

SOFTLANDING PROGRAM

FOR INTERNATIONAL STARTUPS

THE ESSENTIAL TOOL FOR FACILITATING AN ENTRY INTO THE RUSSIAN MARKET



RUSSIA IS A COUNTRY FULL OF OPPORTUNITIES



The **6th** largest economy by purchasing power parity



The **12th** largest economy in the world by nominal GDP



Attractive tax system, a flat personal tax rate of **13%**



Moscow is the **2nd** largest city in Europe



25 special economic zones (tax and customs preferences)



High level of scientific and technological development



The **8th** – best educational system in Europe and the **13th** – best in the world



The **6th** most-popular destination for international students



A multi-national state with over **170** ethnic groups



SKOLKOVO IS A TERRITORY FOR INNOVATION

A CITY FOR LIFE, SCIENCE AND BUSINESS

SKOLKOVO INNOVATION CENTER



A large
Innovation hub



400
hectares



1900+
startups



R&D centers
of Industrial Partners
(Sberbank, Renova, Boeing, Tatneft)



Moscow International
Medical Cluster –
the first in Russia



Skolkovo Institute of Science
and Technology (Skoltech) –
the core of the Skolkovo
ecosystem



Skolkovo International
Gymnasium – International
Baccalaureate Program



Apartments,
town houses



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TECHNOPARK



The largest Technopark
in Eastern Europe



Offices and Laboratories –
23,437 m²



Common
Use Centers



Co-working –
24/7 access



Hackspace –
5 areas, **78** seats



Congress
center



Sk BIOLAB
1st biomedical hackspace
in Russia



Socio-Cultural
Space

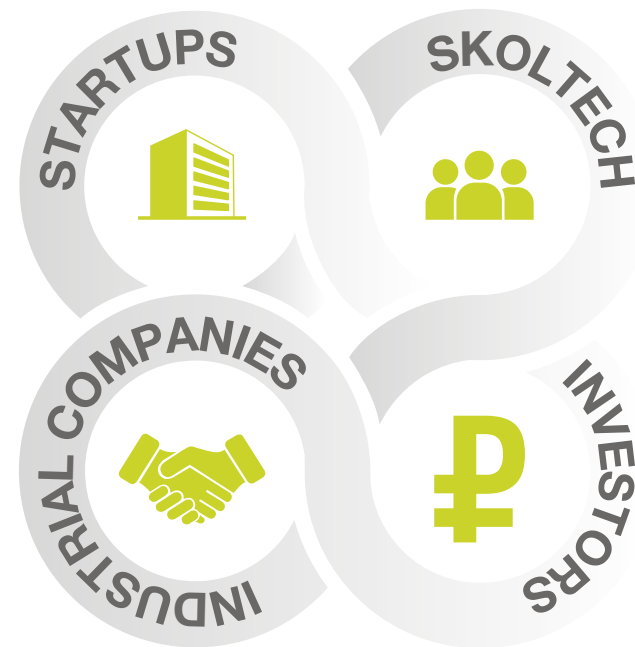


SKOLKOVO INNOVATION SYSTEM AT A GLANCE

INDUSTRIAL AREAS (CLUSTERS)



*



6

**TECHNOLOGY
DOMAINS**

- Energy efficiency
- Information technologies
- Nuclear and radiation technologies
- Space technologies and telecom
- Biomedical technologies
- Agriculture

* Advanced Industrial Technologies



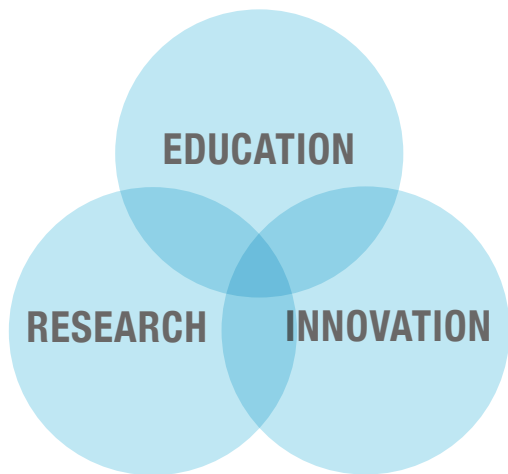
SKOLKOVO INSTITUTE OF SCIENCE AND TECHNOLOGY

Skoltech

900+
MSc & PhD students
foreign students
17%

9
Centers
for Research,
Education &
Innovation
(CREIs)

65%
students involved
in startup activities
students per position
29



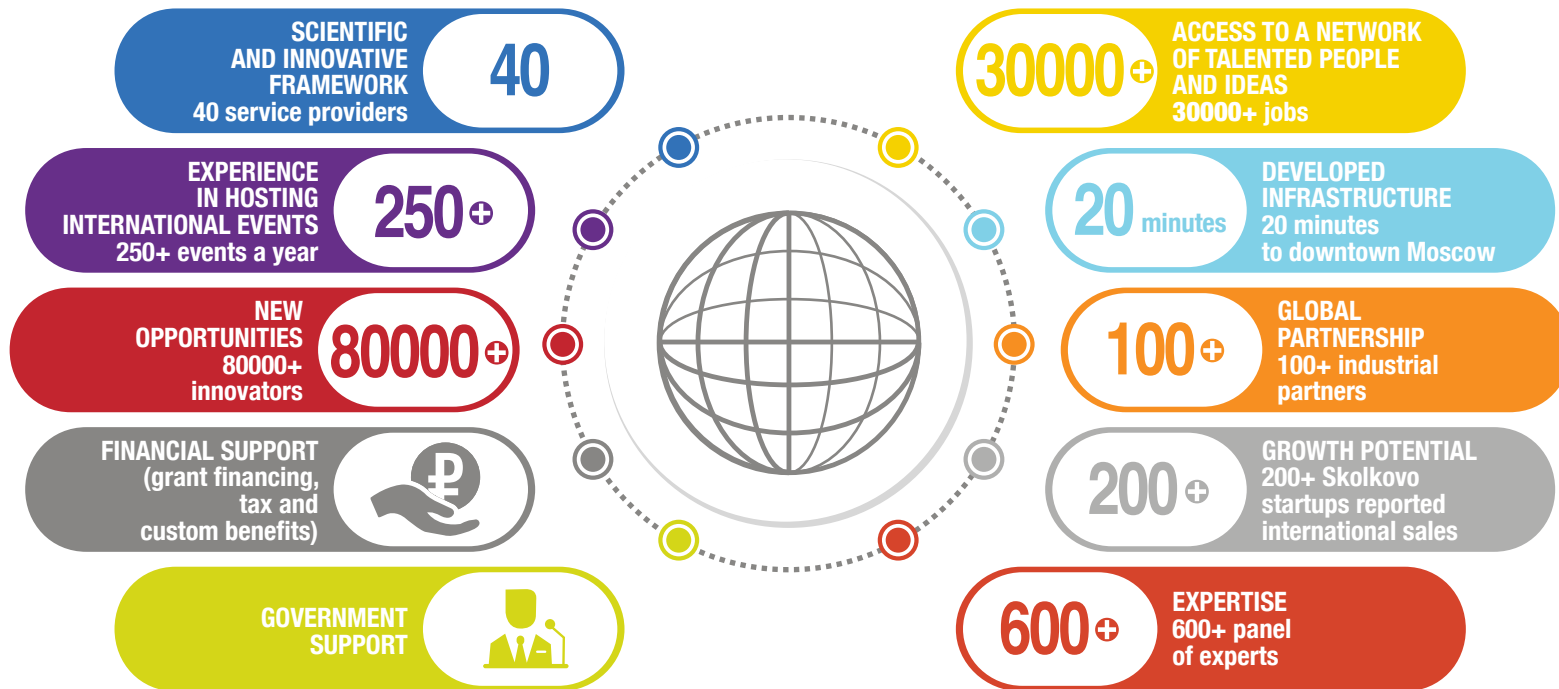
IN COLLABORATION WITH:



- Life Sciences
- Neurobiology and Brain Restoration
- Energy Science and Technology
- Design, Manufacturing and Materials
- Hydrocarbon recovery
- Photonics and Quantum materials
- Computational and Data-Intensive Science
- Space
- Advanced studies



WE POSSESS CORE ELEMENTS FOR SUCCESSFUL INNOVATION



THE PROGRAM DESCRIPTION



* Tailored fee-based Program available upon request



THE PROGRAM DESCRIPTION

CONDITIONS

1 MONTH
PROGRAM

DATES
AVAILABLE:

- JUNE, 25 – JULY, 19
- AUGUST, 26 – SEPTEMBER, 20
- OCTOBER, 21 – NOVEMBER, 15

NO MORE THAN
3 PARTICIPANTS
FROM EACH
PROJECT

APPLY ONLINE

[SOFTLANDING.SK.RU](https://softlanding.sk.ru)

GET THE GREEN
LIGHT AND
GET READY

BECOME
A RESIDENT
OF SKOLKOVO
AFTER
THE PROGRAM
IS COMPLETED

(GET THE SK RESIDENT
BENEFITS)



SKOLKOVO RESIDENT BENEFITS

INCUBATION AND ACCELERATION

Tailored acceleration support and programs
(7 international Programs)*



Support of a dedicated project manager



Grant financing (1000+ grants a year)
Sk Ventures – Managing Venture Funds (over \$100M in 3 areas: High-tech, IT and Biotech)



Tax and customs benefits | property tax – 0 %,
profit tax – 0 %,
insurance premiums – 14 %



FINANCIAL SUPPORT

BUSINESS AND R&D SERVICES



Intellectual property protection and deal closure support
(2000+ IP applications submitted through the Sk IP Center)*



Business services (access to partners, investors, business angels, HR, accounting and legal services, GR and more)*



PR and media support marketing services, 24/7 (cultural events)*

ACCESS TO OFFICE AND R&D INFRASTRUCTURE



Lease of office and residential facilities (discounts)



Access to research infrastructure (common use centers, data centers, prototyping centers, coworking)*

*fee-based services

Check the fees here: <http://sk.ru/technopark/services/>



THE FIRST OUTCOMES



“Russian market is not the easiest to launch in but it has a huge potential”

– Benjamin Wilkening,
Vice-President International
Investor Relations



“The priority of Skolkovo is the promotion and enhancement of relations with the international community. Russia is a country of great potential and vast opportunities, and such cooperation is bound to be mutually beneficial.”

– Yury Saprikyn, Vice-President for Regional and International
Cooperation

New projects have started to emerge already: Mr. Kim (Shinshinsa) and Mr. Jang (WECO) have decided to set up a new Joint Venture in Russia

Mr. Lee and Mr. Melnik have concluded that the Skolkovo Innovation Center has provided the contacts, ecosystem and information necessary to set up in the market.
“We are very grateful to the organizers for this fantastic and very helpful initiative”



Ms. Kim (HDT company) has confirmed that she is planning to obtain the Skolkovo resident status





RUSSIA

JOIN THE SOFTLANDING PROGRAM



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