

**Summary**

1. **Volume of investments required – \$ 800 thousand.**
2. **Production** – laser technologies – high-efficiency laser technological complex on the basis of technology Axalscan LTK-RL for non-polluting precision dimensional processing materials by the concentrated streams of energy.
3. **Trade marks** – The Centre of laser technologies

Company profile

Date of establishment – 19.03.2004. In 1988 the Centre of laser technologies (LTC) was created on the base of the Technology of welding manufacture chair of the Physics and Metallurgy faculty of the LPI – nowadays SPbSPU. At present the TSLT Company closely cooperates with the Laser technology faculty of SPbSPU. In 2004 the reorganization was realized.

Signs of public recognition – numerous diplomas received at regional and international exhibitions. Patents: Patent N 2111849 "Laser marker"; Patent N 2007802 "Device for excitation of the category in the gas laser"; Patent N of 1790796 "Laser resonator"; Patent N 1725778 "Electro-digit laser with cooling"; Patent N 2007003 "Gas laser".

Number of employees – 40 persons.

Team

Lopota Alexander – Director General, 29 y.o. PhD; operational experience in promotion and realization of new projects.

Gregoriev Alexander – Deputy Director General, 47 y.o. Operational experience in sphere of development and creation of laser and optical technologies more than 20 years. Higher technical education; he is an expert in the field of laser technologies.

Matushin Igor – Marketing & Sales Manager, 44 years. Operational experience in the sphere of laser technologies more than 29 years; 10 years experience of work in the department of sales and marketing; Head of this department for 3 years. Higher technical education, expertise in the field of laser technologies.

Products characteristics

Current production – "Slope-301/501" – laser technological complex (LTC) for deep technological engraving, insertion of apertures, exact cutting of super firm, ceramic, semi-conductor and fragile materials; "BETAMARK-2000" – Precision laser marking complex (PLMC) for precision marks of production in conditions of industrial production, in advertising; "Kobra-25" – CO₂-laser marking complex for marks of production; "Delta-501" – Laser marker for laser mark products from precious metals in the jeweler industry and test supervision.

Product under development – the developed laser technological complex (LTC-PRO) is intended for high-efficiency energy-effective non-polluting precision dimensional laser processing materials by the concentrated streams of energy.

Current state

The centre of Laser Technologies develops, makes and sells the laser process equipment, and also renders various services in laser processing. Development and introducing into the market of the new modern equipment for high-efficiency precision dimensional processing D'Mark 06 is completed now. New developments are begun in the field of laser technologies, including hybrid gas-laser welding.

Development strategy**Use of funds**

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|----------------------------------|-----|
| 1. R&D | 60% |
| 2. Acquisition of fixed assets | 5% |
| 3. Product upgrade | 10% |
| 4. Marketing | 22% |
| 5. Acquisition of current assets | 3% |

Prospective outcome of investment

Creation and introducing into the market of a high-efficiency energy-effective laser technological complex on the basis of technology Axial scan LTK-RL for non-polluting precision dimensional processing materials by the concentrated streams of energy, and also maintenance of high profitability and the accelerated development of company TSLT. Realization LTK-RL will allow to strengthen competitive positions LTC in the internal and external markets.

Marketing & Markets

Strategy of output to the market: introduction of innovations, intensification of marketing efforts for increase of a share in the market and gains of new target segments. Satisfaction of needs of the broad audience of consumers of the laser equipment. The organization of selling of production it is supposed messages a method of direct sales and

on distributor to the circuit.

Competitive situation in the market of the laser equipment.

In opinion of lines of experts, the market of the laser equipment in Russia is insufficiently sated with the offer: in Russia works about 80-90 companies offering the laser equipment of the Russian and foreign manufacture. From them about 50 settle down in Moscow, about 15-20 – in St. Petersburg, and the others – are scattered on regions of Russia. The competition to the laser equipment is made with the traditional equipment for processing materials. In the market practically there are no the companies offering complex decisions of problems of clients with the help of the laser equipment.

At the present moment company TSLT occupies about 30% of the market of the laser equipment in Russia, after entering in the market of the new equipment the share of the market should increase up to 50-60%.

Interaction with investor

The share of the company proportional shares of investments of means in relation to market cost of the company at the moment of investment the capital, i.e. about 15% is given the investor. A time of recovery of outlay of the project 3 years. At successful realization of the project, in 4-5 years exit of the investor from the company on one of scripts is supposed: sale of the investment to the strategic investor; sale of a share of the enterprise to other investors or administration. The forecast of market cost of the company, at successful realization of the project, makes about \$ 10 million.