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Volume of investments required – \$ 620 thousand

Summary

1. **Production** – machinery: designing and creation of non-standard technological and manufacturing equipment, special devices and systems, manipulators and robotized complexes.
2. **Trade marks** – none.
3. **Sales 2007** – \$620 ths.

Company profile

Date of establishment – August 5, 1998. The Company unites experienced specialists, a number of which worked before for the All-Russian Science and Research Institute of Transport Machine-building (VNII-TRANSMASH) and have vast experience in designing and development of non-standard mechanics for various fields of application. Young specialists graduated from the top technical high schools of St. Petersburg have constantly shown interest in joining the team.

Previous rounds of investments – none.

Signs of public recognition – a number of specialists have K. Tsyolkovsky, M. Keldysh, S. Korolev, Y. Gagarin medals.

Number of employees – 15 persons.

Structure of ownership

Natural persons	100%
Aggregate share of government property	0%

Team

Guseva Natalia – Director General. She can take on a responsibility, set aims and tasks of the work correctly, protect her point of view upon principle issues, can inspire the team for carrying out of work. She is devoted to creation and development of the team. She was one of the initiators of the Northwest Technological Park “High-Tech Industry”.

Lazarev Evgeny – Technical Director. He is very interested in complicated non-standard projects, facilitates constant development of the team.

Production

1. Designing of non-standard technological and manufacturing equipment for building and already existing plants. It is demanded while modernizing old enterprises and building new ones.
2. Designing and development of special devices and systems, manipulation and robotized complexes. The resulting product can be applied in space industry, security system, antiterrorist measures, for elimination of the emergency situation and catastrophe aftermath, as well as the whole range of other tasks and allows to minimize or avoid risk for people.

The main competitive advantages of the Company:

- Engineers' vast experience in designing;
- The most convenient for a Customer software;
- Knowledge of English language.

Current state

The Company is actively developing and increases its engineering staff. At the same time, it is in the process of ISO 9001 quality system adaptation. The Company also plans to move to the main premises of the Northwest Technological Park “High-Tech Industry” and increase this way its office area.

Development strategy

Use of funds

- | | |
|--------------------------------|-----|
| 1. R&D | 60% |
| 2. Acquisition of fixed assets | 30% |
| 3. Marketing | 10% |

Human resources are one of the priority investment areas. This means that it is planned to arrange a training program in English and Pro/ENGINEER Wildfire designing program.

It is also planned to renew and increase the range of software in which the Company's designers work.

And the Company is going to complete ISO 9001 quality management certification.

Prospective outcome of investment

As a result of investments, the Company is supposed to develop its competitive advantages and move to a new level of projects, implying work with bigger projects in the profile fields as well as ability to participate in domestic and foreign state procurements.

Marketing & Markets

Due to the development of existing competitive advantages and acquisition of new ones it is planned to occupy the top position in the rating of St. Petersburg companies in the industry. Therewith it is planned to develop the German market of services in the field of non-standard equipment designing.

Interaction with investor

The issue of interaction with an investor is open for discussion.

Financial characteristics, \$ thousand

Data	Facts			Forecast	Forecast with the investment required			
	2005	2006	2007	2008	2009	2010	2011	2012
Sales	150	308	620	800	1 500	2 500	4 000	5 000
Operating income	10	25	55	80	150	250	400	500