International Foundation of Technology and Investment (IFTI)



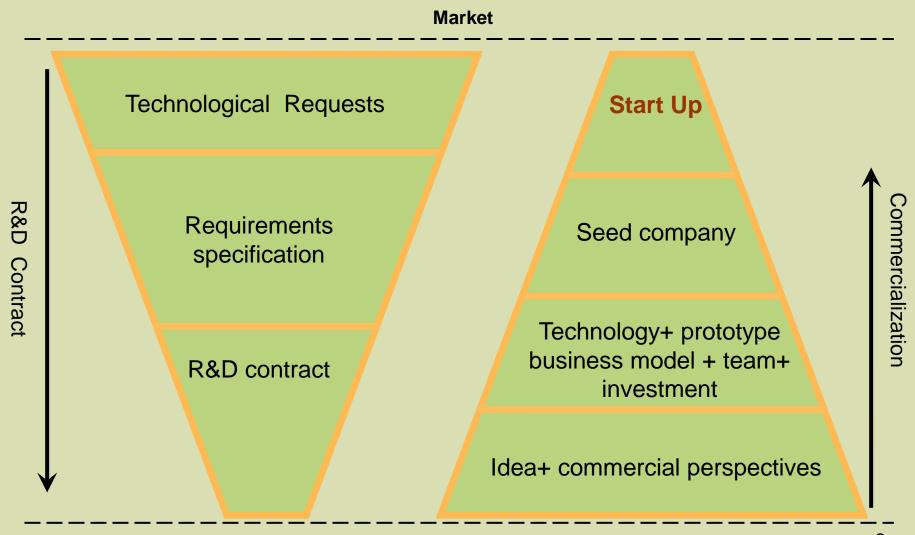
«Start Up in Russia: Practical Experience and Results».

Natalya Yanul, CEO

R&D activity:

From Market to Technology (R&D Outsourcing) and From Technology to Market (Start Up)





Start Up: History in Russia



1990 s:

1990 - 1 Techno Park in Tomsk University

1992 - Russian Foundation of Technology Development

1994 – Bortnik Foundation

2000 - About 80 Techno Parks, mostly in universities

2000 s:

2003 - 6 Technology Transfer Centers

2004 - Start of Regional Innovation Promotion Programs

2004 ÷ 2007 - 65 Technology Transfer Centers

2005 ÷ 2009 - More than 100 Business Incubators, and 300 Techno Parks

2007 ÷ 2009 - 7 Venture foundations of Russian Venture Company (RVC), more than 15

Regional Venture foundations

- The Regulations N217 about Spin off companies in Universities and Research

centers

2010 - Seed Investment Foundation of RVC

Start Up: History in Russia

Some 2010 Results according to http://www.miiris.ru/



- > 95% Techno Parks and Business Incubators activity is office leasing
- > 95% Technology Transfer Centers activity is R&D contracts
- RVC Venture Foundations invested in about 30 Start Up companies during 2007-2010
- RVC Seed Foundation initiated 17 projects since June 2010

Important!

We still have shortage of Start Up companies in Russia

We have very specific class of "Start Uppers"

What "Start Uppers" are?

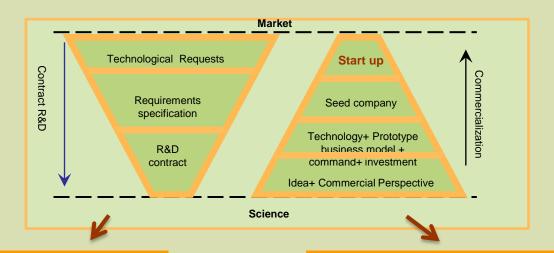


- 1. Well experienced "grant eater"
- 2. Do not believe in business success of his technological idea
- 3. Not focused on the result
- 4. Motivated to "earn" money from project processing

IFTI -

Our 10 Years of Experience





•Organization of R&D outsourcing from Industrial Companies to Research Institutions

StartUp Incubation Program

More than 400 R&D projects

More than 10 000 scientists and engineers

Hundreds of partners from science and business

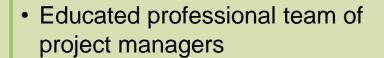
Our Experience in Start Up Making Projects:

Since 2000 We...





- Have examined more than 2500 technological ideas
- Invested in 22 projects
- Lost nearly \$ 2 000 000
- Were forced to stop the projects due to:
 - technological unfeasibility
 - Intellectual property problems
 - total lack of conscientiousness

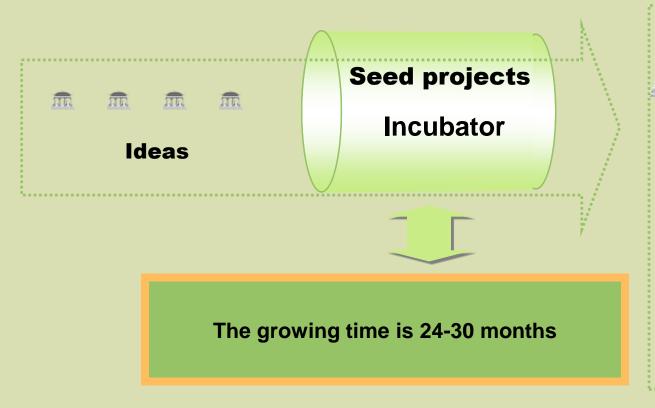


- Established partner cooperation with the best Russian inventors
- Developed effective methodology to "grow" Start up companies in Russia.



We Grow Start-Ups from Ideas





Start-Ups







- Technology
- Approved product
- Small brunch production
- Sales
- Team
- IP
- Strategy of the business

Our Criteria



Team:

- · Ready to partnership
- · Business oriented

Product:

- Main characteristics are several times higher than those for all known analogs
- Commercialization period is not longer than 30 months

Investors:

- Not indifferent to high tech innovations
- Ready to high risk investments

Technology:

- Base
- Unique
- Patentable



The business attractive idea is

Trust criterion

Market:

- \$ 500 000 000 Market size
- 10-15 % yearly expected market growth rate

Our "Know How" Criterion



Trust criterion

«Fault detection testing period »

2-4 months

Project definition phase

- Evaluation of partnership ability of
- participants
- Technology feasibility study
- Market attractiveness evaluation
- Market strategy design

«Project managing period»

20-30 months

Growing phase

- Establishing the company
- Team creation
- Managing the technology and product development processes
- Small brunch manufacturing adjustment
- market entry

The stage tasks:

Growing Start up We Provide Professional Management at the Earliest Stage

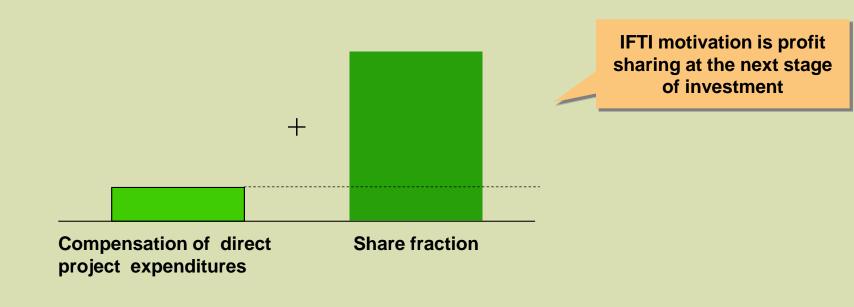


IFTI incubator role during the project

Growing company: Start up leaving the incubator **CEO CEO** Financial manager Financial manager **Technology manager Technology manager Logistics specialist Logistics specialist Administration staff Administration staff** (lawyer, secretary, accountant etc.) (lawyer, secretary, accountant etc.) **Inventors Inventors Investors Investors**

Our Motivation





We do not earn money during the project process time

Success Stories







The micro-extinguisher is a practical application of Russian advances in the field of nano technology. The active substance, or fire-retardant agent, is enclosed into millions of microcapsules, each being as small as 10-50 micrometers

http://www.pirohim.ru





LQtest 2.8 Special Device for detection of explosive and flammable liquids inside sealed vessels

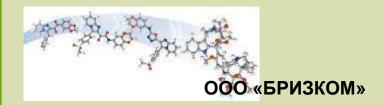
http://avklab.ru/eng/





«TRUST» – 1 commercial Centre for preclinical trials in accordance with GLP requirements in Russia

t-toxicology.ru



Development of new preparations for neuro degenerative diseases (Altsgeimer disease)

http://buip.ru/projects/expert/nnprotector/index.html

Team of IFTI







- IFTI Is Non-Profit, Non-Governmental Organization Founded In October 2000
- IFTI's Mission Is to Facilitate Cooperation between International Community and Russian R&D Sector
- IFTI Has Team of About 30 Professional Managers, Lawyers, and Economists Having Solid Experience In Supporting Different Projects Related to Commercialization of S&T Knowledge

International Foundation of Technology and Investment



Спасибо за внимание

8 (bld.2) Novaya Square 109012, Moscow, Russia

Phone: +7 (495) 933 53 03

Fax: +7 (495) 937 64 25

E-mail: adm@ifti.ru

Web: www.ifti.ru