

**UK ROADSHOW
FEBRUARY 2012**

**STEVE GEIGER
COO OF SKOLKOVO
FOUNDATION**

SK

СКОЛКОВО

MISSION

Skolkovo is a **strategic development initiative** to:



- **Diversify and grow** Russia's economy through innovation and entrepreneurship
- **Fully-integrate Russian technology** into the global economy
- **Develop human capital** through world-class research and education
- **Create globally-competitive** knowledge-based companies

GUIDING PRINCIPLES



Open, transparent, and fair: essential to attract world-class talent, institutions and businesses

International standards

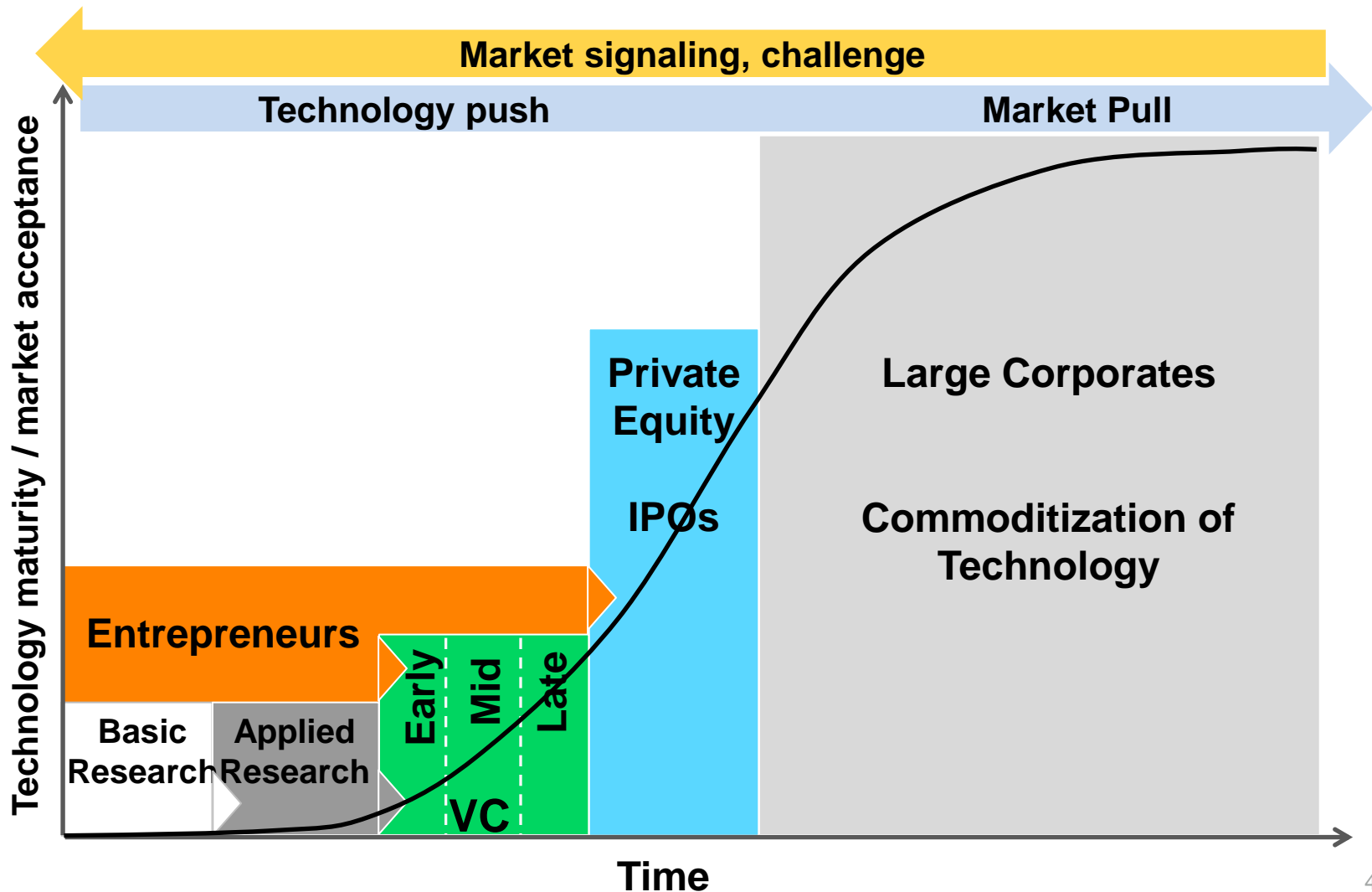
Maximum private sector participation

Self-sustaining over time

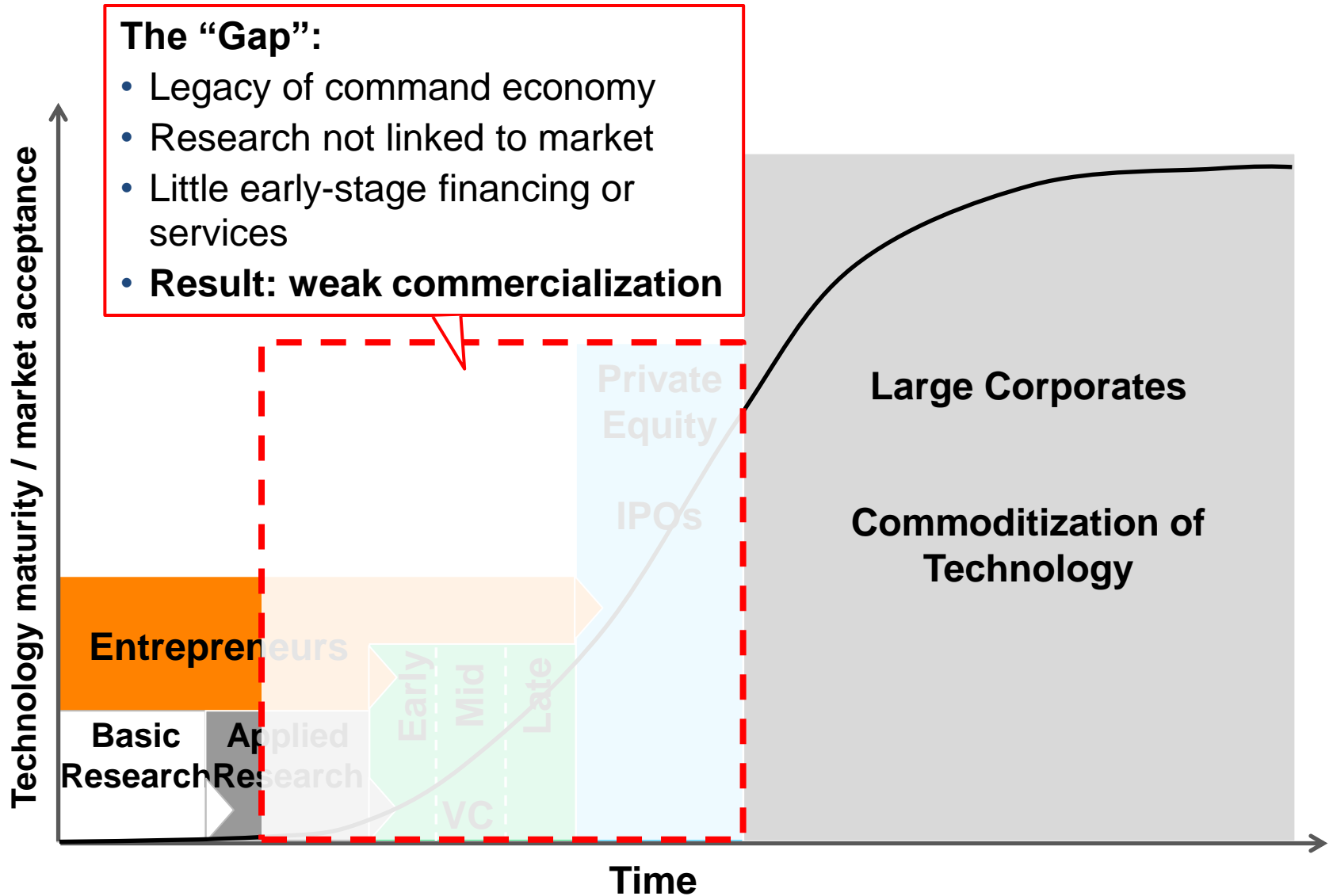
Physical and virtual layers

WHY SKOLKOVO?

In a normal technology environment:

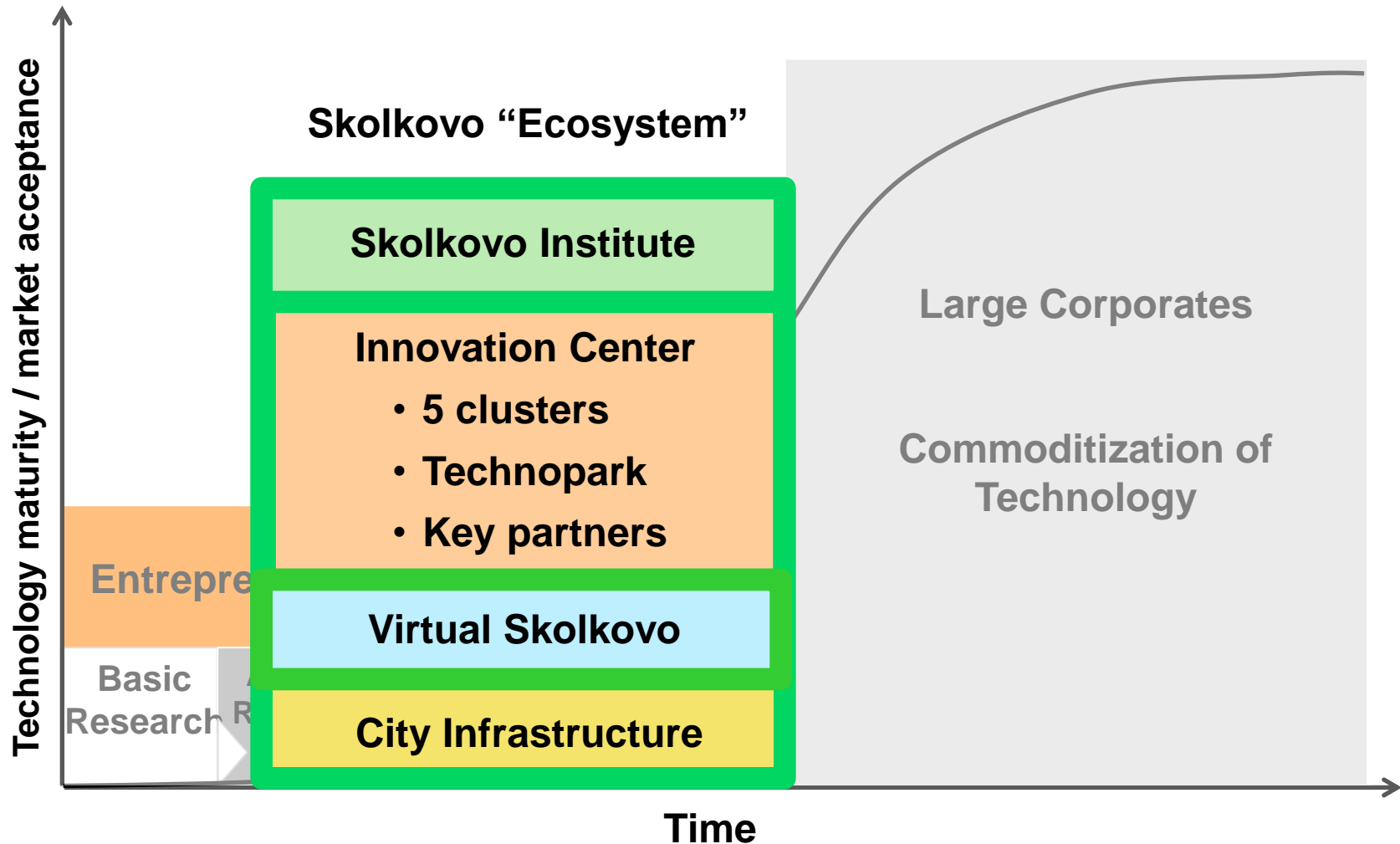


CURRENT RUSSIAN SITUATION



WHAT'S THE SOLUTION?

Close the gap with tools for innovation and commercialization



BUILDING THE ECOSYSTEM



1. THE INSTITUTE

SKOLKOVO INSTITUTE OF SCIENCE & TECHNOLOGY



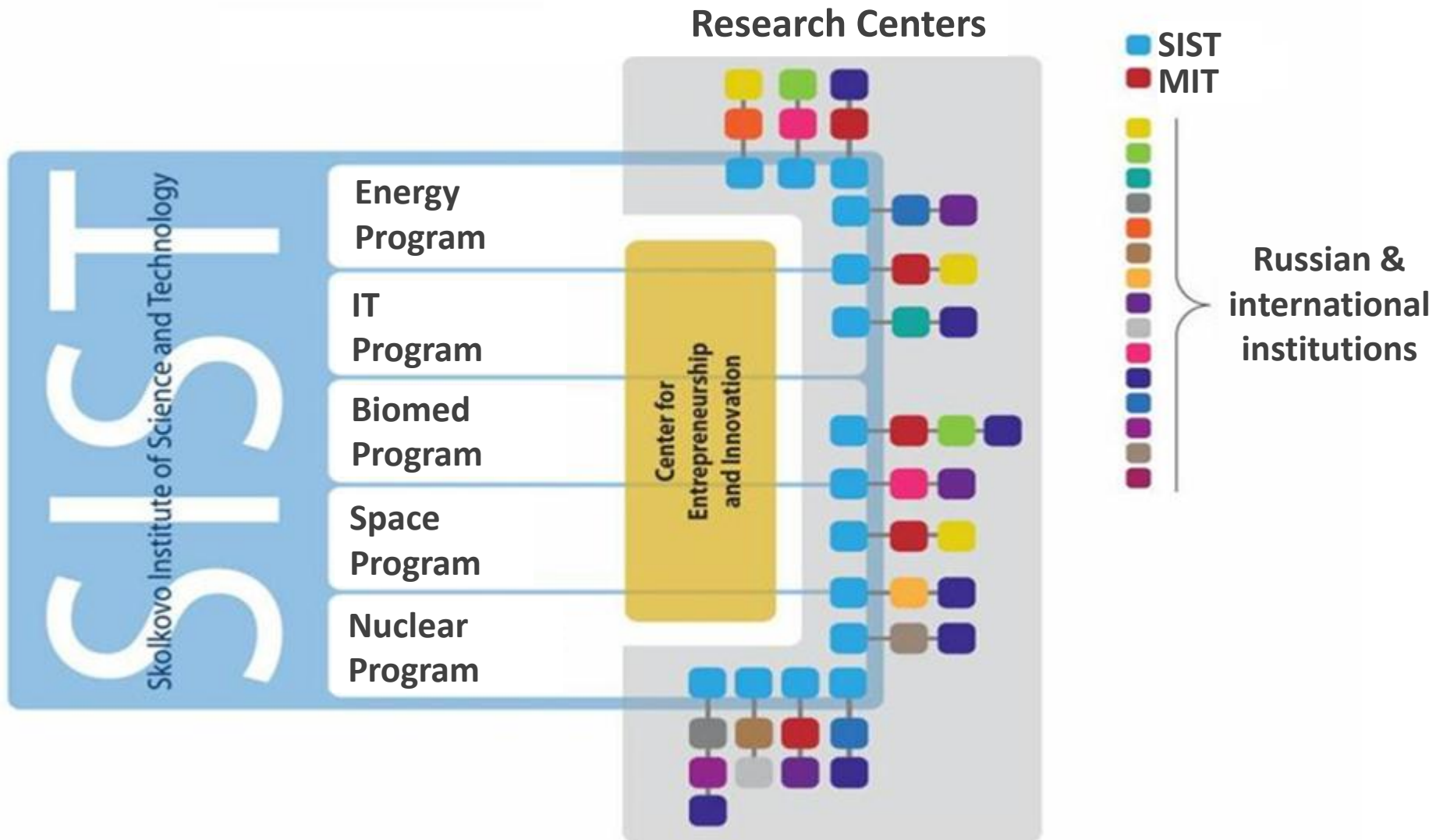
World's first graduate university to fully-integrate research, education, innovation and entrepreneurship

- Core of Skolkovo ecosystem
- Source of high-caliber talent
- 1200 graduate students and 300 faculty/post-docs by 2018
- 5 programs, 15 research centers (each with 3-4 labs)

Strategic partner:



UNIQUE PLATFORM FOR GLOBAL COLLABORATION





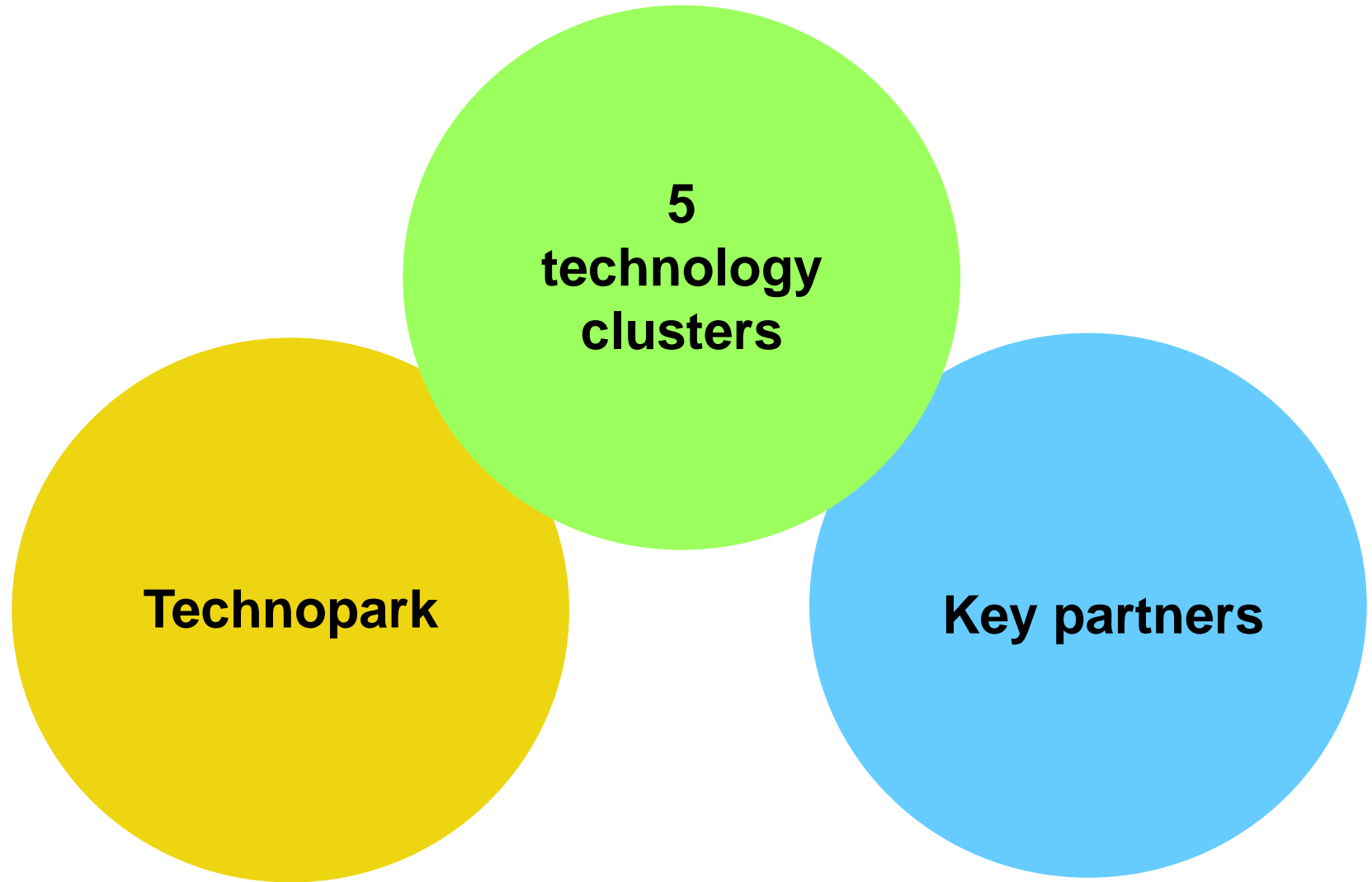
SO HOW DOES THIS DRIVE INNOVATION IN RUSSIA?

1. World-class R&D
2. Open platform = fresh ideas
3. Program-based = cross-disciplinary innovation
4. CEI ensures innovation is in the organization's DNA
5. Contract research: new for Russia, change corporate mentality

BUILDING THE ECOSYSTEM



2. THE INNOVATION CENTER



5 TECHNOLOGY CLUSTERS



Energy: efficiency, saving, new energy technology



IT: software, engineering, devices



Biomed: biotech, drugs, devices



Space: telecoms, navigation, imaging, life systems



Nuclear: medicine, energy, materials

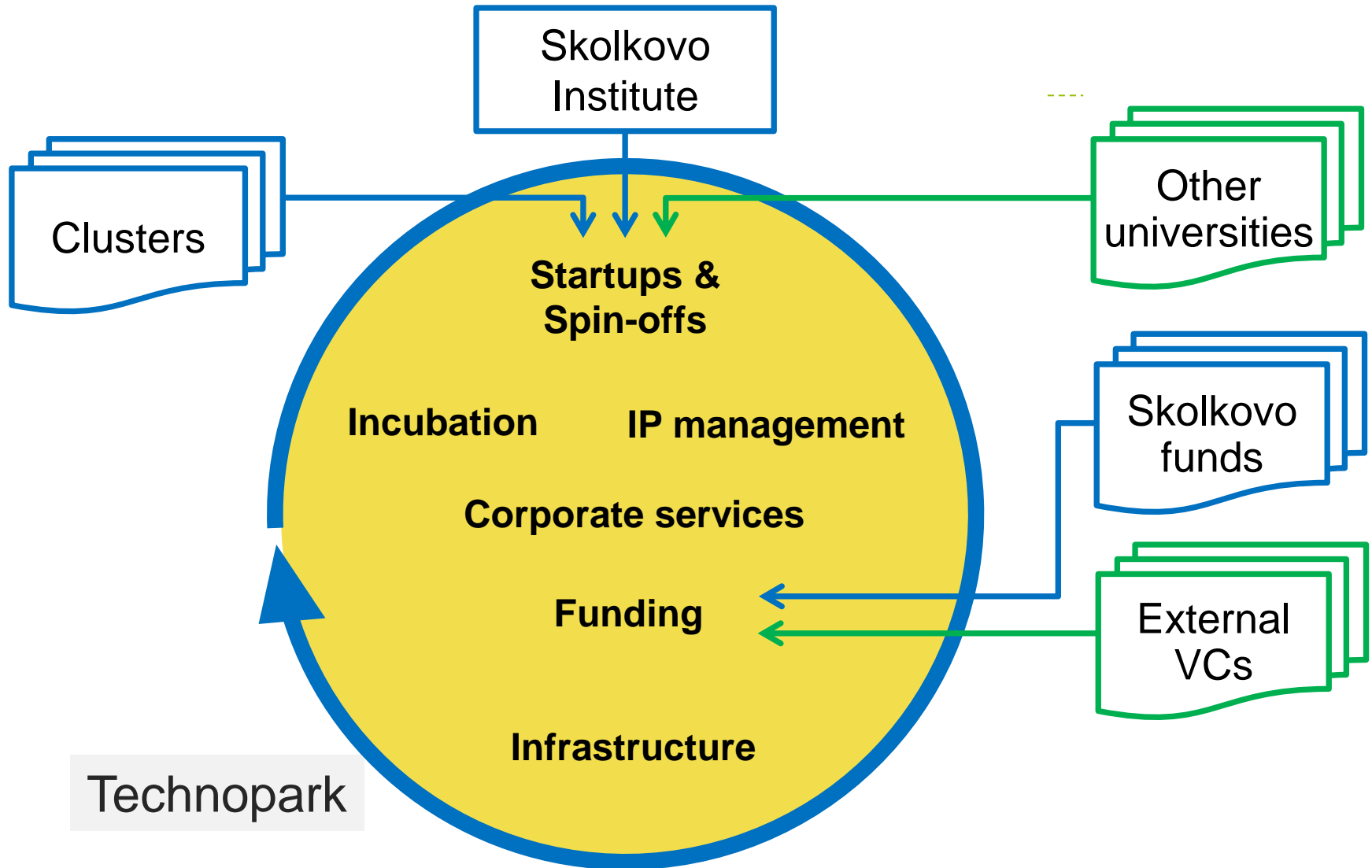
Reflecting 5
modernization
priorities of the
Russian
government



HOW DO CLUSTERS DRIVE INNOVATION?

1. Find, finance and support innovative startups
2. Pair with international experts
3. Challenge strategy
4. Provide VC interface
5. Conduct international roadshows, force companies to measure themselves against the best

TECHNOPARK





HOW DOES TECHNOPARK DRIVE INNOVATION?

1. “Nurtures” startups & spinoffs
2. Collaborative environment
3. Services (IP management, international access)
4. Interface with VCs and SIST
5. Turnover management = create sense of urgency

KEY PARTNERS

International companies



Russian companies





HOW DO KEY PARTNERS DRIVE INNOVATION?

1. Create and operate R&D centers in Skolkovo
2. Bring best international practices in R&D and commercialization
3. Co-invest in promising Skolkovo start-ups
4. Provide early commercialization opportunities for Skolkovo startups
5. Fund research at SIST

BUILDING THE ECOSYSTEM



3. THE CITY

INFRASTRUCTURE TO ATTRACT AND SUPPORT



SKOLKOVO CITY



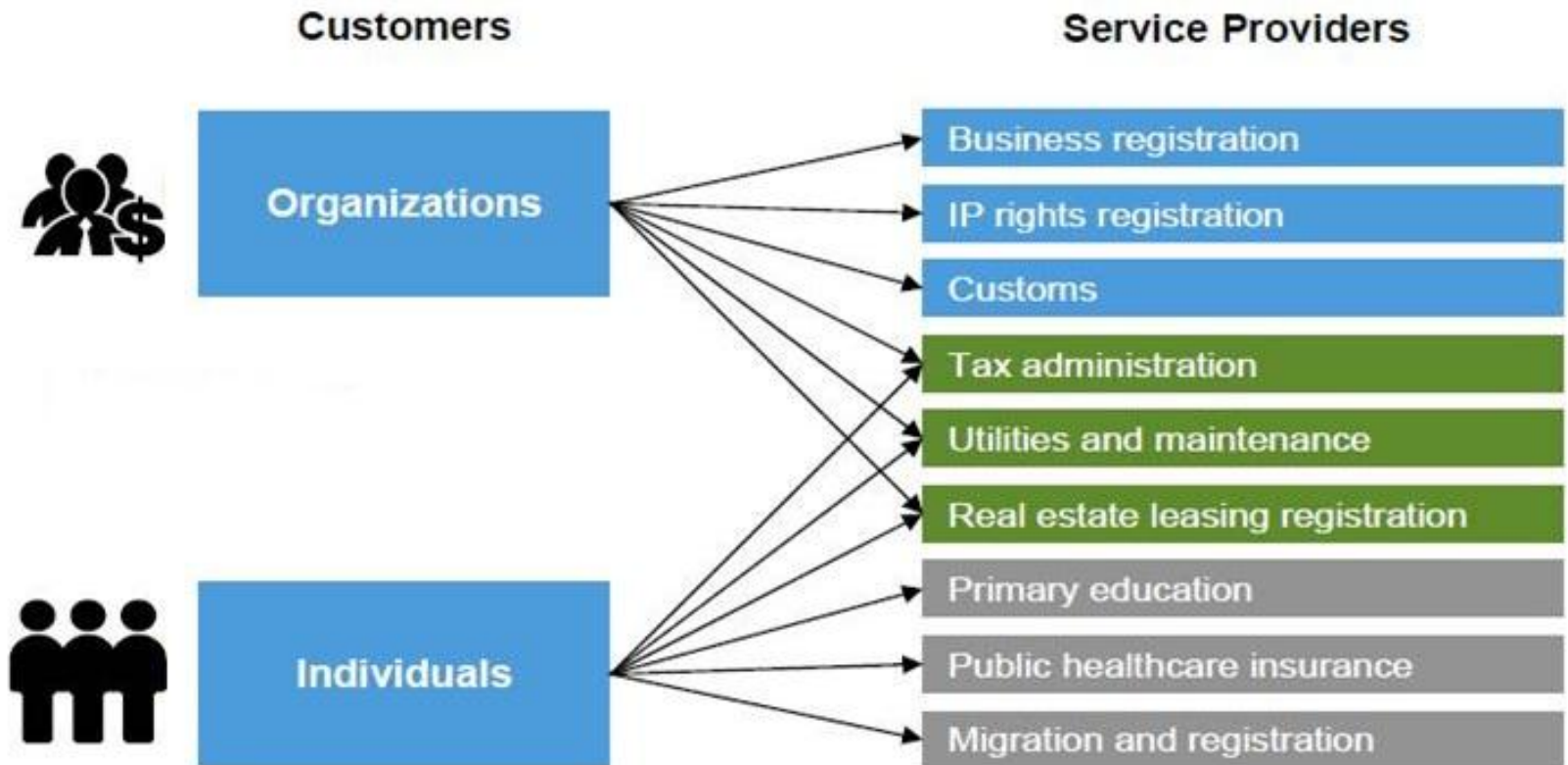
Key Facts:

- 400 hectares
- 10 000 residents
- 26 000 total employed
- 6 000 professional jobs
- 2 500 graduate students, faculty and staff
- 2014 completion date (Phase 1)
- Pedestrian-oriented master plan
- Sustainable design, LEED certified



“ONE-STOP-SHOP”

- Provide residents with all essential services
- Let them focus on their business



BUILDING THE ECOSYSTEM



4. VIRTUAL SKOLKOVO

VIRTUAL SKOLKOVO: REPLICATING IN THE REGIONS

● Skolkovo Start-up

📁 Technopark

📖 University

💰 Financing

2015



2011



- Replicate services in major Russian cities
- Web-based platform linking Skolkovo, regional and international resources and partners (academic, commercial, financial)

SPECIAL CONDITIONS FOR STARTUPS IN SKOLKOVO

- **No VAT or profit tax** for 10 years
- **14%** unified social tax rate (vs. normal 34%)
- **Refund of customs duties and VAT** on imported equipment
- **OECD tech regulations** apply



WHAT SKOLKOVO IS, WHAT SKOLKOVO ISN'T

We provide financial grants



We are not an investment fund; we do not invest, take equity stakes or board seats

We are non-profit

We finance and support R&D and early-stage companies



We don't finance production or advanced commercial activity

We are a platform for international collaboration in R&D and technology transfer



We are not a sales agent

We support and finance both Russian and international innovation



We are not limited to Russian technology; our mandate is to enhance 2-way tech transfer

2011 RESULTS: FIRST FULL YEAR OF OPERATIONS

- Skolkovo Institute: MIT deal signed, President hired
- Corporate R&D: 13 deals signed, \$400 mln, 1200 planned jobs
- Startups: 330 join, \$200 mln grants approved
- VCs: Agreements with 24 funds, \$290 mln co-financing committed
- City: master planning completed, construction underway
- Technopark: first collective-use center opened, corporate services being provided to startups
- Brand: >50% brand awareness in Russia, international branding accelerating



CLOSING THOUGHT

“Some men see things as
they are and ask why.

Others dream things that
never were and ask why not”



THANK YOU

For more information, please visit our website:

www.i-gorod.com

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