Skolkovo Foundation

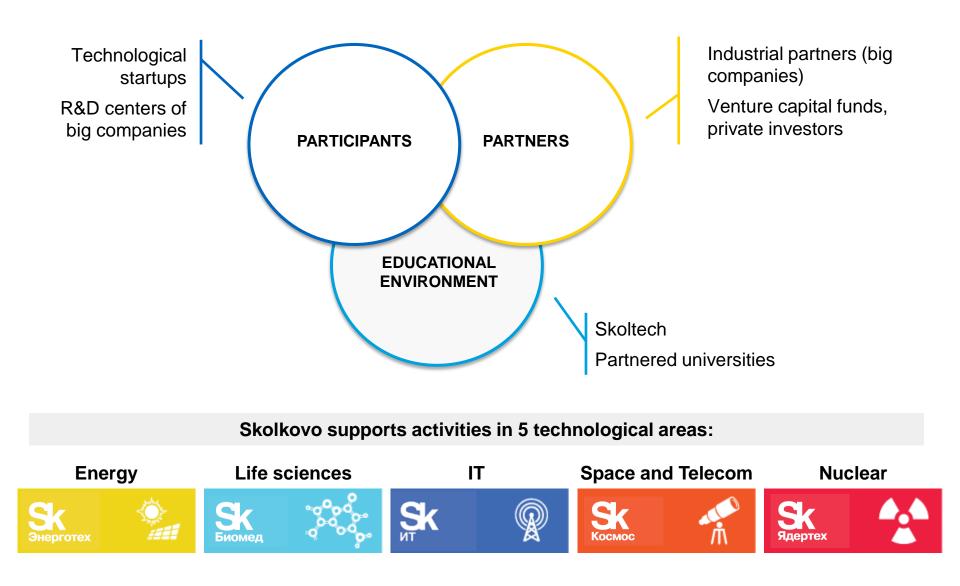


Introduction to Skolkovo Project

Marat Zaydullin Head of Oil & Gas Center Energy Cluster

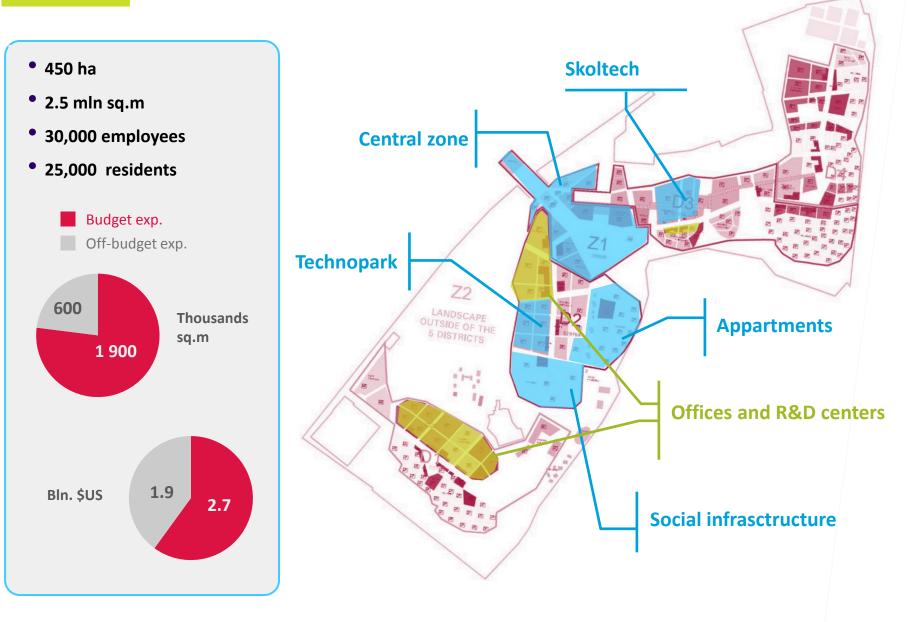


SKOLKOVO PROJECT – CREATING ECOSYSTEM FOR INNOVATIONS





SKOLKOVO CENTER – MODERN CITY FOR COMFORTABLE LIVING AND WORKING





SKOLKOVO ATTRACTS PARTICIPANTS BY A RANGE OF FISCAL BENEFITS AND SERVICES



Taxation preferences

| Staff costs | | |
|---------------------------|-----------------------|-----|
| | Sk сколково | |
| Social charges on payroll | 14% | 30% |

| Taxes | | |
|--------------|-----------------------|------|
| | Sk Сколково | |
| Property tax | 0% | 2,2% |
| Income tax | 0% | 20% |
| VAT | 0% | 18% |

| Import of R&D equipment | | |
|-------------------------|-----------------------|-------|
| | Sk сколково | |
| Customs duties | 0% | 5-35% |

| Construction | | |
|----------------|-----------------------|--|
| | Sk сколково | |
| Ground rent | < \$3 /m²/year | |
| Connection fee | Market minimum | |



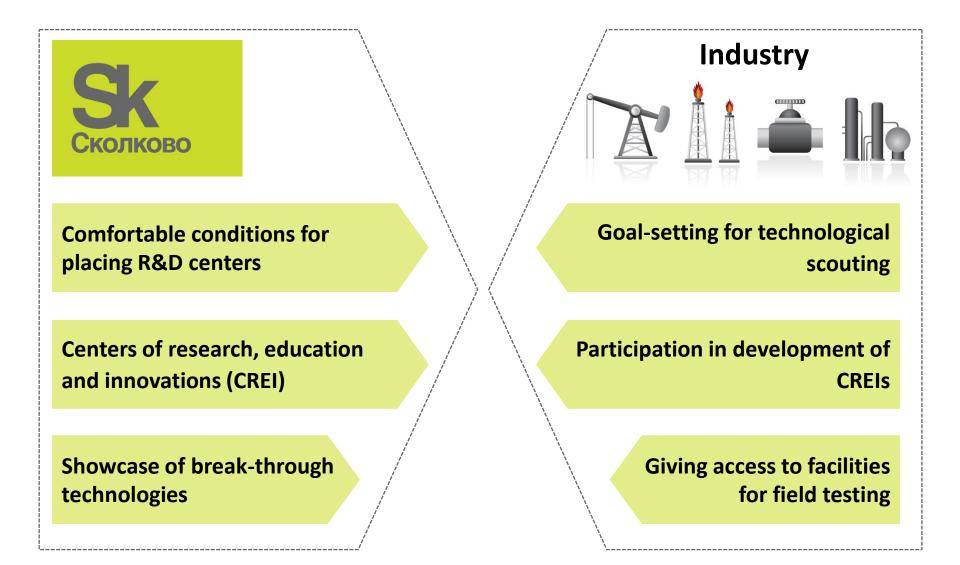
SKOLKOVO PARTICIPANTS ADRESS MAIN CHALLENGES OF THE INDUSTRY

Examples of companies working on improving oil and gas production efficiency

ENGO, Start-Catalyst: oil and gas pretreatment (extracting H₂S, CO₂ e.t.c.) with CAPEX and OPEX less than 30% of those for traditional solutions **CPT:** crude oil demetallization Gazohim Techno: first economically efficient mini-GTL technology **MF** Technology, Petroleum NGT-Sintez: producing arenes from APG or natural gas Technology: non-invasive SG Technology: producing methyl acetate from APG multiphase flow meters **RFD:** full-field flow modeling Introvision: digital core modeling **SONOGRAM:** spectral noise logging **MIKS:** electromagnetic MIPT petroleum center: a set of **UFD:** distributed fiber-optic technologies for developing corrosion logging pressure sensor bazhenov formation **RENK, NGKT:** linear ESPs with high energy efficiency **NOVAS:** plasma pulse **STEK:** adaptive intellectual well **SYNAPSE:** ultra precise formation stimulation management microseismic monitoring of hydrofracing



SKOLKOVO DEVELOPS COOPERATION WITH INDUSTRY LEADERS





Idea

SKOLKOVO HELPS STARTUPS ON EVERY STAGE OF THEIR DEVELOPMENT

Creating best team

- Mentor program
- Cooperation with regional accelerators
- Expert society

#

Attracting investments

- VCs and business angels society
- Grant financing
- Consulting services

Infrastructure for R&D and piloting

- Shared service facilities
- Cooperation with the industry
- R&D testing facilities



Getting access to the market

- Cooperation with service companies as technology aggregators
- Expert society
- Marketing services

Successful business





SKOLKOVO MENTOR PROGRAM – KEY ELEMENT OF STARTUPS ACCELERATION PROCESS



Şk Sk News



Community Technopark City

Education





SKOLKOVO MENTOR PROGRAM

Sk Nuclea

WHY MENTORING?

MENTOR PROGRAM

MENTORS

PROTÉGÉS

REGULATORY FRAMEWORK

CONTACTS

ABOUT THE PROGRAM

General Provisions and Process Description

Terms and definitions



Mentor - is an experienced entrepreneur or expert in high-tech business shares his or her knowledge, skills and experience with the Protégé in order to develop an innovation as successfully as possible. The Mentor is not an investor in the project. He or she may serve as Mentor to several projects.



Protégé - is a Skolkovo participant who has applied to receive the support of a Mentor. The Protégé is ready and willing to study and adopt the methods of the Mentor, setting aside considerable time to prepare for mentoring sessions and making the greatest of efforts to fulfill the Mentor's recommendations.



Mentoring - is the interactions between the Mentor and the Protégé are carried out individually, free of charge, in a systematic way and completely voluntarily. The goal is the development of the Protégé's innovation project.