

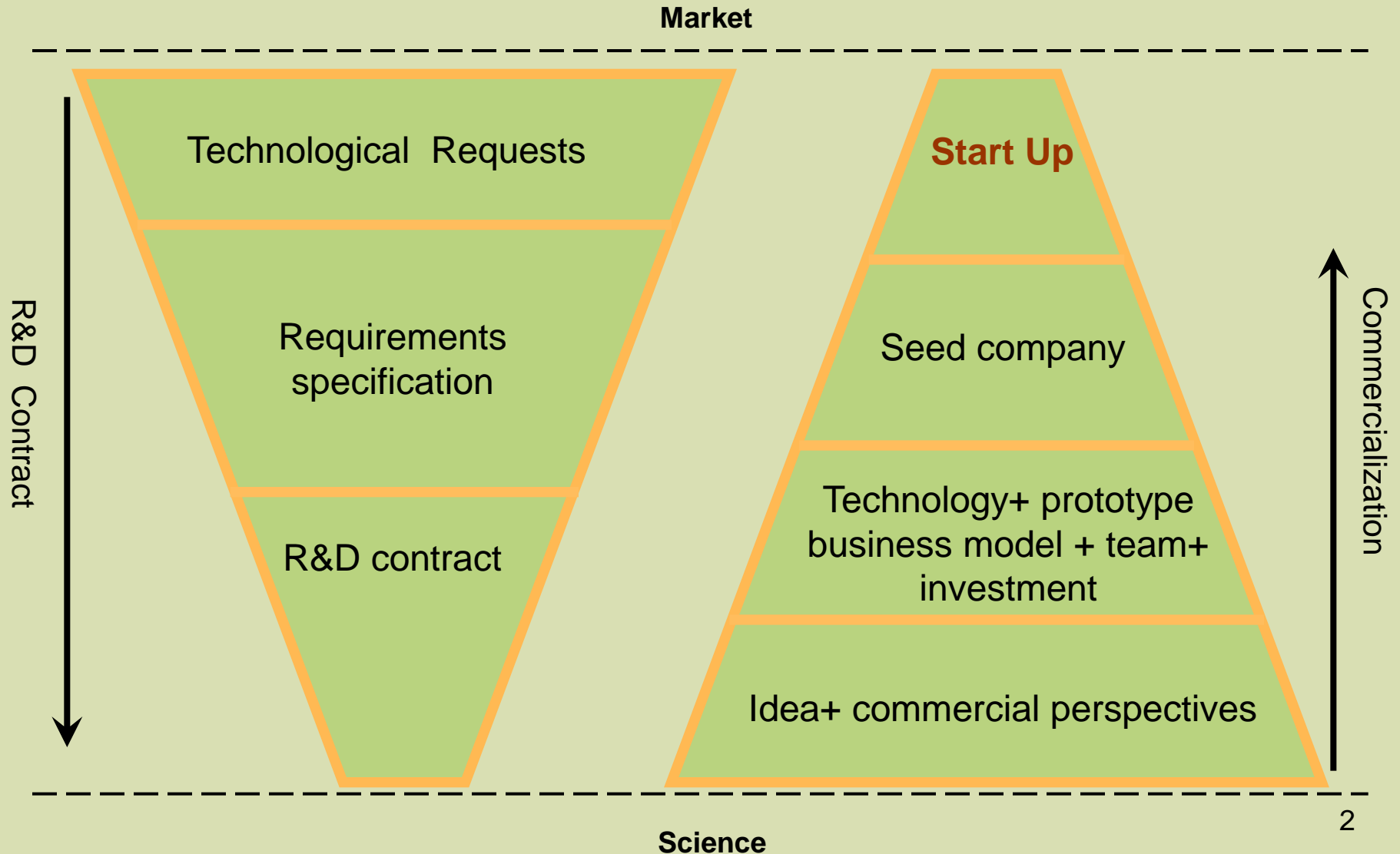
«Start Up in Russia: Practical Experience and Results».

Natalya Yanul, CEO

Nizhniy Novgorod, May 27, 2011

R&D activity:

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



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
- 2009 - 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!

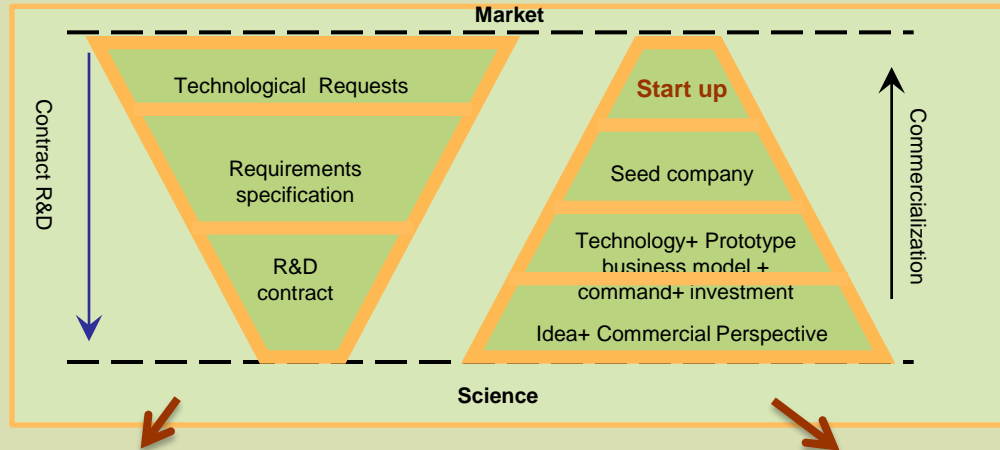
We still have shortage of Start Up companies in Russia

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

More than 400 R&D projects

More than 10 000 scientists and engineers

Hundreds of partners from science and business

StartUp Incubation Program

Our Experience in Start Up Making Projects:

Since 2000 We...

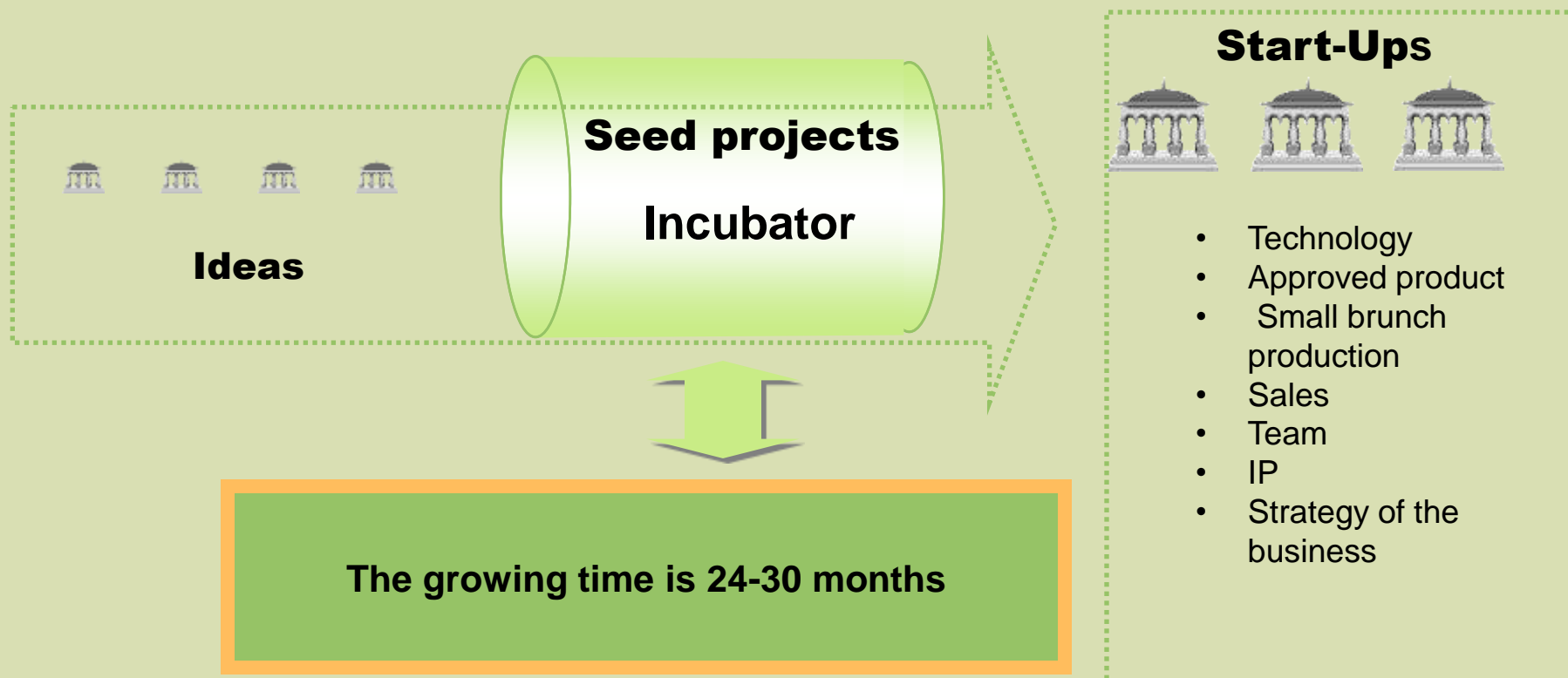


- **Have examined more than 2500 technological ideas**
- **Invested in 22 projects**
- **Lost nearly \$ 2 000 000**
- **Were forced to stop the projects due to:**
 - **technological unfeasibility**
 - **Intellectual property problems**
 - **total lack of conscientiousness**

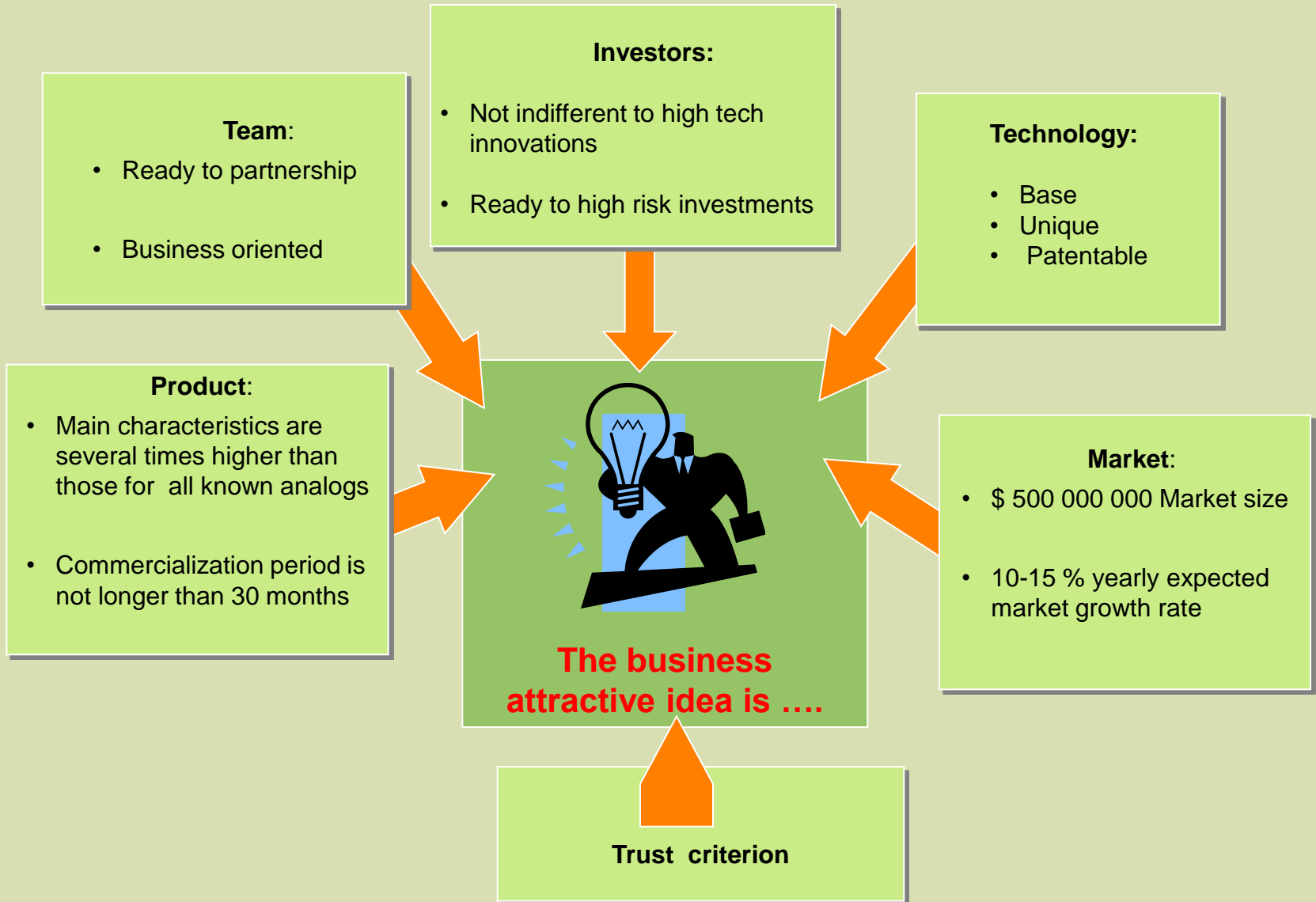


- **Educated professional team of project managers**
- **Established partner cooperation with the best Russian inventors**
- **Developed effective methodology to "grow" Start up companies in Russia .**

We Grow Start-Ups from Ideas



Our Criteria



Our “Know How” Criterion

Trust criterion

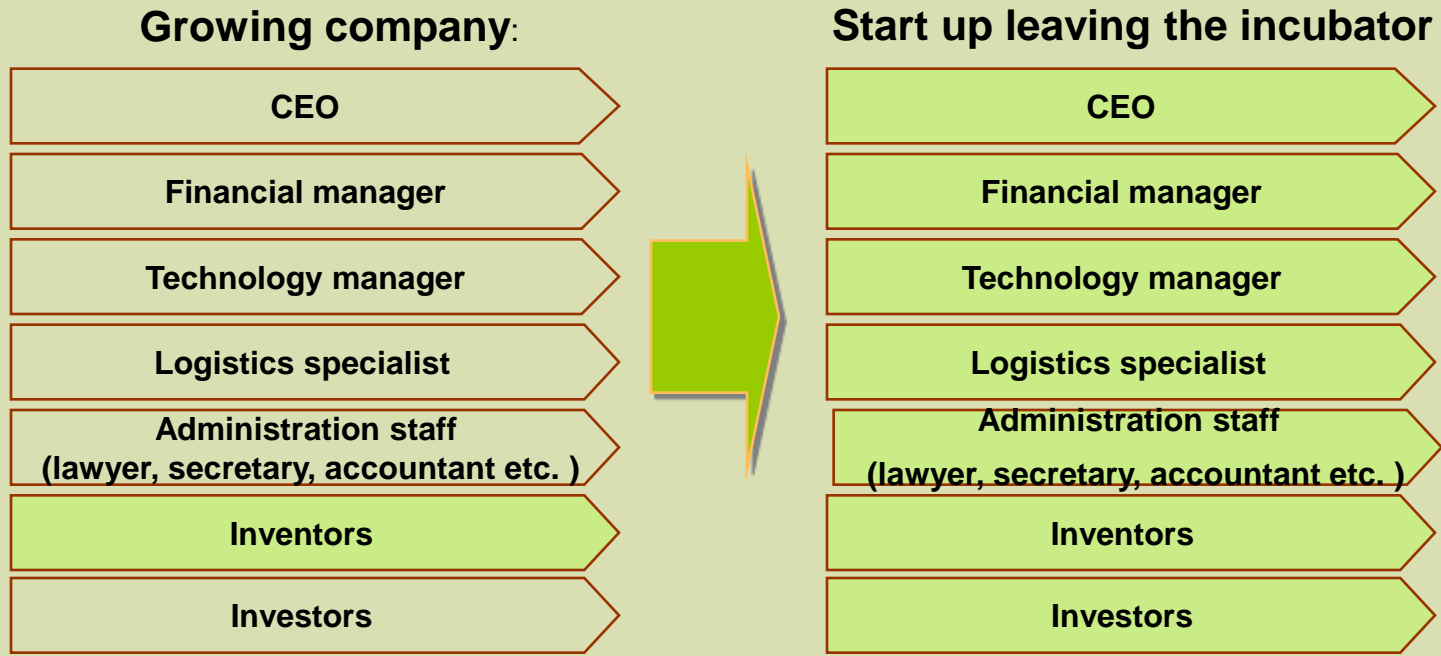


The stage tasks:

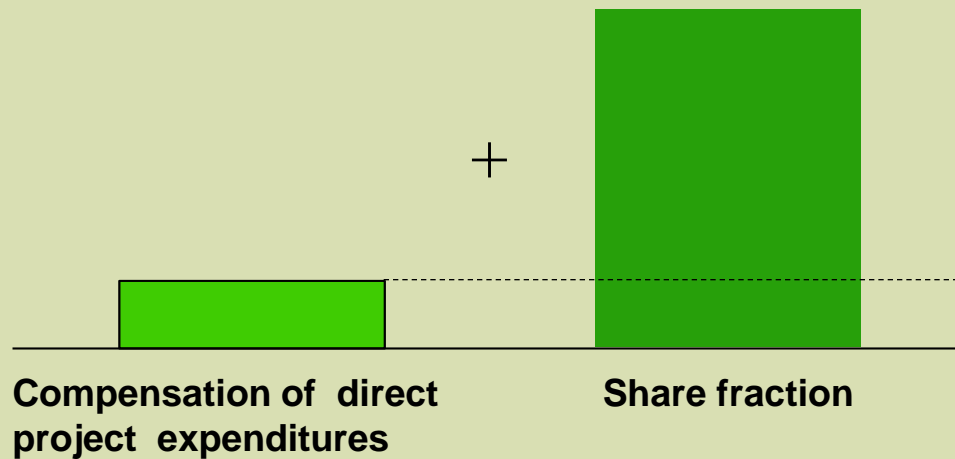
Growing Start up We Provide Professional Management at the Earliest Stage



IFTI incubator role during the project



Our Motivation



IFTI motivation is profit sharing at the next stage of investment

We do not earn money during the project process time



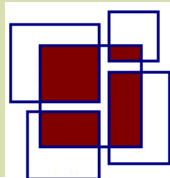
The micro-extinguisher is a practical application of Russian advances in the field of nano technology. The active substance, or fire-retardant agent, is enclosed into millions of microcapsules, each being as small as 10-50 micrometers

<http://www.pirohim.ru>



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

<http://avklab.ru/eng/>



CFC TRUST
Collective Facilitation Center



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

t-toxicology.ru



ООО «БРИЗКОМ»

Development of new preparations for neurodegenerative diseases (Alzheimer disease)

<http://buiip.ru/projects/expert/nnprotector/index.html>



- 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

Спасибо за внимание

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