

# SOFTLANDING PROGRAM

FOR INTERNATIONAL STARTUPS

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THE ESSENTIAL TOOL FOR FACILITATING AN ENTRY INTO THE RUSSIAN MARKET

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# RUSSIA IS A COUNTRY FULL OF OPPORTUNITIES



The **6<sup>th</sup>** largest economy by purchasing power parity



The **12<sup>th</sup>** largest economy in the world by nominal GDP



Attractive tax system, a flat personal tax rate of **13%**



Moscow is the **2<sup>nd</sup>** largest city in Europe



**25** special economic zones (tax and customs preferences)



High level of scientific and technological development



The **8<sup>th</sup>** – best educational system in Europe and the **13<sup>th</sup>** – best in the world



The **6<sup>th</sup>** most-popular destination for international students



A multi-national state with over **170** ethnic groups



# SKOLKOVO IS A TERRITORY FOR INNOVATION

A CITY FOR LIFE, SCIENCE AND BUSINESS

## SKOLKOVO INNOVATION CENTER



A large  
Innovation hub



400  
hectares



1900+  
startups



R&D centers  
of Industrial Partners  
(Sberbank, Renova, Boeing, Tatneft)



Moscow International  
Medical Cluster –  
the first in Russia



Skolkovo Institute of Science  
and Technology (Skoltech) –  
the core of the Skolkovo  
ecosystem



Skolkovo International  
Gymnasium – International  
Baccalaureate Program



Apartments,  
town houses



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## TECHNOPARK



The largest Technopark  
in Eastern Europe



Offices and Laboratories –  
**23,437** m<sup>2</sup>



Common  
Use Centers



Co-working –  
**24/7** access



Hackspace –  
**5** areas, **78** seats



Congress  
center



Sk BIOLAB  
1<sup>st</sup> biomedical hackspace  
in Russia



Socio-Cultural  
Space



# SKOLKOVO INNOVATION SYSTEM AT A GLANCE

## INDUSTRIAL AREAS (CLUSTERS)



\*



# 6

**TECHNOLOGY  
DOMAINS**

- Energy efficiency
- Information technologies
- Nuclear and radiation technologies
- Space technologies and telecom
- Biomedical technologies
- Agriculture

\* Advanced Industrial Technologies



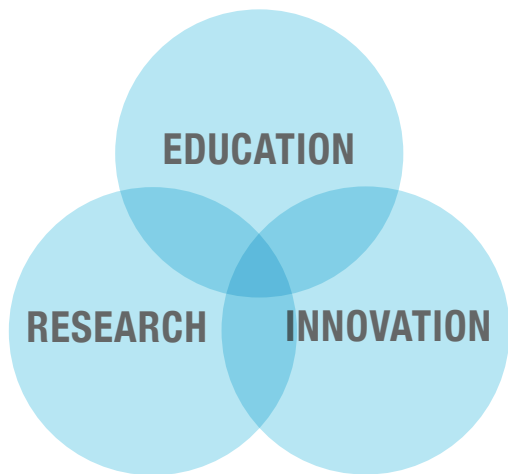
# SKOLKOVO INSTITUTE OF SCIENCE AND TECHNOLOGY

## Skoltech

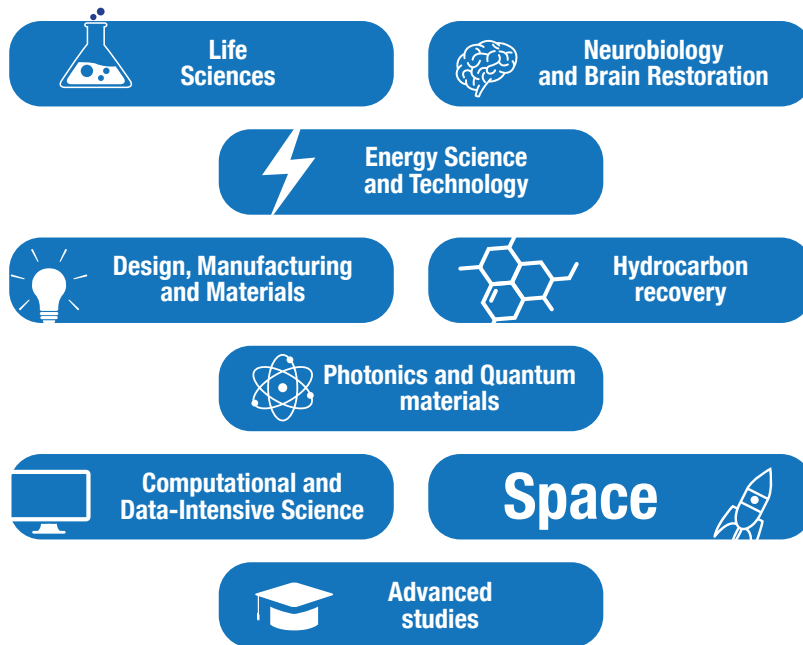
900+  
MSc & PhD students  
foreign students  
17%

9  
Centers for Research,  
Education & Innovation  
(CREIs)

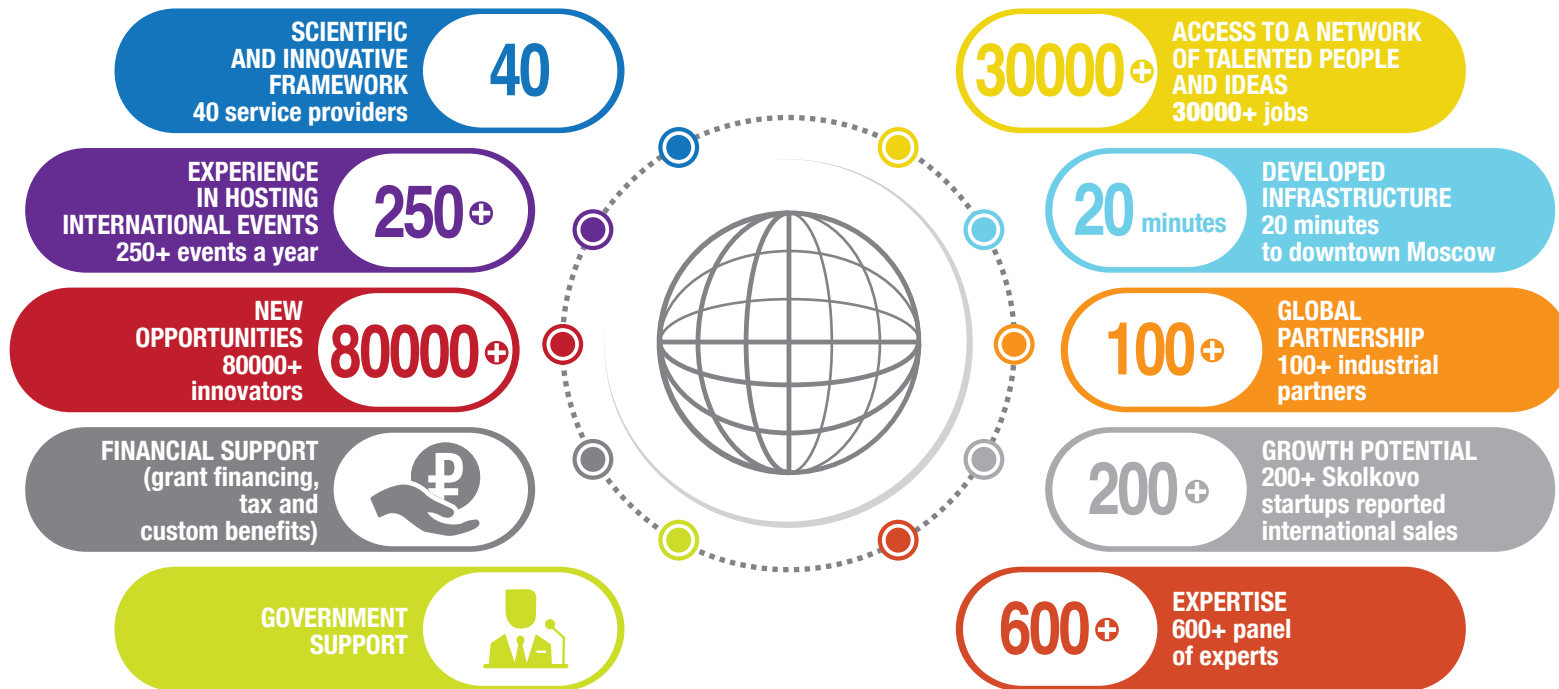
65%  
students involved  
in startup activities  
students per position  
29



IN COLLABORATION WITH:



# WE POSSESS CORE ELEMENTS FOR SUCCESSFUL INNOVATION



# THE PROGRAM DESCRIPTION



\* Tailored fee-based Program available upon request





# THE PROGRAM DESCRIPTION

## CONDITIONS

1 MONTH  
PROGRAM

DATES  
AVAILABLE:

- JUNE, 25 – JULY, 19
- AUGUST, 26 – SEPTEMBER, 20
- OCTOBER, 21 – NOVEMBER, 15

NO MORE THAN  
3 PARTICIPANTS  
FROM EACH  
PROJECT

APPLY ONLINE

[SOFTLANDING.SK.RU](https://softlanding.sk.ru)

GET THE GREEN  
LIGHT AND  
GET READY

BECOME  
A RESIDENT  
OF SKOLKOVO  
AFTER  
THE PROGRAM  
IS COMPLETED

(GET THE SK RESIDENT  
BENEFITS)



# SKOLKOVO RESIDENT BENEFITS

## INCUBATION AND ACCELERATION

Tailored acceleration support and programs  
(7 international Programs)\*



Support of a dedicated project manager



Grant financing (1000+ grants a year)  
Sk Ventures – Managing Venture Funds (over \$100M in 3 areas: High-tech, IT and Biotech)



Tax and customs benefits | property tax – 0 %,  
profit tax – 0 %,  
insurance premiums – 14 %



## FINANCIAL SUPPORT

## BUSINESS AND R&D SERVICES



Intellectual property protection and deal closure support  
(2000+ IP applications submitted through the Sk IP Center)\*



Business services (access to partners, investors, business angels, HR, accounting and legal services, GR and more)\*



PR and media support marketing services, 24/7 (cultural events)\*

## ACCESS TO OFFICE AND R&D INFRASTRUCTURE



Lease of office and residential facilities (discounts)



Access to research infrastructure (common use centers, data centers, prototyping centers, coworking)\*

\*fee-based services

Check the fees here: <http://sk.ru/technopark/services/>



# THE FIRST OUTCOMES



*“Russian market is not the easiest to launch in but it has a huge potential”*

– Benjamin Wilkening,  
Vice-President International  
Investor Relations



*“The priority of Skolkovo is the promotion and enhancement of relations with the international community. Russia is a country of great potential and vast opportunities, and such cooperation is bound to be mutually beneficial.”*

– Yury Saprikyn, Vice-President for Regional and International  
Cooperation

New projects have started to emerge already: Mr. Kim (Shinshinsa) and Mr. Jang (WECO) have decided to set up a new Joint Venture in Russia

Mr. Lee and Mr. Melnik have concluded that the Skolkovo Innovation Center has provided the contacts, ecosystem and information necessary to set up in the market. *“We are very grateful to the organizers for this fantastic and very helpful initiative”*



Ms. Kim (HDT company) has confirmed that she is planning to obtain the Skolkovo resident status





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**RUSSIA**

# JOIN THE SOFTLANDING PROGRAM



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