



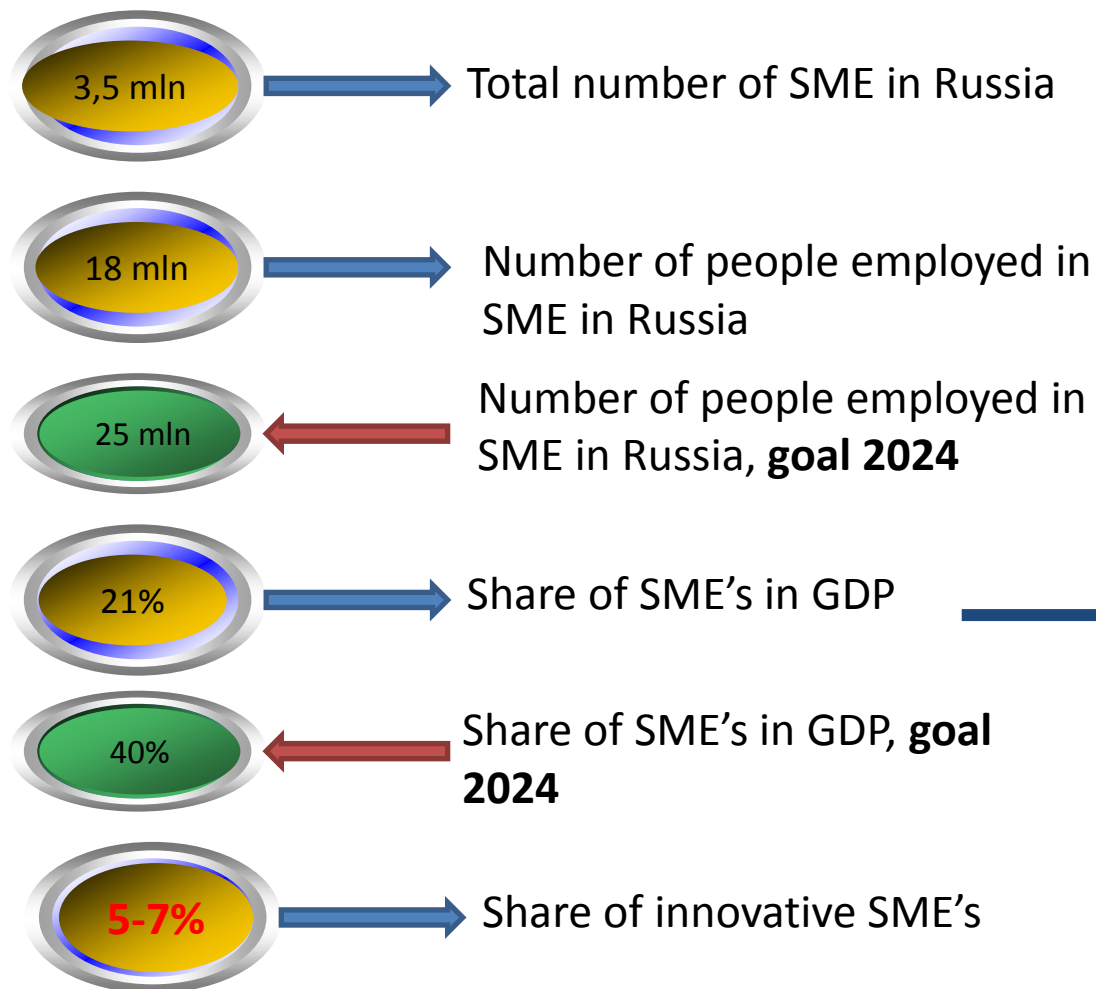
Support to Small Innovative companies in Russia

"Improving the Business Environment for SMEs in
Russia" EC Delegation/ AEB

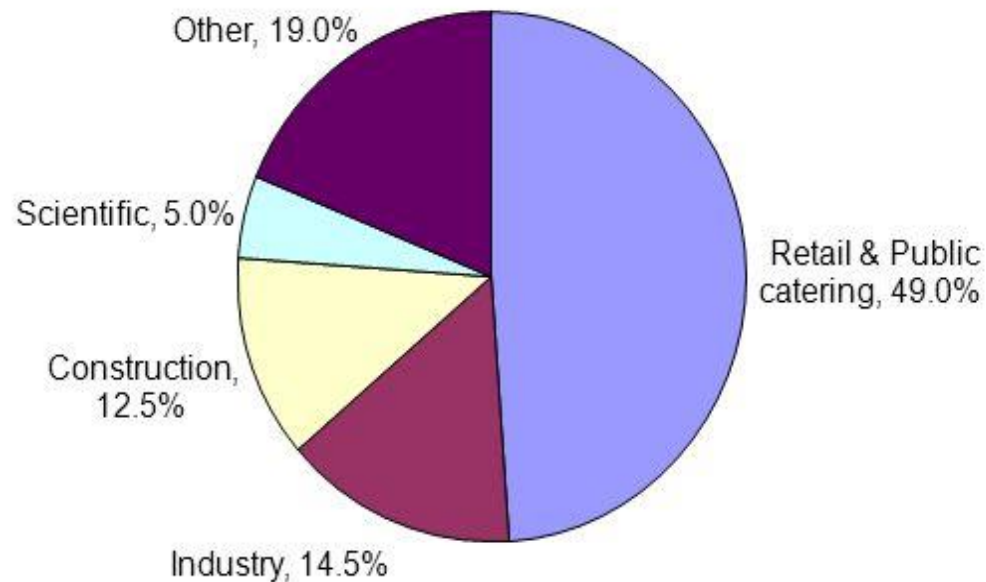
Moscow, 9th April 2019



SME: critical numbers

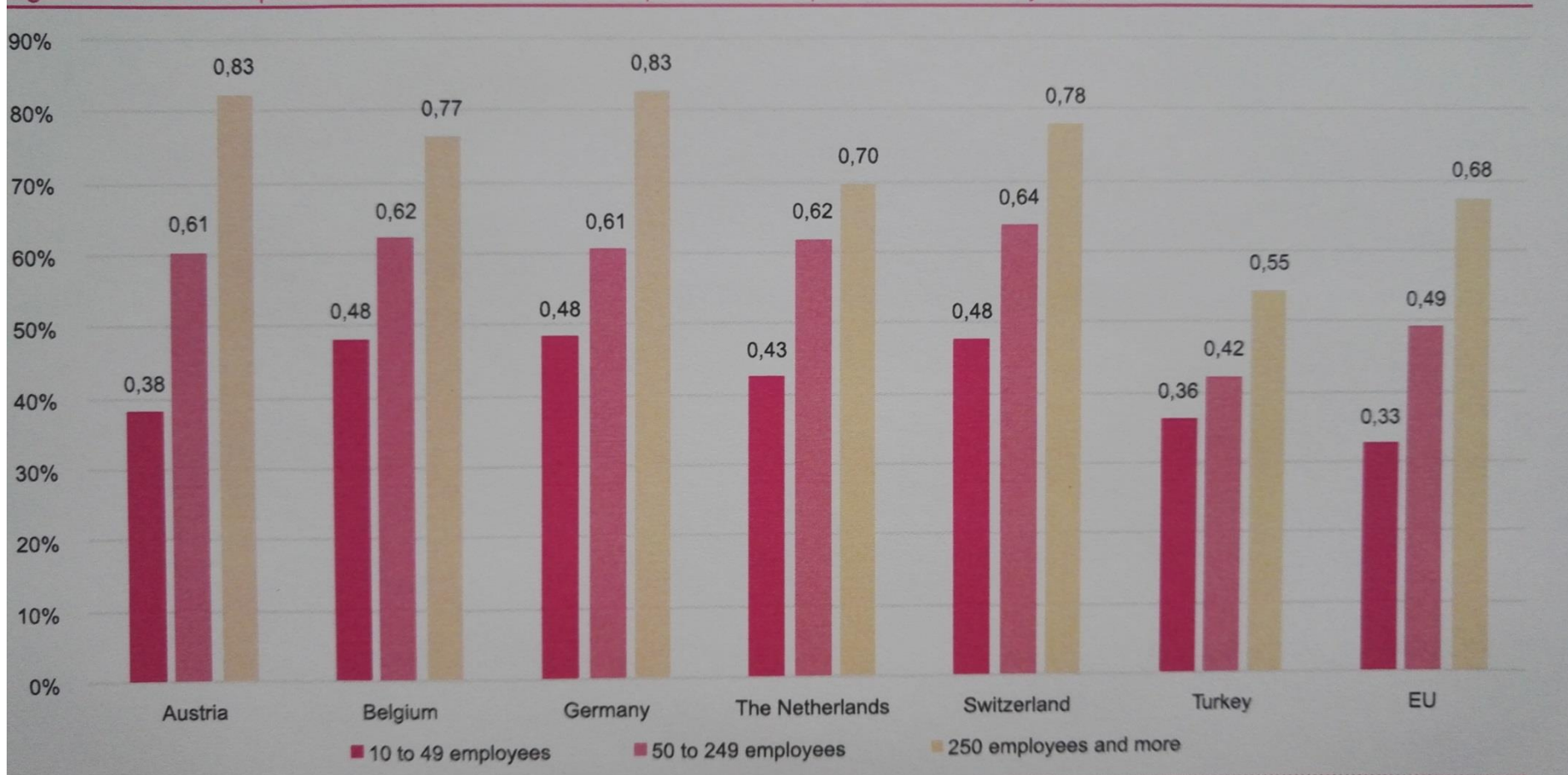


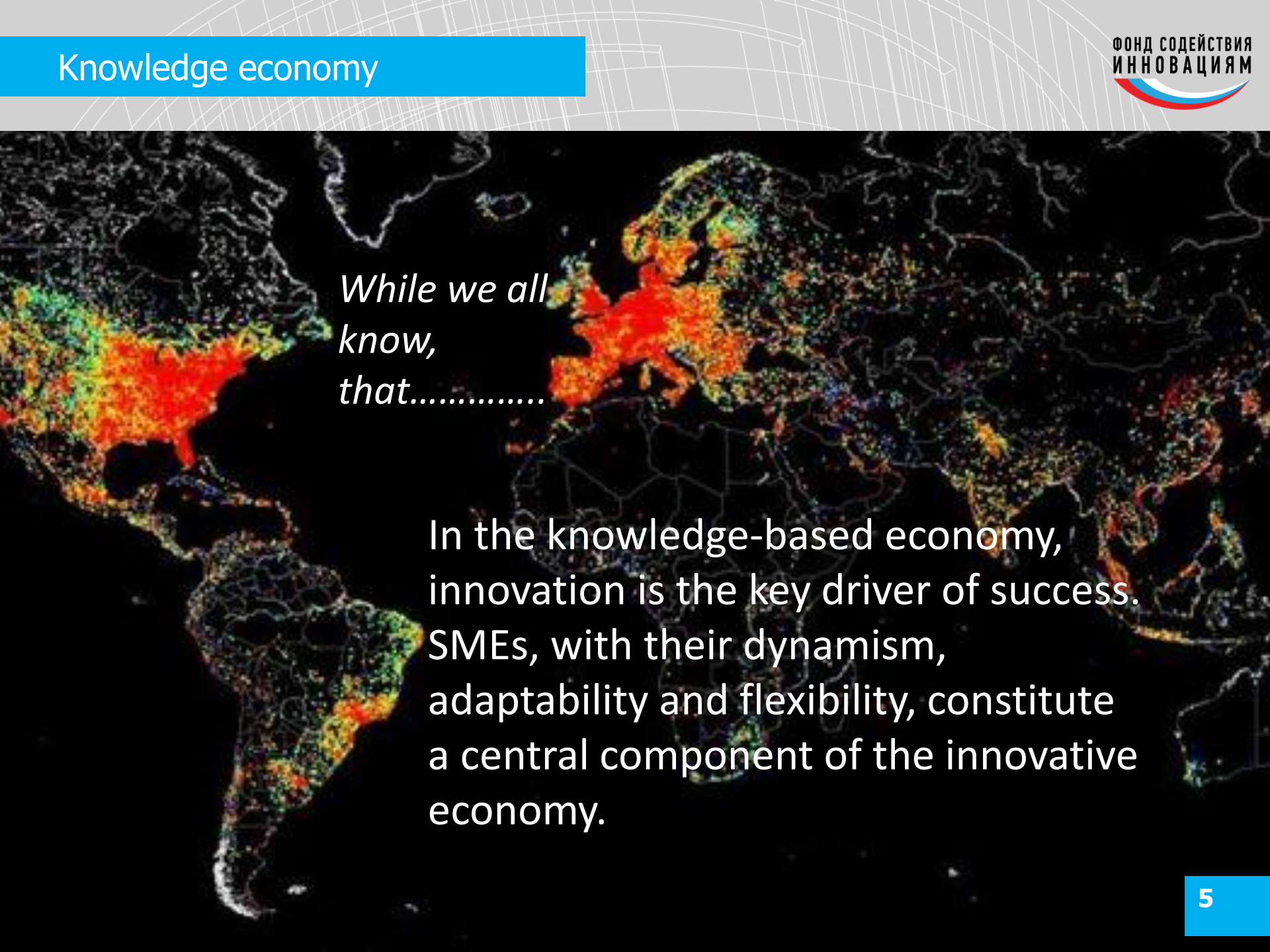
Small and Medium Enterprises in Russia



- It can be seen that Scientific and industrial SMEs are heavily underdeveloped in Russia, accounting for less than 20% of total
- Retail & Public catering takes up almost 50%, which is shocking taking into account the intellectual potential which was left after USSR

Figure 2 Share of enterprises of selected countries that are product and/or process innovative by size, 2014





*While we all
know,
that.....*

In the knowledge-based economy,
innovation is the key driver of success.
SMEs, with their dynamism,
adaptability and flexibility, constitute
a central component of the innovative
economy.

Characteristics of a Knowledge Economy

- High value-added goods and services mainly because of the “knowledge content” of their factor inputs
- Performance of R&D
- High educational standards, human resources in S&T, workforce skills
- Strong innovation performance, innovations successful in the market
- Intensive and broad use of generic technologies, esp. ICTs
- Strong “high-tech” sectors, intensive use of “knowledge-intensive services”
- Value chains highly globalised
- Investment in “knowledge” now about the same as that in fixed capital (~8pc of GDP)

PROBLEMS



- The current lack of a “single” digital window for state support.
- The current lack of an investment “elevator” for SMEs.
- Insufficient accountability of customers when in violation of payment terms.
- Onerous currency controls.
- The number of inspections in 2017 – 1.7 million, is still too high.
- The number of cases initiated by economic regulations are + 4%, not good.
- Number of entrepreneurs convicted for infractions are + 66% for 4 year, not good.
- Reporting requirements have a tendency to grow larger.
- Underdeveloped venture financing.
- The inability to submit to banks all required documents in electronic form.
- Undervalued collateral.
- High reserve requirements for lending (75% in Russia vs. 50% or less elsewhere).

FASIE, main facts

Set up by

- The government of Russia, 03.02.1994

Financed through

- 1,5% of federal budget for R&D + Target funds
- (6,0 billion Rubles for 2018 or ~90 mln EUR)
- *Funding = Grants (R&D costs)*

Cooperation with the Ministry of Science and Education and Ministry of Economy

Policy and control by

- The Supervisory Board

Expertise

- Independent external experts

To provide support and assistance to **small** innovative enterprises from pre-seed stage to production and commercialization stages

FASIE's main goals:

- To involve the youth into innovative activities;
- To support start-ups;
- To facilitate commercialization and business scale-up;
- To enhance the development of high-tech sectors (business diversification, cooperation between small business and large industry);
- To support export-oriented companies

MAIN INDICATORS FOR FASIE'S 25 YEARS IN RUSSIA



> 70

REGIONAL
REPRESENTATIVES



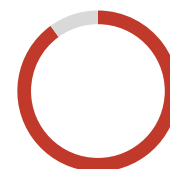
>6500

START-UPS
CREATED



>32 000

PROJECTS
SUPPORTED



>90

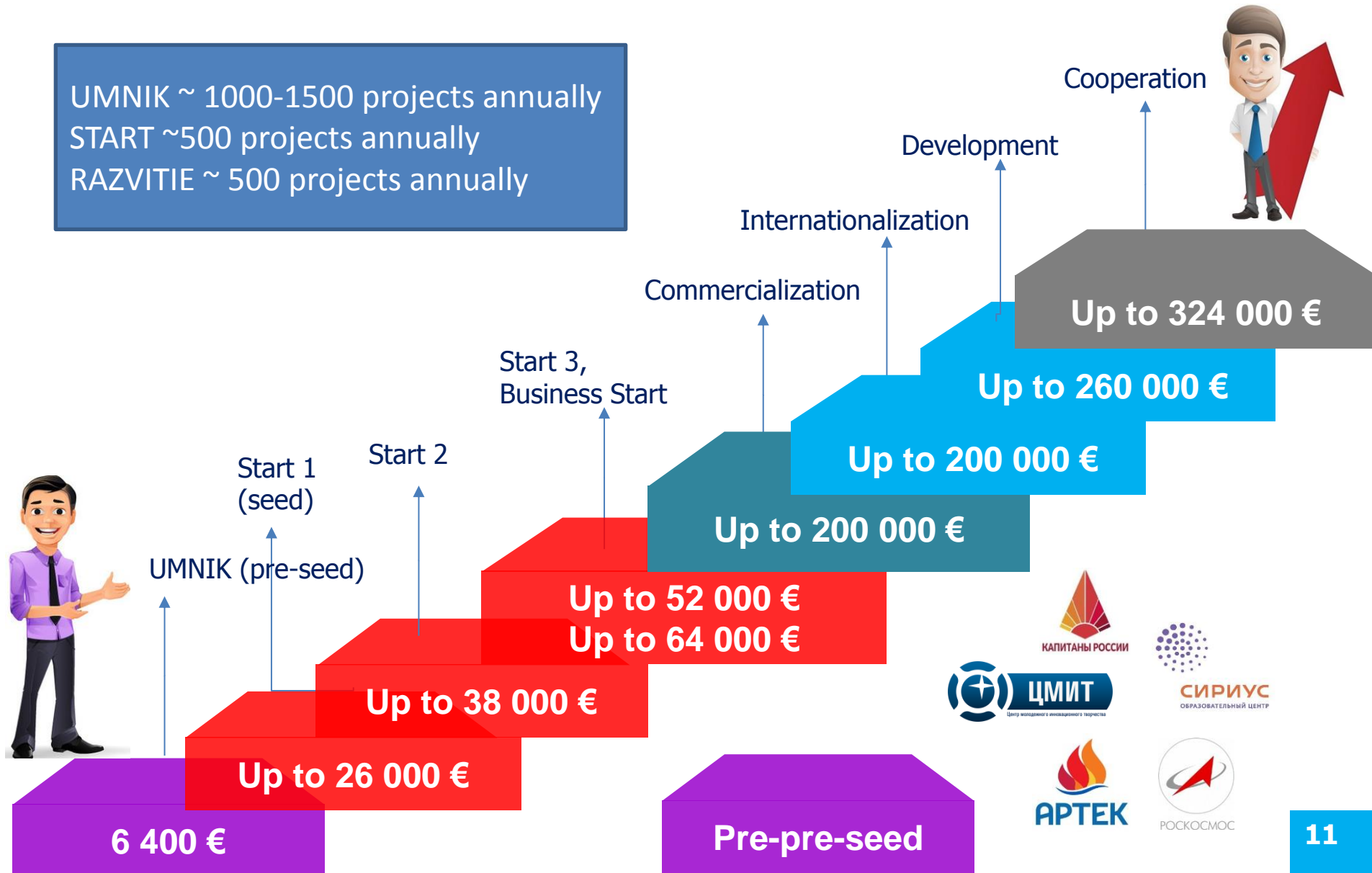
MILLION EUR
FASIE'S ANNUAL BUDGET

Small innovative enterprise

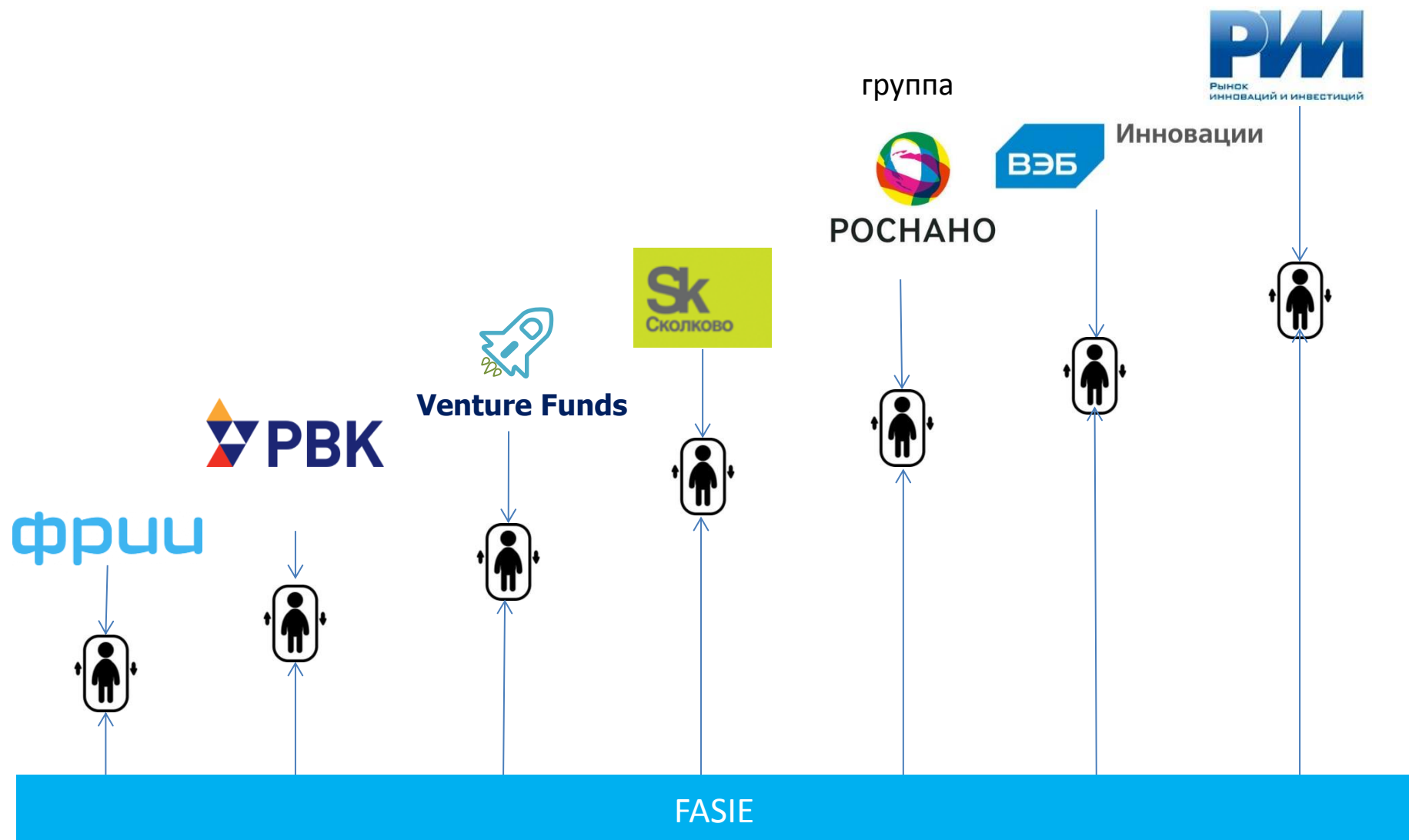
- Company with a commercial legal status
- Company carrying out R&D and producing product/services based on Intellectual Property Rights belonging to a company
- Company with a number of employees not exceeding 100 people
- Turnover less than 11 mln EUR (800 mln ₺)
- Share capital: less than 49% belonging to foreign companies and individuals, state and large businesses (exception- University spin offs 217FZ, Skolkovo)

FASIE's MAIN PROGRAMMES

UMNIK ~ 1000-1500 projects annually
START ~ 500 projects annually
RAZVITIE ~ 500 projects annually

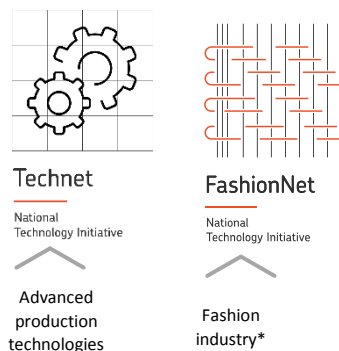
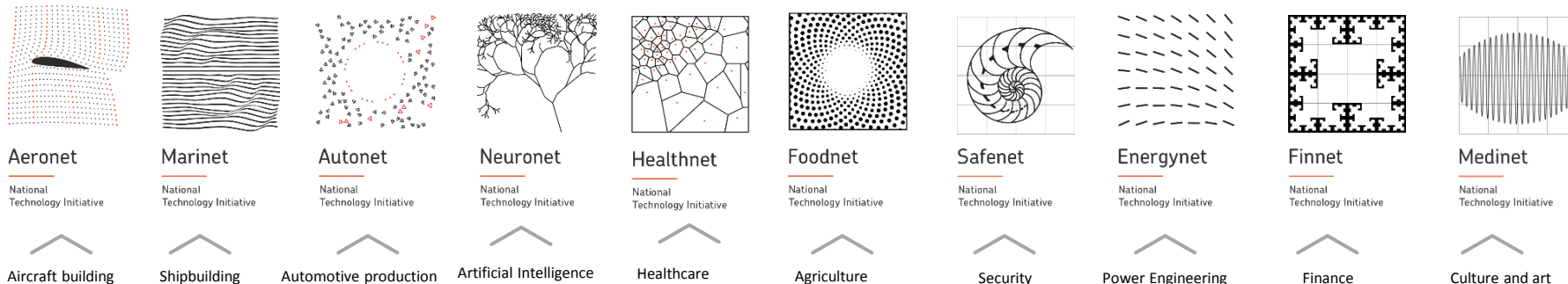


FASIE in the “innovative lift” scheme



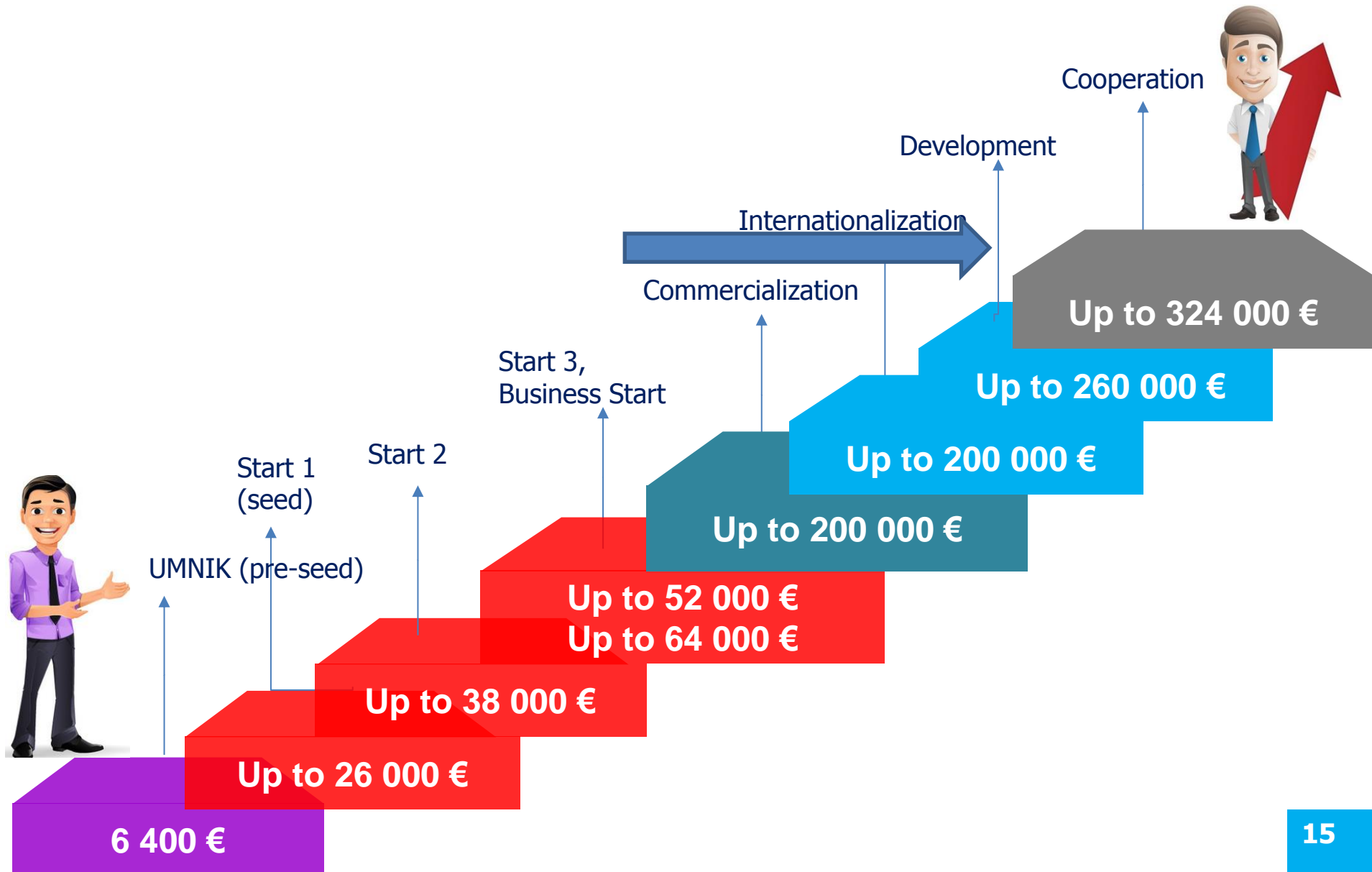
RUSSIAN INNOVATIVE DEVELOPMENT INSTITUTIONS





The program for creation of fundamentally new markets and setting up the conditions for global technological leadership of Russia by 2035. The NTI is aimed at Russia's active integration into the formation of global markets for the future and access to a significant share in these markets by Russian companies.

- 8 Major Road Maps: NeuroNet, HealthNet, TechNet, AeroNet, EnergyNet, MariNet, AutoNet, Kruzhok movement
- Together with ASI (Agency for Strategic Initiatives)
- UMNII-NTI:101 project
- I call NTI: 128 projects
- II call NTI: 130 projects
- III call NTI: 148 projects
- IV call NTI: 80 projects





Internationalization: Main principles

- FASIE finances the Russian company (RU: max. 200 000 €)
- Its international partner is being financed by the respective Funding Agency;
- Rules are set up by the Funding agencies
- Co-financing from the side of the company (RU: 50% of the amount of the grant)
- Added value / synergy effect
- Access to new technologies, markets
- Expertise- Russian + International, consensus needed
- Duration- 1.5 or 2 years





Partners and programs (bilateral and multilateral)

Bilateral

BUSINESS FINLAND

Finland

6 calls: 80 applications → 20 funded



France

3 calls: 37 applications → 15 funded



Spain

3 calls: 19 applications → 4 funded



Armenia

2 calls: 35 applications → 9 funded



India

First call to be opened 05/2019



Germany

8 calls: 270 applications → 80 funded

New partners (2018):

Kazakhstan, Turkey, South Korea,
Argentina, Cyprus

Multilateral



Eranet for SME. 9 calls → 70 applications → 20 funded



ERANET for SME's in biotech. 4 calls → 25 applications → 10 funded



ERANET (COFUND) for New Materials, 3 calls → 20 applications → 1 funded



ERANET (COFUND) for Biotechnologies. 25 applications → 2 funded



ERANET (COFUND) for Industrial technologies. 2 calls → 10 applications → 0 funded



Cooperation with BRICS countries

5 applications → 0 funded



Multilateral cooperation project (ERANET), 3 calls, 165 applications, 43 projects supported
Funding: BMBF + AiF (ZIM)

Thank you for attention!



www.fasie.ru

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