



Russia, Saint Petersburg

Summary

1. **Volume of investments required – \$ 200 thousand.**
2. **Production** – disposable sterile columns with sorbent of new generation for extracorporeal hemocorrection (EGK). EGK is directed quantitative and qualitative change in the cellular, protein, water, fermentation, gas composition of blood by treating the blood out of the organism (Gurevich K.Ya., 1991).
3. **Trade marks** – are planned, but not registered.

Company profile

Date of establishment – November 18, 2005. The company was created as a result of victory in the “Start” competition of The foundation for assistance to small innovative enterprises (FASIE). The team consists of the developers creating, certificating and producing the sorbents of medical designation, and the physicians – authors of the methods of applying the sorbents. More than 3000 successful operations have been carried out with the sorbent SKT-6A OF HF (state registration № 79/766-66) developed by our company.

Signs of public recognition – members of the company are the authors of more than 40 inventions and 400 scientific works. One of the founders is the laureate of the competition of the governor of Saint Petersburg “The best project of the presidential program of training administrative personnel for the national economy RF” in the nomination “Management”.

Number of employees – 6 persons.

Team

Loskutov Anatoliy – Director General, 69 y.o. Works in the sphere of technology of medical sorbents since 1969. Is the developer of the second sorbent, permitted by the Ministry of Public Health the USSR “for the application in medicine and medical technology and the serial production of the medical technique products of high purity SKT-6A” (SKT-6A B4). Specialist in the rare and noble metals, the carbonic adsorbents and the substances of high purity, chemical engineer for the ecologically safe, low-waste or wasteless technologies and the equipment. The list of scientific works counts more than 190 designations including more than 25 inventions. Specialist for the organization of the small productions of the chemical reagents and extra pure substances.

Averkov Alexander – Commercial Manager, 40 y.o. Works in the sphere of technology of medical sorbents since 1983. Have an experience of the creation of business “from zero”, designs, starting and the certifications of production, development of strategy of work with the clients, the operating times of the base of clients, an increase in the volumes of sales, displacement of competitors, development of commodity matrix, long-range forecasting, guaranteeing the deliveries through the head office and the branches. Co-author of 6 inventions.

Sokolov Aleksey – Scientific Consultant (medicine), 38 y.o. Candidate of medical sciences. Has vast medical education (intensive therapy, nephrology, immunology, clinical laboratory diagnostics, transfuziology). Manages all the methods of extracorporeal hemocorrection; more than 20 years experience of studies and practical work in the area of clinical application of adsorbents. He passed professional retraining at the St. Petersburg state polytechnic university at the program “management” (2005) with obtaining rights for professional activity in the sphere of innovation management. Laureate of competition of the Governor of Saint Petersburg “The best project of the presidential program of training administrative personnel for the national economy RF” in the nomination “Management”. The author of 110 publications in Russian and English, 3 patents. Secretary of the Russian society of the specialists of gemafereza and purification of the blood.

Products characteristics

Disposable sterile columns with sorbent of new generation for extracorporeal hemocorrection (EGK). The methods of cleaning the blood with the aid of carbonic hemosorbents received wide acceptance because of the high efficiency and the collection of irreplaceable qualities, and so, because the cost of equipment and expendable materials for other methods of hemocorrection occurs incomparably above. Today 6-8 forms of domestic carbonic sorbents are used in the territory of Russia, half of them in series are not let out. Their main disadvantages is that in essence this high dust formation and the absence of polymeric coating, which leads to the risk of thrombogenesis (only covered with polyfluoroethylene resin sorbent “tetra” has very small specific surface area, because of what it is little effective). Sorbents are let out in the glass bottles, to them it is necessary to establish filter its minimum price \$6 of pcs and to carry out the procedure of the washing of sorbent from the dust. Cost of sorbents from \$ 14 for 300 ml. the structure of sorbents – microcellular. The carbonic sorbents of Ukrainian production are executed in the form finished for the use sterile articles – columns with the sorbent, them it is possible to acquire not cheaper than \$ 48. The same columns with the mezoporistymi sorbents capable of sorbing the short protein molecules (which substantially enlarges the region of their application), stand more than \$ 80. High prices of the columns with the carbonic sorbents of European production led them to the disappearance from the Russian market. We created the column, which corresponds to European level, which ensures repeated reduction in the dust formation, also, with the built-in filter, and so the mezoporistyy covered with polymeric material sorbent with the high sorption capacity grow prettier by hemocompatibility. The design features of column and the methods of the preparation of sorbents are protected by 6 patents RF and more than 20 know-hows. Price of column with the sorbent with the volume of 500 ml will comprise \$ 26.

Current state

At present works are conducted on the certification of production, development and installation of production lines, they take shape patents for the protection of intellectual property. Scientific research works. The beginning of product output after 6-9 months since the beginning of financing project is planned. The existing power OOO "OF NPK "Katyusha rocket launcher"" on the production of medical carbonic adsorbents are placed in the territory of experimental plant RNTS "Applied Chemistry" in the sett. Kapitolovo (Leningrad region).

Development strategy

Use of funds

1. R&D	20%
2. Acquisition of fixed assets	30%
3. Marketing	10%
4. Acquisition of current assets	30%
5. Other (reserve to the unforeseen expenditures)	10%

Prospective outcome of investment

Creation and the starting of the contemporary highly technological production of sterile single-time columns with the sorbent. Conclusion for the Russian market for the production of world class. Seizure of the larger part of the Russian market and output for the markets for the countries of post-Soviet space.

Marketing & Markets

The basic users of columns with the sorbent are particular and state medical establishments, departments of special medical aid, MChS emergency and disaster relief ministry, nephrological, therapeutic, narcological, and many other subdivisions of hospitals. The need of the medical establishments of Russia is evaluated approximately at 48 000 columns per year, which is about \$ 1.5 mln. Need will steadily grow not less than 10% per year in connection with worsening in the ecological situation, increase in the addiction, number of patients with AIDS, but so due to simplification in the procedure of hemosorption, reduction in the traumatization of the regular elements of the blood, by reduction in the price, in comparison with the foreign analogs and this caused expansion of the field of application of hemosorption in medicine. In connection with the deficiency on the market for inexpensive analogs by 2011 we plan to take to 30% of Russian market. The countries of the CIS, South America, China and India are considered by us as promising markets. During the advance of product for the market we rely on the reputation of the brand Of sKT-6a OF HF, the support of the leading medical centers of Moscow and Saint Petersburg (their key personnel take direct part in the development and certifications), and so on the support of the Ministry of Public Health and social policy (presence of domestic product – element of economic National Security). The structure of sale will rest as order State establishments, and particular end users (particular clinics), so to the intermediary firms, which extend pharmaceutical preparations and medical technology. At present, is not conducted the active advance of product for the market (to the starting of production from the moment of the beginning of financing it will be required not less than 5-6 months), but the placed on two sites (asorba.narod.ru and medprom.ru) information it ensures systematic rotation of potential customers, first of all intermediary firms, extending pharmaceutical preparations and medical technology.

Interaction with investor

Taking into account the recovery of the initially inserted means, after reaching production of the planned power the cost of the share of investor (about 50%) is evaluated approximately at \$ 720 ths.