

SKOLKOVO VENTURES

FROM START-UP TO HI-TECH: FINANCIAL TOOLS FOR START-UPS IN TIMES OF CRISIS

SKOLKOVO VENTURES

Vladimir Sakovich CEO, Skolkovo Ventures

Москва 2020



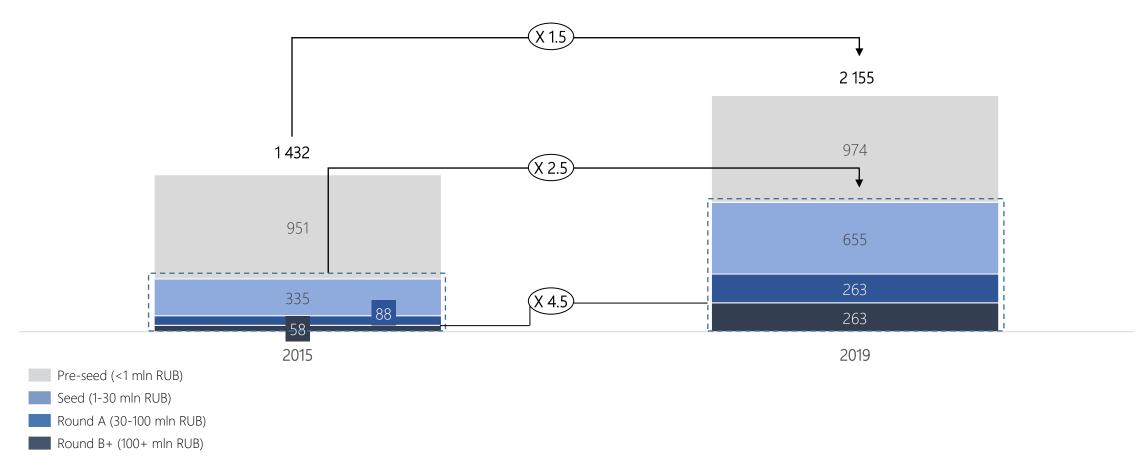
Financing tools for startups in the Russian market: a brief overview

Seed stage Early stage Later stage Mainly private and corporate funding PE&VC funds [~10 funds sourcing Accelerators [~30 accelerators has been active on the market] VC funds [~10 funds sourcing Russian deals] Russian deals] h Sk Ventures **0000MTS** К СБЕРБАНК **KPOK** FORTROSS sources 500 GENERATION PHYSTECH АКСЕЛЕРАТОР **MANNER** VENTURES **Baring Vostok Capital** Partners СИСТЕМА SISTEMA_VC РОССИЙСКИЙ ФОНД Winter Capital Business angels [>300 active business angels] State-owned sources of funding Debt funding [~2 active players supporting startups through Grant programs [>1 000 startups supported through grant financing in 2019] debt funding] ФОНД СОДЕЙСТВИЯ МСП Банк ИННОВАЦИЯМ МИНПРОМТОРГ Национальная технолøгическая инициатива РОССИИ

Skolkovo's residents portfolio has been actively growing in both quantity and quality since 2015

Since 2015 Skolkovo's residents portfolio has become more mature: the distribution shifted to early stages (seed/Round A/B) from pre-seed stage while the number of companies on Round B+ stages specifically has shown an impressive growth of 4.5x since 2015

Distribution of Skolkovo residents by revenue and stages





Skolkovo's tax refund program for business angels

