

Order by the Foundation

dated _____ 201_ No. _____

**GRANT POLICY OF NON-PROFIT ORGANIZATION THE FUND FOR
DEVELOPMENT OF THE CENTER FOR ELABORATION AND
COMMERCIALIZATION OF NEW TECHNOLOGIES**

Content

Article 1. General Provisions	1
Article 2. Terms and Definitions.....	1
Article 3. Principles on Provision of Grants	3
Article 4. Requirements for the Project Participant and their Project.....	5
Article 5. Requirements for the Budget Estimate	5
Article 6. Publication of Information on the Provision and Use of the Grant	6
Annex 1	7
1. Requirements for Projects when Mini-Grants are provided	7
2. Requirements for Medical Technologies Projects involving the development of medical equipment and medicinal products	9
3. Requirements for Projects involving Strategic Computer Technologies and Software.....	22
4. Requirements for Space Technologies Projects, particularly in telecommunications and navigation systems (including the creation of the appropriate ground infrastructure), Energy Efficiency and Energy Conservation Projects, including the development of innovative energy technologies, and Nuclear Technologies Projects.....	31
Annex 2	38

Article 1. General Provisions

1. This policy (hereinafter refer to as the “Grant Policy”) determines:
 - 1) the conditions for the provision of Grants to Project Participants;
 - 2) project assessment criteria and requirements for grant recipients, applicable upon the provision of Grants;
 - 3) the amount of Grant funds allocated, in relation to the Stage and technological direction of the Projects.

2. This Grant Policy does not regulate the procedure for the provision of Grants to Project Participants that are engaged in applied research.

Article 2. Terms and Definitions

For the purpose of this Grant Policy, the terms below have the following meanings:

Affiliated Counterparty – a contractor, supplier, or other counterparty of the Project Participant, who meets at least one of the following requirements:

- 1) the counterparty or at least one of the contractor’s Beneficiaries is a Beneficiary of the Project Participant or a Key Member of the Project Participant’s team;
- 2) at least one of the counterparty’s executives, a member of a management body, or an associate of the counterparty, is a Beneficiary and/or a Key Member of the Project Participant’s team;
- 3) a close relative of at least one of the counterparty’s Beneficiaries or executives, a member of the management body, or an associate of the counterparty, is a Beneficiary and/or a Key Member of the Project Participant’s team;

Beneficiary - an individual who directly or indirectly (through share ownership (shares) in the authorized capital of other legal entities, being shareholders of the legal entity) controls or has the ability to control the activity of the legal entity;

Project Budget - the total amount of the Grant and funds acquired from a Co-Investor;

Grant – money assets provided by the Foundation, on non-repayable and non-refundable terms, for a specific purpose;

Grant Recipient – the Project Participant with whom the Agreement is made;

Application – the application concerning the allocation of the Grant, specified in Clause 1 of Article 2 of the Grant Regulations;

Innovation Priority - this term is defined in the Regulations on the assignment and termination of a participant’s status within the Project for the establishment and operational support of the Skolkovo Innovation Center, in the wording effective at the time of the decision to admit the Application for consideration;

IP – Intellectual Property;

Key Members of the Project Participant’s Team – Individuals identified as key team members in the Grant Application and whose participation in the project comprises at least 50% of their work time;

Mentor - an experienced specialist who has a good reputation in the major field of the Project, who assists the Project Participant and Key Members of its team with their knowledge and experience (both for a fee and on a pro bono basis);

Mini-Grant – this term is defined in Clause 2 of Article 4 of the Grant Regulations;

Areas of Focus - 1) energy efficiency and energy conservation, including the development of innovative energy technologies; 2) nuclear technologies; 3) space technologies, especially in the field of telecommunications and navigation systems (including the creation of appropriate ground infrastructure); 4) medical technologies in the areas of equipment and medical product development; and 5) strategic computer technologies and software;

Report - a report on the use of the Grant, which is submitted on completion of a Stage, in accordance with the form determined in the Agreement and pursuant to the Grant Regulations;

Plan – a plan for the Project implementation;

Grant Regulations - the Regulations on Grants submitted to project participants for the establishment and operational support of the Skolkovo Innovation Center, approved by a resolution of the Skolkovo Foundation Council on September 27, 2013, and confirmed by the Skolkovo Foundation Board of Trustees on December 11, 2013;

Product - the product and/or technology created as a result of the Project;

Project - the innovation project, which meets the requirements of the Regulations on the Assignment and Termination of a Participant's Status, the Grant Regulations, as well as the requirements of the Agreement, and is implemented by the Grant Recipient within the framework of their research activity, in accordance with the Law;

Budget Estimate - the Grant Recipient's estimated budget for the expenditure of Grant assets and funds provided by the Co-Investor for the purpose of the Project implementation;

Agreement – the Agreement for the provision of the Grant made between the Grant Recipient and the Foundation;

Co-Investor – a Russian or a foreign individual or legal entity, including a Participant of the Grant Recipient's team, as well as a group of declared entities, providing or intending to provide, for the purposes of the project implementation, funds to the Grant Recipient on a free and non-refundable basis, not assuming the counter payment by the Grant Recipient, in accordance with the guidelines for raising funds from a Co-Investor, stipulated in Clause 3 of Article 3 of the Grant Policy, and in accordance with the applicable laws of the Russian Federation. The Grant Recipient cannot also be the Co-Investor of the Project implemented by him/her;

Stage – a part of the Project implementation process, determined in accordance with the requirements stipulated in Annex 1 to the Grant Policy;

Project Participant – a legal entity, having obtained the status of project participant for the establishment and operational support of the Skolkovo Innovation Center;

Foundation – a Non-Profit Organization, the Fund for Development of the Center for Elaboration and Commercialization of New Technologies;

Centers for Collective Use- this term is defined in Clause 1 of Article 1 of the Regulations on accreditation of the Centers for Collective Use, Technopark Skolkovo LLC.

Grant Installment - part of the Grant allotted for the next Stage of the Project development, in an amount necessary for the Grant Recipient to implement the Project within a timeframe that enables the Foundation to review the Report in essence upon completion of the previous Stage (the amount of the Grant Installment for each Stage is specified in the Plan);

IPC stands for Skolkovo Intellectual Property Center, Limited Liability Company

Clean Room – a room necessary for the implementation of the Project, which allows one to control the size and amount, per cubic meter and within a given range, of particles in the air, such

as: dust, microbes, aerosol particles, and chemical vapors; as well as permitting for the control of parameters such as, humidity, pressure, and temperature;

Phase – a part of the Project lasting from 6 to 12 months inclusive, characterized by the achievement of measurable results that are significant for the implementation of the Project.

Article 3. Principles on Provision of Grants

1. Grants are provided for implementation of Projects that are consistent with the Innovation Priorities and are focused on the development of a particular product, aimed at a specific market. Moreover, the Product may consist of several components, linked together and combined to form a single product or service in terms of their final consumer use, or a single technological process focused on the procurement (provision) of such products or services.

The Foundation provides no more than one Grant to each Project Participant to implement one Stage, not taking Mini-Grants into account.

The Foundation may provide a Mini-Grant (Mini-Grants) to the Project Participant, the total amount of which may not exceed 5,000,000 (five million) rubles for one Project. A Mini-Grant may be given to a Project Participant if there is an Agreement for Project Stages 1-2. A Mini-Grant cannot be allocated to a Project Participant that has an approved Application for Stage 3.

2. The Foundation provides Grants to develop Projects that may be described, among other things, as transitioning from one stage to another. One of the Criteria for determining the Stages of the Project is the confirmation of results achieved by the Project during the previous Stage.

The Foundation shall not provide Grants for a subsequent Stage of the Project implementation if the Project Participant received a Grant to implement the Project at an earlier Stage and did not provide a Report about the previous Stage of the Project, and, as such, the Foundation is unable to take it into consideration in accordance with Clause 5 of Article 11 of the Grant Regulations.

The Foundation will not consider Applications from the Project Participant if the Project Participant received a Grant from the Foundation for the implementation of a different Project and the Foundation did not receive a Report for its consideration on the final Stage. Within the framework of one Stage, the Foundation provides Grants (except for Mini-Grants) by installment for each Phase of the Project implementation.

3. The conditions on which the Foundation bases the allocation of the Grant (except in the case of a Mini-Grant) include, the provision of documents by the Grant Recipient confirming that funds have been raised from the Co-Investor after the signing of a protocol of the Grant Committee Meeting, at which a resolution on the provision of a Grant for the Project (including for the next Stage of the Project implementation), in proportion to the total Project Budget and depending on the Stage, which cannot be less than what is specified in Clause 4 of this article, is adopted. Such fundraising from Co-Investors is carried out before the Grant is provided for each Stage and before receiving any part of the Grant. The Co-Investor or Co-Investors may provide funds for both current and consecutive Stages of the Project implementation.

Admissible options of fundraising from the Co-Investor or Co-Investors:

- 1) contribution to the authorized capital of the Grant Recipient – limited liability company;
- 2) acquisition from the Grant Recipient – joint stock company – of its shares (applicable for joint stock companies only);

3) cash contribution to the Grant Recipient's assets (applicable for limited liability companies only);

4) transfer of money assets by way of gift to the Grant Recipient (inapplicable if the Co-Investor and the Grant Recipient are Russian commercial organizations).

By agreement with the Foundation, those Project Participants that are neither limited liability companies nor joint stock companies may have other options for raising funds from Co-Investors, if said investment generation, taking into account the specifics of the Project Participant's legal form, is on a free and non-refundable basis, not involving reimbursement by the Project Participant, and is in accordance with all applicable laws of the Russian Federation.

4. Requirements for receiving maximum Grant provisions and the minimum amount of funding to be raised from Co-Investors. Requirements for the duration of each Stage and the total number of their Phases differ depending on the Stage, as follows:

Stage	Maximum amount of the Grant (Rubles)	Minimum amount of funds to be raised from Co-Investors (as a percentage of the Project Budget)	Stage Timeframe
Mini-Grant	5,000,000	0	Up to 1 year, no Phases
Stage 1	30,000,000	25%	Up to 2 years, Phases 6-12 months
Stage 2	150,000,000	50%	Up to 3 years, Phases 6-12 months
Stage 3	300,000,000	75%	Up to 3 years, Phases 6-12 months
Stage 1-3	20,000,000	In accordance with the Stage	1 Phase, up to 9 months

5. To confirm the achievements of the Project implementation by the Grant Recipient (Project Phases), the Foundation has the right to request additional documents and to call on entities independent from the Grant Recipient, including on the following issues:

1) examining or testing the samples, models, prototypes, components of a Product or technology;

2) analysis of the consistency of the progress towards the stated objectives of IP protection;

3) market research and study of patent information.

6. In order to make a decision on the provision of a Grant to the Project Participant, the Foundation has the right to engage entities, independent from the Grant Recipient, to perform patent research with respect to the Project.

7. Apart from the possibility of overlooking some of the requirements for the Project and/or the Budget Estimate, stipulated in Annexes 1 and 2 to the Grant Policy (but not more than two requirements specified in the lowest-level clauses of the corresponding numbered list), upon the resolution of the Grant Committee of the Foundation, expenses for the payment of products, work, and/or services of the Affiliated Counterparties, not conforming with the requirements of Clause 4 of Article 5 of the Grant Policy, may be included in the Budget Estimate of the Project.

Article 4. Requirements for the Project Participant and their Project

1. The following requirements are set for the Project Participant and their Project, irrespective of the Stage of the Project:

1) The Project Participant must hold the rights to the intellectual property of third parties, which are necessary and sufficient for conducting research on the Project Product and for their commercialization in projected markets (e.g. by making agreements for licensing, and the alienation of the exclusive right to produce goods, perform works, render services), without violation of the third parties' rights, or must undertake to purchase such rights or to conclude licensing agreements or contracts for the alienation of exclusive rights, before the Grant is provided;

2) The Project Participant must execute (register), solely in its name, the exclusive rights to intellectual property (including trade secrets (know-how)) created within the framework of the Project, including the Product or its components, and its means of identification, as well as the rights to the independent use of the aforementioned results of intellectual activity and/or means of its identification (to conclude on its behalf licensing agreements, agreements on the alienation of exclusive rights, to give consent for transactions, produce goods, perform work, provide services, taking into consideration the constraints of the Foundation's acts, which contain rules for the Project within the meaning of this term, stipulated by Federal Law No. 244-FZ On the Skolkovo Innovation Center, September 28, 2010);

4) The Project Participant is to ensure that the information contained in documents submitted to the Foundation is complete and accurate. The Foundation has the right to independently check the reliability of the information provided by the Project Participant;

5) The Project Participant is to provide the Foundation with complete and accurate information on its Beneficiaries and the Beneficiaries of the Co-Investor.

6) Key Members of the team, as well as the managers and Beneficiaries of the Project Participant should not have any outstanding convictions for economic crimes.

2. The requirements for Projects, which differ according to their Stages, are specified in Annex 1 to the Grant Policy. Additionally, the requirements for the results of the Project implementation are individually laid out in Annex 1 to the Grant Policy for each of the following areas of activity:

- 1) R&D;
- 2) Creation of a commercial version of the product. Marketing and Roll-Out;
- 3) IP Protection;
- 4) Human Resources;
- 5) Raising investments and financial indicators.

Article 5. Requirements for the Budget Estimate

1. The requirements for the Budget Estimate are listed in Annex 2 to the Grant Policy, which specifies the expenditure to be covered by the Grant and by the funds from the Co-Investor.

2. In all articles of the Budget Estimate, the prices for goods, works, and services shall not exceed average market prices for similar goods, works, and services.

3. The Grant Recipient shall be entitled to use Grant funds to pay for work and services rendered by subsidiaries of the Foundation. If it is possible to perform the same work (render

similar services), by a subsidiary of the Foundation, its tariffs are subject to mandatory consideration in analyzing the market average level of prices.

4. The inclusion of expenditure on goods and/or services of an Affiliated Counterparty in the Budget Estimate (except in the case of expenses for the rental of equipment and premises) is allowed only if all of the following conditions are met:

1) The Project Participant provided, in the opinion of the Foundation, comprehensive, adequate, and accurate information on the grounds of the affiliation of the Affiliated Counterparties when filing the Application and the Grant Memorandum;

2) The participation of the Affiliated Counterparty is not associated with testing or obtaining expert reports that are to be used as an independent validation of the results of the Project;

3) The Project Participant's employees and/or Key Team Members of the Project Participant are not employees of the Affiliated Counterparty and do not participate in its authorized capital or its activities;

4) Works or services performed (rendered) by the Affiliated Counterparty do not duplicate the work performed by employees of the Project Participant and/or the Key Team Members of the Project Participant;

5) The goods, works, or services supplied, performed, rendered by the Affiliated Counterparty, in opinion of the experts evaluating the Project, are not a significant factor in the implementation of the project at the Stage for which the Grant is provided, or the experts do not express an explicit opinion regarding this issue;

6) The goods, works, and/or services supplied, performed and/or rendered by the Affiliated Counterparty cannot be delivered, performed, and/or rendered for a comparable or lower price by an entity which is not the Affiliated Counterparty;

7) The Project Participant has provided detailed and accurate information on the number of its employees and the level of their engagement, including the use of equipment and resources, that the Affiliated Counterparty intends to use in the performance of its obligations set in its contract with the Project Participant;

8) The engagement of an Affiliated Counterparty is reasonable according to the experts evaluating the Project, or the experts do not express an explicit opinion regarding this issue.

5. Limitations set forth in Clause 4 of this Article do not apply to counterparties under agreements for lease of equipment and premises.

Article 6. Publication of Information on the Provision and Use of the Grant

Information about decisions of the Grant Committee, as well as other information about the provision and use of the Grant by the Project Participant, should be published on the website of the Foundation in the section "Information about Grants", containing the following:

1) Name of the Project Participant;

2) Name of the Project;

3) The operative part of the resolution taken by the Grant Committee (with the date of the meeting and general results of the voting);

4) Information on the date of the Agreement;

5) Information on the dates of the Reports submitted to the Foundation by the Project Participant and the decisions of the Foundation after consideration of such Reports.

Requirements for Projects According to their Stages

1. Requirements for Projects when Mini-Grants are provided

I. Criteria for determining the Stage	1. The Project must be theoretically implementable (it shall not be in conflict with basic scientific principles).
II. Stage Results	<p>At least one of the following Stage results is mandatory (moreover, funds from a Mini-Grant cannot be spent for other purposes):</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the sphere of IP sphere was conducted, a total of at least 2 of the following actions were taken: <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in other planned markets); 1.3. a non-disclosure status (trade secrets) was implemented; 1.4. documents identifying and codifying production secrets (know-how) were issued, and/or Russian and/or international applications for the issue of patents to the Grant Recipient (including patent support in Russia and abroad) were filed; 1.5. potentially protectable technical solutions were identified; 1.6. the level of technology was identified (based on the technical solutions described above); 1.7. a legal study of the risks of potential court or other proceedings in Russia and in other planned markets was conducted (in the absence of patent purity or in case of doubts); 1.8. the mode and approximate schedule for the protection of aforementioned technical solutions, in Russia and in other target markets (know-how, filing Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, publicly available publications), were determined; 1.9. a study, concerning the actual use of the copyright items and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 1.10. relationships with the authors of the results of intellectual activity were formalized. 2. Marketing research was carried out. 3. Joint activity agreements, attracting of Co-Investors, were negotiated and/or concluded, and letters of intent from potential customers

	<p>(letters about the possible purchase of the Product) were received.</p> <ol style="list-style-type: none"> 4. The technical requirements for the Product were developed. 5. Participation in a conference and a report on participation in this conference was prepared. 6. A plan for the introduction of the Product onto the market was prepared. 7. Refinements and/or testing and/or inspection of the Product results were conducted. 8. Research confirming the features of the Product was performed. 9. Research and development for creation of the Product, in accordance with the research plan, was conducted (a laboratory sample and/or experimental technology was developed; or technical documentation was developed; or a pilot sample of the Product was developed and/or pilot technology was developed; or technical documentation for the pilot sample and/or pilot technology was developed; or working design documentation was prepared; or a pilot batch of the Product was produced; or a pilot production facility and/or pilot production technology was created). 10. A team of at least 2 people was organized, confirming their participation in the Project, including at least one researcher and one chief production engineer (biologist, doctor, engineer) with experience in the field of the Project (these specializations may be possessed by one person).
--	--

Note:

When providing Mini-Grants for the performance of works in just one of the areas, specified in clauses 1, 2, 4-7 of sub-section II. Stage Results of the section entitled, Requirements for the Projects According to Stages of Annex 1, the requirements of clause 4 of sub-section Co-Investors of the section Other Expenses of Annex 2 to the Grant Policy, do not apply.

2. Requirements for Medical Technologies Projects involving the development of medical equipment and medicinal products

	Areas	Criteria for determining the Stage	Stage Results
Stage 1	I. R&D	<ol style="list-style-type: none"> 1. The Project scientific concept was developed. 2. An R&D plan was provided. 	<ol style="list-style-type: none"> 1. A prototype or pilot sample of the Product and/or the experimental units of the Product was/were created in accordance with the plan of research activities. 2. The R&D Plan was adjusted. 3. A proof-of-concept trial for a new compound or technology was completed (i.e. proof of the concept or the principle of its implementation was obtained in order to test and demonstrate the possibility of its use), a pharmaceutical preformulation was chosen to carry out and complete preclinical studies, a testing plan and/or testing of the Product was developed.
	II. IP Protection	<ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the sphere of IP was conducted, namely: <ol style="list-style-type: none"> 1.1. potentially protectable technical solutions were identified; 1.2. as concerns plans for research activities and plans for the publication of results, the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications) were defined; 1.3. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including 	<p>Medical equipment, tools, supplies:</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the sphere of IP was conducted, namely: <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map); 1.3. potentially protectable technical solutions were identified; 1.4. the level of existing technology was identified (based on Project implementation results); 1.5. findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared; 1.6. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the

	Areas	Criteria for determining the Stage	Stage Results
		<p>commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared;</p> <ol style="list-style-type: none"> 1.4. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 2. Relationships with the authors of the results of intellectual activity (if possible) were formalized. 3. Russian and/or international patent applications for the results of the Project were filed (if applicable). 	<p>number of such applications, were determined;</p> <ol style="list-style-type: none"> 1.7. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared; 1.8. a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which are owned by third parties in Russia and in other planned markets, was conducted; 1.9. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.10. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 3. Documents identifying and codifying specific production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed. <p>Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions.</p> <p>Biological molecules and medical technologies:</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the sphere of IP was conducted, namely: <ol style="list-style-type: none"> 1.1 a patent map was created; 1.2 a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map); 1.3 potentially protectable technical solutions were identified; 1.4 the level of existing technology was identified (based on Project implementation results);

	Areas	Criteria for determining the Stage	Stage Results
			<p>1.5 findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared;</p> <p>1.6 the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined;</p> <p>1.7 a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared;</p> <p>1.8 a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted;</p> <p>1.9 a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists;</p> <p>1.10 relationships with the authors of the results of intellectual activity were formalized (as concerns new employees).</p> <p>2. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued.</p> <p>3. Documents identifying and codifying specific production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed.</p>
	III. Creation of a	1. The Product competitive advantages over international and Russian analogs were	<p>1. A strategy for positioning the Product on the market was created.</p> <p>2. A source of financing for the further implementation of the Project was</p>

	Areas	Criteria for determining the Stage	Stage Results
Stage 2	commercial version of the Product. Marketing and Roll-Out	<p>substantiated by the time it entered the market.</p> <p>2. The range of target parameters of the Project Product and the size of the target market were determined.</p> <p>3. The Skolkovo logo is present on marketing materials and documents (if available).</p>	<p>determined.</p> <p>3. The Skolkovo logo is present on marketing materials and documents.</p>
	IV. Human Resources	<p>Project team, composed of no less than 3 full-time employees (excluding the founders and Project Participants), was organized, meeting the following requirements:</p> <p>1. one of the employees of the Project has publications on the subject of the Project or has experience in the development of a similar product in an organization operating in the same core industry;</p> <p>2. at least one employee has proven international experience in the Project market or is a research, technical, or business consultant with at least 5 years of international experience in this industry.</p>	<p>The staff consists of at least 2 team members (excluding the founders of the company – who do not need to be part of the staff), including:</p> <p>1. at least one researcher;</p> <p>2. a chief production engineer (biologist, doctor, engineer) with experience in the field of the Project (this position can be combined with that of the researcher);</p> <p>3. of these team members, at least one member of the team must have proven international experience in the Project planned market;</p> <p>4. there is a specialist on staff with investment or Project implementation experience in the respective field, or there is a Mentor (Consultant) with similar experience.</p>
	I. R&D	<p>1. There is the prototype of the Product and/or experimental units of the Product.</p> <p>2. The concept has been proven (i.e. proof of the concept or the principle of its implementation was obtained in order to test and demonstrate the possibility of its use), molecules were synthesized to carry out further research. An R&D plan was provided.</p> <p>3. A testing plan or trial (if applicable) was provided for the product of the Project,</p>	<p>1. A production prototype of the main Product was created.</p> <p>2. Tests of the prototype were carried out.</p> <p>3. Working design documentation was developed (for medical equipment).</p> <p>4. Sufficient pre-clinical studies were conducted in order to receive authorization for clinical trials; there is a sufficient amount of the test substance available for further analysis; the test substance was produced in conditions of certified production; the terms and conditions of regulatory authorities were observed during the performance of clinical studies.</p>

	Areas	Criteria for determining the Stage	Stage Results
		collaborators (counterparties) were identified to conduct the tests.	
	II. IP Protection	<p>1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted, namely:</p> <p>1.1. potentially protectable technical solutions were identified;</p> <p>1.2. as concerns plans for research activities and plans for the publication of results, the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications) were defined;</p> <p>1.3. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared;</p> <p>1.4. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or</p>	<p>Medical equipment, tools, supplies:</p> <p>1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted, namely:</p> <p>1.1. a patent map was created;</p> <p>1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map);</p> <p>1.3. potentially protectable technical solutions were identified;</p> <p>1.4. the level of current technology was identified (based on the Project implementation results);</p> <p>1.5. findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared;</p> <p>1.6. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined;</p> <p>1.7. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared;</p> <p>1.8. a study, concerning the actual use of the copyright and any official</p>

	Areas	Criteria for determining the Stage	Stage Results
		<p>foreign language(s) exists;</p> <ol style="list-style-type: none"> 2. Relationships with the authors of the results of intellectual activity (if possible) were formalized. 3. Production secrets (know-how) were identified and codified and/or the Russian and/or international applications for patents for the results of the Project were filed. 4. Russian and/or international applications for trademark registration were filed (if applicable). 	<p>results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted;</p> <ol style="list-style-type: none"> 1.9. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.10. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 2. Documents identifying and codifying specific production secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Licensing or other agreements were made, in respect of intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity). 5. Russian and/or foreign patents on the results of the Project and trademark registration certificates, etc. were received by means of submitted applications, before the provision of the Grant (if applicable). <p>Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions.</p> <p>Biological molecules and medical technologies:</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted or the relevance of the previously carried out analysis was confirmed, namely: <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map); 1.3. potentially protectable technical solutions were identified; 1.4. The level of technology was identified (based on the technical solutions

	Areas	Criteria for determining the Stage	Stage Results
			<p>described above);</p> <ol style="list-style-type: none"> 1.5. findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared; 1.6. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined; 1.7. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared; 1.8. a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 1.9. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.10. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 2. Documents identifying and codifying specific production secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued (if they did not already exist). 4. Licensing or other agreements were made, in respect of intellectual property

Areas	Criteria for determining the Stage	Stage Results
		<p>of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity).</p> <p>5. Russian and/or foreign patents on the results of the Project and trademark registration certificates, etc. were received by means of submitted applications, before the provision of the Grant (if applicable).</p>
<p>III. Creation of a commercial version of the Product. Marketing and Roll-Out</p>	<p>1. The Product competitive advantages over international and Russian analogs were substantiated by the time it entered the market.</p> <p>2. All of the Product parameters essential for the consumers were identified.</p> <p>3. The business development strategy was prepared.</p> <p>4. The Skolkovo logo is present on marketing materials and documents (if available).</p>	<p>1. A list of potential Co-Investors was prepared.</p> <p>2. An agreement of intent was signed with at least one Co-Investor to fund the next Stage.</p> <p>3. The Skolkovo logo is present on marketing materials and documents.</p> <p>Medical equipment, tools, supplies:</p> <p>4. The pilot operation together with interested consumers is confirmed.</p> <p>5. Letters or agreements of intent were signed with no less than one customer (distributor) of the Product.</p> <p>Biological molecules and medical technologies:</p> <p>6. Data confirming the Product market relevance, from the point of view of a competitive environment, market potential, etc., was provided.</p>
<p>IV. Human Resources</p>	<p>A Project Team was formed:</p> <p>1. one of the employees of the Project has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry;</p> <p>2. a chief production engineer (biologist, engineer) with experience in the subject of the Project;</p> <p>3. at least one person with experience in pre-clinical and clinical trials;</p> <p>4. at least one employee has proven</p>	<p>1. The staff consists of at least 3 team members (excluding the founders of the company – who do not need to be part of the staff), including:</p> <p>1.1. at least one researcher;</p> <p>1.2. a chief process manager(biologist, doctor, engineer) with experience in the field of the Project (this position can be combined with that of the researcher);</p> <p>1.3. at least one person with experience in clinical trials;</p> <p>1.4. of these team members, at least one member of the team must have proven international experience in the market of the Project;</p> <p>2. There is a specialist on staff with investment or Project implementation experience in the respective field, or there is a Mentor (Consultant) with similar experience.</p>

	Areas	Criteria for determining the Stage	Stage Results
		international experience in the Project market or is a research, technical, or business consultant with at least 5 years of international experience in this industry.	
Stage 3	I. R&D	<ol style="list-style-type: none"> 1. The prototype is ready for certification tests. 2. Documents, which prove the claimed properties of the developed prototype, were issued. 3. The documents needed to receive a certificate of conformity and the necessary permits to sell the product were filed (for medical devices). 4. Preclinical studies were successfully completed, except for long term research related to possible long-term effects of the product use and other preclinical research, not restricting the use of the Product by people; regulatory approvals to begin clinical trials were received, collaborators (counterparties) were determined for clinical trials from a number of organizations with sufficient experience in the provision of research services to the pharmaceutical and biotechnology sectors. 	<p>Medical equipment, tools, supplies:</p> <ol style="list-style-type: none"> 1. The working design documentation for industrial production was issued. 2. Pilot sales were performed (roll-out). <p>Biological molecules and medical technologies:</p> <ol style="list-style-type: none"> 3. The 2nd or 3rd Stages of clinical trials were completed; approval by regulatory authorities to carry out further tests was received.
	II. IP Protection	<ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted, namely: <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent 	<p>Medical equipment, tools, supplies:</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted, namely: <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map); 1.3. findings were prepared for finalizing the current results of the Project to

	Areas	Criteria for determining the Stage	Stage Results
		<p>map);</p> <ol style="list-style-type: none"> 1.3. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared; 1.4. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 2. Licensing or other agreements, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity), were made. 3. Relationships with the authors of the results of intellectual activity were formalized. 4. Production secrets (know-how) were identified and codified. 5. Required Russian and/or foreign patents on the results of the Project, the certificates of registration for Russian and international (foreign) trademarks, etc., were received. 	<p>achieve patent purity;</p> <ol style="list-style-type: none"> 1.4. a legal study of the risks of potential court or other proceedings in Russia and in other planned markets was conducted (freedom to operate: in the absence of patent purity); 1.5. an inspection was conducted for the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets; 1.6. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.7. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 2. Documents identifying and establishing specific production secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts). <p>Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions.</p> <p>Biological molecules and medical technologies:</p> <p>A copyright protection document was received from at least one country of prospective commercialization or patent applications were filed with one or several countries of prospective commercialization.</p> <ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed (planned) Product in the IP sphere was conducted or the relevance of the previously carried out

Areas	Criteria for determining the Stage	Stage Results
		<p>analysis was confirmed, namely:</p> <ol style="list-style-type: none"> 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent map); 1.3. findings were prepared for finalizing the current results of the Project to achieve patent purity; 1.4. a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 1.5. a status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.6. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). <ol style="list-style-type: none"> 2. Documents identifying and establishing specific production secrets (know-how) were issued, if they did not previously exist, or their continuing relevance was confirmed. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity).
<p>III. Creation of a commercial version of the Product. Marketing</p>	<ol style="list-style-type: none"> 1. The Skolkovo logo is present on marketing materials and documents (if available). <p>Medical equipment, tools, supplies:</p> <ol style="list-style-type: none"> 2. Letters or agreements of intent for the purchase of the Product were signed with no 	<ol style="list-style-type: none"> 1. The Skolkovo logo is present on marketing materials and documents. <p>Medical equipment, tools, supplies:</p> <ol style="list-style-type: none"> 2. A pilot roll-out was performed; 3. Agreements were signed with at least one customer (distributor) of the Product;

Areas	Criteria for determining the Stage	Stage Results
and Roll-Out	<p>less than one customer (distributor);</p> <p>3. A Commercialization Plan was developed, which may include licensing or an agreement for the cession of IP rights.</p> <p>Biological molecules and medical technologies:</p> <p>4. A plan to negotiate the commercialization of the Product was developed, which includes licensing or an agreement for the cession of the rights of IP, and distribution of the Product.</p>	<p>4. Targets of the Marketing Plan for the Product were achieved;</p> <p>5. The Commercialization Plan, developed before the beginning of this Stage, was implemented. It may include licensing or agreements on the cession of IP rights.</p> <p>Biological molecules and medical technologies:</p> <p>6. The partner (investor, buyer) for Stage 3 implementation or commercialization was determined.</p>
IV. Human Resources	<p>1. The Project Team consists of:</p> <p>1.1. at least one researcher;</p> <p>1.2. a chief process manager(biologist, doctor, engineer) with experience in the subject of the Project;</p> <p>1.3. at least one member of the team has proven international experience in the market of the Project subject;</p> <p>1.4. at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project;</p> <p>1.5. at least one person with experience in pre-clinical and clinical trials;</p> <p>2. There is a Mentor (Consultant) or a staff member in charge of investment development with experience in investment or Project implementation for the respective activity.</p>	<p>1. The staff consists of at least 3 team members (excluding the founders of the company who do not need to be part of the staff), including:</p> <p>1.1. at least one researcher;</p> <p>1.2. a chief (biologist, doctor, engineer) with experience in the field of the Project (this position can be combined with that of the researcher);</p> <p>1.3. at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project.</p> <p>1.4. at least one person with experience in pre-clinical and clinical trials;</p> <p>1.5. of these team members, at least one member of the team must have proven international experience in the market of the Project;</p> <p>2. There is a Mentor (Consultant) or a staff member in charge of investment development with experience in investment or Project implementation for the respective activity.</p>
V. Raising		1. A contract for the sale of Project Participant's shares, a license agreement in

	Areas	Criteria for determining the Stage	Stage Results
	investment and financial indicators		<p>respect to IP rights, or an agreement for the cession of IP rights, were made.</p> <p>Biological molecules and medical technologies:</p> <p>2. The partner (investor, buyer) for future business development was determined.</p>

3. Requirements for Projects involving Strategic Computer Technologies and Software

	Areas	Criteria for determining the Stage	Stage Results
Stage 1	I. R&D	<ol style="list-style-type: none"> 1. Requirements for the Product are developed, including a substantiation of its scientific and technological novelty (PRD - Product Requirements Document). 2. An R&D plan was provided. 	<ol style="list-style-type: none"> 1. The Product Architecture (Design) was created. 2. The tools and the methodology of the Project were selected. 3. A function test on the algorithms of separate system components was performed. 4. Functional requirements specifications and/or Software requirements specifications (FRS\SRS) were created. 5. Operational and critical parameters of the environment were defined, including a testing plan and trials in relevant simulated conditions (Test environment).
	II. IP Protection	<ol style="list-style-type: none"> 1. Relationships with the authors of the results of intellectual activity were formalized. 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists;; 3. A list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, was prepared, including a list of free software. 4. If target markets for the Product include the U.S.A., Taiwan, and other countries with the same legal regime with respect to the Product in development (planned), then an analysis of IP prospects was performed, specifically: <ol style="list-style-type: none"> 4.1. potentially protectable technical solutions were identified; 4.2. the mode and approximate schedule for 	<ol style="list-style-type: none"> 1. IP protection documents were updated: <ol style="list-style-type: none"> 1.1. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 1.2. non-disclosure agreements in Russian and a foreign language were updated to a status of confidentiality agreement (trade secret); 1.3. a list of intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts and in case of doubts), was prepared; 1.4. provided that the target markets include the U.S.A., Taiwan, and other countries with the same legal regime, the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined; 2. An analysis of prospects for the developed (planned) Product in the IP sphere

Areas	Criteria for determining the Stage	Stage Results
	<p>the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, and approximate duration of transition to a national Stage of international applications publicly available publication), were defined;</p>	<p>was conducted, namely:</p> <ol style="list-style-type: none"> 2.1. potentially protectable technical solutions were identified; 2.2. the level of technology was identified (if applicable). 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation of the Project, were made. 5. Russian and international applications for granting patents for the results of the Project were filed (if applicable). 6. Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties. In such circumstances, it is necessary to prepare documents that identify and codify the relevant know-how (specific results of intellectual activities) (if applicable).
<p>III. Creation of a commercial version of the Product. Marketing and Roll-Out</p>	<ol style="list-style-type: none"> 1. Market Requirements Documents (MRD) are prepared, including: <ol style="list-style-type: none"> 1.1. the size of the target market; 1.2. a substantiation of the Product competitive advantages over international and Russian analogs by the time of its entry onto the market. 2. The Skolkovo logo is present on marketing materials and documents (if available). 	<ol style="list-style-type: none"> 1. A strategy for product sales and cooperation with potential customers was developed. 2. The source of financing for the further implementation of the Project was determined. 3. A standard commercial proposal was made. 4. The Skolkovo logo is present on marketing materials and documents.
<p>IV. Team</p>	<p>A Project team was organized, composed of no less than 2 full-time employees, meeting the</p>	<ol style="list-style-type: none"> 1. There are at least 2 employees on staff who are directly involved in research activities for the Project.

	Areas	Criteria for determining the Stage	Stage Results
		following requirements: 1. at least one of the employees of the Project has scientific experience ¹ in the subject area of the Project or has more than 2 years of proven technical experience in the specific field; 2. an employee with international experience ² in the subject area of the Project is desirable.	One of the employees is a Chief Architect who has at least 2 years of proven experience in the Project field (or possesses scientific experience). 2. One of the employees or a Consultant possesses scientific experience in the Project subject area. 3. The Investor or Mentor (Consultant), or one of the employees, possess international experience in the Project subject area.
Stage 2	I. R&D	1. The Product Architecture (Design) was created. 2. A function test of algorithms and separate system components was performed. 3. The operational and critical parameters of the environment were defined, including a testing plan and testing in relevant simulated conditions. 4. A research activity plan was prepared; the tools and methodology of the Project were selected. 5. The functional requirements and/or software requirements specifications were created (FRS\SRS).	1. The alpha version or the prototype of the Product was created. 2. External functioning and productivity tests were performed according to proprietary standards. 3. A plan for development of a beta-version was provided. 4. The functional requirements and/or software requirements specifications (FRS\SRS) for the beta-version of the Product, including a plan to test the Product in real conditions, were made.
	II. IP Protection	1. Relationships with the authors of the results of intellectual activity were	1. IP protection documents were updated: 1.1. relationships with the authors of the results of intellectual activity were

¹ Scientific experience - is experience in scientific work, proven by at least one of the following: a) scientific publications, citation index; b) author of protected IP items (patents); c) reports at conferences as an invited speaker; d) R&D experience at a big company.

² International experience - is proven experience of promoting a product in other countries' markets or management of custom engineering for foreign companies (hereinafter listed in requirements under this section).

	Areas	Criteria for determining the Stage	Stage Results
		<p>formalized.</p> <ol style="list-style-type: none"> 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 3. Documents identifying and codifying the relevant know-how (specific results of intellectual activities) (if applicable) were prepared. 4. Russian and international applications for trademark registration were filed (if applicable). 5. A list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, was prepared, including a list of free software. 6. If target markets for the Product include the U.S.A., Taiwan, and other countries with the same legal regime, then an analysis of IP prospects, with respect to the Product in development (planned), was performed, specifically: <ol style="list-style-type: none"> 6.1 potentially protectable technical solutions were identified; 6.2 the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in the target markets (know- 	<p>formalized (as concerns new employees).</p> <ol style="list-style-type: none"> 1.2. non-disclosure agreements in Russian and a foreign language were updated to status of confidentiality agreements (trade secret); 1.3. a list of intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts and in case of doubts), was prepared; 1.4. provided that the target markets include the U.S.A., Taiwan, and other countries with the same legal regime, the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined. 2. An analysis of the prospects for the developed (planned) Product in the IP sphere was conducted, namely: <ol style="list-style-type: none"> 2.1. a patent purity study was performed (in Russia and in planned markets); 2.2. a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 2.3. findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared; 2.4. the level of technology was identified (based on the technical solutions identified prior to receiving the Grant). 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of

Areas	Criteria for determining the Stage	Stage Results
	<p>how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national Stage of international applications, publicly available publication) were defined;</p>	<p>royalties to the authors, were issued.</p> <ol style="list-style-type: none"> 4. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation of the Project, were made. 5. Russian and international applications for granting patents for the results of the Project were filed (if applicable). 6. Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties. In such circumstances, it is necessary to prepare documents that identify and codify the relevant know-how (specific results of intellectual activities) (if applicable).
<p>III. Creation of a commercial version of the Product. Marketing and Roll-Out</p>	<ol style="list-style-type: none"> 1. Significant advantages over international and Russian analogs were substantiated by the time of the Product entry onto the market. 2. A standard commercial proposal was made. 3. A strategy for product sales and cooperation with potential customers was developed. 4. The Skolkovo logo is present on marketing materials and documents (if available). 	<ol style="list-style-type: none"> 1. Agreements of intent to test the Product were signed with no less than one independent customer. 2. A Commercialization Plan was developed, which may include licensing or an agreement for the cession of IP rights. 3. The source of financing for the further implementation of the Project was determined. 4. The Skolkovo logo is present on marketing materials and documents.
<p>IV. Team</p>	<ol style="list-style-type: none"> 1. A Project team was organized, composed of no less than 3 full-time employees, meeting the following requirements: <ol style="list-style-type: none"> 1.1. a Chief Architect with at least 2 years of proven experience in the Project field (or possesses scientific experience); 1.2. at least one member of the team has international experience in the Project 	<ol style="list-style-type: none"> 1. There are at least 3 employees on staff who are directly involved in research activities for the Project. <ol style="list-style-type: none"> 1.1. One of the employees is a Chief Architect who has at least 2 years of proven experience in the Project field (or may possess scientific experience). 2. The Project Team has employees, Investors, or Consultants which comply with the following requirements: <ol style="list-style-type: none"> 2.1. At least one of the employees possesses scientific experience in the

	Areas	Criteria for determining the Stage	Stage Results
		sphere; 1.3. at least one of the employees possesses scientific experience in the Project subject. 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area.	Project subject area; 2.2. At least one of the employees possesses international experience in the Project subject area; 2.3. There is a business development specialist (including commercialization, investments, and finances) or a Mentor (Consultant), which possesses corresponding experience.
Stage 3	I. R&D	1. The alpha version (software) or precision prototype (not software) was created. 2. External or internal functioning and productivity tests were preformed according to proprietary standards. 3. A development plan was provided. 4. Software functional requirements and/or specifications (SRS\FRS) for the beta-version of the Product, including a testing plan, were made.	1. A beta version was created. 2. Developmental work was completed. 3. The operational capacity of the Product in real conditions was shown, including in accordance with the results of consumer testing of the Product. 4. A commercial version of the Product (software release) ready for roll-out was prepared.
	II. IP Protection	1. Relationships with the authors of the results of intellectual activity were formalized. 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists;; 3. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, were made. 4. Russian and international applications for	1. IP protection documents were updated: 1.1. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 1.2. non-disclosure agreements in Russian and in a foreign language were updated to a status of confidentiality agreement (trade secret); 1.3. a list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts and in case of doubts), was prepared; 2. A study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted;

Areas	Criteria for determining the Stage	Stage Results
	<p>granting patents for the results of the Project were filed (if applicable).</p> <p>5. Documents, identifying and codifying the relevant know-how (specific results of intellectual activities) (if applicable), were prepared.</p> <p>6. Registration certificates for Russian and international (foreign) trademarks were received.</p> <p>7. An analysis of the prospects for the developed (planned) Product in the IP sphere was conducted, namely:</p> <p>7.1. a patent purity study was performed (in Russia and in planned markets);</p> <p>7.2. potentially protectable technical solutions were identified;</p> <p>7.3. the level of technology was identified (based on the technical solutions described above);</p> <p>7.4. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national Stage of international applications publicly available publication), were defined;</p>	<p>3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued (if they did not already exist).</p> <p>4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (if applicable).</p> <p>5. At least one of the following:</p> <p>5.1. Russian and international applications for granting patents for the results of the Project were filed;</p> <p>5.2. Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties.</p> <p>6. Patents for the Russian Federation or for other countries under the Patent Cooperation Treaty were received, as a result of applications filed prior to the implementation of the Project, or in the case where a Project was confirmed to contain no patentable technical solutions that might be revealed or used by third parties, a ‘know-how mode’ with respect to such technical solutions was introduced (if applicable).</p>
III. Creation of a	1. Significant advantages over the international and Russian analogs were substantiated by the	<p>1. Commercial version of the Project is introduced to the market.</p> <p>2. A Commercialization Plan, which may include licensing or an agreement for</p>

Areas	Criteria for determining the Stage	Stage Results
commercial version of the Product. Marketing and Roll-Out	<p>time the Product enters the market.</p> <ol style="list-style-type: none"> 2. Agreements of intent to test the product were signed with no less than one independent customer. 3. A Commercialization Plan was developed, which may include licensing or an agreement for the cession of IP rights. 4. The Skolkovo logo is present on marketing materials and documents (if available). 	<p>the cession of IP rights was implemented.</p> <ol style="list-style-type: none"> 3. Partnership agreements were made (if applicable). 4. The Skolkovo logo is present on marketing materials and documents.
IV. Team	<ol style="list-style-type: none"> 1. A Project team composed of no less than 5 employees was organized, meeting the following requirements: <ol style="list-style-type: none"> 1.1. At least one of the employees possesses scientific experience in the Project subject area; 1.2. At least one of the employees possesses international experience in the Project subject area; 1.3. A Chief Architect with at least 3 years of proven experience in the Project field (or possesses scientific experience); 1.4. A Business Development specialist (including commercialization, investments, and finances). 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area. 	<ol style="list-style-type: none"> 1. There are at least 5 employees on staff, including: <ol style="list-style-type: none"> 1.1. A Chief Architect with at least 3 years of experience in the Project field (or possesses scientific experience); 1.2. A Business Development specialist (including commercialization, investments, and finances). 1.3. At least one of the employees possesses international experience on the Project subject; 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area.
V. Raising investment	The presence of a Co-Investor, whose managed assets value is at least 10 times the requested	A business plan for raising investment and/or project funding was developed.

	Areas	Criteria for determining the Stage	Stage Results
	and financial indicators	Grant amount, or who has at least 3 organizations under their management, or whose core business turnover (for a strategic investor) is at least 10 times the requested Grant amount.	

4. Requirements for Space Technologies Projects, particularly in telecommunications and navigation systems (including the creation of the appropriate ground infrastructure), Energy Efficiency and Energy Conservation Projects, including the development of innovative energy technologies, and Nuclear Technologies Projects

	Areas	Criteria for determining the Stage	Stage Results
Stage 1	I. R&D	<ol style="list-style-type: none"> 1. An R&D plan was provided. 2. There are the results of early studies. 	<ol style="list-style-type: none"> 1. A laboratory sample (a model, experimental design element, prototype) of the Product and/or laboratory technology, in accordance with the plan of research, was developed. 2. Technical documentation for the laboratory sample (model, experimental design element, prototype) and/or laboratory technology was developed. 3. Independent laboratory (bench) tests of the laboratory sample (model, experimental design element, prototype) were conducted. 4. Technical specifications for development work were formulated (if applicable).
	II. IP Protection	<p>The Grant Recipient's IP protection measures were conducted for the developed Product, namely:</p> <ol style="list-style-type: none"> 1. a confidentiality (trade secrets) status was implemented; 2. relationships with the authors of the results of intellectual activity were formalized (if applicable). 	<ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed Product in the IP sphere was conducted, namely: <ol style="list-style-type: none"> 1.1. The following patent research³ was conducted (if not provided earlier): <ol style="list-style-type: none"> 1.1.1. a patent purity study (in Russia and in planned markets); 1.1.2. a patentability study. 1.2. potentially protectable technical solutions were identified (if applicable); 1.3. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on); 1.4. a list of intellectual properties of third parties, which are necessary and

³ Recommended research document: GOST P 15.011-96 The system for product development and implementation. Patent research. Content and procedure.

	Areas	Criteria for determining the Stage	Stage Results
			<p>sufficient for the implementation (including commercialization) of the Project, was prepared (if applicable);</p> <ol style="list-style-type: none"> 2. A status of confidentiality agreement (trade secret) was set with respect to the Project implementation results. 3. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents, specifying the amount and payment procedure for the authors' remuneration. 4. Documents identifying and establishing production secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed.
	<p>III. Creation of a commercial version of the Product. Marketing and Roll-Out</p>	<ol style="list-style-type: none"> 1. The Product competitive advantages over international and/or Russian analogs were substantiated by the time the Product enters the market. 2. The range of target parameters of the Project Product and the size of the target market were determined. 3. The Skolkovo logo is present on marketing materials and documents (if available). 	<ol style="list-style-type: none"> 1. Confirmation was received from the consumer regarding their interest in the results of the Project, or the intention of the consumer to participate in product testing was confirmed. 2. Product parameters essential to the consumer were identified. 3. Methods for promoting the Product to potential consumers were determined. 4. The source of financing and plan for the further implementation of the Project were determined. 5. The Skolkovo logo is present on marketing materials and documents.
	<p>IV. Human Resources</p>	<p>A Project team was formed from at least 3 team members who agreed to participate (either by way of written application, or civil contract, or employment contract) in the Project, and complies with the following requirements:</p> <ol style="list-style-type: none"> 1. one of the Project team members has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 	<ol style="list-style-type: none"> 1. There are at least 3 employees on staff, including: <ol style="list-style-type: none"> 1.1. at least one researcher; 1.2. at least 1 chief production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 1.3. of these listed team members, at least one member of the team has proven experience in the market of the Project; 2. There is a specialist (either by way of employment or civil contract) on the Project team experienced in investments or Project development for the respective activity or a Mentor (Consultant) with corresponding experience.

	Areas	Criteria for determining the Stage	Stage Results
Stage 2	I. R&D	<ol style="list-style-type: none"> 2. The laboratory sample (model, experimental design element, prototype) of the Product and/or laboratory technology was developed, and/or technical documentation for the laboratory sample (model, experimental design element, prototype) of the Product and/or laboratory technology was prepared. 3. The results of laboratory (bench) tests of the laboratory sample (model, experimental design element, prototype) were provided. 4. An R&D Plan was prepared. 	<ol style="list-style-type: none"> 1. The Product prototype and/or the prototype technology were developed. 2. A set of technical (detailed) documentation for the prototype and/or experimental technology was issued. 3. The prototype was tested in conditions similar to typical operation. 4. Certification was acquired (if applicable).
	II. IP Protection	<p>The Grant Recipient's IP protection measures were conducted for the developed Product, namely:</p> <ol style="list-style-type: none"> 1. a confidentiality (trade secrets) status agreement was implemented; 2. relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for the authors' remuneration. 3. potentially protectable technical solutions were identified, and/or Russian and/or international patent applications were filed. 	<ol style="list-style-type: none"> 1. An analysis of risks and prospects for the developed Product in the IP sphere was conducted, namely: <ol style="list-style-type: none"> 1.1. The following patent research⁴ was conducted (if not provided earlier): <ol style="list-style-type: none"> 1.1.1. a patent purity study (in Russia and in planned markets); 1.1.2. a patentability study. 1.2. potentially protectable technical solutions were identified (if available); 1.3. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined; 1.4. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the

⁴ Recommended research document: GOST P 15.011-96 The system for product development and implementation. Patent research. Content and procedure.

	Areas	Criteria for determining the Stage	Stage Results
			<p>Project (in the absence of patent purity or in case of doubts), was prepared;</p> <ol style="list-style-type: none"> 2. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for the authors' remuneration (with respect to new employees). 3. A confidentiality (trade secrets) status agreement was implemented; 4. Documents identifying and establishing production secrets (know-how) were issued, and/or Russian and/or international applications for patents for the results of the Project were filed, and/or Russian and/or national patents were received.
	<p>III. Creation of a commercial version of the Product. Marketing and Roll-Out</p>	<ol style="list-style-type: none"> 1. Competitive advantages over the world and Russian analogs were substantiated by the time of the Product entry onto the market. 2. Confirmation was received from the consumer regarding their interest in the results of the Project, or the intention of the consumer to participate in product testing was confirmed. 3. Product parameters essential for the consumers were identified. 4. The Skolkovo logo is present on marketing materials and documents (if available). 	<ol style="list-style-type: none"> 1. Agreements of intent were signed with at least one potential customer of the Product. 2. A commercialization plan of the Project Product was developed, which may include licensing or an agreement for the cession of IP rights, and/or the business model was updated. 3. A marketing plan for the Product was developed. 4. An agreement of intent (minutes) was signed with at least one investor for further financing of the Project. 5. The Skolkovo logo is present on marketing materials and documents.
	<p>IV. Human Resources</p>	<p>A Project team was formed from at least 5 team members who agreed to participate (either by way of written application, or civil contract, or employment contract) in the Project, and complies with the following requirements:</p> <ol style="list-style-type: none"> 1. at least one of the Project team members has publications on the subject of the Project or experience in the development of a similar 	<ol style="list-style-type: none"> 1. There are at least 5 team members on staff, including: <ol style="list-style-type: none"> 1.1. at least one researcher; 1.2. at least one production engineer(engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 1.3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project; 1.4. of these listed team members, at least one member of the team must have proven international experience in the market of the Project;

	Areas	Criteria for determining the Stage	Stage Results
		<p>product in an organization operating in the core industry;</p> <p>2. at least one member of the team has experience in investment management or there is a Mentor (or a research, technical or business consultant) with a corresponding experience of at least 5 years.</p>	<p>2. There is a specialist (either by way of employment or civil contract) on the Project team experienced in investments or Project development for the respective activity, or a Mentor (Consultant) with corresponding experience.</p>
Stage 3	I. R&D	<p>1. An experimental prototype of the Product was created.</p> <p>2. Testing of the prototype was jointly performed with interested consumers and/or testing was performed at an independent laboratory.</p> <p>3. Certification was acquired (if applicable).</p> <p>4. A set of technical documents for the prototype or experimental technology was issued.</p>	<p>1. A pilot production and/or the technology for a pilot production were created.</p> <p>2. Working design documentation for industrial production was issued.</p> <p>3. A pilot batch of the Product was produced (if applicable).</p> <p>4. The necessary certificates were received and/or testing of the pre-production (commercial) prototype was jointly performed with interested consumers.</p>
	II. IP Protection	<p>The Grant Recipient's IP protection measures were conducted for the developed Product, namely:</p> <p>1. a confidentiality (trade secrets) status agreement was implemented;</p> <p>2. relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for remuneration.</p> <p>3. Documents identifying and establishing production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed, and/or Russian or national</p>	<p>1. An analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely a patent purity study was performed (in Russia and planned markets).</p> <p>2. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents, specifying the amount and payment procedure for the authors' remuneration (with respect to new employees).</p> <p>3. Documents identifying and establishing production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed, and/or Russian or national patents were received.</p> <p>4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (if applicable).</p>

	Areas	Criteria for determining the Stage	Stage Results
		patents were received.	
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	<ol style="list-style-type: none"> 1. The Product competitive advantages over international and/or Russian analogs were substantiated by the time the Product enters the market. 2. Agreements of intent were signed with at least one potential customer of the Project Product. 3. A commercialization plan was developed, which may include licensing or an agreement for the cession of IP rights. 4. The Skolkovo logo is present on marketing materials and documents (if available). 	<ol style="list-style-type: none"> 1. The commercialization plan, which was developed before the beginning of this Stage, was implemented. It may include licensing or agreements for the cession of IP rights. 2. A pilot roll-out was performed (if applicable); 3. The marketing plan targets for the Product were achieved (if applicable). 4. The Skolkovo logo is present on marketing materials and documents.
	IV. Human Resources	<p>A Project team was formed from at least 5 employees who agreed to participate (by way of employment contract) in the Project, and complies with the following requirements:</p> <ol style="list-style-type: none"> 1. at least one researcher; 2. at least one production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project; 4. of these listed team members, at least one member of the team must have proven experience in the market of the Project; 5. at least one specialist with experience in investments or Project development in the 	<p>There are at least 5 employees on the staff, including:</p> <ol style="list-style-type: none"> 1. at least one researcher; 2. at least one production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project. 4. of these listed team members, at least one member of the team must have proven experience in the market of the Project; 5. at least one specialist with experience in investments or Project development in the respective activity, or there is a Mentor (Consultant) with relevant experience.

	Areas	Criteria for determining the Stage	Stage Results
		respective activity, or there is a Mentor (Consultant) with relevant experience.	
	V. Attraction of investments and financial indicators		A business plan and a feasibility study were developed to attract investments and/or project funding.

Annex 2
to the Grant Policy

Requirements for Budget Estimates

Item of the Budget Estimate	Compliance Criteria
<p>Capital Expenditure Equipment needed for research, the components for creating equipment models available on the market</p>	<p>The equipment is required for the Project, according to the experts who evaluated the Project, or the experts did not express specific views on this issue.</p> <p>The Project Budget Estimate is based on the essential conformity of the intended expenditure with the Stage of the Project for which the Grant is authorized.</p> <p>Components are not designed to create mass production, standard equipment, buildings, and infrastructure.</p> <p>The cost of purchased equipment does not exceed the market level.</p> <p>A list and description of equipment, for which the unit value exceeds 1,000,000 rubles (this restriction does not apply to the components of developed devices), must be sent to Technopark Skolkovo, LLC to consider the possibility of purchasing it for use by two or more Project Participants. In a case where Technopark Skolkovo LLC purchases the equipment, the Grant Recipient will lease the equipment (and/or pay for the appropriate service provision, the implementation of relevant works) on a reimbursable basis, including through the use of Grant funds.</p> <p>The Project Budget Estimate does not allow for purchasing vehicles and their components, except when the Project is focused on the development and/or modification of said vehicles or the vehicle is an integral part of the Product under development.</p> <p>The procedure for the equipment purchasing should be agreed upon with the Foundation. At the end of the Agreement term, in cases where the equipment is not required for further implementation of the Project, the Project Participant has the right to sell the equipment. Selling the equipment during the term of the Agreement is not allowed.</p> <p>Expenses may include the cost of insurance on the equipment costing more than 1,000,000 rubles per unit for the term of the Agreement.</p> <p>Expenses may include the cost of transport vehicle insurance, when it is an integral part of the developed product, except for the cost of hull insurance</p>

	<p>(KASKO).</p> <p>It is not permitted to:</p> <ol style="list-style-type: none"> 1. include the cost of repairs in the expenses of the Project, except in cases where such repairs are technologically necessary for the preparation of the facilities or the space for the installation of equipment, which is necessary for implementation of the Project, as well as in cases where the expenses for repairs are associated with safety requirements under the Project; 2. include repairs required to create Clean Rooms in the Project expenses. Expenses to create Clean Rooms exclusively located within the Skolkovo Innovation Center are allowed, except for dangerous production facilities, which must be registered in the state register; 3. include the renovation and decoration of office premises in the expenses of the Project; 4. include the cost of purchasing premium goods, works, and services in the expenses of the Project; 5. provide loans to third parties from Grant funds, except for advances; it is also not permitted to use Grant funds to repay a previously received loan.
<p>Cost of Consumables Raw materials for the test samples, etc.</p>	<p>Supplies cannot be used for mass production, to create buildings and infrastructure, for the manufacture of products on an industrial-scale or similar scale, or to build equipment with similar capacity.</p> <p>Expenditure on materials is reasonable, according to the experts who evaluated the Project, or the experts did not express specific views on this issue.</p>
<p>Salary fund Staff wages, payments to contractors and consultants (individuals).</p>	<p>The number of employees and those working for the Project Participant on the basis of civil law contracts, does not exceed by more than 20% of the average number recommended by the experts who evaluated the Project, or the experts did not express specific views on this issue.</p> <p>Management staff does not exceed 3 people in a team of up to 30 people inclusive, and does not exceed 10% of the total number of employees if there are more than 30 people on a team (rounded up).</p> <p>Salaries for managerial and support staff should not exceed the market average, according to the results of a labor market study. There may be a salary above the market average amount, with proper justification.</p> <p>The Budget Estimate does not include staff incentives, such as:</p> <ol style="list-style-type: none"> 1. Bonus payments; 2. Voluntary Health Insurance; 3. Payments for meals of personnel and/or counterparties; 4. Compensation for meals of personnel and/or counterparties; 5. Transfers, except for business trips;

<p>Expenditures on intellectual property-related events (including but not limited to patent requests and/or registration of a trademark and/or application software and/or databases; patent information research; agreements, including license agreements and agreement on the alienation of rights; registration of relations with authors and inventors; imposition of non-disclosure)</p>	<ol style="list-style-type: none"> 6. Training for administrative personnel. Expenses for training scientific and technical personnel should not exceed 1% of the salary fund; 7. Expenses similar in content to those already listed above. <p>The Participant may consult with Technopark Skolkovo, LLC for the purpose of recruiting personnel, with the costs of such a service being included in the Project budget. Expenses for the recruitment of personnel are included in the Project budget, according to a separate agreement with the Foundation.</p> <p>The list and description of services related to registration and protection of rights to intellectual property items shall be submitted to Intellectual Property Center for estimation of their cost.</p> <p>The estimated cost of services related to registration and protection of rights to intellectual property items shall not exceed the cost specified in the estimate submitted to the Intellectual Property Center.</p>
<p>Other Expenses</p>	<p>Rent:</p> <ol style="list-style-type: none"> 1. The Project Budget Estimate accounts for the expense of renting an office, laboratory and/or technical premises. The rental price for one square meter of office space, including mandatory payments for rented premises, which are rented by the Project Participant for the Project, shall not exceed the rental price for the office space provided by Technopark Skolkovo, LLC. 2. Rental costs must not exceed the average rental rates for the given region and location of the premises. 3. The cost and choice of rented technical facilities are to be agreed upon with the Foundation. <p>Marketing and Roll-Out:</p> <p>The Project Budget Estimate involves a marketing budget, including, depending on the stage, expenses for:</p> <ol style="list-style-type: none"> 1. Preparation and participation in trade shows, conferences, seminars; 2. The purchase of prepared market research on the subject of the Project or the commissioning of research to external contractors for a total amount not exceeding 300,000 rubles; 3. Advertising and promotional materials; 4. The creation of a Web Site.

It is not permissible to include an advertising campaign or hospitality costs in the budget estimate.

Business travel costs:

The Project Budget Estimate provides for business travel expenses, whereby:

1. It is not permissible to include expenses for stays in hotels of over 4 stars in the Budget Estimate;
2. Per Diems must be set according to the local regulations of the Project Participant and should not exceed 700 rubles per day of the business trip for travels within the Russian Federation (Russian Federal Tax Service Letter, No. AC-4-3/13104, July 11, 2011);
3. It is not permissible to include expenses for transportation, using business class fares, in the Budget Estimate;
4. Employees of the Project Participant are only paid for business travel in accordance with the performance of the clearly defined tasks for which the business trip is required.

Associate Contractors:

The Project Budget Estimate allows for the outsourcing of services, provided that:

1. The format and scope of participation of such contractors are reasonable according to the experts who evaluated the Project, or the experts did not express specific views on this issue;
2. Associate contractors are not affiliated with the Project Participant, or conditions specified in Clause 4 of Article 5 of this Policy are observed;
3. Associate contractors do not perform key tasks of the Project set-out in the Plan, instead they are engaged to fulfill sub-tasks (except for Projects in the area of Medical Technologies involving the development of equipment, medical products, during the performance of (1) pre-clinical studies, and/or (2) clinical research, as well as when a significant part of the research must be carried out according to the standards of GLP (good laboratory practice) and GMP (good manufacturing practice) laboratories);
4. The total expenditure on outsourcing is not more than 20% of the Project Budget. The following works/services are performed/rendered outside of the said restriction: 1) trials, and/or testing, and/or certification; 2) services related to registration and protection of rights to intellectual property items; 3) services for manufacturing laboratory or experimental samples (prototypes) according to the Project Participant's technical specifications and/or the creation of a bench(es) for testing carried out in accordance with the Project Participant's technical specifications; 4) rental of equipment; 5) Technopark

	<p>Skolkovo, LLC services, and/or services of Technopark Centers for Collective Use, and/or Centers for Collective Use accredited by Technopark.</p> <p>4.1. For Projects in the area of Medical Technologies involving the development of equipment, medical products, the amount of expenses for contractors may exceed 20% of the Project Budget during (1) pre-clinical studies, and/or (2) clinical research, including preparation for said research and unit optimization, as when a significant part of the research must be carried out according to the standards of GLP (good laboratory practice) and GMP (good manufacturing practice) laboratories);</p> <p>4.2. For the Projects in the area of Strategic computer technologies and software , the amount of expenses for all types of contractors may not exceed 10%.</p> <p>Expenses for the training of scientific and technical personnel are allowed to be included in the Budget Estimate, but they must not exceed more than 1% of the Project salary fund.</p> <p>Unanticipated needs Unanticipated needs shall not exceed 3% of the Project Budget. Unanticipated needs require justification and approval of the Foundation.</p>
<p>Size of Grant Installment for a Given Phase</p>	<p>No more than 20% of the Grant total for a given Phase if the duration of said Phase is more than 9 months (inclusive), and no more than 30% of the Grant total if the duration of the given Phase is less than 9 months.</p>