

RUSSIA'S STARTUP AND VENTURE CAPITAL SERIES: BEHIND THE SCENE AND INSIDE THE MARKET

FREE WEBINAR | Thursday, October 1, 2020 | 18:00 (UTC+3)

Dsight and SCHNEIDER GROUP present a series of online seminars about the Russian startup landscape, technology trends, and investment opportunities. Take part in an exclusive event with 100% focus on business cases, practical insights & interactive Q&A.

EVENT AGENDA

WHAT YOU SHOULD KNOW ABOUT RUSSIA'S STARTUP ECONOMY

- 18:00** ○ **RUSSIAN STARTUP AND VENTURE CAPITAL MARKET SPECIFICS, STATISTICS, DEVELOPMENTS**
Sergey Kantcerov, Founder, Dsight and Lars Flottrøng, Partner, SCHNEIDER GROUP
- 18:15** ● **X5 - 3 YEARS OF SCOUTING – EXPERIENCE, LESSONS LEARNED, OUTLOOK**
Denis Levchenko, Head of scouting, X5 Retail Group
- 18:30** ● **WHY GLOBAL KASPERSKY IS LOOKING FOR STARTUPS IN RUSSIA?**
Vitaly Mzokov, Head of Kaspersky iHub Russia
- 18:45** ● **TECH SCOUTING IN RUSSIA - BEST PRACTICES USED BY GLOBAL INDUSTRY LEADERS**
Kendrick White, Founder and CEO, Marchmont Capital Partners
- 19:00** ● **Q&A SESSION**
- 19:20** ○ **CONCLUSIONS & SUMMARY**
Sergey Kantcerov, Founder, Dsight and Lars Flottrøng, Partner, SCHNEIDER GROUP

SPEAKERS



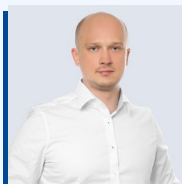
Lars Flottrøng is a Partner of the Moscow office of **SCHNEIDER GROUP** and a Member of the European Board of Leading Edge Alliance (LEA). Lars specializes in projects in digitalization, innovation, business setup, business process management, IT, and finance. During his 11 years at SCHNEIDER GROUP Lars has successfully completed 150+ projects for fashion, manufacturing, trade and energy industries. Lars graduated from MGIMO university and has 30+ years increasingly responsible management experience. [in](#)

Founder of **Dsight**, **Sergei Kantcerov** has more than 10 years of experience in business development. He took part in the development of 4 innovative Skolkovo resident companies. Previously, he held the positions of Director for International Business Development and Senior IR at the public biotechnology group HSCI (MOEX: ISKJ), as well as Head of the Investment Projects Department at the Moscow City Government. [in](#)



Kendrick White is the Founder and CEO of **Marchmont Capital Partners**, an investment advisory firm active in Russia for the past ten years. Over the past 25 years, he has built unique know-how in commercializing early stage investment projects in Russia through various roles in business, education, and government. [in](#)

Vitaly Mzokov is Head of the Innovation Hub at **Kaspersky**, responsible for developing and maintaining the innovations management processes that foster collaboration between the company and brilliant minds – both internally and externally. [in](#)



Denis Levchenko has 14 years of project management practice, focusing on high-tech business development, startups, innovation, and digitalization. At X5 Retail Group Denis is responsible for innovative solutions scouting, analysis, business modeling, and preparation for piloting to improve the efficiency of business processes in retail, logistics, back office, and the creation of new customer experiences. [in](#)

EVENT ORGANIZERS

SCHNEIDER GROUP has been helping businesses to expand into Russia and the CIS since 2003. Providing expert consulting and first-class business support services, we efficiently guide our customers through the complex process of entering new markets and developing their business. With a strong focus on digitalization we help our customers design efficient business processes, mitigate risks, and cut costs.

www.schneider-group.com

DSIGHT is a Business Intelligence (BI) platform and a database fully focused on the venture capital market. A resident of the Skolkovo IT cluster, DSIGHT provides technology monitoring, technology scouting, and market/startup research services to corporations and investors around the world and publishes Venture Russia reports twice a year.

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Information partner: Association of Russian Managers