commercial potential successfully develop.

Products characteristics

All production is made under the innovative technologies, unique properties of water based use at heats and pressure (temperatures above 230°C and pressure above 30 atm.). Applications on reception of patents are submitted.

1. Biologically active additive (BAA) "Quercetin +".

The given product represents BAA created on the basis of natural bioflavonoids Quercetin. Possesses high level antioxidant and biological activity. Also possesses antihistamine action, blocks level of histamine, serotonin and leukotriene; possesses anti-inflammatory, stabilizes cellular membranes, reduces permeability of capillaries, process of ageing of cells of a skin, a cornea, a myocardium brakes.

Probably clinical application at the combined treatment of inflammatory diseases, including arthritis, bronchial asthma and hay fever; allergic diseases of skin and mucous; cardiovascular diseases, preventive maintenance of atherosclerosis. Besides, it is used in cosmetic programs of rejuvenation and for reduction of wrinkles.

Given BAA is an analogue of using great demand BAA Quercetin manufactured in the USA.

Requirements on certification: permission of a sanitary-and-epidemiologic commission is necessary.

2. Betulin – an extract of a bark of a birch, purity more than 70%.

It is used for manufacturing cosmetic and pharmaceutical remedies. Preparations of external application. High activity is proved at struggle against viruses of herpes, a HIV, and also possesses gastric- and hepatoprotecting properties.

Delivery as raw material to the enterprises, manufacturing BAA, preparations and medical cosmetics is supposed.

Requirements on certification: By delivery to the enterprises as raw material, there are enough confirmations of structure and cleanliness methods of a highly effective liquid chromatography and a nuclear magnetic resonance of spectrometry. The enterprise makes the set forth above analyses with use of hardware resources of Southern Federal University on favorable terms.

Trinatrium salt of glizirethnic acid – an extract of a root licorice.

Glizirethnic acid forms a basis for manufacture phospholipids preparations. Possesses a high level of biological activity, it is applied at creation gastro- and hepatoprotecting, correcting functions of urinogenital system of preparations, and also by manufactures of BAA.

Requirements on certification: By delivery to the enterprises as raw material, there is enough confirmation of structure and cleanliness methods of a highly effective liquid chromatography and a nuclear magnetic resonance of

spectrometry. The enterprise makes the set forth above analyses with use of hardware resources of Southern Federal University on favorable terms.

Potential consumers are: the pharmaceutical companies, the enterprises manufacturers of medical cosmetics (betulin and Trinatrium salt of glizirethinic acid). BAA Quercetin + is planned to realization through chemist's networks, the clinico-diagnostic centers, the Internet shops of the South of Russia.

Basic advantages of our production is the reasonable price (twice below than at competitors) and ecological cleanliness since from use sub- and supercritical technologies allows to exclude from production expensive and toxic organic solvents.

Current state

At the moment R&D in four directions are conducted at the enterprise: development of technologies of reception quercetin, betulin, Trinatrium salt of glizirethinic acid and a obtaining bio-diesel from vegetative raw material with use of supercritical methanol. End of a complex of research and development is planned for the end of 2007.

Development strategy

Use of funds

1. R&D	25%
2. Acquisition of fixed assets (equipment for making capsules etc.)	10%
3. Marketing	20%
4. Acquisition of current assets	20%
5. Other	25%

Prospective outcome of investment

As a result of investments, after completion of complex of R&D manufacture and sale of BAAs described above will begin.

Marketing & Markets

By various expert estimations, the capacity of Russian BAA market makes from 1 to 2 billion dollars. In 2004 15–20% of Russians used BAA, and this quantity increases for 3–5% annually. Drastic growth of BAA volumes stopped in 2002, now the market is stabilized. Besides, by expert estimations now only 20% of consumers prefer BAA of foreign manufacture. "Quercetin+" at Rostov-on-Don makes prospective minimal volume of BAA market at \$ 200 ths in a year. Since for BAA "Quercetin+" there are no domestic analogues, we are planning to occupy up to 95 % of the corresponding market.

Interaction with investor

The contract about investment, joining the structure of founders – 45%. Time of payback of the project is 3.5 years.