



Creating Successful Startups – Experience and Support of Skolkovo Energy Cluster

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Skolkovo Foundation

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Industry and science cooperation platform

Skolkovo is a strategic innovation development institution established by the Russian Government

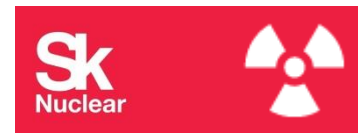
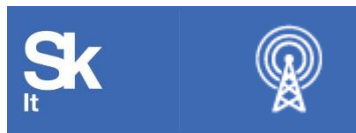


DIVERSIFY THE RUSSIAN ECONOMY THROUGH INNOVATION AND ENTREPRENEURSHIP

INTEGRATE RUSSIAN SCIENCE AND TECHNOLOGY INTO THE GLOBAL ECONOMY

DEVELOP HUMAN CAPITAL THROUGH WORLD-CLASS RESEARCH

GROW COMPETITIVE KNOWLEDGE-BASED COMPANIES



Skolkovo enabling components

Russian and International Innovation ecosystem

1400 startups

Biomedical Space
Energy Nuclear
It

Ideas

Technological University

Skoltech

Knowledge

Virtual Skolkovo



People

70+ VCs: \$720M



Funding

50+ global corporations



Technologies and market access

Office and R&D infrastructure



Infrastructure & community

Skolkovo ecosystem

Startup support instruments

The Skolkovo startups get:



Tax benefits:

- VAT – 0% (instead of 18%)
- Profit tax – 0%
(instead of 20%)
- Property tax – 0% (instead of 2.2%0)
- Social charges – 14%
(instead of 30%)
- Reimbursement of customs duties



Grant financing



Acceleration and development support including mentorship program



Access to the research infrastructure and Intellectual property protection

Energy Efficiency Cluster

Startups: 343

Revenue: ~4 bln RUB

Employees: ~2600

Patent applications RF/PCT: 178/ 130

Investments: ~1.8 bln RUB



Oil & Gas 100 Projects

- Upstream technologies
- Downstream technologies
- Gas, coal - and petrochemistry
- Chemical technologies



Centers for Hydrocarbons production & processing



Energy sector 116 Projects

- Fossil fuel generation
- Renewable energy
- Smart grid
- Power electronics
- Energy storage
- Fuel cells



Centers for Electrochemical energy storage and Energy systems



Energy Efficiency 127 Projects

- Construction materials
- HVAC
- Water supply
- Metals and mining
- New materials & Coatings
- Drives & Engines



Center for Design, Manufacturing and Materials

Support opportunities

Acceleration & commercialization:



- Contacts with potential customers in Russia and abroad (energy, oil&gas, metals&mining, machinery, construction, communal sector)
- Special joint events with partners – open innovation days, conferences, project contests, bilateral meetings
- Participation in Russian and international exhibitions
- Mentorship program (60 mentors from corporations and venture industry)
- GR support (Ministry of Energy, Ministry of Industry and Trade, Ministry of Construction and Communal Services etc.)



| | | |
|--------|----|-------------|
| Grants | 43 | 2.4 bln RUB |
| Mini | 36 | 103 mln RUB |
| Micro | 26 | 6.3 mln RUB |

| Name | Partners | Themes |
|--|--|---|
|  |  | <ul style="list-style-type: none"> March 18 held a roundtable on innovative solutions in housing and construction. During the discussion discussed possible solutions for the leveling of the factors limiting demand for innovation on the part of market participants It was conducted pitch session 9 projects of Skolkovo |
|  |  | <ul style="list-style-type: none"> The event was attended by about 200 people, including industrial companies, venture capital funds, research institutions and so on. The aim of the conference was to discuss the stationary and transport and storage of hydrogen technologies, NTS MINPROMTORG During the event 7 exhibitors had stands |
| <p>16 ноября 2015</p>  <p>Нефтепереработка и нефтехимия</p> |  | <ul style="list-style-type: none"> More than 150 representatives of oil companies from various specialized units, investment funds and research organizations Participants discussed the creation of an infrastructure for testing and the testing of technologies and intellectual fields, building energy-efficient and reliable production processes |
| <p>17 ноября 2015</p>  <p>Разведка и добыча нефти и газа</p> |  | <ul style="list-style-type: none"> Summed up the results of two competitions of innovative projects Extraction 2.0 and a catalyst for innovation |

1 Open innovations days

A 6 "Days of Open Innovation" in Skolkovo. Partners have voiced the need for new technologies and presented the format of interaction with members of Skolkovo. Within each event startups had opportunity to present projects, some of them to agreed on further steps to implementation



2 Pitch session and presentation of projects

A 30-pitch session on the basis of requests for innovative technology, the participants presented individual projects in more than 60 companies



ЕЭС



РУСЭЛПРОМ
РОССИЙСКИЙ ЭЛЕКТРОТЕХНИЧЕСКИЙ КОНЦЕРН



РусГидро



Skolkovo your key to international markets



Contests



Electrochemistry



Innovation catalyst



Upstream 2.0



Innovation quarter

Panasonic

HEVEL
SOLAR



ОМЗ ОБЪЕДИНЕННЫЕ
МАШИНОСТРОИТЕЛЬНЫЕ
ЗАВОДЫ

30



Weatherford®



БАШНЕФТЬ

Number of participants

25



ОМЗ ОБЪЕДИНЕННЫЕ
МАШИНОСТРОИТЕЛЬНЫЕ
ЗАВОДЫ

Honeywell



СИБУР

40



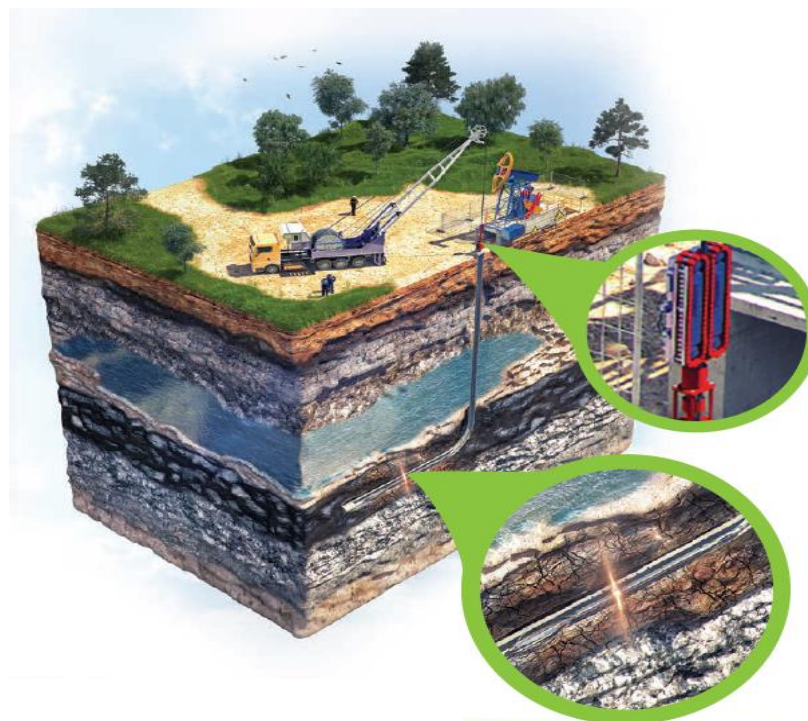
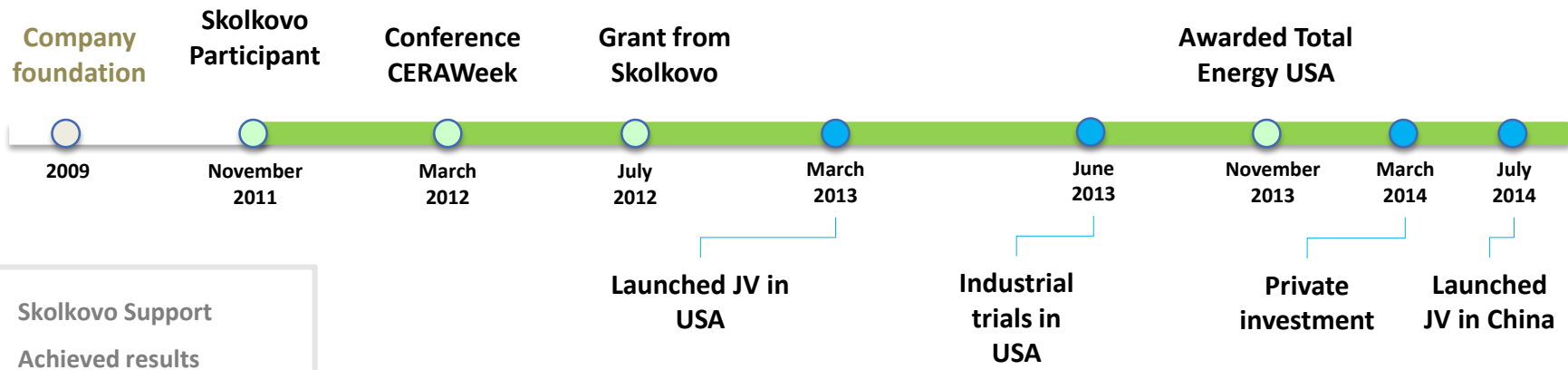
MORTON

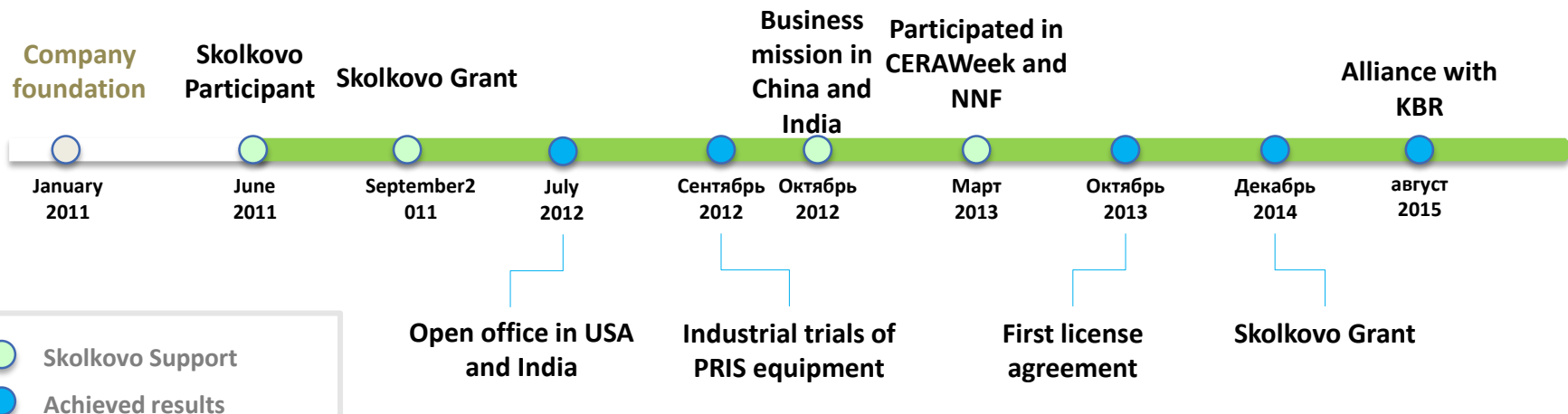
Schneider
Electric

Panasonic

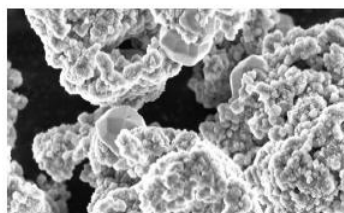
SAINT-GOBAIN

120

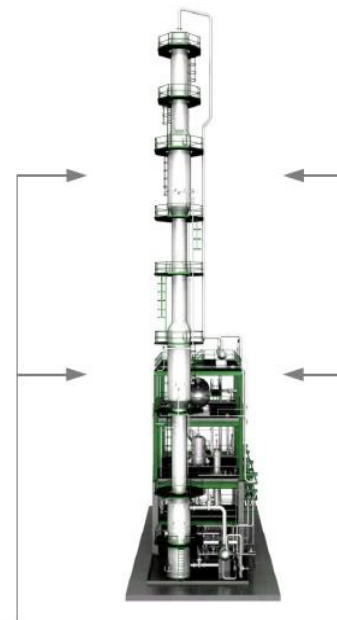


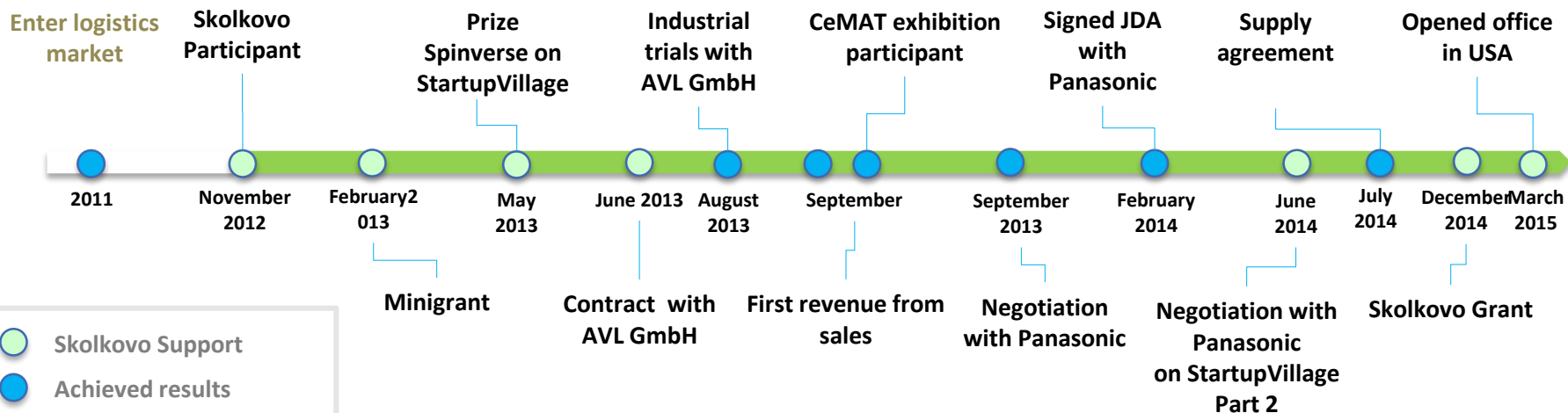


Catalyst



Reactor zone





Questions you should be able to answer

- What do you want to do and what problem are you going to solve with it?
 - Clearly formulate expected product from your project
- What is your market and who is your potential buyer?
 - Define your market (in terms of product segment and geography) and its size
- Why the customer will buy your product
 - Understand your competitive advantages
- How are you going to earn money?
 - Define the commercialization model
- How to protect your results?
 - Define the IP protection model
- Who will implement the project?
 - Form the team capable to implement the project from the beginning till the commercial success



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