



SKOLKOVO
INNOVATION CENTER

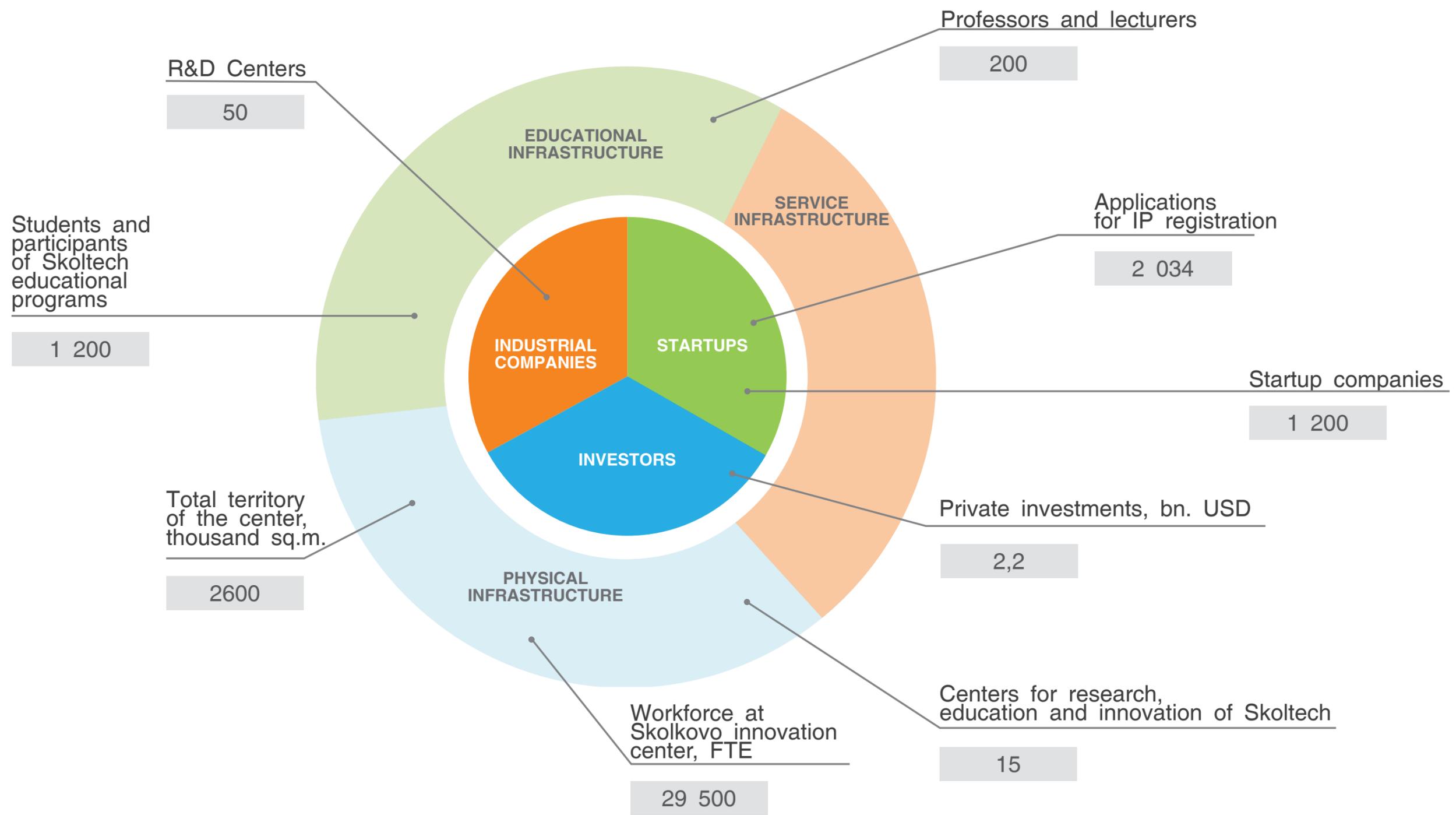
“IT IS ESSENTIAL TO CREATE A POWERFUL CENTER FOR RESEARCH AND DEVELOPMENT IN RUSSIA ... WHERE AN ATTRACTIVE WORK ENVIRONMENT WILL BE FORMED FOR LEADING SCIENTISTS, ENGINEERS, CONSTRUCTORS, PROGRAMMERS, AND MANAGERS ... AND NEW INTERNATIONALLY COMPETITIVE TECHNOLOGIES WILL BE DEVELOPED.”

Excerpt from the Presidential Address
of Dmitry Medvedev
to the Federal Assembly in 2009

THE MISSION OF THE SKOLKOVO INNOVATION CENTER IS TO BUILD AN ECOSYSTEM THAT WILL FACILITATE DEVELOPMENT OF ENTREPRENEURSHIP AND RESEARCH IN THE FOLLOWING AREAS:

- Energy efficiency and energy saving
- Nuclear technologies
- Space technologies and telecommunications
- Biomedical technologies
- Strategic computer technologies and software

SKOLKOVO INNOVATION ECOSYSTEM



TAX BENEFITS FOR SKOLKOVO STARTUPS

14%

OBLIGATORY SOCIAL PAYMENTS

0%

INCOME TAX

0%

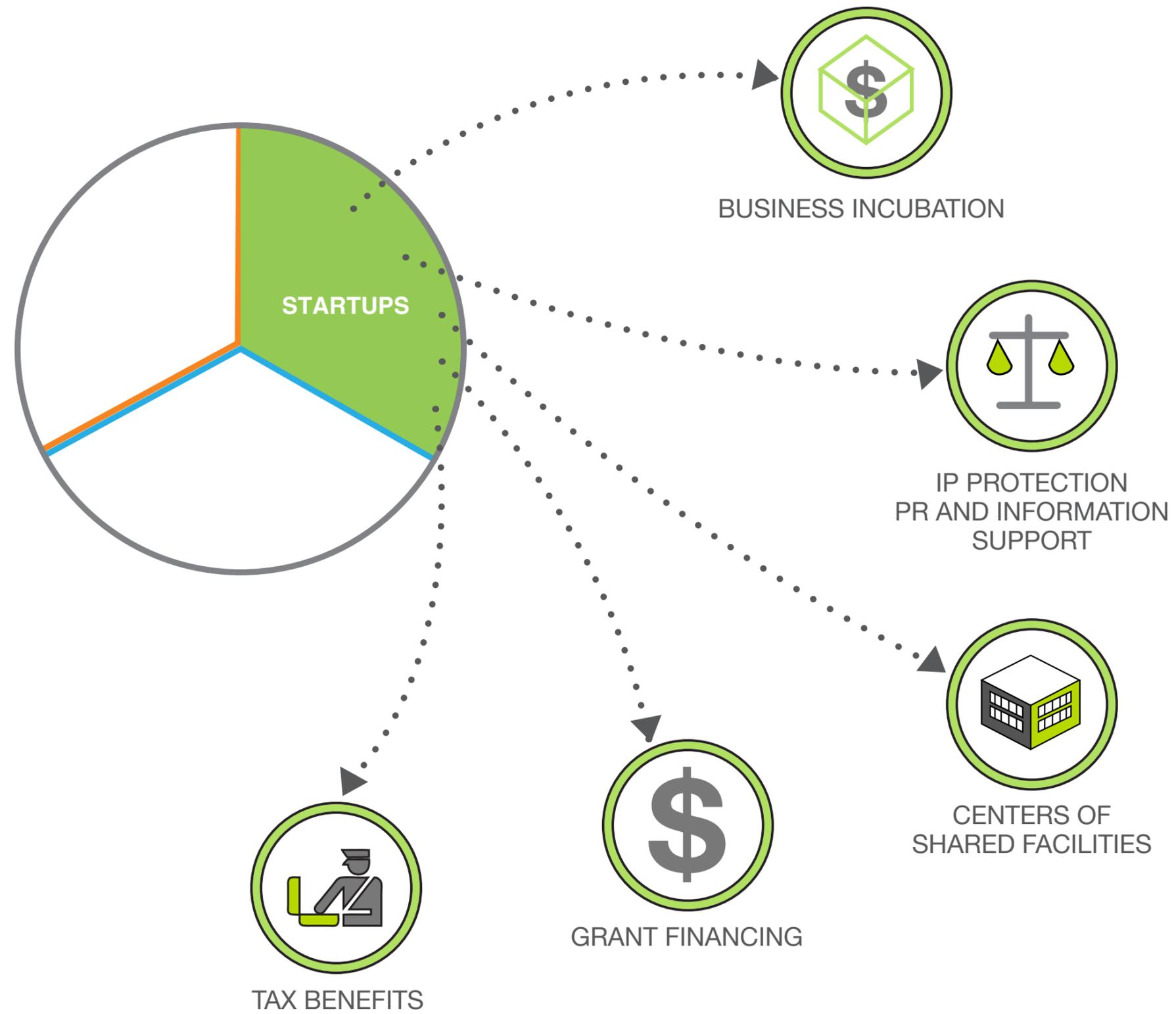
VAT

0%

PROPERTY TAX

0%

REIMBURSEMENT OF VAT
AND CUSTOMS TARIFFS ON IMPORTED
RESEARCH EQUIPMENT



PROCESS TRANSPARENCY AND QUALITY IS ENSURED THROUGH:

INVOLVEMENT OF **INDEPENDENT EXPERTS**

GRANT COMMITTEE IS 2/3 COMPRISED OF INDEPENDENT MEMBERS (6 OUT OF 9)

FORMAL AND **CLEARLY DEFINED** PROCEDURES

PROJECT **CO-FINANCING** REQUIRMENTS FOR 2014 – 50% MINIMUM

DISCLOSURE OF GRANT APPROVAL DECISIONS THROUGH FOUNDATION WEBSITE

| | |
|--|------------------------|
| TIME TO TAKE A DICISION | 46 DAYS |
| NUMBER OF GRANT AGREEMENTS | 263 |
| TOTAL VALUE OF GRANTS APPROVED | USD 249 MILLION |
| TOTAL VALUE OF CO-INVESTMENTS ATTRACTED UNDER GRANT AGREEMENTS | USD 190 MILLION |



THE KEY ADVANTAGE OF THE SKOLKOVO TECHNOPARK IS ITS WELL-DEVELOPED RESEARCH INFRASTRUCTURE AND LABORATORY FACILITIES AS DEMANDED BY SKOLKOVO RESIDENTS

R&D SERVICES AND LABORATORY INFRASTRUCTURE

- 26 accredited external collective use centers include metrological, prototyping and biomedical services. Ability to access facilities of grant holders within collective use centers.
- Tenders and equipment purchases are currently in progress, preliminary list of services and equipment for own collective use centers is formed (25 CUCs by 2015).

OFFICE RENT

- Available office facilities by end of 2014 – 23,000 sq. m., by 4Q15 - 92,300 sq. m., by 4Q16 – 157,000 sq. m.
- The Technopark will host representative offices of development institutions, partnering science parks, accelerators and venture funds as well as service providers.

BUSINESS SERVICES

- HR, marketing, accounting, legal services, visa support and other services (over 10 types of services) will be available to startups.

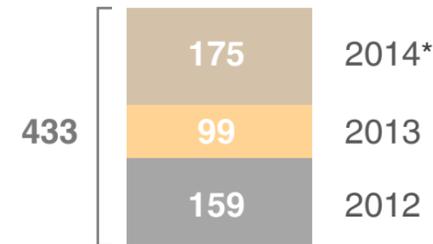
CONSULTING AND CALL-CENTER SERVICES

- Consulting support of Skolkovo startups and applicants
- Direct mail campaigns and surveys
- Invitation and registration of participants to events

PROTECTION OF SKOLKOVO STARTUPS IP RIGHTS

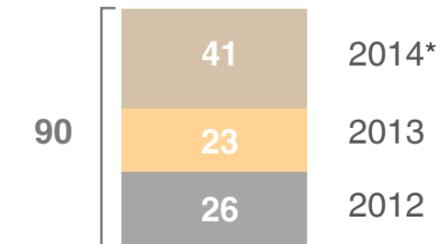
TOTAL NUMBER OF IP APPLICATIONS SUBMITTED BY SKOLKOVO STARTUP COMPANIES FOR 2010 – SEPT. 2014 IS **1,309**.
33% OF IP APPLICATIONS ARE SUBMITTED UNDER SKOLKOVO IP CENTER SUPPORT

NUMBER OF IP APPLICATIONS SUBMITTED THROUGH SKOLKOVO IP CENTER



*As of 30/09/2014

NUMBER OF INTERNATIONAL IP APPLICATIONS SUBMITTED THROUGH SKOLKOVO IP CENTER



*As of 30/09/14 including forecast till end of the year

SKOLKOVO IP CENTER CLIENTS



300 SKOLKOVO STARTUP COMPANIES

SIEMENS

РОСНАНО
Российская корпорация нанотехнологий

ВЯТГУ
Вятский государственный университет

ТЕХНОПАРК ВЬСКИХ ТЕХНОЛОГИЙ
Инновационный парк Сколково

ABBYY®

Acronis®
COMPUTE WITH CONFIDENCE

Skoltech
Skolkovo Institute of Science and Technology

Parallels™

ТЕХНОПАРК СТРОИНО
Инновационный парк Сколково

РОСНАНО
ФОНД ИНФРАСТРУКТУРНЫХ И ОБРАЗОВАТЕЛЬНЫХ ПРОГРАММ

DAURIA
AEROSPACE

ФОНД ПЕРСПЕКТИВНЫХ ИССЛЕДОВАНИЙ

PATENT PRACTICE

- PATENTING IN RUSSIA AND ABROAD
- PATENTING OF IT SOLUTIONS
- PATENT SEARCH
- PATENT LANDSCAPING AND DEVELOPMENT OF IP PROTECTION STRATEGY

LEGAL PRACTICE

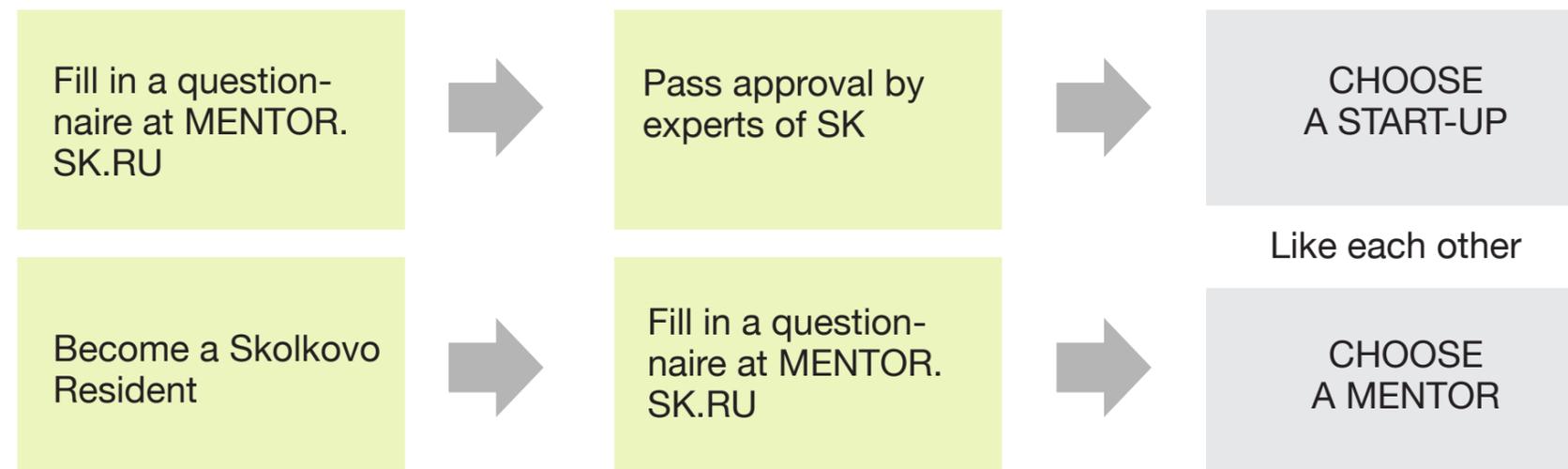
- CONTRACTUAL WORK ON IP CASES
- DEVELOPMENT OF INTERNAL DOCUMENTS AND PROVISIONS RELATED TO IP ISSUES
- PROTECTION OF IP RIGHTS

TOTAL VALUE OF TRANSACTIONS SUPPORTED BY SKOLKOVO IP CENTER **USD 37 MILLION**

- **START: JULY 2014**
 - **46 MENTORS (RUSSIA, USA, ISRAEL)**
 - **24 STARTUP COMPANIES FROM 5 CLUSTERS**
 - **11 PAIRS “MENTOR + PROTÉGÉ”**
 - **CONSTANT GROWTH OF PARTICIPANTS**
- **PROJECTIONS FOR 2020:**
 - **1,000 MENTORS**
 - **200 – 300 PAIRS “MENTOR + PROTÉGÉ”**

SKOLKOVO MENTORING PROGRAM: 3.5 STEPS TO SUCCESS

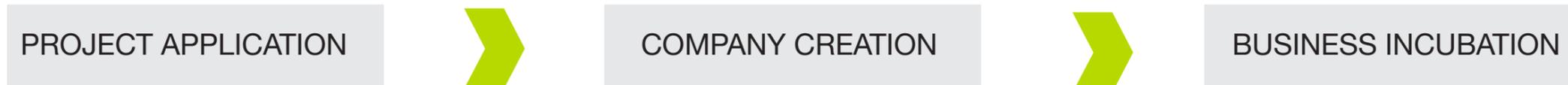
FOR A MENTOR...



FOR A STARTUP...

SOFT LANDING IN SKOLKOVO

SOFT LANDING IN SKOLKOVO. A SPECIAL PROGRAM SUPPORTING FOREIGN INNOVATION COMPANIES IN ENTERING RUSSIAN AND INTERNATIONAL MARKETS USING SKOLKOVO'S RUSSIAN AND INTERNATIONAL PARTNER NETWORK.



PROJECT APPLICATION (1 MONTH)

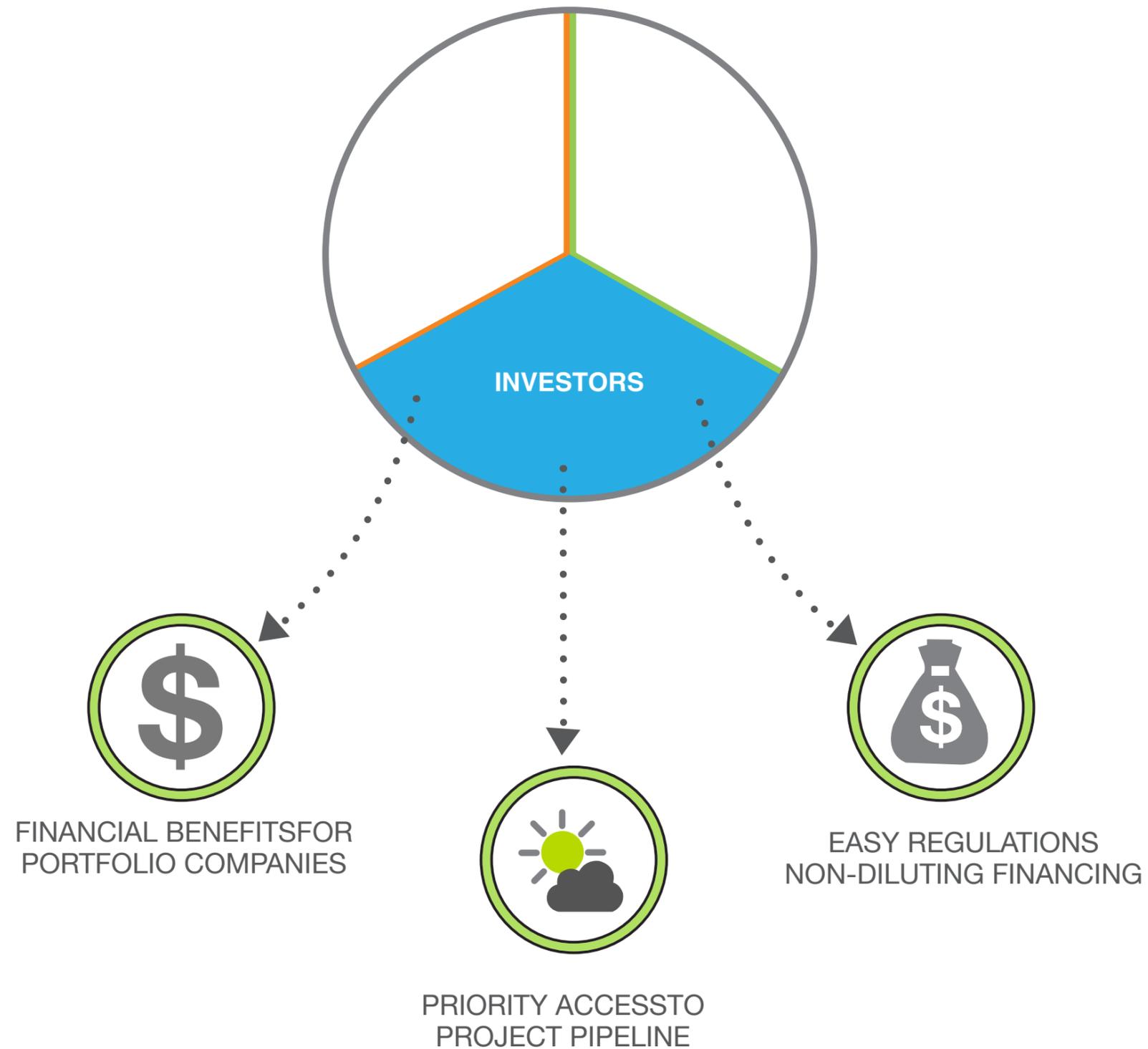
- get the green light
- apply online
- get the participant status

COMPANY CREATION (1 MONTH)

- know-how
- prepare documents
- open company and bank account

BUSINESS INCUBATION (6 MONTHS)

- grant for 75% of initial budget
- free seats in co-working
- strategy, IP, HR, PR support and more...



SKOLKOVO INVESTMENT COMMUNITY

VENTURE FUNDS

VENTURE FUND. Upon accreditation takes commitment for a certain amount to review investments in Skolkovo startups within a 2 – 3 year period

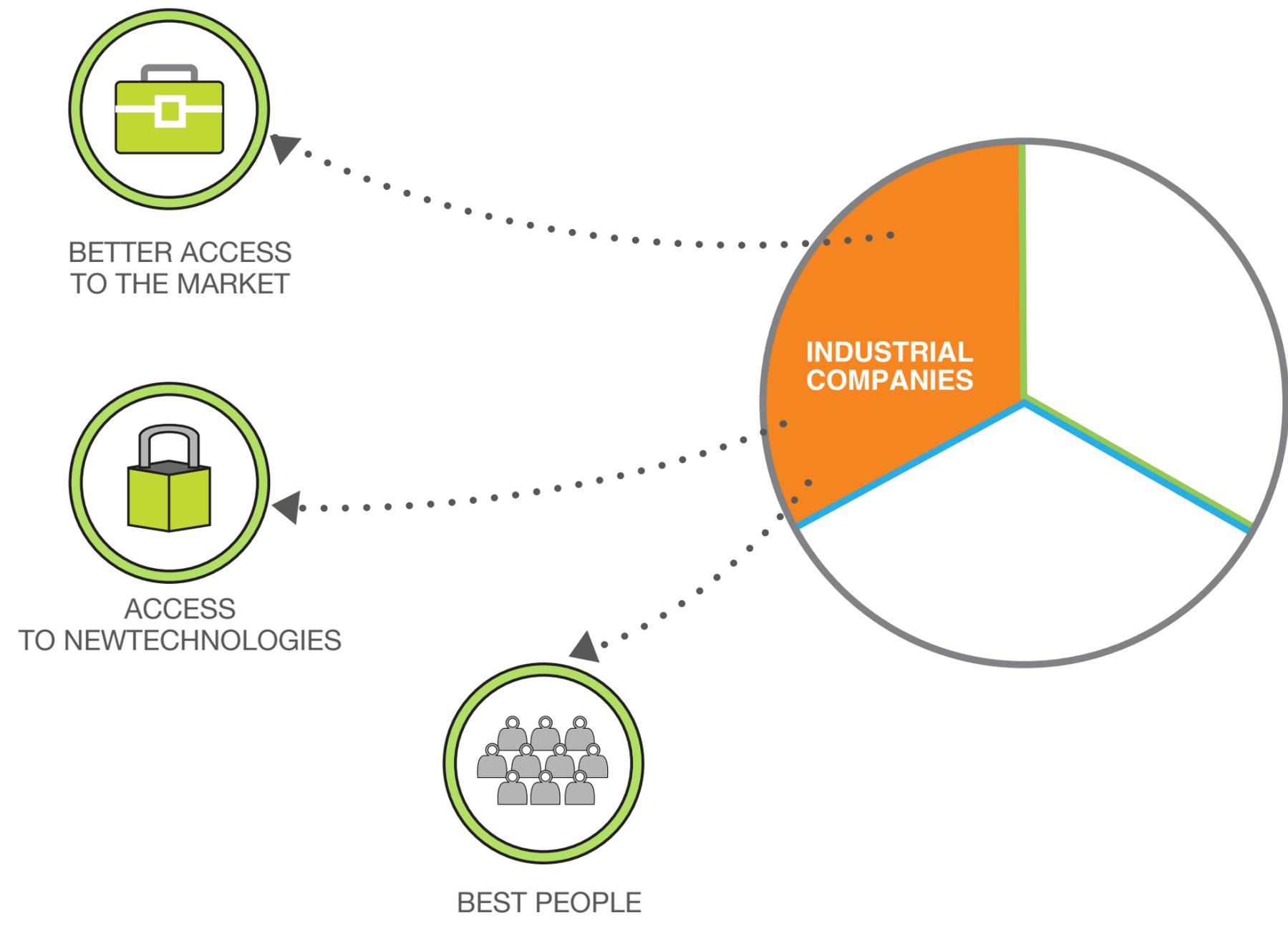


SKOLKOVO INVESTMENT COMMUNITY

BUSINESS ANGELS

BUSINESS ANGELS. PROVIDE FINANCIAL AND MENTORING SUPPORT TO INNOVATION PROJECTS AT THE INITIAL STAGE OF DEVELOPMENT

- The Skolkovo Business Angels Club (SBAC) is the biggest business angels community in Russia with **over 180 members**
- In 2013 – 2014 SBAC held 14 meetings, **80 Skolkovo startups** were presented to investors. Events organized by SBAC were attended by **140 investors**
- During the first half of 2014 Investment Service of Skolkovo Foundation reviewed **154 Skolkovo startup companies** within selection and development process of SBAC
- **3 deals** were signed within SBAC framework to invest in iBuildApp company, transactions amounted to USD 100,000, 100,000 and 400,000.



INDUSTRIAL PARTNERS OF SKOLKOVO

INDUSTRIAL PARTNER – is a major company (Russian and international).
Occupies a leading position in R&D and commits to launch an R&D center in Skolkovo

2014

2020

SKOLKOVO ACTIVELY ATTRACTS INDUSTRIAL PARTNERS TO THE ECOSYSTEM

50



100

INDUSTRIAL PARTNERS COMMIT TO SET UP AN R&D CENTER IN SKOLKOVO

37



50

TOTAL OFFICE AND LABORATORY FACILITIES, ARRANGED FOR PLACEMENT OF R&D CENTERS

129,000
SQ.M.



200,000
SQ.M.

TOTAL BUDGET OF R&D CENTERS, COMMITTED BY INDUSTRIAL PARTNERS OF SKOLKOVO

73
MILLION USD



244
MILLION USD

R&D CENTERS WILL ACCOUNT FOR AT LEAST ONE FORTH OF THE TOTAL WORKPLACES IN THE ECOSYSTEM

4400



7000

SKOLTECH IS A CORE OF THE SKOLKOVO ECOSYSTEM

- **45** FULL-TIME PROFESSORS, LECTURERS, GUEST AND ASSOCIATE PROFESSORS (200 PROFESSORS BY 2020)
- **187** MASTERS AND POST-DOCS
- OVER **45%** STUDENTS INVOLVED IN DEVELOPMENT OF INNOVATION PROJECTS AND STARTUPS
- **19%** OF STUDENTS, **35%** OF PROFESSORS AND LECTURERS CAME FROM FOREIGN COUNTRIES



Massachusetts Institute of Technology



Skolkovo Institute of Science and Technology

- **RESEARCH: 6** OUT OF 15 CENTERS OF RESEARCH, INNOVATION AND EDUCATION (CREI) HAVE STARTED THEIR OPERATIONS. 4 CENTERS ARE GOING TO START OPERATIONS BY THE END OF 2014.
- **INDUSTRY: 5** CONSORTIA OF RESEARCH INSTITUTIONS AND INDUSTRIAL PARTNERS LAUNCHED, 50% CREI RECEIVE FINANCING FROM THE INDUSTRY

RUSSIAN PARTNERS OF CREI



Vavilov Institute of General Genetics



Lomonosov Moscow State University

Lomonosov Moscow State University



MELENTIEV ENERGY SYSTEMS INSTITUTE
SIBERIAN BRANCH OF THE RUSSIAN ACADEMY OF SCIENCES



STEM CELLS

INFECTIOUS DISEASES AND FUNCTIONAL GENOMICS

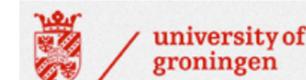
ELECTROCHEMICAL ENERGY STORAGE

COMPOSITES

ENERGY SYSTEMS

HYDROCARBON RECOVERY

FOREIGN PARTNERS OF CREI



university of groningen



Massachusetts Institute of Technology



Massachusetts Institute of Technology



TU Delft
Delft University of Technology



Massachusetts Institute of Technology



Texas University at Austin



Texas A&M University

SUCCESS STORIES FROM THE SKOLKOVO ECOSYSTEM

SKOLTECH, UNIVERSITIES AND INDUSTRIAL PARTNERS – CENTERS FOR RESEARCH, EDUCATION AND INNOVATIONS

CENTER FOR ENERGY SYSTEMS

INDUSTRIAL PARTNERS

- System Operator
- Rosseti
- Federal Grid Company
- RAO UES (power production)
- En+ (power production)

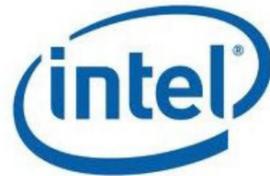
RUSSIAN PARTNER UNIVERSITIES:

- Novosibirsk State University
- Tomsk Polytechnic University
- Melentiev Energy Systems Institute, Siberian Branch, RAS

FOREIGN PARTNER UNIVERSITIES:

- Massachusetts Institute of Technology (USA)
- California Institute of Technology (USA)
- University of Michigan (USA)
- Boston University (USA)
- Comillas Pontifical University (Spain)
- Los Alamos National Laboratory (USA)
- Pacific Northwest National Laboratory (USA)

STARTUPS AND INDUSTRIAL COMPANIES – INVESTMENTS AND COMMERCIALIZATION



Intel Capital invested in 3 Skolkovo startup companies: Rock Flow Dynamics, SpeakTolt, Tutorion



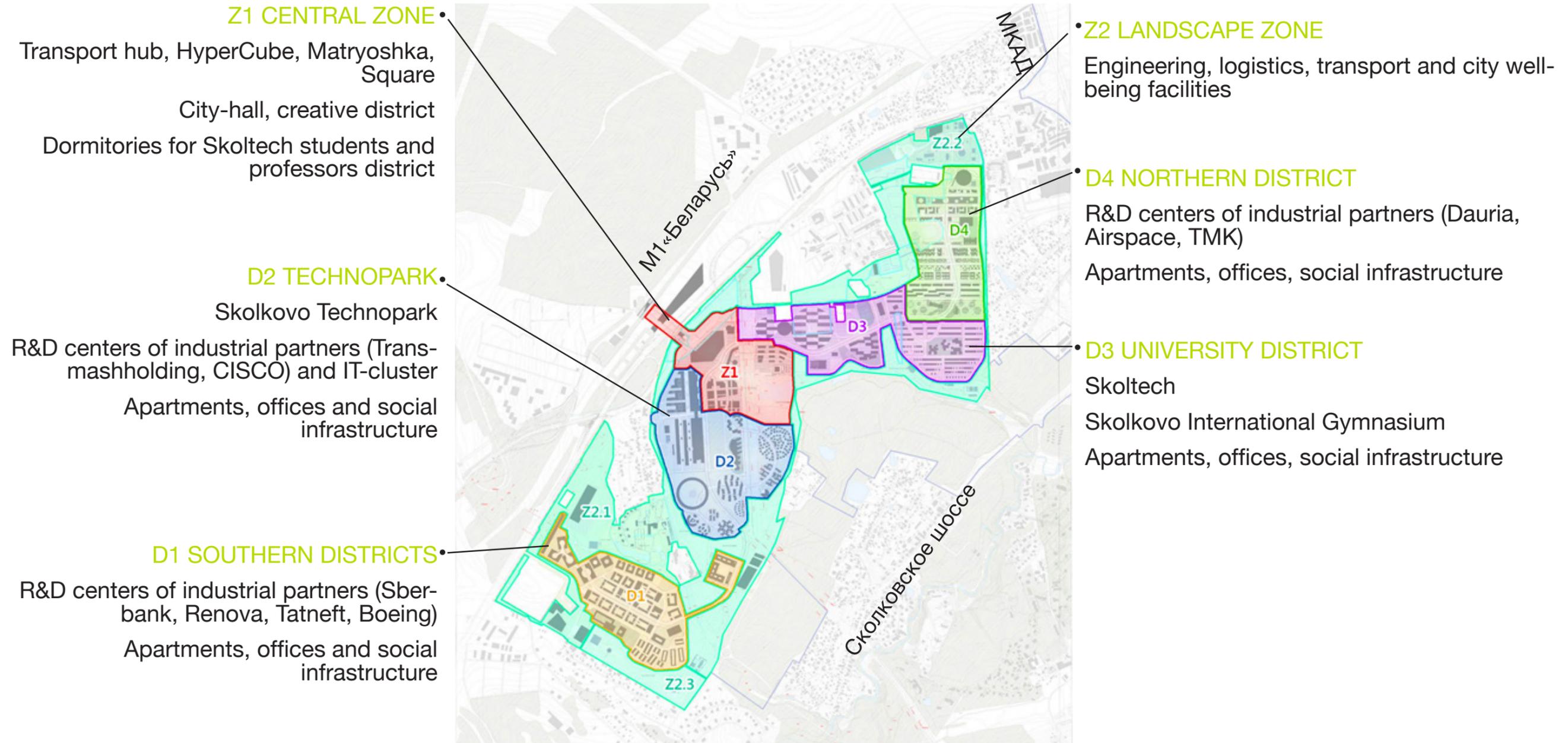
Microsoft Seed Fund invested USD 650,000 in 10 startup companies from Skolkovo IT Cluster. Project Appercode, which was the first to receive a grant from the Microsoft seed fund, won the first place at the Russian Startup Tour expert sessions, was one of the Top 20 projects of Startup Village in Skolkovo.



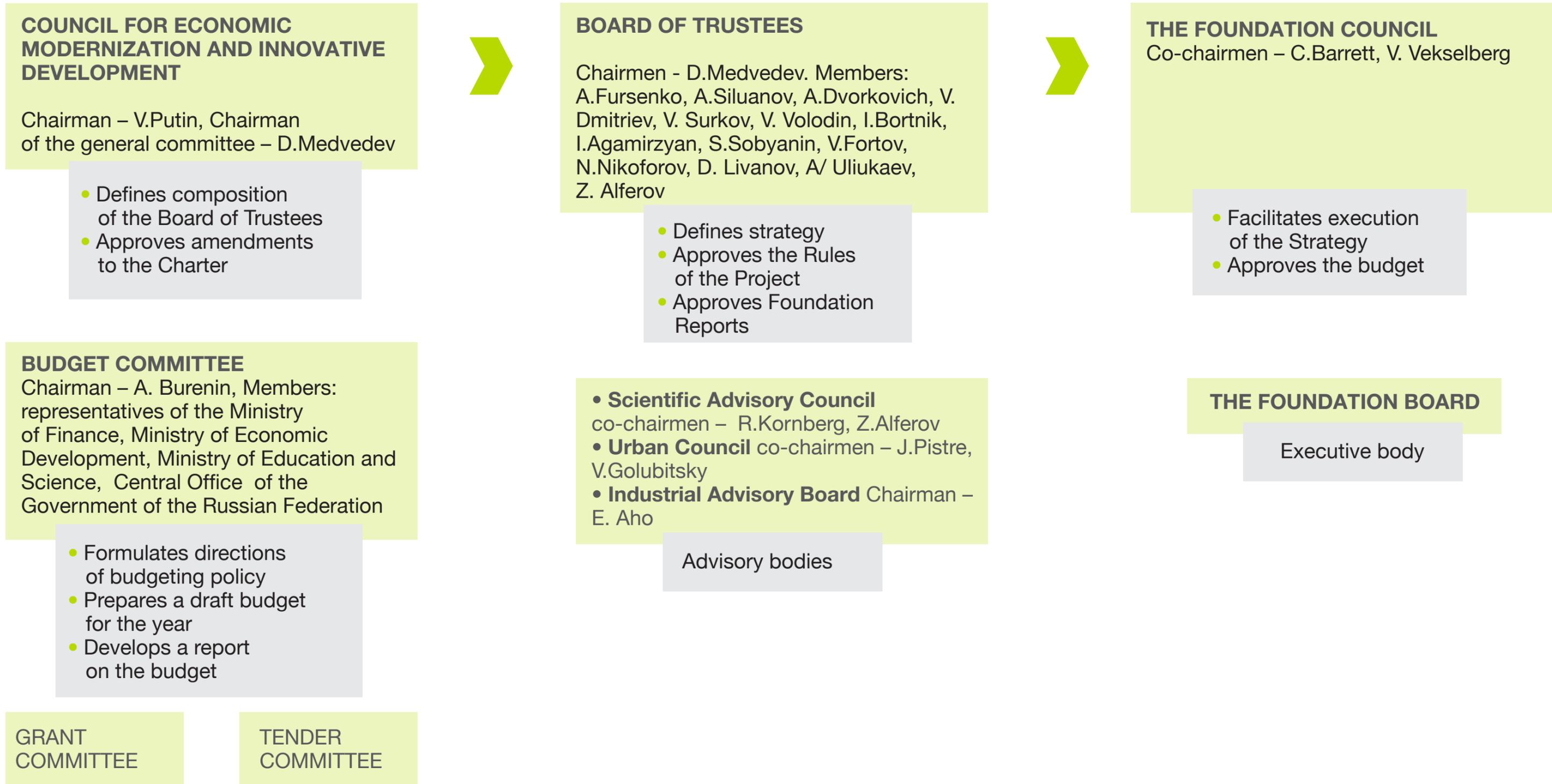
Total value of investments by **EADS** in Skolkovo startup companies since 2010 reached 3.2 million euro.

SKOLKOVO INNOVATION CENTER IS A TERRITORY OF INNOVATIONS

TERRITORY OF **386** HECTARES
 TOTAL SQUARE OF FACILITIES **2.6** MILLION SQUARE METERS
 TOTAL WORKPLACES **29,500**, RESIDENTS
 (INCLUDING FAMILY MEMBERS) **19,500**



MANAGEMENT AND SUPERVISORY FRAMEWORK OF THE SKOLKOVO FOUNDATION



GENERAL CONTACT INFORMATION

CONTACTS

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WEBSITE: www.sk.ru

E-MAIL: SKFoundation@sk.ru

TECHNOPARK

<http://community.sk.ru/technopark/about/technopark@sk.ru>

INTELLECTUAL PROPERTY CENTER SKOLKOVO

<http://community.sk.ru/foundation/ipcenterskolkovo/IPCenter@sk.ru>

FOR STARTUPS



<http://community.sk.ru/foundation/biomed/Cluster-BMT@sk.ru>



<http://community.sk.ru/foundation/itc/it-cluster@sk.ru>



<http://community.sk.ru/foundation/energy/Cluster-Energy@sk.ru>



<http://community.sk.ru/foundation/nuclear/Cluster-NT@sk.ru>



<http://community.sk.ru/foundation/space/Cluster-Space@sk.ru>

FOR INDUSTRIAL PARTNERS



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<http://community.sk.ru/foundation/nuclear/p/partners.aspx>
KGibalo@sk.ru



<http://community.sk.ru/foundation/space/partners.aspx>
MTsygankov@sk.ru

FOR VENTURE INVESTORS

<http://community.sk.ru/foundation/investment/>

FOR BUSINESS ANGELS

<http://community.sk.ru/foundation/businessangelsclub/>

FOR MENTORS

<http://community.sk.ru/foundation/mentor/>

AErmolin@sk.ru

FOR STUDENTS

<http://community.sk.ru/opus/>

<http://www.skoltech.ru/>

FOR PROVIDERS

<http://community.sk.ru/foundation/tenders/>

SKzakupki@sk.ru - for general questions

ZhalobaZakupki@sk.ru - for participants' complains

FOR THE PRESS

<http://community.sk.ru/news/>

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