

COOPERATION OF THE  
SKOLKOVO FOUNDATION WITH  
INVESTORS



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CHIEF INVESTMENT OFFICER

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# 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



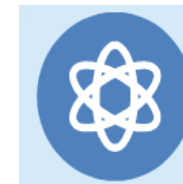
IT



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

