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Volume of investments required – \$ 10 million

Summary

1. **Products** – cluster systems and supercomputers with shared memory (SMP), servers, storage systems, HPC software.
2. **Trade marks** – T-Platforms, Topus, T-Forge, T-Blade.
3. **Sales 2007** – \$ 16 425 ths.

Company profile

Date of establishment – November 1, 2002. T-Platforms is the leading Russia-based developer and provider of complete turn-key solutions for high performance computing. The company provides solutions for any sectors of national economy, including the state management, industry, science, education, and telecommunications.

Since its establishment, T-Platforms has successfully delivered over 70 high performance cluster systems. Customers of T-Platforms' high performance cluster and server solutions include Russia-Belarus supercomputer government program SKIF (SKIF MSU Cluster (1st position in Russia, the CIS and Eastern Europe, 36th position in the Top500 list, March 2008), SKIF Cyberia cluster (1st position in Russia and the CIS, 109th in the Top500 list, February 2007), SKIF K-1000 cluster (1st position in the CIS, 98th position in the Top500 list, November 2004) and many other organizations.

Description and value of capital assets – \$ 88 ths – T-Edge, T-Forge cluster systems, personal supercomputers, blade systems, server hardware, workstations.

Previous rounds of investments – \$ 2 539 ths including: authorized capital stock – \$ 275 ths; Federal target science and technical program – \$ 2 264 ths.

Signs of public recognition –

- Gratifying letter from Secretary of State of the Russia-Belarus union state P.P. Borodin "For a significant contribution to the development of the supercomputer industry of Russia and Belarus within the framework of the supercomputer program "SKIF".
- Gratifying letter from the RAS Institute of Software Systems (RAS ISS) for the contribution to the development of the supercomputer SKIF K-500 within the framework of the supercomputer program "SKIF". At the moment of its deployment SKIF K-500 was the second most powerful supercomputer manufactured in the CIS and was included to the Top500 list of the world's most powerful supercomputers.
- Gratifying letter from the Joint Supercomputing Center of RAS (JSCC) for supply of the computational cluster. JSCC is the largest academic supercomputer center in Russia, its computing resources exceed those of other large computing centers of Russia 10 times and more.
- And many others.

Awards:

- The 6th Russian Venture Fair Show award. "Best company" nomination.
- T-Platforms is AMD's Gold Partner.
- Intel award "For promoting pioneer server technologies in Russia".
- And many others.

Number of employees: 75 persons.

Structure of ownership

Natural persons	100%
Aggregate share of government property	0%

Team

Opanasenko Vsevolod – Founder of T-Platforms, CEO, 36 y.o. Has a degree in engineering. T-Platforms, founded by Vsevolod Opanasenko in 2002, has grown more than 100% each year until 2005 in sales volume; in 2006 the company increased the turnover by over 4 times compared to 2005.

Slepuhin Andrei – Head of T-Platforms Cluster Solutions Center, 39 y.o. Developed cluster system software at Moscow State University and Program Systems Institute of RAS, has a certificate of the Linux Professionals Institute. Andrei is the author and co-developer of several parallel software packages and a recognized expert in supercomputing at the Russian HPC market. Andrei's vast and unique experience in developing and tuning cluster systems keeps T-Platforms' technological development on the leading edge and ensures his success as a pre-sale.

Bannikova Eugenia – Director on Business Development, 39 y.o. Has 15 years of experience in management including 10 years as the head of marketing, PR and advertising departments of the Russia-based IT companies which advanced from minor firms to leaders in their fields. Has an MBA degree in strategic management by the

Russian Institute of Business and Economics and The College of Business and Economics of California State University.

Perepelova Elena – CFO, 34 y.o. Has a degree in engineering and 9 years of experience in managing company's financial resources and financial relations. Develops strategic and current financial plans, prognostic balances and budgets of funds. Attends the "Finance" course of the MBA program at the High School of Financial Management of the Academy of National Economy.

Production

T-Platforms is the only Russia-based company holding a number of patents related to supercomputers; the only Russian company which started development of its own electronic components for supercomputer systems, has developed the industry's first Russian blade-servers, develops its own turn-key solutions based on innovative multi-core CELL processors.

The company provides turn-key integrated HW/SW solutions for high performance computing optimized for each customer's specific needs. T-Platforms offers a wide range of products for HPC and data centers, including cluster systems and shared-memory Linux-based supercomputers, servers, storage systems of any architecture, cluster system and management software. Technological partnership with major vendors and high professional culture of the team allow the company to provide solutions of any level of performance in record-breaking time and ensure best price/performance ratio at the market. T-Platforms performs a full production cycle and support for its HPC solutions, from project design to warranty and post-warranty support.

Current state

The company is in active growth stage now.

Development strategy

Use of funds

1. R&D	11%
2. Acquisition of fixed assets	22%
3. Marketing	25%
4. Acquisition of current assets	18%
5. Launch of affiliates in Russia and the CIS	24%

Prospective outcome of investment

The company will increase revenues, gross margins of each delivery, and profits using the funds for the following purposes:

- increasing the share of service in the overall sales volume;
- extending the company's offer for HPC clients: service, software, and solutions based on OEM hardware;
- increasing the company's share at the HPC market;
- increasing the number of customers;
- expanding to worldwide markets.

The following results will be achieved: growth of sales, increase of ROI, and increase of revenues. The company is planning to gain 34% market share in Russia and the CIS by 2010.

Marketing & Markets

Clusters and supercomputers: direct sales to businesses and organizations, competing in open tender contests. Developing and offering customer-specific complete solutions jointly with local providers of specialized software for target markets, such as Paradigm Geophysical, Schlumberger, Landmark (oil & gas), TESIS (engineering), etc. Servers: on-line sales through the corporate web-site with marketing support on the Internet.

According to the expert's evaluation, volume of the supercomputer market in Russia and the CIS in 2007 amounted to \$ 60 mln. Market growth in 2008 will not be that significant due to postponement of a great number of large supercomputer projects till the following year. In 2009 market growth will amount to no less than 60% due to expected deliveries of a great number of large projects and deployment of services. In 2010 and 2011 market growth will keep on with a growth rate no less than 40%.

Interaction with investor

Share in the company, which the owner is ready to give – 5%; investment payback period: 3 to 5 years; Insurance arrangements: under discussion with the investor.

Financial characteristics, \$ thousand

Data	Facts			Forecast	Forecast with investments required			
	2005	2006	2007	2008	2009	2010	2011	2012
Sales	1 672	6 911	16 425	28 475	45 000	76 500	114 750	160 600
Operating income	288	1 941	5 639	8 475	15 000	27 500	42 750	59 500