

# SOFTLANDING PROGRAM

FOR INTERNATIONAL STARTUPS



# RUSSIA IS A STRATEGIC MARKET FOR INTERNATIONAL COMPANIES



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



The **11<sup>th</sup>** largest  
economy in the world  
by nominal GDP



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



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



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



High level of scientific  
and technological  
development



One of the top **30** countries  
in the World Bank's Doing  
Business rating



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



2500+  
startups



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



Moscow International  
Medical Cluster –  
the first in Russia



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



Skolkovo International  
Gymnasium – International  
Baccalaureate Program



Apartments,  
town houses



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## TECHNOPARK



The largest Technopark  
in Eastern Europe



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



Common  
Use Centers



Co-working –  
**24/7** access



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



Congress  
center



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



Socio-Cultural  
Space



# SKOLKOVO INNOVATION SYSTEM AT A GLANCE

## INDUSTRIAL AREAS (CLUSTERS)



\*

# 6

**TECHNOLOGY  
DOMAINS**

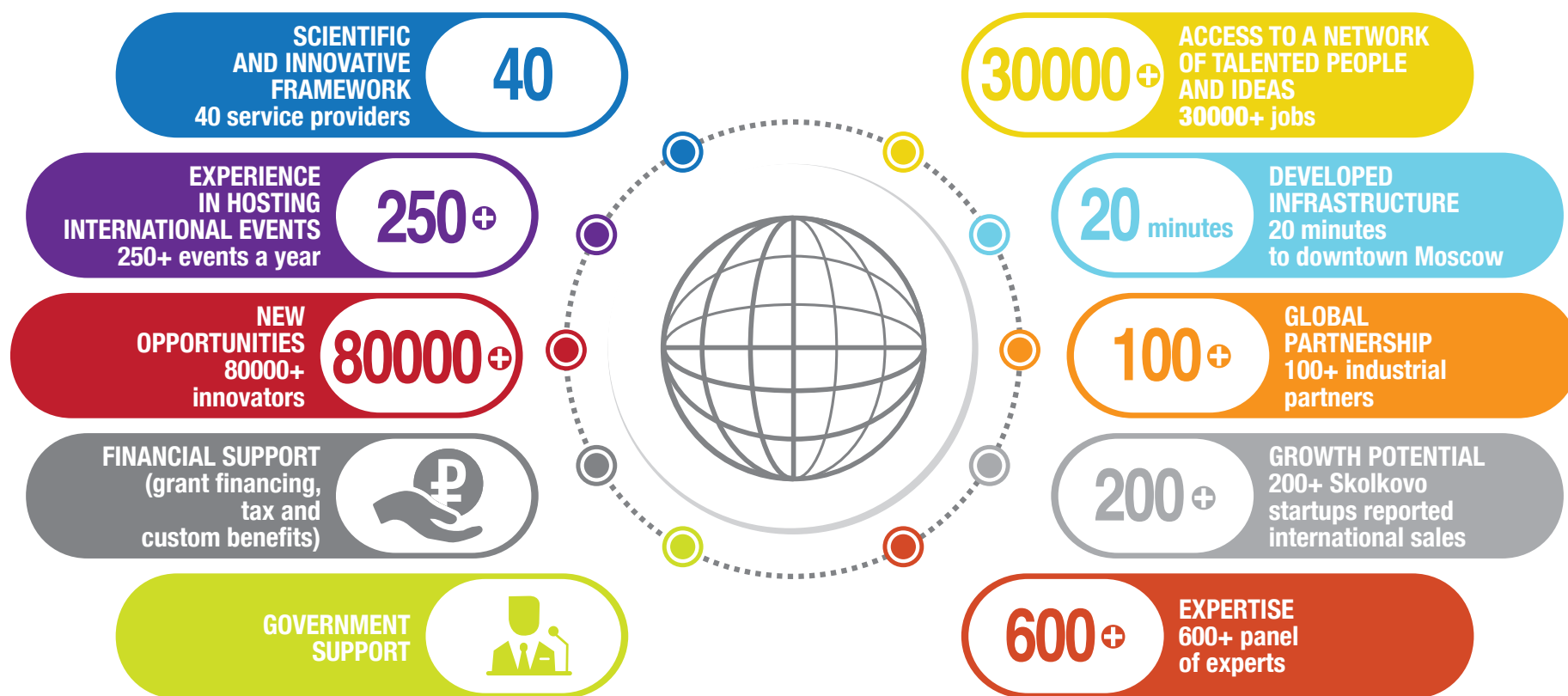
- Energy efficiency
- Information technologies
- Nuclear and radiation technologies
- Space technologies and telecom
- Biomedical technologies
- Agriculture



\* Advanced Industrial Technologies



# 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
- JUNE
- OCTOBER

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

**APPLY ONLINE**  
**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

## 7 COHORTS, 140 FOREIGN COMPANIES FROM 35 DIFFERENT 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*



### 3 TAILORED PROGRAMS FOR PARTNER-COUNTRIES: SOUTH KOREA, UZBEKISTAN, SERBIA



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



*“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



*“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*





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**RUSSIA**

# JOIN THE SOFTLANDING PROGRAM



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