SKOLKOVO INNOVATION CENTER
GATEWAY FOR INNOVATIONS IN RUSSIA

USRBC Annual Meeting
Nov’19
# SKOLKOVO INNOVATION ECOSYSTEM AT A GLANCE

<table>
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<tr>
<th>STARTUPS</th>
<th>INDUSTRIAL COMPANIES</th>
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| Number of startups **2,100+**  
Total revenue (2018E): **$800M+**  
Total investments (2018E): **$140M+**  
Jobs **30,000+ FTE**  
Patents **1,500+** | Number of partners **140+**  
Workforce **6,300+**  
R&D Centers in Skolkovo **45+** |

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<tr>
<th>INVESTORS</th>
<th>SKOLTECH</th>
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| Number of deals **150+**  
Investments: **$400M+**  
Share of Russia’s VC market >40% | Professors and lecturers **100+**  
Students **700+**  
Centers for Research, Education and Innovation **9** |

**Creation and development of a critical mass of the ecosystem’s elements**  
2010 - 2012  

**Further development and integration of elements within ecosystem**  
2013 - 2015  

**Transition to the ecosystem self-development**  
2016+
PARTNERSHIP IN OPEN INNOVATIONS STRATEGY

BENEFITS FOR PARTNERS

- Access to advanced technologies and human resources
- Market access and localization
- Contract research
- Tax exemptions
- Great and yet developing infrastructure

FORMATS OF COOPERATION

- Corporate R&D support services:
  - Establishing R&D centers on the territory of the Skolkovo
  - Corporate acceleration programs
  - Ecosystems/platforms development acceleration
- Organization of global challenges/contests;
- Sponsoring and participating in Skolkovo events (Startup Village, Open Innovations, etc.)

PARTNERS’ R&D INFRASTRUCTURE IN SKOLKOVO

CLIENTS OF CORPORATE PROGRAMS
SKOLKOVO – GATEWAY TO INNOVATIONS IN RUSSIA

Active involvement in Digital Economy Program

Skolkovo Regional Development Program

Skoltech University - one of the best in Russia

Skolkovo Soft-landing Program for international startups