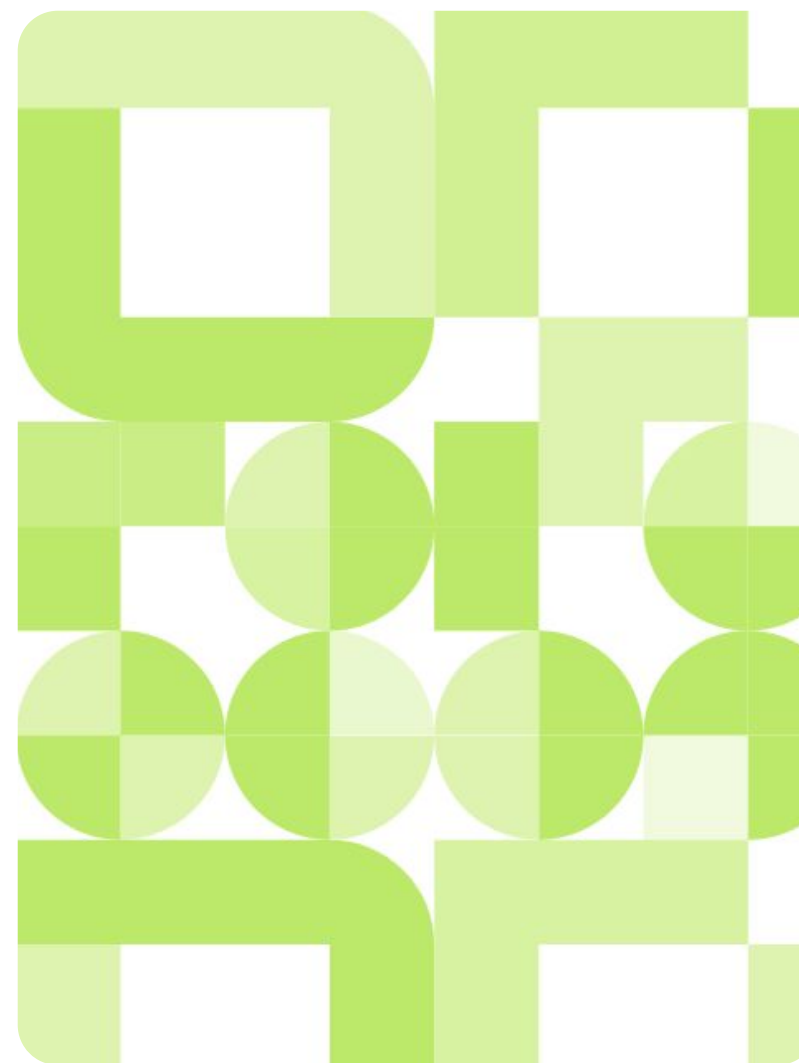


SKOLKOVO

Russia's Leading Innovation Ecosystem



Technopark Expertise

Softlanding

Tech Scouting

Innovation Consulting



SKOLKOVO №1

The largest high-tech and IT hub in Russia and Eastern Europe

Established in 2010

5000+

Number of tech residents

100k+

Workplaces (2024)

\$8.5 billion

Resident revenue (2024)

15

R&D Centers

Key Focus Areas

- IT & AI
- MedTech & BioTech
- Industry & Energy Tech

Across Russia



33

regions where Skolkovo is represented

27

official operators

- Technoparks
- IT & Industrial Parks
- Business Incubators
- Co-working spaces

Worldwide

Branch office in Beijing (China) since 2016



Representation in the MENA region



The CIS: Kazakhstan, Uzbekistan, Tajikistan



KEY FOCUS AREAS

Sk
IT

-  Cybersecurity
-  FinTech
-  Tourism
-  EdTech and HR-Tech
-  Logistics
-  Industrial safety
-  Commerce
-  Gaming & Entertainment

Sk
Biomed

-  Pharmaceuticals
-  Rehabilitation solutions
-  Digital medicine
-  Cell products
-  Agricultural technologies

Sk + Sk
Industrial Energy

-  Microelectronics
-  Medium and low-tonnage chemistry
-  UAV technologies
-  Mining technologies
-  New materials
-  Quantum technologies
-  Digital engineering
-  Electric power industry
-  Smart City and Transport

SkAI

AI Development & Security Center

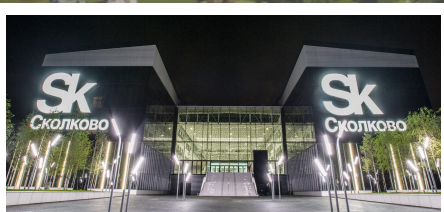
End-to-end partner for building and safely scaling AI in government and corporate sector

-  Machine Learning
-  Big Data & Data Engineering
-  AI Safety
-  LLM
-  Computer Vision
-  Generative AI

SKOLKOVO INFRASTRUCTURE

Ecosystem for life and innovation

Total Area
400 ha



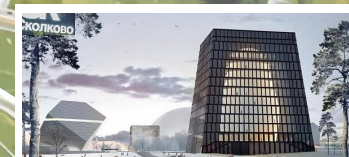
Skolkovo Technopark
The largest technopark in Russia & Eastern Europe



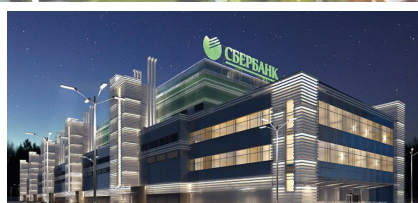
Hypercube
SK Industrial & Energy Centers
 



Skolkovo Gymnasium



SK IT & SKAI
SK IT Center and AI Development & Security Center

Sberbank
R&D center



International Medical Cluster



Skolkovo Institute of Science & Technology
(Skoltech)

SKOLKOVO FREE ZONE

Resident Startups

Free Economic Zones Development

- Strategic planning
- Infrastructure design
- Policy advising
- Operational launch

Regulatory Expertise

- Navigation of legal and administrative frameworks
- Ensuring compliance

Integrated Services for Residents

- Alignment of tax
- Grant
- IP
- Customs benefits efficiency

Attraction of Investment

- Favorable tax conditions enhance appeal to investors
- Fostering growth in innovation sectors

In-House Support

1. Grants up to **\$4M** for a startup
2. Customs **3000** shipments annually
3. IP Protection over **1,500** patents

Tax Benefits

Corporate income tax	VAT	Insurance contributions	Property tax	Customs duties
0%	0% exemption except for VAT paid when importing goods into Russia	15%	0%	0% for importing R&D equipment

TAX BENEFITS

Corporate Partners

Strategic Partnership Agreement

Strategic Partnership Agreement tax incentives subject to the establishment of a **Partner R&D center** and the use of Skolkovo's Intellectual Property Center for the development and commercialization of new technologies

Requirements

- Group revenue exceeding **\$380 M**
- Contribution to the Skolkovo ecosystem **from \$150k** (incl. VAT) *
- Office rent in Skolkovo
- At least 10 employees located in Skolkovo

* Increased requirements for the financial sector

	No Incentives	Skolkovo
Corporate income tax	25%	0%
VAT	20%	0% exemption except for VAT paid when importing goods into Russia
Insurance contributions	30%	15%
Property tax	up to 2,2%	0%
Customs duties	up to 15%	0% for importing R&D equipment

UNIQUE GATEWAY TO RUSSIA

01 Softlanding to Russia and the CIS

Market Analytics

- **Deep analysis:** market, competitors, demand
- **Stakeholder map:** ministries, state companies, corporates, regulators
- **Regulatory path** + go-to-market strategy

Matchmaking

- **Curated online B2B & B2G meetings**
- **Dedicated Engagement Manager**

Deal Support

- Negotiation support
- Legal, finance, tax, IP, compliance, payments
- Logistics
- Local company setup, **tax incentives**

Business Mission

- **High-level program:** innovation centers, regulators, corporate buyers, government sector
- **Key events**
- **Post-visit conversion support**

02 Technology Scouting

Unmatched coverage of the whole Russian & CIS countries' innovation landscape

- Problem-statement framing; scan of Skolkovo residents, universities, R&D centers, region's startups, solutions of big corporations
- Due diligence & fit scoring; pilot support

Output: Longlist → scored shortlist → meetings → pilots with success metrics

WHY SKOLKOVO?

100+

corporate partners



10+

accelerators annually



300+

international partners



SKOLKOVO TECHNOPARK



Skolkovo Technopark — the largest in Europe, offering a full ecosystem for startup growth

99,5%

occupancy rate

30%

revenue from services

+25-50%

annual resident revenue growth

3-year

break-even period

>5 years

average resident LTV

Key results of Skolkovo Technopark

01

Operationally efficient:
profitable by year 3 after launch

02

High resident satisfaction: NPS 4.6/5

1200 m²

laboratories and workshops



660+

resident companies



260.000

annual visitors



500+

events annually



100+

pieces of professional equipment



12

shared-use centers



TECHNOPARK SERVICE FRAMEWORK

Infrastructure

01 Production

02 Cleanrooms

03 Laboratories

04 Offices

05 Coworking

05 Logistics infrastructure

06 Technological infrastructure

Financial incentives

01 Grants and subsidies, tax benefits

Non-financial incentives

01 Events

02 Accelerators

03 Community

04 Services

05 International business development programs

Unified Digital Ecosystem

IT Infrastructure for resident engagement: seamless service access, resident's personal account, digital reporting

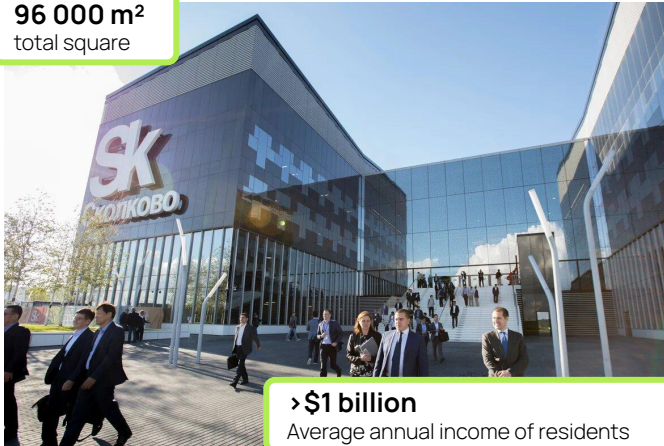
Ecosystem of synergy between startups, corporations, investors, science and education



SKOLKOVO TECHNOPARK IN PICTURES

Tech Community and Infrastructure

96 000 m²
total square

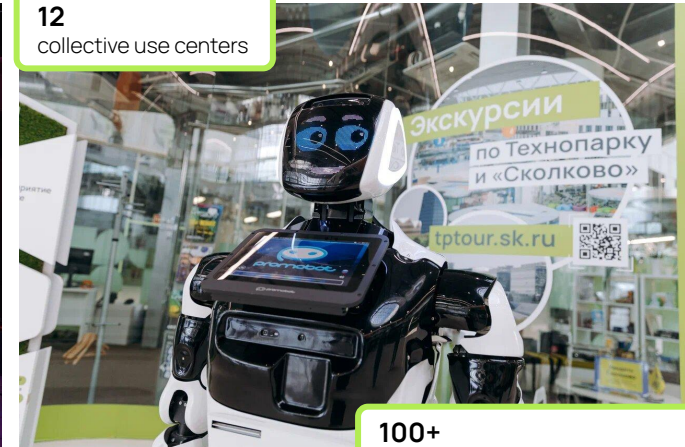


>\$1 billion
Average annual income of residents

500+
events annually



12
collective use centers



100+
pieces of professional equipment

9127
employees



660+
offices of high-tech companies

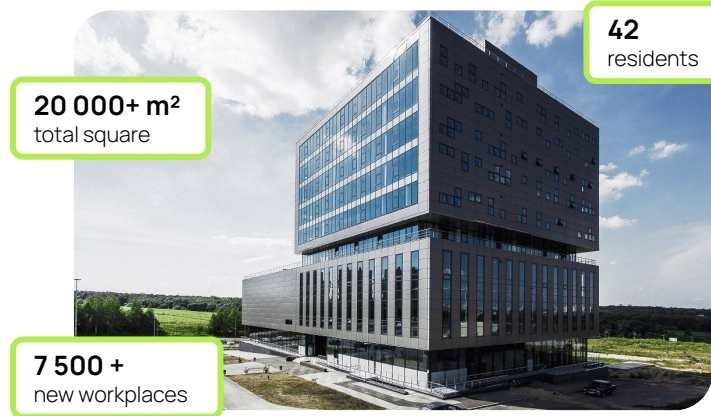


50+
acceleration and educational programs

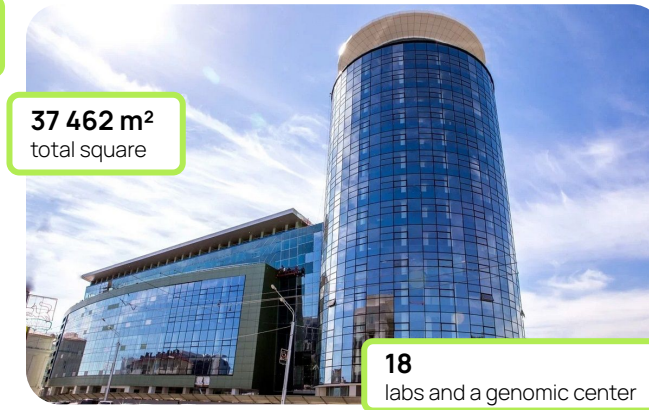


CASES

33 Tech Parks across Russia — powered by Skolkovo Standards



Ankudinovka Technopark, Nizhny Novgorod



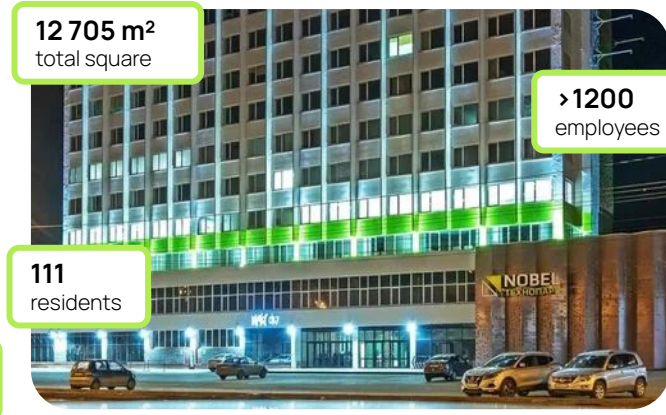
IQpark High-Tech Park, Ufa



Bashir Rameev IT Technology Park, Kazan



Akadempark, Novosibirsk



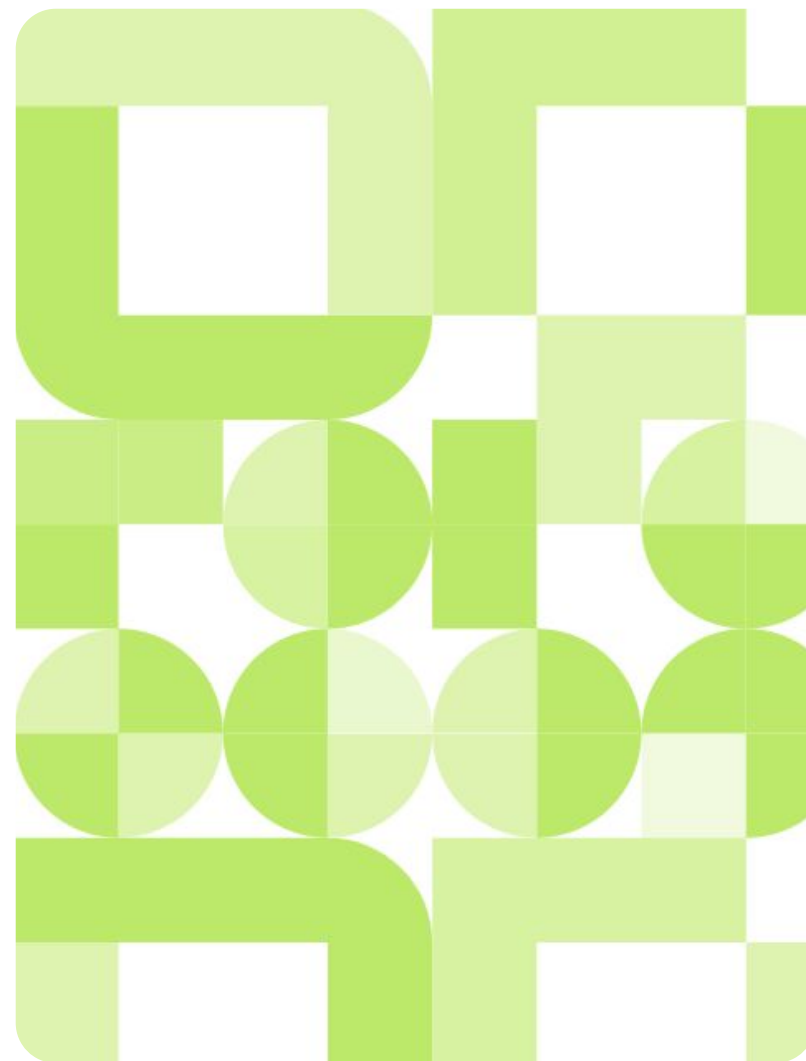
Nobel Technopark, Izhevsk



Science and Technology Center, Surgut

SKAI

AI Development & Security Center



Industry AI Models

AI of the Future

Joint Projects

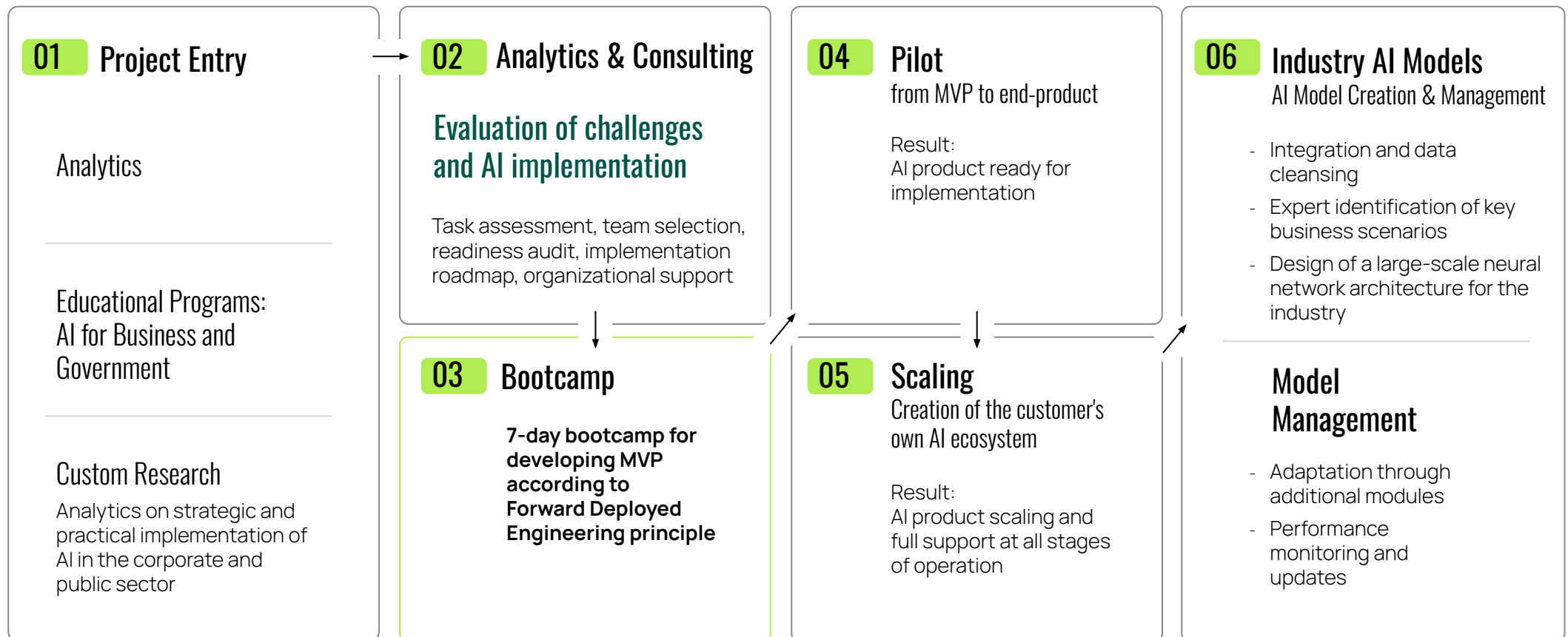
AI Accelerator

AI Education

SKAI: AI DEVELOPMENT & SECURITY CENTER

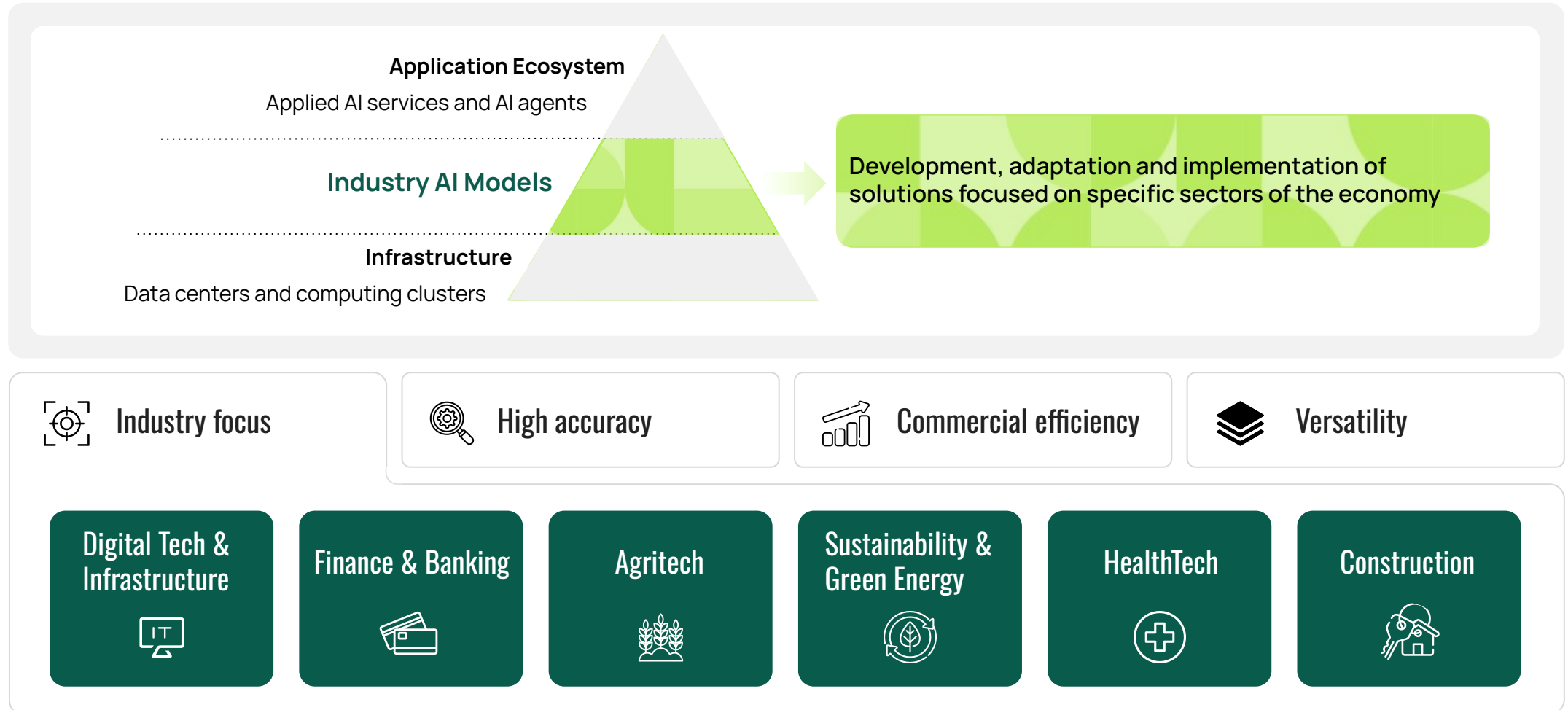
The main national platform for AI development

From fundamental research and talent training to the implementation of Industry specific AI



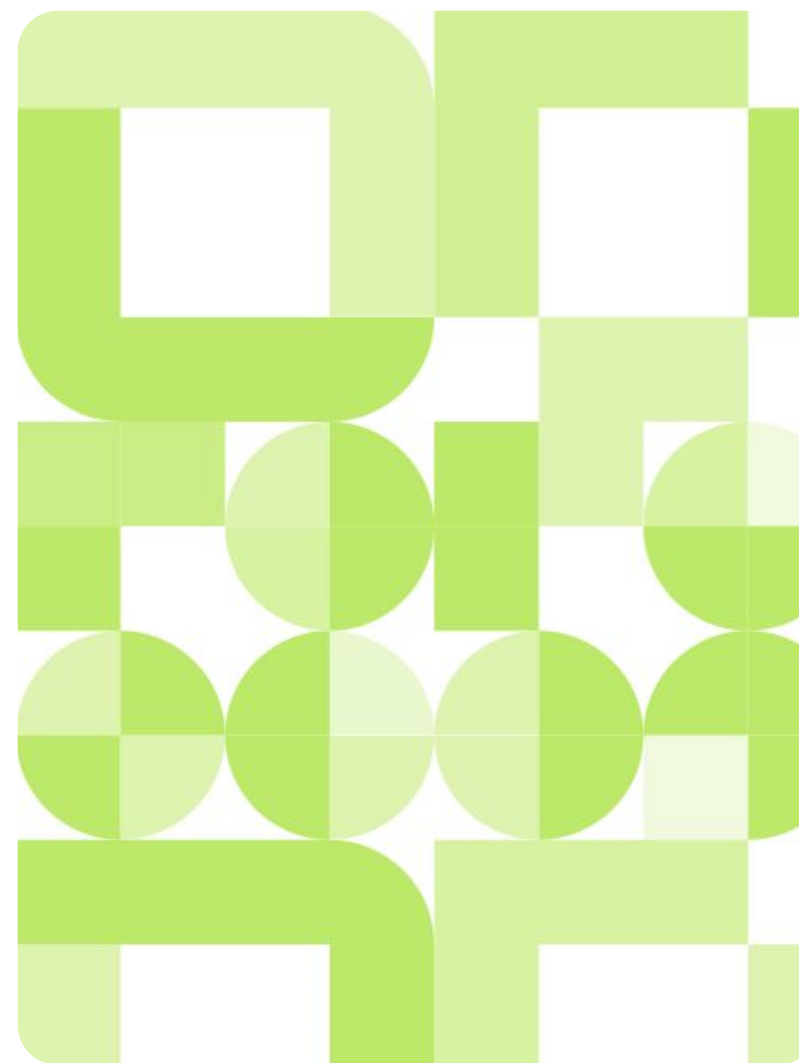
SKAI: AI DEVELOPMENT & SECURITY CENTER

Development of industry-specific AI models to improve economic efficiency and accelerate digital transformation



THANK YOU!

InterCoop@sk.ru



Technopark Expertise

Softlanding

Tech Scouting

Innovation Consulting