

COOPERATION OF THE
SKOLKOVO FOUNDATION WITH
INVESTORS

SK
Skolkovo

ED KANALOSH,
CHIEF INVESTMENT OFFICER

May 2013

RUSSIAN VENTURE MARKET

\$70M cash invested in 2012
\$330M total value of deals in 2012
70% of investments in e-commerce projects
4% of investments in seed stage
At least 120 funds operating



SKOLKOVO FOUNDATION AS ONE OF THE RUSSIAN DEVELOPMENT AGENCIES

Mission to create and support the innovations environment in Russia

Building 'Russian Silicon Valley' campus and developing a start-up community that in 2020 will host:

- ✓ Start-ups (~1,000)
- ✓ R&D centers of blue-chip corporations (~50) and
- ✓ Skolkovo Institute of Technology (together with MIT)



MID-ROAD STATUS

- ✓ **>4,100** applications from start-up companies reviewed in 30 months
- ✓ Granted the 'Resident Status' to **923** start-ups
- ✓ **199** start-ups supported with non-dilutive financing for the total of **\$266M** and **\$247M** equity investment from independent investors
- ✓ **88** Skolkovo residents are backed by accredited with Skolkovo investors



Clean
tech



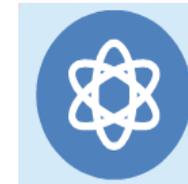
IT



Life
Sciences



Space



Nuclear

SUPPORT PROVIDED TO STARTUPS BY THE SKOLKOVO FOUNDATION

What we do

- ✓ Networks and expertise
- ✓ Door opening
- ✓ Tax benefits
- ✓ Visa and customs benefits
- ✓ Availability of grants
- ✓ Easier access to purchasing products by Russian state-owned companies

What we don't do

- ✓ Skolkovo Foundation takes no equity in the resident companies
- ✓ Skolkovo Foundation has no claim on IP of the resident companies
- ✓ Skolkovo Foundation does not take any decision-making rights in the resident companies

THE 'TWO-SIDED ROAD' PRINCIPLE IN SKOLKOVO-INVESTOR COOPERATION

- ✓ **Supporting portfolio companies of independent investors to join and succeed in the Skolkovo community**



- ✓ **Supplying the investor with a pipeline of potential venture deals (358)**

55 INVESTOR ACCREDITED WITH SKOLKOVO FOUNDATION

- Alloy Ventures
- Almaz Capital
- Bessemer Venture Partners
- Columbus Nova
- Exigen
- Fjord
- Foresight
- Garage
- i2BF
- Inerjys
- Intel Capital
- Oxford Bioscience
- Pangea
- Quadriga Capital
- Sofinnova
- Tamir Fishman
- Troika
- VTB Capital

