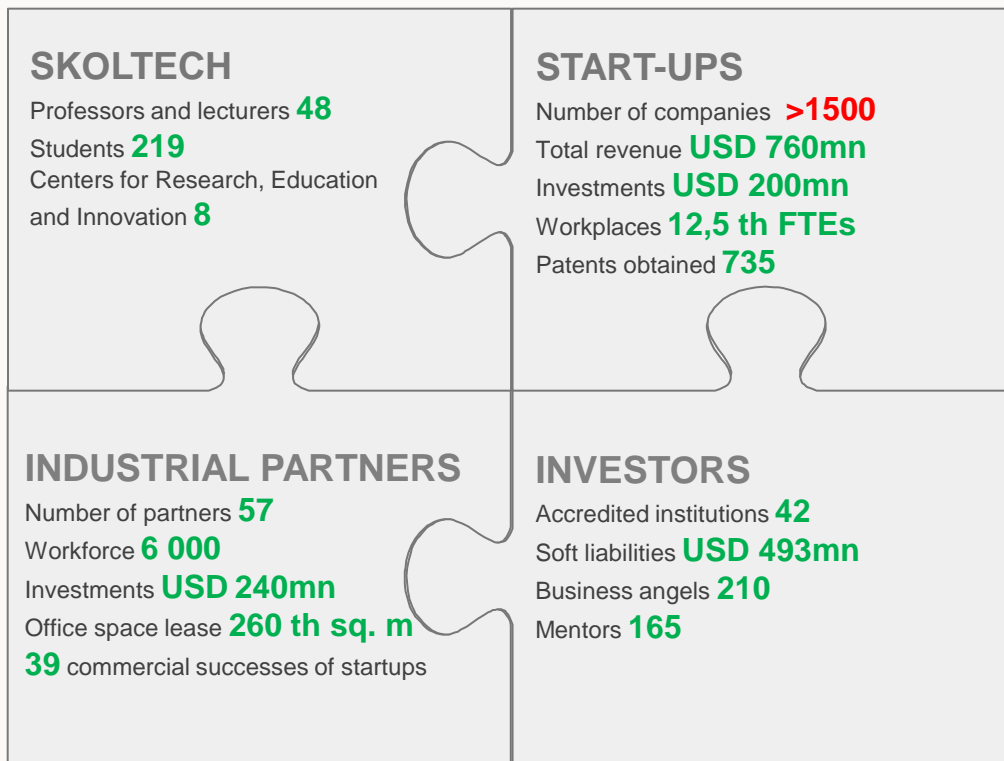


“SKOLKOVO” INNOVATION CENTER





Innovative city and physical infrastructure

- Total space of 2600 th sq.m by two stages of development (2011-2020)
- Over 30 th. workplaces
- Over 19 th. residents
- More than USD 1.2bn of external financing attracted

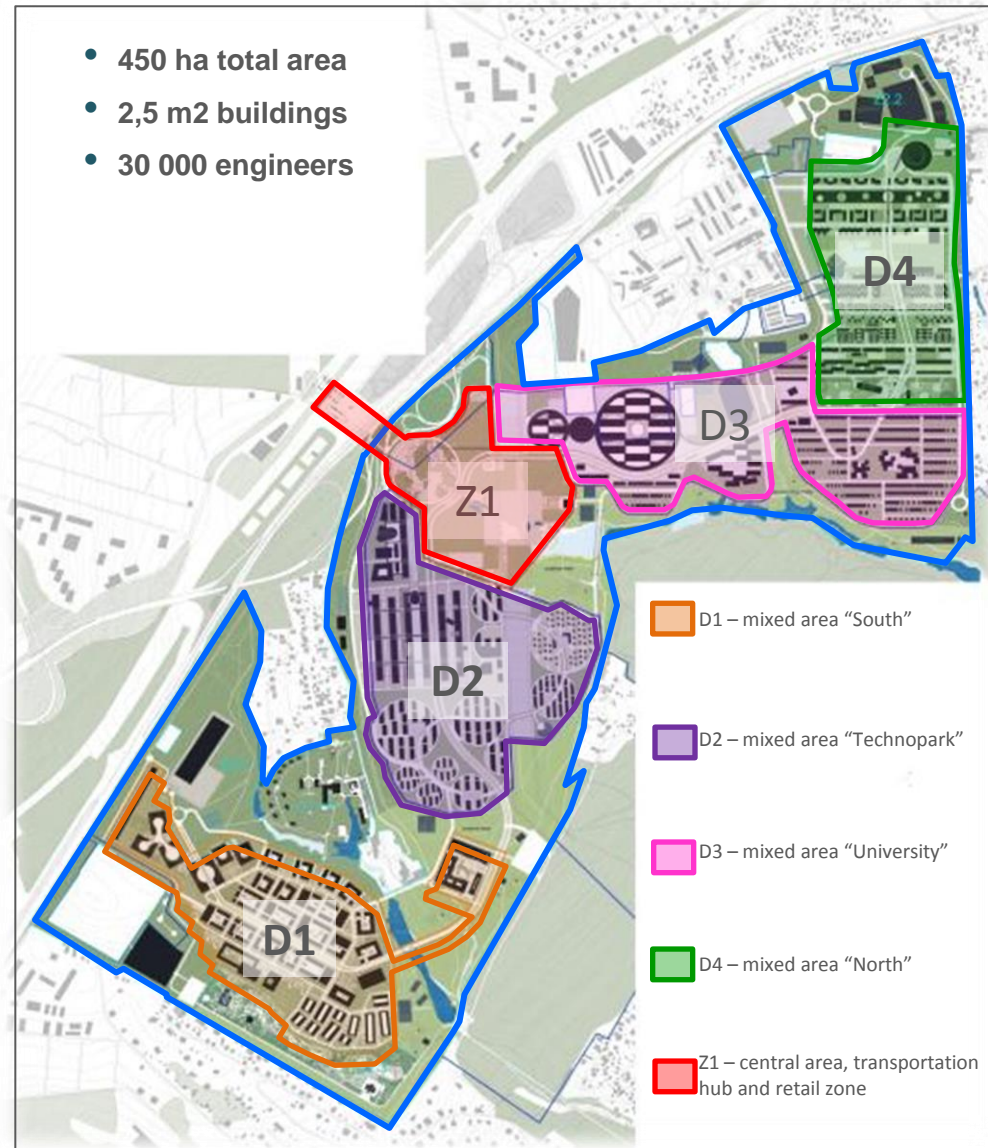
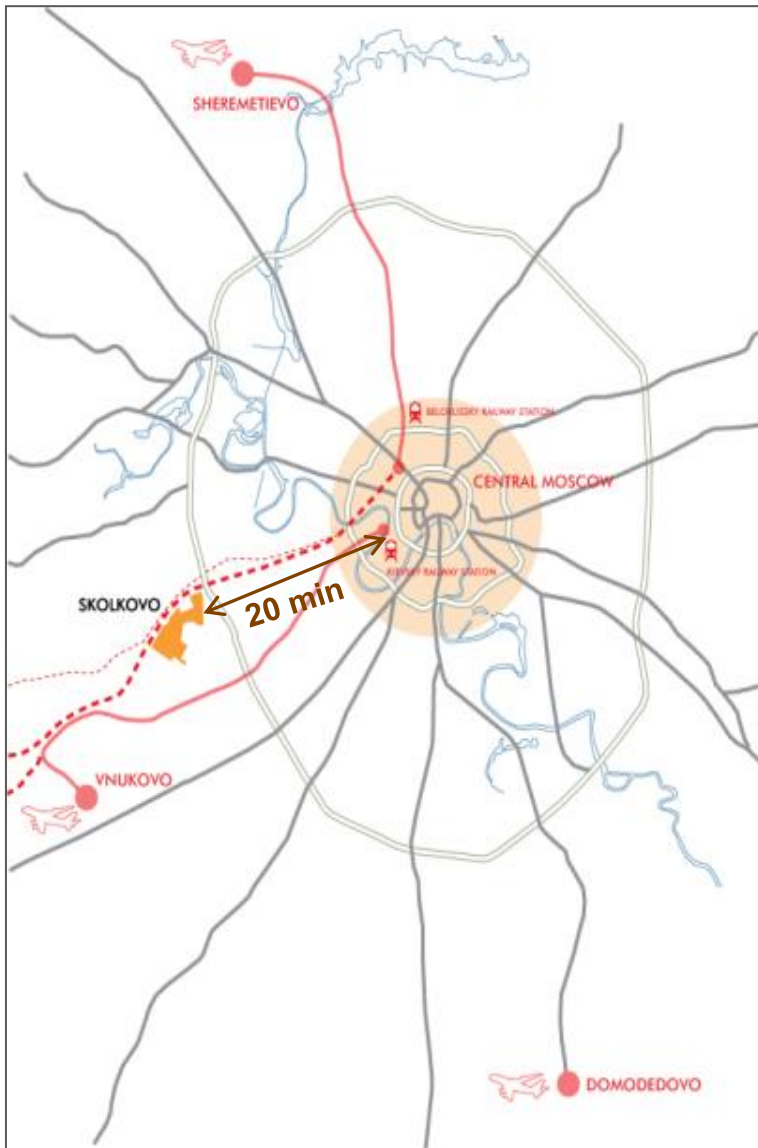
Technopark Service infrastructure

- Service providers attracted - 16, (more than USD 20mn of total economy)
- Session of IASP 2016 Steering Committee conducted
- Representative office in Far East Federal District launched
- Facilities under preliminary lease agreements 15%
- Webinars conducted 22
- 5 200 views

Skolkovo IP Center IP Protection

- 731 applications for IP registration submitted through Skolkovo IP Center for the last 3 years
- More than 10% of PCT applications in Russia will be submitted through Skolkovo IP Center in 2015
- Skolkovo IP Center supported more than 50 transactions of Skolkovo startup companies with estimated value over USD 40mn in 2014 - 2015

SKOLKOVO INNOVATION CENTER – INNOVATION-PURPOSED ENVIRONMENT JUST OUTSIDE OF MOSCOW



INNOVATION CENTER «SKOLKOVO» - CONSTRUCTION PROGRESS



INNOVATION CENTER «SKOLKOVO» - CONSTRUCTION PROGRESS (SELECTED OBJECTS)



Renova Lab R&D

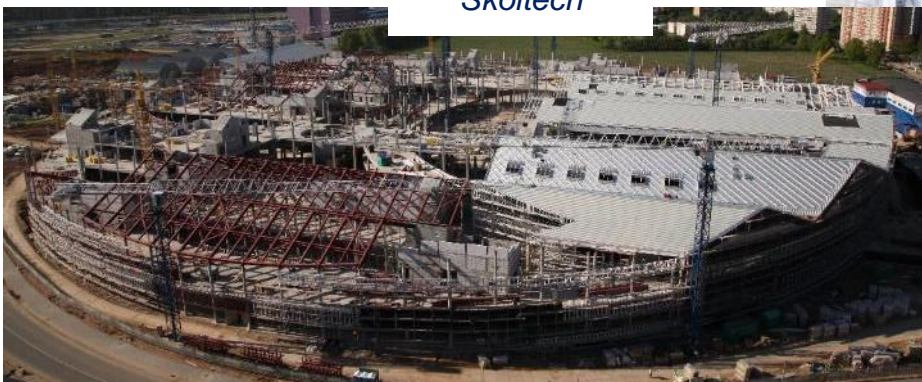


Boeing

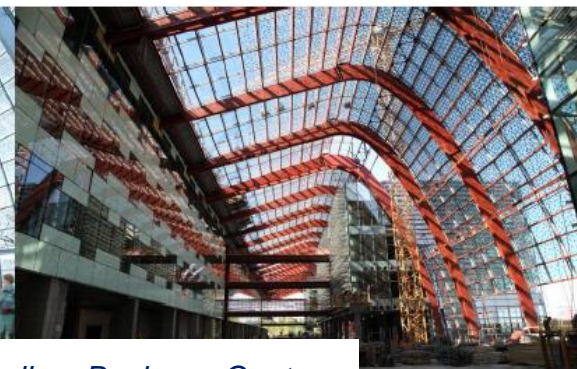


Skoltech

Main Technopark



Gallery Business Center



SKOLKOVO FOUNDATION IS THE KEY INSTRUMENT FOR INNOVATIONS MANAGEMENT IN RUSSIA



SKOLKOVO FOUNDATION AS AN INVESTMENT PLATFORM

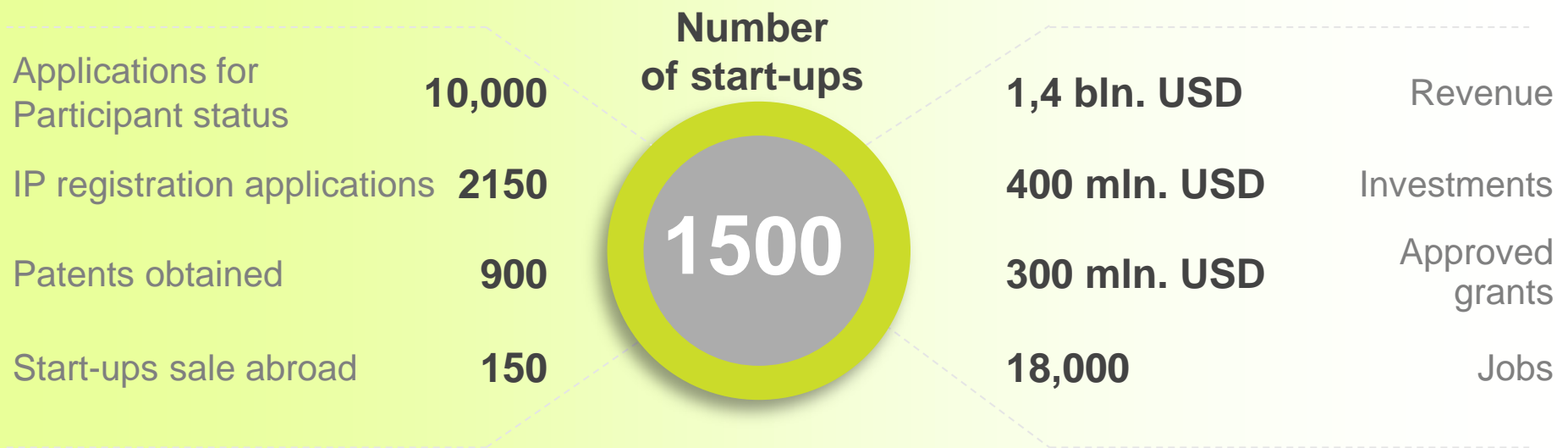
- Skolkovo Foundation is a **non-commercial** organization founded to create friendly ecosystem for technology business and support innovative start-ups **without acquiring a stake in their capital and management**
- **Start-ups undergo international level expert analysis** for compliance of technology and business model with international practices and ability to compete in the global market

SKOLKOVO FOUNDATION'S INSTRUMENTS OF SUPPORT

- **Maximal tax benefits in the Russian Federation:** VAT and customs duties – 0%, profit tax – 0%, property tax – 0%, social tax reduced twofold – 14%
- **Non-refundable and non-returnable grant financing** – from 1 million to 150 million roubles. (available to every company)
- **Acceleration Support** on Russian and foreign markets by the means of cooperating directly with potential clients and investors, business associations and incubators
- **Access to the infrastructure** and services of the Skolkovo Technopark on preferential terms (placement, equipment, IP protection, consulting and legal services)



SKOLKOVO FOUNDATION'S PERFORMANCE OVER THE LAST 5 YEARS HAS BEEN DECLARED SUCCESSFUL



The Skolkovo startups get:



Tax benefits:

- VAT – 0%
- Profit tax – 0%
- Property tax – 0%
- Decreased social tax(14%)



Development :

- Acceleration and development support
- Cooperation with Russian and international science and business community
- GR/PR support



Grant financing:

- Up to USD \$5 mln
- Min 50% of co-investments

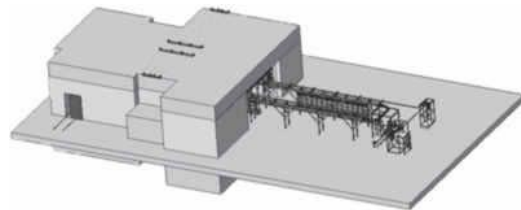
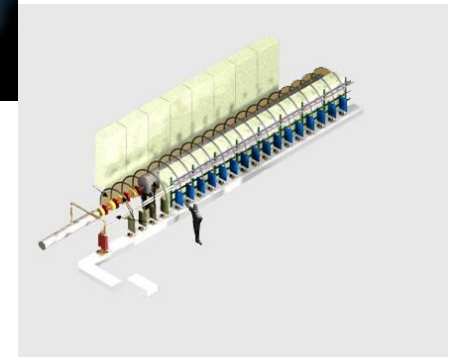
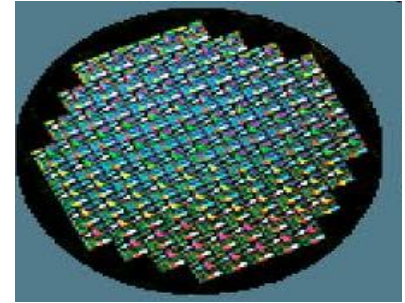


Intellectual services:

- Access to the research infrastructure and Intellectual property protection

MARKET PRIORITIES FOR IMPLEMENTATION OF ADVANCED MANUFACTURING AND NUCLEAR& RADIATION TECHNOLOGIES

- Nuclear industry
- Medicine and biotechnologies
- Microelectronics
- Manufacturing and processing industries



- Security and safety
- Food and water markets
- Ecological sustainability
- Scientific market

ADVANCED MANUFACTURING, RADIATION & NUCLEAR TECHNOLOGIES CLUSTER PROJECTS* DISTRIBUTED BY TECHNOLOGICAL PRIORITIES

NUCLEAR AND RADIATION TECHNOLOGIES



startups

Decommissioning, nuclear fuel management and radwaste, engineering of radiation-dangerous objects

10

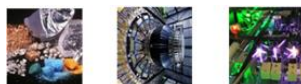
Mining, recycling and refining technologies

9

Radiation technologies including nuclear medicine

11

EQUIPMENT AND DEVICES



startups

Detectors, sensors, dosimeters

24

Laser and plasma sources, ionizing radiation

23

Electromagnetic and ultra-high frequency devices

16

Analytical and measurement equipment

19

Automation, robotics, NDT and data analysis

18

NEW MATERIALS



startups

Coatings, filters, films

14

Engineering materials (ceramics, polymers, composites,)

19

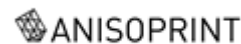
Materials for photonics, optics, electronics and electrical engineering

15

Technology and equipment for design, production and processing of metals and alloys

14

ATTRACTION AND SUPPORT OF STARTUPS IS OUR KEY ACTIVITY IN FRAME OF CREATION OF SKOLKOVO ECOSYSTEM

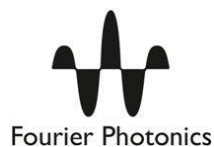


- On September 30, 194 startups participated in Skolkovo project and developing their technology business in the innovation segment Advanced Manufacturing, Radiation&Nuclear Technologies Cluster 12 projects got positive response from Cluster expert panel. 13 projects under the expertise. Cluster actively attracting new teams in frame of Startup Tour/

- Developing relationship with professional associations working in NT Cluster priority areas. Joint Russian – Chinese seminar with Laser Association. Seminar “Export potential of Russian accelerators and radiation technologies with RadTech Partnership.

Resident companies supported by NT cluster presented their achievements on International exhibitions in Russia and abroad: LASER World of Photonics, Photonics Rus, 3D Incide. We are under preparation of expositions on Metall Processing, Analitics Expo, InnoProm, et al.

Support of Cluster participants in development business and technology partnership with industrial leaders and governmental relations SC Rostech ChemComposite, Foxconn,, Evonik, «Regional Airports” , PNPPK, ChTPZ



5-10 STARTUPS OF CLUSTER PARTICIPATE IN EACH KEY ACCELERATION SUPPORT PROGRAM

Metallurgy and metal processing



China/Taiwan



Industrial chemistry



South Korea



Mining



Security and Sensors



Company

Description



POCATOM

Supply of components or R&D contract: Thin film technologies (Hydropress – 1.8 mln. rub), Axion- RNM (Mayak – 4.5 mln. rub.), Corporation on Nuclear Containers (Atomenergoproekt – 2 mln. rub.),



ПОЧАНО

ФОНД ИНФРАСТРУКТУРНЫХ
И ОБРАЗОВАТЕЛЬНЫХ ПРОГРАММ

Investments from Infrastructural and Education Fund to «T8 Sensors». The sum of the deal ~ 150 mln. rub.



«Optogard Nanotech» signed a contract to supply equipment for laser-plasma processing of pipes with Shandong Trustpipe Industry



R&d contract on industrial test of neutron facility for Detection of diamonds in kimberlite lump ore without its destruction on Lomonosov GOK – 12 mln.rub.. The tests were successful (Act of tests).



R&D contract for the sorption technology development for refining process (20 mln. Rub.)



Three side agreement Sk – Evonik – RCT. R&D contract with Evonik Industries (100 KEuro), on technology development of radiation-induced polymerization



Investments to SEMAT from machinery and instruments holding MTE KOBOCBИT MAC (Russia – Czech) on 50 mln. Rub.

CLUSTER ACTS AS A COMPLEMENTARY PLATFORM FOR KEY RELEVANT SCIENTIFIC UNIVERSITIES, RESEARCH INSTITUTES AND VENTURE FUNDS

Interaction with



- Interaction with 50+ key institutes of the Russian Academy of Sciences (RAS)
- At least 25% of the Advanced Manufacturing Cluster projects stem from RAS institutes



Institute of Laser Physics SB RAS, Novosibirsk



Institute of High Current Electronics (IHCE), Tomsk



Institute for Spectroscopy RAS, Troitsk



Moscow



Institute of Nuclear Physics, Novosibirsk

Interaction with universities

- Interaction with major 20+ technology universities in Russia
- At least 30% of the Advanced Manufacturing Cluster projects stem from leading Russian technical universities



Skolkovo Institute of Science and Technology

Interaction with venture funds and corporations

- More than 30% Advanced Manufacturing Cluster projects got financial support from Rusnano, Russian Venture Company, Foundation of Perspective Research (Russian DARPA's analog) and other major venture funds, relevant business incubators, accelerators and governmental agencies
- At least 10% startups of NT Cluster stem from Rosatom (State Atomic Energy Corporation)



ROSATOM



Rostec



Russian Venture Capital



RUSNANO
Russian Corporation of Nanotechnologies



MINISTRY OF INDUSTRY AND TRADE
OF THE RUSSIAN FEDERATION

SUPPORT PROGRAM FOR INDUSTRIAL PARTNERS FROM SKOLKOVO FOUNDATION

PARTNERS

Large and mid-size
corporates

Start-ups

Research
organizations

AREAS OF COOPERATION

- Russian-foreign companies R&D partnership platform
- Government and public relations support from Skolkovo Foundation
- Platform for cooperation with Russian science community (research institutes, universities, startups)
- Favorable tax regime for corporate R&D centers and startups (VAT – 0%, profit tax – 0%, property tax – 0%, Decreased social tax (14%), reimbursement of customs payments)
- Grant financing for startups and spin-offs (up to \$5 mln.)
- Access to Skolkovo infrastructure and services (shared use centers, IP protection, customs services, etc.)

FANUC
Panasonic
SIEMENS

Rostec
ALSTOM

ROSATOM

纳诺科技®
NANO TECHNOLOGY

SAMSUNG

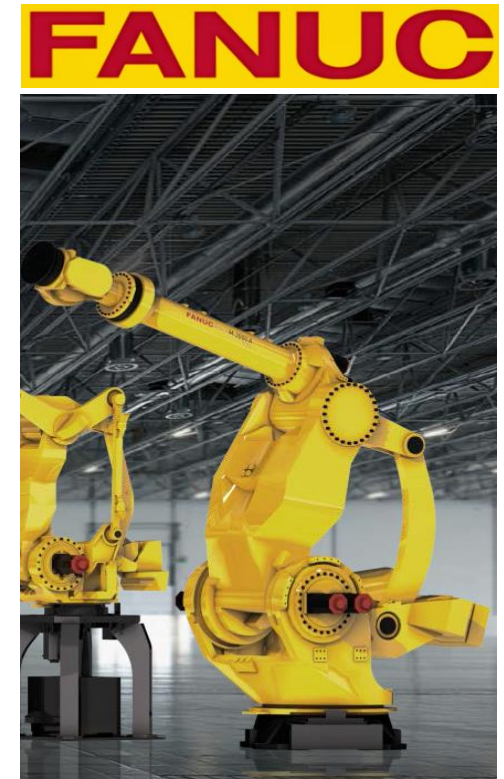
TRANSMASSHOLDING
Schneider Electric

intel
CISCO
Microsoft®

Honeywell
EVONIK INDUSTRIES
BOEING®

KEY PARTNER EXAMPLE - FANUC CORPORATION

- November 2015. Partnership agreement signed among Skolkovo Foundation and Fanuc Corporation
- Fanuc Corporation is #1 worldwide in robotics, automation and laser systems
- HQ is located in Japan, Oshino-mura (Yamanashi). Main production facilities are located in Yamanashi, Tsukuba, Hayato (Japan). Revenue \$6 bn. Net profit \$1.7 bn. (as of 2014 FY)
- Among the clients are: Apple, Boeing Co., Coca-Cola, Toyota Motor Co, General Motors Co, Volkswagen, Honda, BMW, Saab, Land Rover, Rolls-Royce, Ford
- Agreement with Skolkovo Foundation presumes investments of \$10 mln. in 3 years to construct 5000 sq.m. (with extension to 10 000 sq.m.) R&D and engineering center at Skolkovo territory which will engage 50 qualified research and engineering staff
- The R&D and engineering center will conduct engineering projects for Russian clients and collaborate with Skolkovo industrial startups to integrate it's innovative technologies to industrial projects



Fanuc center Changwon (Headquarters) 16

PARTNER EXAMPLE - KUNSHAN NANO NEW MATERIAL TECHNOLOGY

- «Kunshan Nano New Material Technology» is a subsidiary company of Foxconn Group.
- Head Quarter and production facilities are located in Kunshan Economic & Technical Development Zone (Mainland China) and Taiwan.
- Core expertise and technologies are: (1) laser cutting of glass, sapphire, silicon; (2) thermal conductive polymers, compounds and pastes; (3) polishing of sapphire, metals, alloys, glasses and plastics; (4) Nano-materials and liquids for industrial applications.
- R&D Center at Skolkovo will start its operations in 2016. The budget for the first phase is ~4 mln. USD. Scientific and engineering personnel in R&D center will comprise 10 people.

