Marek Dziki
Executive Director, Biomedical cluster, Skolkovo Foundation

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The Mission of Skolkovo

SKOLKOVO IS A STRATEGIC DEVELOPMENT INITIATIVE DESIGNED TO:

• DIVERSIFY AND MODERNIZE THE RUSSIAN ECONOMY THROUGH INNOVATION AND ENTREPRENEURSHIP

• FULLY-INTEGRATE RUSSIAN SCIENCE AND TECHNOLOGY INTO THE GLOBAL ECONOMY

• DEVELOP HUMAN CAPITAL THROUGH WORLD-CLASS RESEARCH AND EDUCATION

• CREATE GLOBALLY-COMPETITIVE KNOWLEDGE-BASED COMPANIES

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Strategy 2020

Participants
- 1,000 startups
- 100 applications for registration of IP rights per annum

R&D centres
- 50 centres
- $500 mn investment

Venture Capital
- $500 mn – $1 bn in VC investment

Technopark
- 400 residents
- 15 common use centres

SkolTech
- 1,200 students
- 200 faculty
- 15 research centres

City
- 400 hectares
- 1,316k m² of buildings
Progress to date

Corporate and VC partners
- 28 key partners
- 51 venture funds agreed to $650 mn of investment

Participants
- Over 850 start-ups
- Combined revenue $40 mn

Innovation City
- First building - HyperCube
- 20 companies-residents

Sk Foundation
- 185 grants approved
- $300 mn in grant funding

SkolTech
- Admitted first class of 20 students
- 500 applications received
- 3 research centres

Technopark
- 3 centres for collective use
- 143 applications for registration of IP rights
Opinions

Tomorrow’s Silicon Valley may not be in California, or even the U.S. It might be in Russia--and it may be powered by Cisco.

Boyd Cohen
Forbes

Perhaps the most encouraging sign yet of change in Russia is the creation of a new multi-billion-dollar innovation center called Skolkovo just outside Moscow’s city center.

Dominic Basulto
Washington Post

Skolkovo is already becoming a role model in the area of research process organization and, for example, startup incubation. There’s no need in trying to create a new Silicon Valley; Skolkovo already has a sufficient scientific and investor base to launch its own innovation ecosystem. Moreover, I believe, that today’s Russia is the best place for such initiatives.

Greg Becker
President and CEO, Silicon Valley Bank
People

Foundation Council

John T. Chambers
Chairman and CEO of Cisco

Craig Barrett
Former CEO of Intel

Eric E. Schmidt
Executive Chairman of Google

Peter Löscher
President and CEO of Siemens AG

Esko Aho
Former PM of Finland

Victor Vekselberg
President of Sk Foundation

Scientific Advisory Council

Roger David Kornberg, Nobel Prize laureate

Zhores Alferov, Nobel Prize laureate

Elvira Nabiullina, Advisor to the President

Arkady Dvorkovich, Deputy Prime Minister

Vladislav Surkov, Deputy Prime Minister

Anton Siluanov, Minister of Finance

Board of Trustees
Clustering is a process of grouping similar items together. In the context of the image, clustering refers to the organization of industries into five broad categories: Energy, IT, Biomedical, Space, and Nuclear.

**Energy**
- Energy Efficiency & Cleantech

**IT**
- Hardware, Software & Distributed Computation

**Biomedical**
- Pharmaceuticals, Biotechnology, Medical Devices & BioIT

**Space**
- Space Technologies, Telecommunications & Navigation Systems
  - (Undisputed global leader)

**Nuclear**
- Nuclear & Radiation Technologies, Materials & Engineering

Skolkovo focuses on these five broad industries and builds synergies between them.

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231 Energy Efficiency & Cleantech
275 Hardware, Software & Distributed Computation
204 Pharmaceuticals, Biotechnology, Medical Devices & BioIT
86 Space Technologies, Telecommunications & Navigation Systems
69 Nuclear & Radiation Technologies, Materials & Engineering

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Key Partners
Participant Benefits

- No Customs Duty
- Incubator Housing
- Mentoring
- Venture Capital
- Non-Dilutive Funding
- No VAT & Profit tax
- Visas for foreigners
- Accounting and Legal services
- Reduced social insurance payments
- Shared-use CAPEX
Russia: Innovation and Economy

- Spending on science and innovation increased sharply in the last five years
- One of world’s top ten spenders on innovation and science
- Number of domestic patent applications increased by about 50% in the last ten years
- 4th biggest spender on startups in Europe (Dow Jones survey)
- 14th in Bloomberg’s Ranking of 50 Most Innovative Countries (2013)
- FDI to Russia increased by 7% in 2012
Total target participant number: ≈ 250

- Contract Research Organisations (provide services and facilities): 5%
- Industry labs (Key Partner facilities): 5-10%
- Spin-outs from Majors and KP: 20-30%
- Start-ups (independents): 60-70%
BioMedical Cluster

The cluster has strategic focus in the following major areas:

<table>
<thead>
<tr>
<th>Medical devices and clinical IT</th>
<th>The major killer diseases in Russia plus neurological diseases</th>
</tr>
</thead>
<tbody>
<tr>
<td>materials &amp; devices modifying structure, physiology, or development of tissues (clinical bioengineering)</td>
<td>anti- microbial and anti-viral drugs, vaccines and diagnostics</td>
</tr>
<tr>
<td>e-health, clinical informatics, and devices for patient monitoring, diagnosis, and therapeutic indications</td>
<td>cancer drugs &amp; diagnostics cardio-vascular drugs &amp; diagnostics endocrine drugs &amp; diagnostics neurological drugs &amp; diagnostics</td>
</tr>
</tbody>
</table>
## BioMedical Cluster

<table>
<thead>
<tr>
<th>Cellular and molecular techniques for diagnostics and therapies</th>
<th>Immunity, inflammation and auto-immunity</th>
<th>Bioinformatics and systems biology.</th>
</tr>
</thead>
<tbody>
<tr>
<td>radio-chemical treatments, radiation diagnostics and therapies</td>
<td>immuno-therapeutics, therapeutics for inflammation</td>
<td>tools for large scale dna or protein sequence analysis omics data integration models and methods</td>
</tr>
<tr>
<td>translational (personalised) medicine, biomarkers</td>
<td></td>
<td>tools for comparative genomics, pharmaco- and immuno-genomics computational systems biology models and methods</td>
</tr>
<tr>
<td>Cell technologies for development of pluripotent or differentiated cells or tissues</td>
<td></td>
<td>molecular modeling tools, molecular interaction models and tools</td>
</tr>
</tbody>
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Grants for projects

* You can apply on-line
* Innovation center “Skolkovo” is not taking part in the resident-company equity and not taking part in the company income

<table>
<thead>
<tr>
<th>Stage 0</th>
<th>Stage 1</th>
<th>Stage 2</th>
<th>Stage 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-150 k $</td>
<td>150k$ -1ml $</td>
<td>1ml$ -5ml$</td>
<td>5mln $ - 10mln $</td>
</tr>
</tbody>
</table>

- **Good, ambitious team**
- **Commercialization potential**
  - Stage 0 +
    - Competitive advantages
    - Russian market from $300 mln or world market from $1 bln
    - Sale potential from $50 mln
    - And/or
    - Capitalization from $100 mln for 5 years
    - 25% Co-investments
  - Stage 1 +
    - 50% Co-investments (up to 5 mln $, NIH grant for example is OK)
  - Stage 2+
    - Commercialization potential — from $1 bln for 5 years
    - 75% co-investments over the grant amount

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