

SOFTLANDING PROGRAM

FOR INTERNATIONAL STARTUPS

THE ESSENTIAL TOOL FOR FACILITATING AN ENTRY INTO THE RUSSIAN MARKET



RUSSIA IS A COUNTRY FULL OF OPPORTUNITIES



The **6th** largest economy by purchasing power parity



The **12th** largest economy in the world by nominal GDP



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



Moscow is the **2nd** largest city in Europe



25 special economic zones (tax and customs preferences)



High level of scientific and technological development



The **8th** – best educational system in Europe and the **13th** – best in the world



The **6th** most-popular destination for international students



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



SKOLKOVO IS A TERRITORY FOR INNOVATION

A CITY FOR LIFE, SCIENCE AND BUSINESS

SKOLKOVO INNOVATION CENTER



A large
Innovation hub



400
hectares



1900+
startups



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



Moscow International
Medical Cluster –
the first in Russia



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



Skolkovo International
Gymnasium – International
Baccalaureate Program



Apartments,
town houses



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TECHNOPARK



The largest Technopark
in Eastern Europe



Offices and Laboratories –
23,437 m²



Common
Use Centers



Co-working –
24/7 access



Hackspace –
5 areas, **78** seats



Congress
center



Sk BIOLAB
1st biomedical hackspace
in Russia



Socio-Cultural
Space



SKOLKOVO INNOVATION SYSTEM AT A GLANCE

INDUSTRIAL AREAS (CLUSTERS)



*

6

**TECHNOLOGY
DOMAINS**

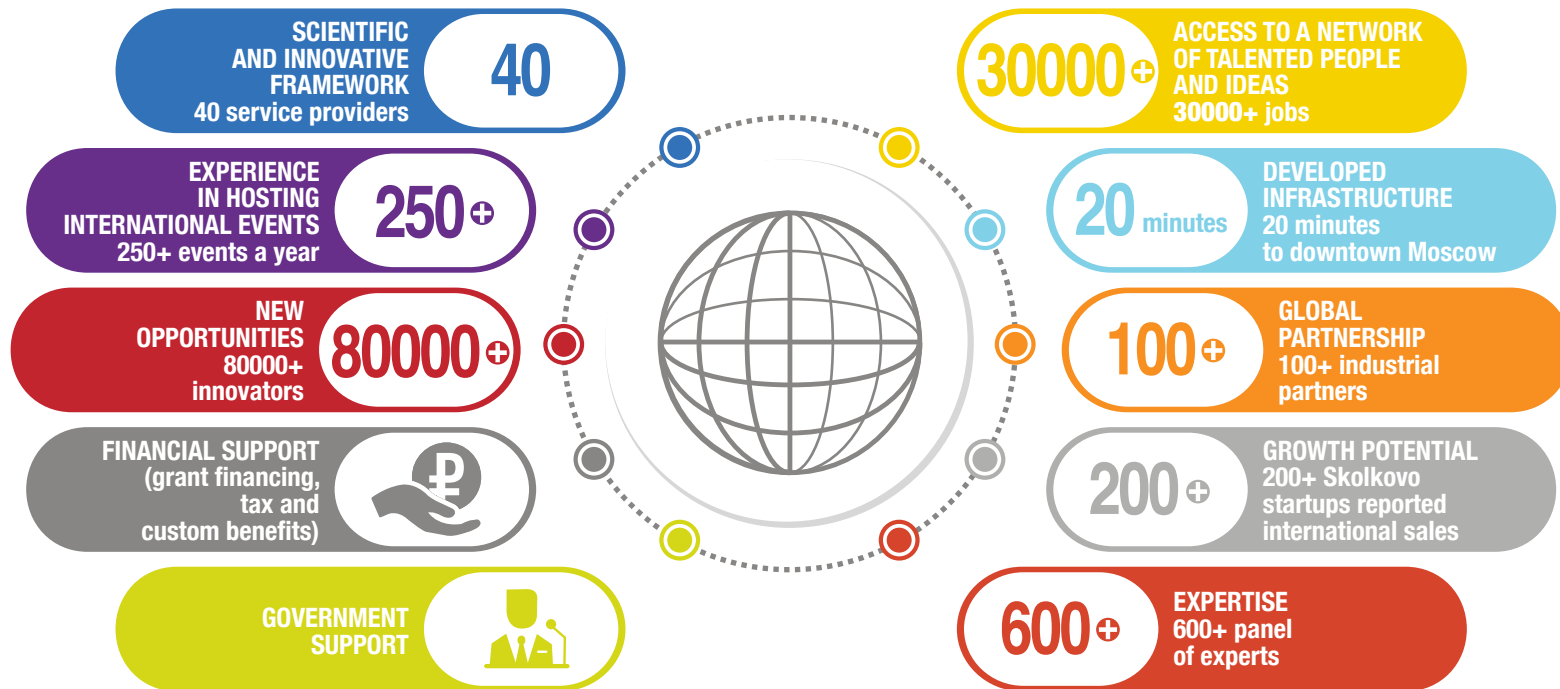
- Energy efficiency
- Information technologies
- Nuclear and radiation technologies
- Space technologies and telecom
- Biomedical technologies
- Agriculture



* Advanced Industrial Technologies



WE POSSESS CORE ELEMENTS FOR SUCCESSFUL INNOVATION



THE PROGRAM DESCRIPTION



* Tailored fee-based Program available upon request



THE PROGRAM DESCRIPTION

CONDITIONS

1 WEEK PROGRAM
+ up to 1 month
in a coworking
area for free

DATES AVAILABLE:

- MARCH, 2–15
- JULY, 27 – AUGUST, 2
- OCTOBER, 21 – NOVEMBER, 1
(+ 3 days Open Innovations Forum)

**NO MORE
THAN 3
PARTICIPANTS
FROM EACH
PROJECT**

APPLY ONLINE

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

**GET THE GREEN
LIGHT AND
GET READY**

**BECOME
A RESIDENT
OF SKOLKOVO
AFTER
THE PROGRAM
IS COMPLETED**

**GET THE SK
RESIDENT
BENEFITS**



SKOLKOVO RESIDENT BENEFITS

TAX BENEFITS

Insurance premiums - 14%

Profit tax – 0%

Exemption from VAT

Property tax – 0%

Reimbursement of customs payments

GRANT FINANCING (1000+ GRANTS A YEAR)

Micro-grants (up to \$20,000) for local tasks

Mini-grants (up to \$70,000) for the base-phase of the project

Grants (up to \$4M) for R&D provided that the startup attracts co-financing of 25% to 75%, depending on the project stage and grant amount

BUSINESS DEVELOPMENT

Personal project manager support

Access to partners, investors, business angles

Major events participation

FEE-BASED SERVICES

Acceleration programs

Go Global programs

Rental opportunities (co-working space, offices, labs, common use centers, data centers, prototyping centers, apartments)

Business services (accounting and legal services, HR, GR)

IP protection (2000 + IP applications submitted through the Sk IP Center)



THE FIRST OUTCOMES



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

– Benjamin Wilkening,
Vice-President International
Investor Relations



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

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

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



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

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



OCTOBER, 2019

20 DIFFERENT COMPANIES FROM 13 COUNTRIES



“We were impressed with the innovative culture in Skolkovo” – company ASCENT SOLUTIONS, Singapore



“Skolkovo is the window between experience and progress. I'm happy to be here. Thank you for such great environment!” – company AI-LEGAL, Kazakhstan

“Quality of infrastructure, services, needs of companies were satisfied, technology level, the quality of your team, professional, qualified, kind, helpful, Daria is tireless and always available for all!” – company KUOKKO, Italy

FEBRUARY, 2020 THE TAILORED PROGRAM FOR UZBEKISTAN, 24 COMPANIES



*"Thank you for such warm welcome. We felt at home!" –
company MagBook, Uzbekistan*

*"The program was excellent and we hope to be a part
of Skolkovo ASAP and Skolkovo residents as we see many huge
opportunities in all spheres of collaboration: technical, marketing,
business and legal" – company IMAGENPAY, Great Britain*



MARCH, 2020 16 DIFFERENT COMPANIES FROM 7 COUNTRIES



RUSSIA

JOIN THE SOFTLANDING PROGRAM



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