



# Skolkovo

## Innovation Centre

Opportunities for  
industrial partners

# Russia has high potential for innovations and R&D

14

2013

## Global Innovation Quotient

Calculated for 200 countries. They are rated by rate of patent registration, concentration of researches, intensity of R&D, volume of investment in R&D etc.

Bloomberg

 54 32

2007 \_\_\_\_\_ 2012

## Global Innovation Index

Compares countries by degree of innovativeness, taking into consideration supporting ecosystem and output of innovative products.

INSEAD, WIPO

4 in Europe

2012

## Dow Jones VentureSource

Evaluates venture markets by a number of criteria.

Wall Street Journal, Heritage Foundation

 71 55

2009 \_\_\_\_\_ 2013

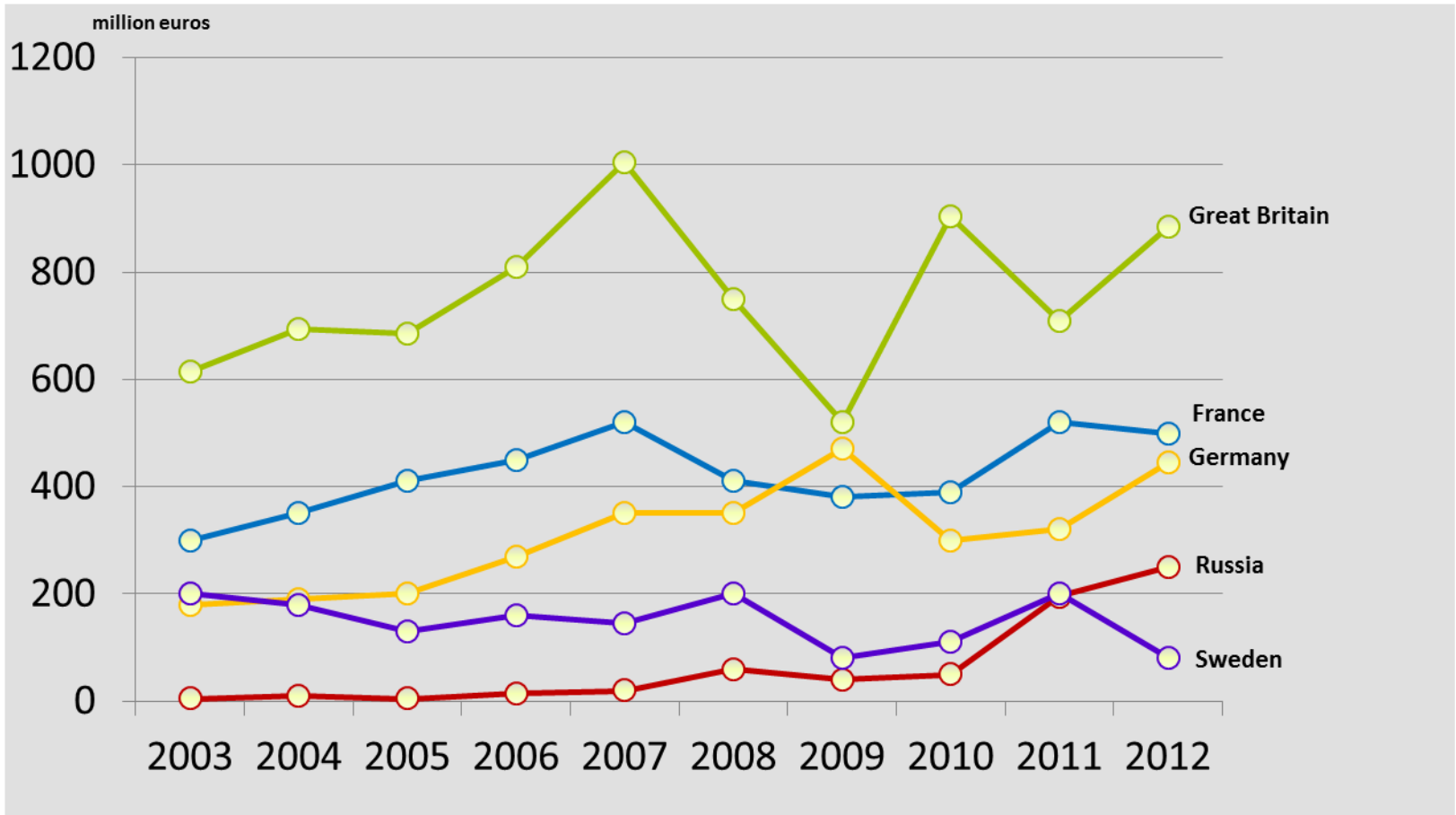
## Human Development Index

Serves as a comprehensive estimate of life expectancy, literacy, level of education and income

UN

# Venture investments in Russia are growing

## Top 5 European countries by venture investments in high-tech



Note: without semi-conductors.  
 Source: Dow Jones VentureSource 2012.

## Skolkovo is a strategic 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**

## Key elements of Skolkovo ecosystem

**Skolkovo Institute of Science and Technology (SkolTech)** – modern research institute created in collaboration with the MIT (Massachusetts Institute of Technology). Is a convenient platform for carrying out research and experiments, considering the concentration of technological and human resources, also serve as a source of personnel for corporate R&D centers and start-ups

**Small and mid-size innovative companies (start-ups)** create innovative technologies that can be used by large industrial companies

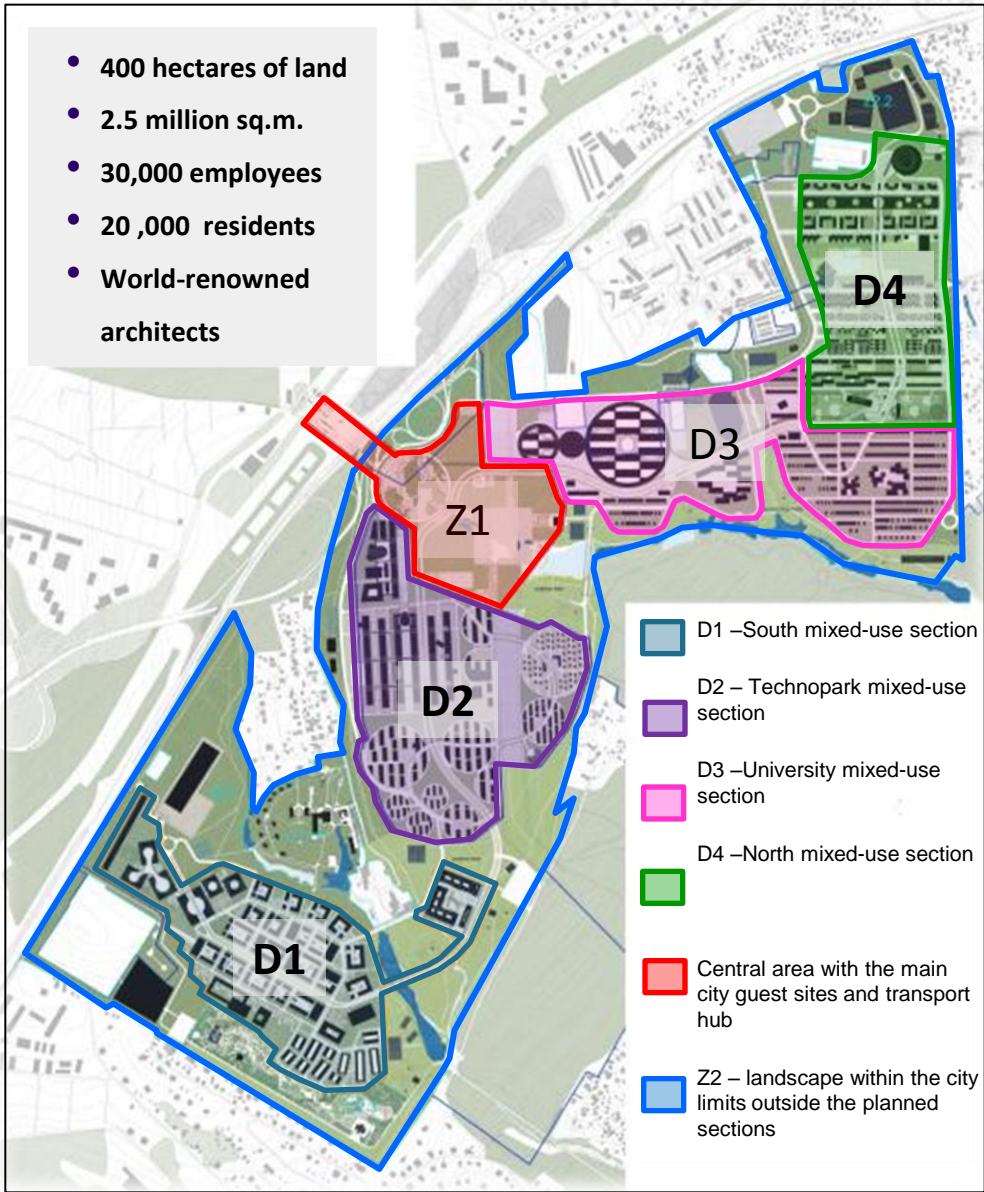
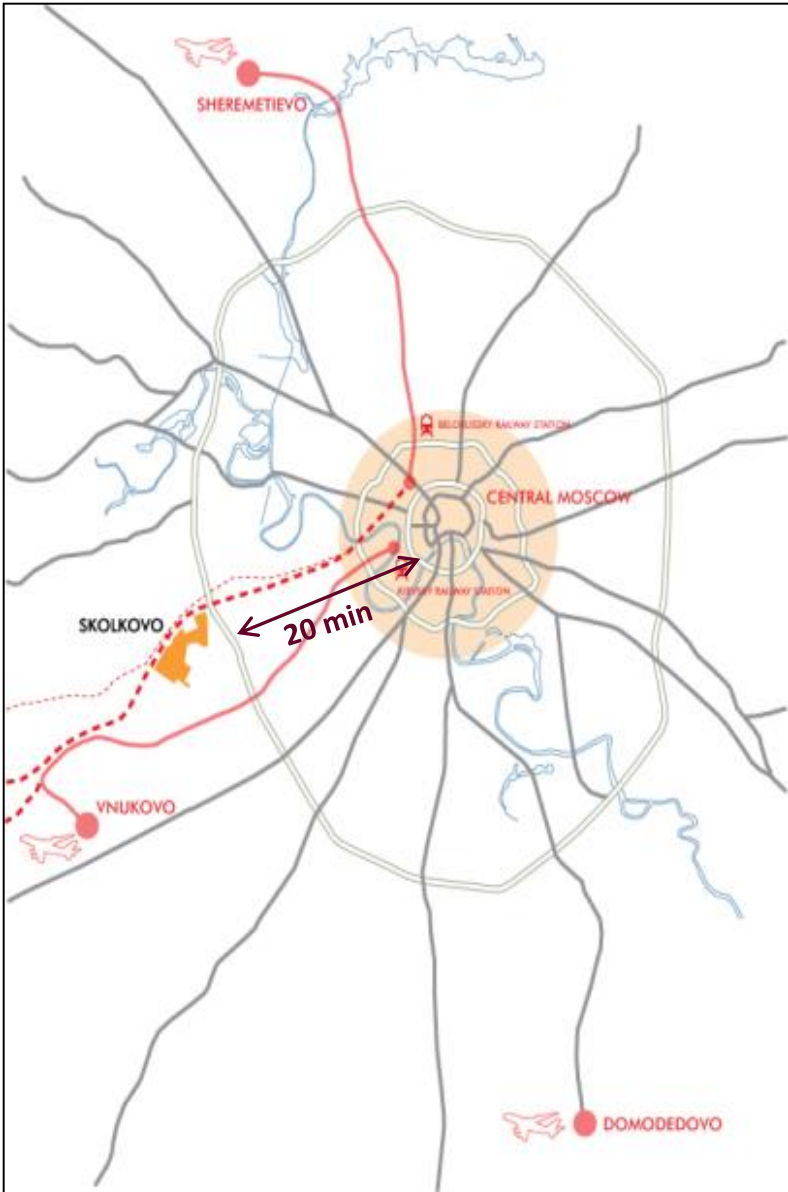
### **R&D centers are of key partners**

Large corporations interested in the development of innovations, commit to place its own R&D centre in Skolkovo. Target parameters of the R&D center are agreed with Skolkovo Foundation: quantity of personnel, budget and areas of research

It is possible to locate R&D center in Skolkovo:

- in own building
- in leased office and laboratory centers built by independent investors

In Skolkovo it planned more than 350 000 m<sup>2</sup> of R&D centers



as of December 2013

## SkolTech

*The university has started practical work*

**80 students** (masters, PhDs, postdocs)  
**28 teachers and professors**  
**6 CREI** created - Centers for Research, Education and Innovation

## Investment

*The group of investors is formed and commercial deals were closed*

**101 resident** supported by accredited venture funds  
**2,5 billion rub.** – investment agreements signed  
**25 billion rub.** – non-binding commitments of accredited venture funds

## R&D Centres

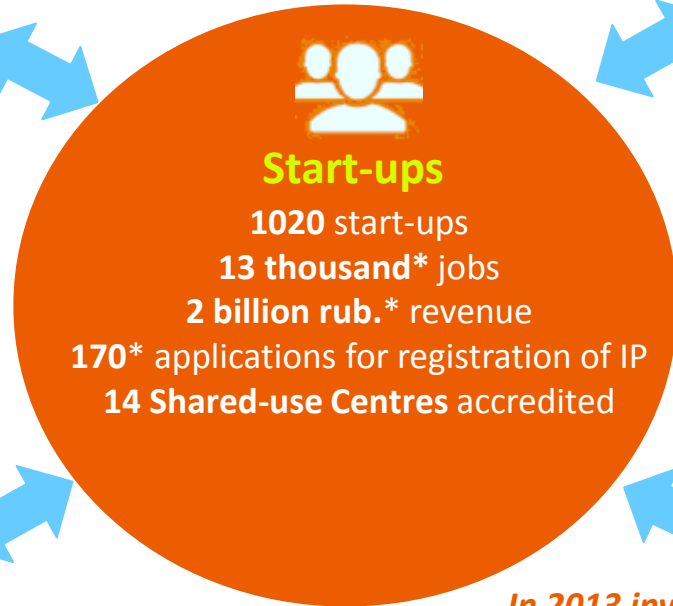
*Hi-tech corporations are attracted to Skolkovo*

**30 R&D centres** of key partners have signed an agreement to be located at Skolkovo  
**3500 employees** by 2016  
**25 billion rub.** of private investment in R&D Centres by 2016

## City

*In 2013 investment agreements and construction contracts were signed. Construction works of main buildings for the ecosystem residents began*

- Technopark (I and II stage)
  - SkolTech
  - Residential premises in zone D2
- In 2014 will be put into operation:
- Technopark (I stage)
  - Renova-Lab
  - Skolkovo Business Centre (“Matryoshka”)



\* - preliminary estimate before formal year-end closing

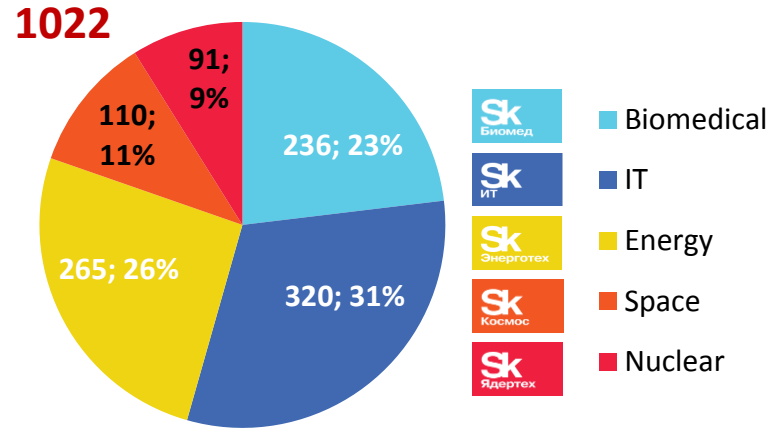


# Skolkovo attracts startups from all over Russia

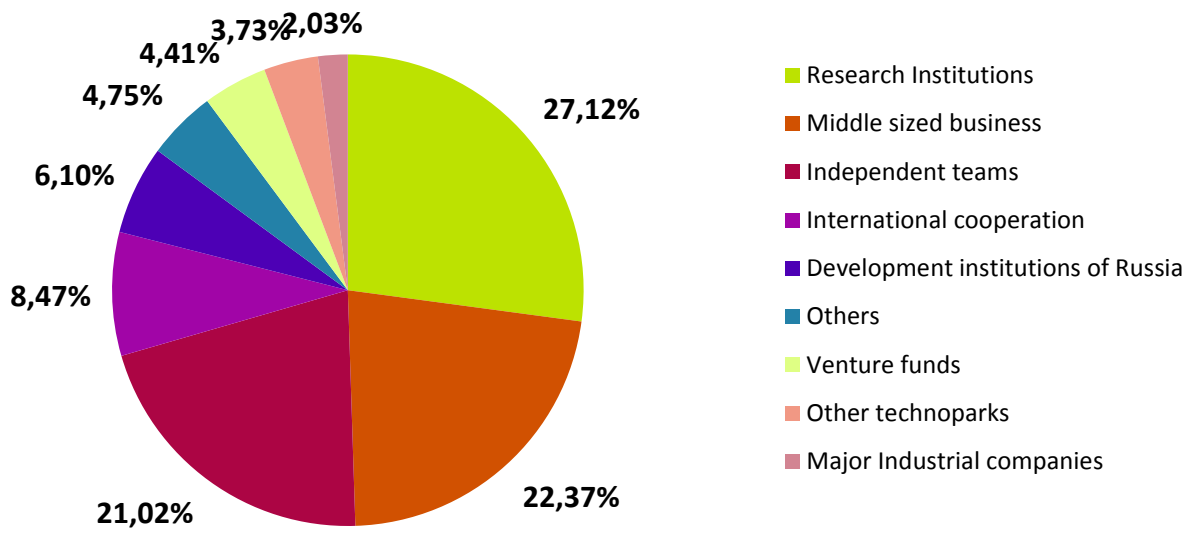
44 regions. Over 40% of the startups come from cities other than Moscow



Projects structure by clusters

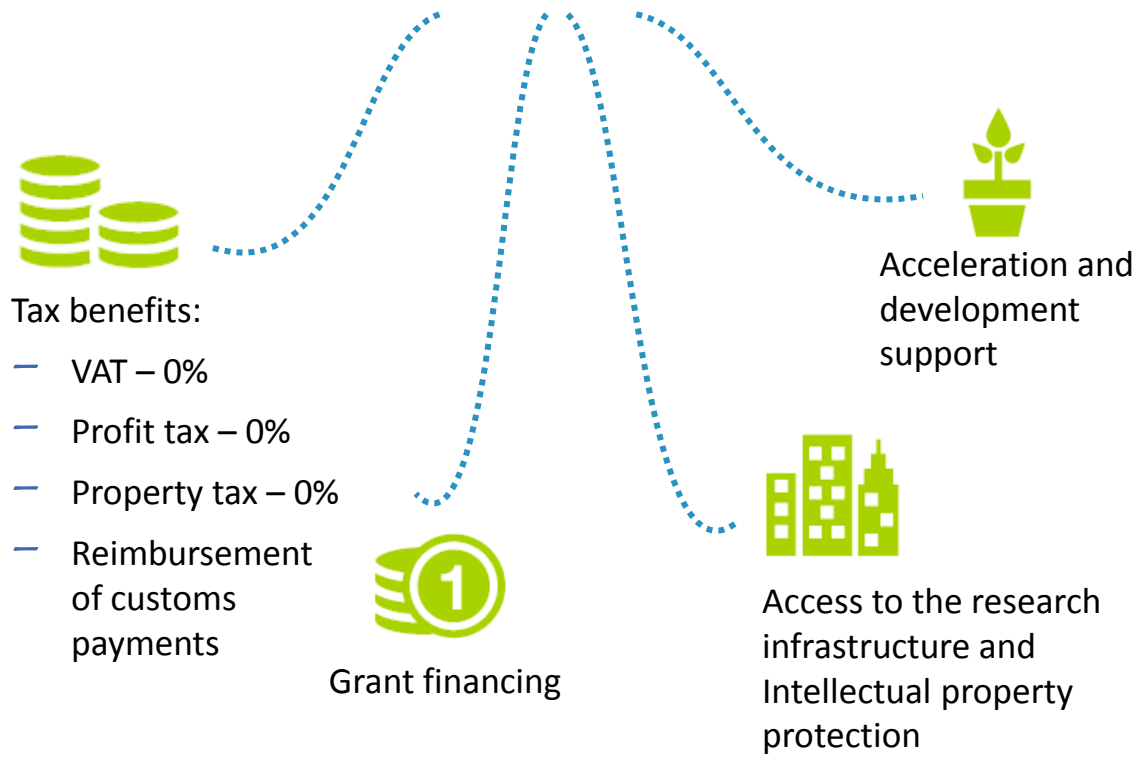


Where our startups come from





## The Skolkovo startups get:



## The results of the Skolkovo startups innovation activity:

**\$ 315** Mln. of revenue

**13,2** K working places

**275** IP applications

**Skolkovo Startups** - are those companies, which have proposed innovative solutions to the most significant scientific, social and economic problems. We encourage innovations in five key branches:



# Key Industrial Partners of Skolkovo



- **Greatest minds** - Skolkovo is the centre of attraction for to the top scientists and engineers from all over Russia, providing unique source of human resources
- **Cost-effective placement of R&D center** in Skolkovo - Significant tax exemptions (Social taxes 14% instead of regular 30%; 0% - income tax, property tax, custom duties for import of equipment and materials for research). Land for construction of corporate R&D centres is provided almost for free
- **Cutting-edge technologies** created by startups, which receive substantial financial and mentoring support from Skolkovo Foundation
- **Leading scientific expertise** - Convenient to conduct research and experiments in cooperation with SkolTech (The Skolkovo Institute of Science and Technology) and its partner universities in Russia and worldwide
- **Laboratory infrastructure** of SkolTech and Technopark
- **Access to Russian government and policymakers** (legislative initiatives/GR) via your place in Industrial Advisory Board - Skolkovo is developing under the strong support from the federal government, which is actively participating in its development. R&D centre at Skolkovo provides exceptional visibility and access to state authorities
- **Comfortable conditions for work and life** in the unique city infrastructure specially developed to host demanding top professionals
- **Locating R&D close to the huge market of Russia**


# Unique Tax benefits in Skolkovo

Special Federal Law outlines the terms for the Participants of the Project to create the Skolkovo Innovation Centre

Taxes on payroll		
		
Social charges	14%	30%

Import of laboratorial equipment		
		
Custom duties	0%	5-35%

Property and profit taxes		
		
Property tax	0%	2,2%
Income tax	0%	20%

Construction	
	
Land lease	3 USD/m <sup>2</sup> /year
Connection to utilities	Minimal

*Tax benefits are provided during a 10 year period if the annual revenue does not exceed 1 billion rub. and profit is less 300 million rub.*

## Start-ups

### New ideas search

- Holding contests for innovative ideas

### Development

- Provision of Acceleration programs and Mentoring
- Organization of Training programs

### Commercialization

- Ordering research from residents
- Testing and launching pilot projects

### Investments

- Venture investments

## SkolTech

- Internship for SkolTech students
- Participation in development and financing of SkolTech CREIs (Centers for Research, Education and Innovation)
- Creation and co-financing of Applied Research Centres

## Innovative Environment

- Open University of Skolkovo (OpUS) – promoting innovative entrepreneurship
- Skolkovo Foundation events – attracting new residents and partners for the Skolkovo project, stimulating interaction between various elements of the ecosystem



**The "I-Prize" contest** – an open contest "Innovations Award of Skolkovo" aimed to support the Russian startups working in development and application of network and cloud technologies in the fields of energy saving, health care and education – took place in 2013. The contest's final in September, 2013, named three winners who received awards in the form of grants from Cisco in the total amount of 5,25 million rubles.



**"Favor-IT"** is a competitive selection of the best investment projects together with the key partners (SAP, EMS), venture fund (Maxfield Capital) and "Bortnik's Fund". The best projects will have a chance to apply for mentorship and financial support from the organizers. The selection final is in June, 2014.



**"IBM Smart Camp"** contest is a search of the strongest startup in the field of innovative technologies potentially interesting to IBM. In June 2013 the Skolkovo resident (JSC STEK) won the contest and was granted by IBM the access to a 3-month mentoring program and assistance in entering the market.



**"SAP Big Data"** is a search of the strongest startup in the field of Big Data. In October 2013 the Skolkovo resident (Vision Labs) became the winner with an opportunity to develop its project on the basis of SAP labs for 6 months and be trained at SAP.



**Competitive selection of innovative projects in power-engineering** – Energy Efficiency Cluster carried out in March-December 2013 in co-operation with the large industrial and energy companies. The companies set up particular technical parameters to be reached and took part in the jury in fields of their professional interest. The winners will be granted up to 5 million rubles by the Skolkovo Foundation. Industrial partners will have access to the results of R&D.

## Company

Defines the format of setting up an R&D Centre at Skolkovo:

- Areas of R&D
- Staff number
- Investments

Prepares presentation for the future R&D centre



## Cluster

Initially determines the appropriateness and the format of setting up the R&D Centre at Skolkovo, prepares a draft agreement and recommends the Board to provide Partner status



## Foundation Board

Takes a decision on the possibility of signing the Agreement and granting Partner status



## Foundation Council

Takes a decision on the possibility of signing the land leasing agreement (in case of own building for R&D Centre construction)

### *Agreement on Establishing an R&D Centre*

- **Status of Partner** (Key Partner) = the right to set up an R&D Centre at Skolkovo
- **Tax concessions** are provided on the Partner's application on condition that the signed agreement for partnership is observed

### *Land Leasing Agreement*

- **Land "for free"** for the construction of an R&D Centre building is provided



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