

ООО «СИНТЕЗПРОМ»
Инновации на рынке
радиоэлектроники

Russia, 603152 Nizhny Novgorod, Larina Str. 22, 10
 Phone: +7 (831) 275-88-26
 Fax: +7 (831) 275-80-20
 E-mail: synthesprom@yandex.ru

Volume of investments required – \$ 210 thousand

Summary

1. **Production** – sector of information-telecommunication technologies and electronics, the synthesizer of frequencies.
2. **Trade marks** – none.
3. **Sales 2007** – none.

Company profile

Date of establishment – the company "SYNTHESPROM" was created on February 14, 2008, on the basis of the Nizhny Novgorod Innovative Business incubator (NIBI). The company personnel have been selected throughout 7 years and consists of experts with an operational experience in Scientific research institutes of Nizhny Novgorod, and also with the experience of conducting own business. On March, 2008, we became one of four winners in competition on placing in NIBI. As a result, we have received the area of 17 sq. m. and the equipment necessary. On July 21, 2008, the first investments from a private investor were received.

Description and value of capital assets – none.

Previous rounds of investments – a state grant under the program UMNİK (Smart)-2007 – \$7864.72 ths.; private investments in volume of \$19 661.81 ths.

Signs of public recognition – see Table 1.

Table 1. Diplomas, charters and publications.

The work name, its kind	Result	Target data	Co-authors
1. Direct digital synthesis in problems of a multifrequency radar-location (report)	The diploma of the I degree	XI International scientific and technical conference "The Radar-location. Navigation. Communication", Voronezh, 2005	
2. Multipurpose digital synthesizer of radar-tracking signals (theses)	The diploma of the II degree	Theses of reports of the twelfth conference of students and post-graduate students «Radio electronics, the electrical engineer and power», Moscow, 2006	Esipenko V.I., PhD, physico-mathematical, senior staff scientist of Nizhny Novgorod State Technical University
3. Digital synthesizer of frequencies		The patent of the Russian Federation № 2275735. Is registered in the State register of inventions of the Russian Federation 27.04.06	Doktorov V.B., lead engineer of "ФГУП ННИИРТ"

Number of employees – 10 persons.

Structure of ownership

Natural persons (4)	100% (50%, 35%, 10%, and 5%)
Aggregate share of government property	0%

Team

Tsyplenkov Jury Sergeevich – Director General, 30 y.o. Sociable, responsible, morally steady, energetic. Possesses unique ability «to punch walls», manages to survive where others give in. He is able to do conclusions of own mistakes and treats the personnel with respect, appreciates in people honesty and compulsion. Fan of his business. Can work hard without food and rest for a long time, undergoing the deprivations, overwhelmed with passion to reach the object in view!

Batanova Elena Anatolevna – Analyst and Programmer, 37 y.o. Fair, decent, responsible, obligatory, always ready to make independent decisions. She is inclined to analysis and synthesis, consecutive and logical. Does not like falseness and hollow promises, appreciates sincerity in those who struggle for a common aim. Does not forgive treachery, eliminates the conflict at a stage of its origin. Excellent assistant and remarkable friend.

Production

High-speed small-sized synthesizer of frequencies with improved quality of a signal. Our product is intended for formation of sinusoidal and polyharmonic signals and represents functionally finished digital-to-analogue device

operated from the computer through the USB-interface. It can be applied not only as the measuring device, but also and as a part of difficult radio engineering systems and complexes.

Problem of modern devices of signals formation are caused by following reasons: growing quantity of radio-electronic means, the increased requirements to minimization of weight and product dimensions; threats from the providers of radio-electronic hindrances (toughening of requirements to speed up systems). The decision of the above-stated problems – a problem complex which is still a subject of disputes among different schools of thought and directions.

Our company offers a unique way of designing generators and synthesizers of frequencies and a device which is able to realize it. As a result of the scientific researches, the synthesizer of frequencies has been designed. It has a set of the indicators which have defined its competitive advantage. Qualitatively new product of 21st century is made in the spirit of recent trends of science development, technicians and technology. It is capable to surprise consumers with ease and convenience in the use. The given product is protected by the patent of the Russian Federation № 2275735 on the invention "Digital synthesizer of frequencies". Two more patents prepare for a soon appearance.

Current state

During the period from 21.07.08. till 30.08.08, the product has been developed, as well as a laboratory sample of digital part of the synthesizer which on 13.09.08 was presented at the Nizhniy Novgorod fair "Russia Uniform". Now the sample is on adjustment.

Development strategy

Use of funds

1. R&D	18.32%
2. Acquisition of fixed assets	30.50%
3. Marketing	51.18%

Prospective outcome of investment

As a result of investments, a sample of the synthesizer will be received and a small production batch will be launched.

Marketing & Markets

The planned volume of the market is not less than \$468 million. Market geography: Nizhny Novgorod, Pravidnsk, Moscow, Izhevsk, etc. We are planning to occupy near 1% of the Russian market in the next 3 years and about 3% in the next 5-7 years. Strategy of entering into the market was developed with the use of expert system of estimations and includes following highlights: creation of consumer client network with application of technology of network marketing; high quality of product; short terms of manufacturing and delivery; work under individual orders.

Interaction with investor

We are ready to give the investor 40% of the company share. Cost of this share at the moment on exit of the investor (in 5 years) will make not less than \$5.7 million, which in 27.14 times exceeds the volume of capital invested.

Financial characteristics, \$ thousand

Data	Facts			Forecast	Forecast with the investment required			
	2005	2006	2007	2008	2009	2010	2011	2012
Sales	-	-	-	-	397	1 053	2 199	3 905
Operating income	-	-	-	-	210	537	942	1 968