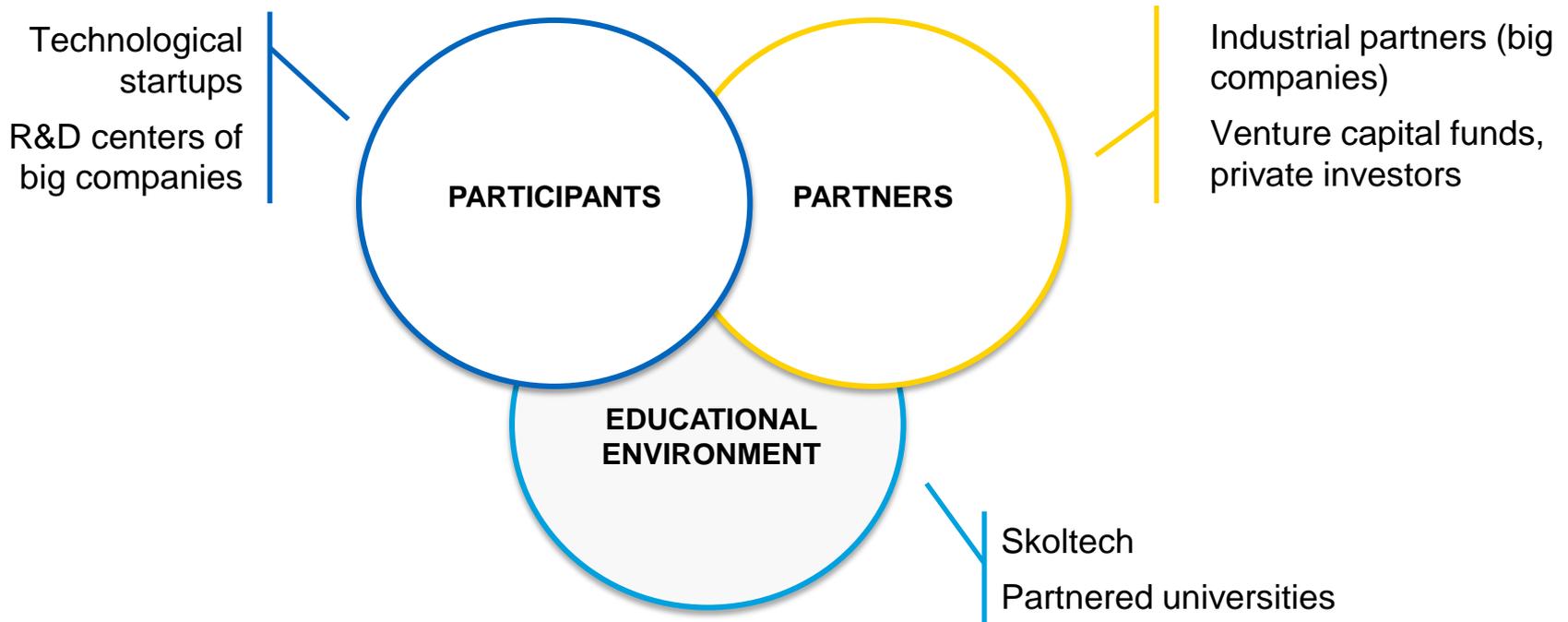




# Introduction to Skolkovo Project

Marat Zaydullin  
Head of Oil & Gas Center  
Energy Cluster



Skolkovo supports activities in 5 technological areas:

Energy



Life sciences



IT



Space and Telecom

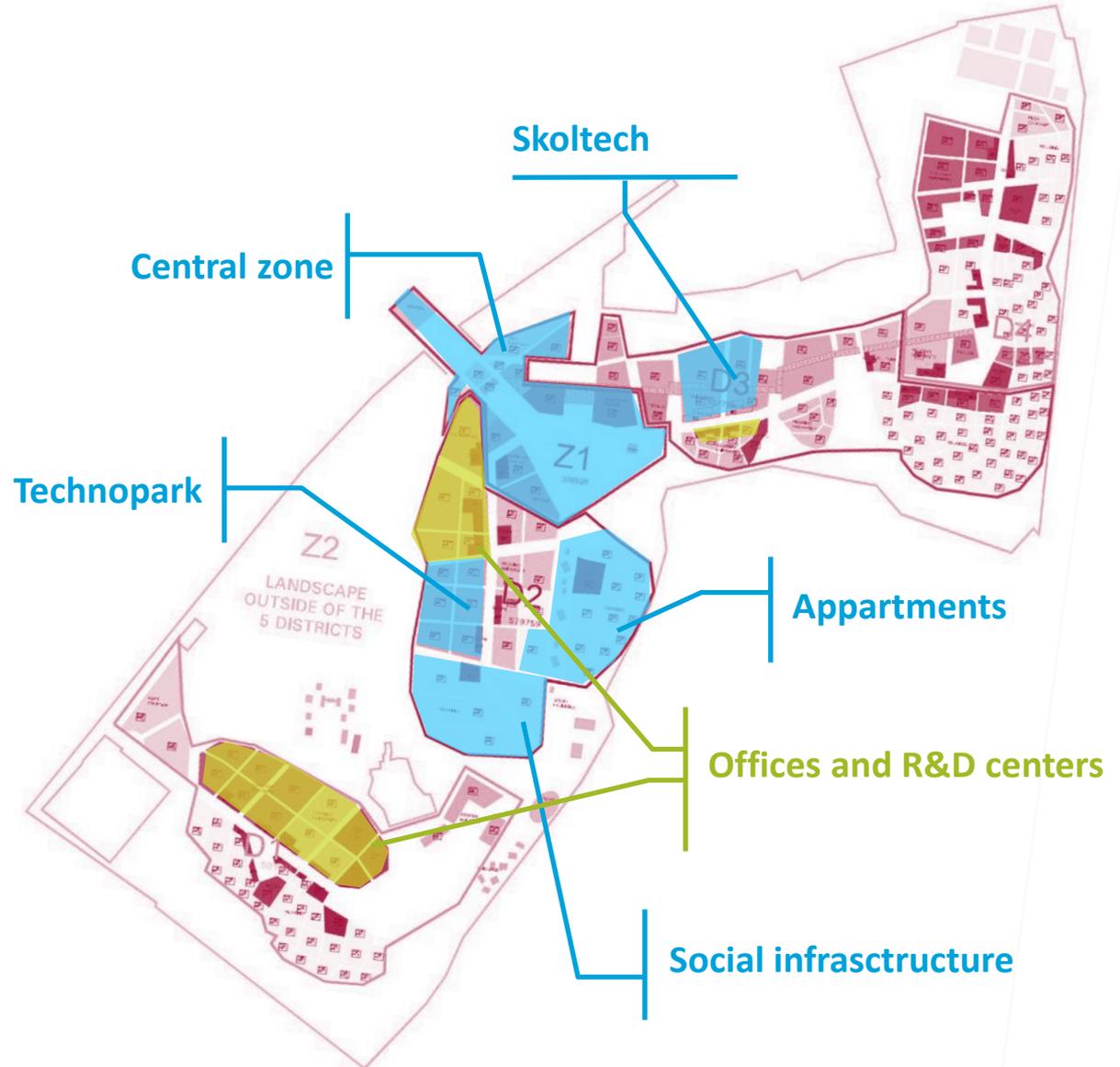
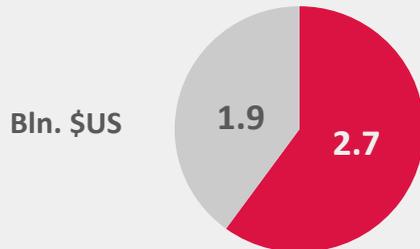
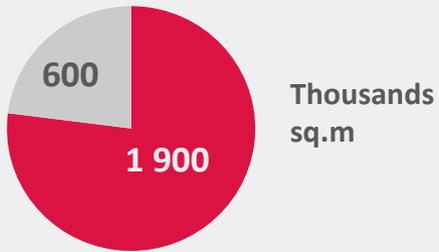


Nuclear



- 450 ha
- 2.5 mln sq.m
- 30,000 employees
- 25,000 residents

■ Budget exp.  
■ Off-budget exp.





GRANTS



TAX BENEFITS



PR AND MARKETING SUPPORT



MENTORING



SHARED SERVICE FACILITIES



COMMUNITY

## Taxation preferences

### Staff costs

	Sk СКОЛКОВО	Russia
Social charges on payroll	14%	30%

### Import of R&D equipment

	Sk СКОЛКОВО	Russia
Customs duties	0%	5-35%

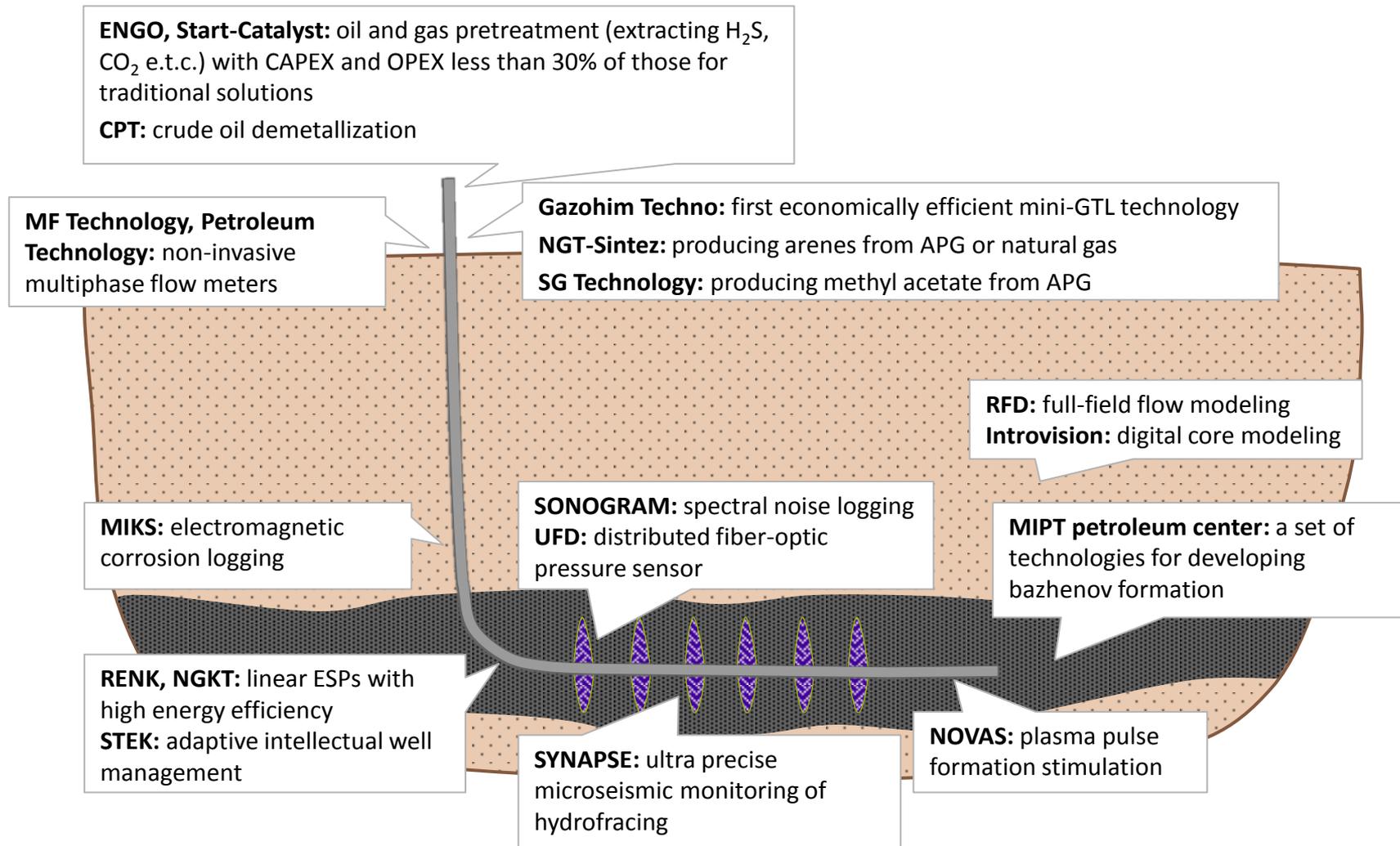
### Taxes

	Sk СКОЛКОВО	Russia
Property tax	0%	2,2%
Income tax	0%	20%
VAT	0%	18%

### Construction

	Sk СКОЛКОВО
Ground rent	< \$3 /m <sup>2</sup> /year
Connection fee	Market minimum

## Examples of companies working on improving oil and gas production efficiency





**Comfortable conditions for  
placing R&D centers**

**Centers of research, education  
and innovations (CREI)**

**Showcase of break-through  
technologies**

## Industry



**Goal-setting for technological  
scouting**

**Participation in development of  
CREIs**

**Giving access to facilities  
for field testing**

Idea



## 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

WHY MENTORING?

MENTOR PROGRAM

MENTORS

PROTÉGÉS

REGULATORY FRAMEWORK

CONTACTS

## ABOUT THE PROGRAM

*General Provisions and Process Description*

### I. 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.