

Agency of Technological Development

– New Opportunities for Business in Russia –

Expertise / Solutions / Partners / Investments



info@t-ag.ru



1 Malevicha St., Skolkovo Innovation Center, Moscow



+7 (495) 280-81-35



About the Agency of Technological Development

The Agency's mission is to assist Russian companies in implementing world class solutions to deliver competitive domestic products

1

Russian state institute of development

- The Agency was established by the Government of Russia
- The Chairman of the Supervisory Board is the Deputy Chairman of the Russian Government A.V. Dvorkovich
- The Agency is subsidized by the Ministry of Industry and Trade of the Russian Federation

2

International technology expertise

- The Agency's activity is based on embracing and implementing the best global technology practices in Russia
- The Agency is constantly developing its international contacts with business, business associations and development institutions

3

Multi-sector business integrator

- The Agency offers its partners technology expertise services, decision making and support technology for transfer transactions
- The Agency can deliver projects on a confidential and non-disclosure basis

4

A universal agent in the search for partners and support

- Searching for partners and vendors in Russia and abroad
- The Agency helps its customers to select individual measures of state support for their technology projects

Focused Industries














HOW WE CAN BE USEFUL FOR YOU

- Access to a wide network of contacts with Russian businesses, business associations and development institutes.
- A range of opportunities for state support of technological projects.
- Customer-focused service 24/7.
- Full transaction support for technology transfer.
- Matchmaking and effective promotion of technology on the Russian market.



List of Services

Technology upgrade services

- | | | | | |
|---|---|--|---|---|
| <p><u>1</u></p>  <p>Express analysis of the manufacturing system of enterprise</p> | <p><u>2</u></p>  <p>Development of product strategy</p> | <p><u>5</u></p>  <p>Search for a technology solution</p> | <p><u>7</u></p>  <p>Information and consulting support for the negotiation process</p> | <p><u>9</u></p>  <p>Assembly of investment project</p> |
| <p><u>3</u></p>  <p>Aggregation of demand on the project of technology modernization</p> | <p><u>6</u></p>  <p>Search for R&D partners</p> | <p><u>8</u></p>  <p>Representation of the customer's interests in transactions of technology transfer</p> | <p><u>10</u></p>  <p>Selection of measures of the state support for projects</p> | |
| <p><u>4</u></p>  <p>Conceptual design</p> | <p><u>11</u></p>  <p>Assistance in arranging project financing</p> | | | |

Expertise

- 12
- 
- Technological expertise of projects

Promotion and Matchmaking

- | | | |
|---|--|--|
| <p><u>13</u></p>  <p>Technologies and competencies push in Russia</p> | <p><u>14</u></p>  <p>Assistance in certification of technologies in Russia (agent's function)</p> | <p><u>15</u></p>  <p>Matchmaking, organization of licensed production in Russia</p> |
|---|--|--|

Rosatom HealthCare Pharmaceutical Plant

**Amount of investments:
Up to 6 billion Rubles**



Rosatom HealthCare in partnership with Agency of Technological Development have launched construction of pharmaceutical production facility in Moscow Region. Rosatom HealthCare modern plant will produce innovative drugs and generics to treat oncology, CVC, autoimmune and other socially significant diseases.



Marketing Research

Product Strategy Development

Products DD

Conceptual Project Planning

- ✓ The search for the fastest growing and perspective market segments
- ✓ Precision targeting of end production

- ✓ Defining product pipeline in view of localization perspective and technological solutions, and market potential

- ✓ Due Diligence of products of interest to license to the Russian Federation, including technological expertise, financial modeling, competitive landscape analyses, associated risks assessment.

- ✓ Description of technical requirements, equipment and technological processes to produce products pipeline
- ✓ Calculating amount of investments
- ✓ Determination of energy resources
- ✓ Functional zone planning

Machinery project for international co-operation



**ПРИВОДНАЯ
ТЕХНИКА**

The Agency on behalf of International Group «Drive Technique» is now looking for a foreign partner which can provide **technology for the precision reduction gears production project in co-operation with Drive Technique Company in Moscow.** Italian manufacturer of machinery components Baruffaldi is considered as one of the possible partners for technological solutions.



Market research: assessment of possibility of technology implementation

Search and examination of the technology solution

Licensing support

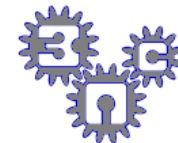
Assistance in project realization

- ✓ The search for the fastest growing and perspective market segments
- ✓ Precision targeting of end production

- ✓ The analysis and comparison of local and foreign technological peers in the meaning of actuality, costs and licensing.

- ✓ Development of the most comfortable conditions of the transaction
- ✓ Preparation of all necessary transaction documents

- ✓ The most efficient financial structuring and fundraising
- ✓ Support in the organization of production
- ✓ Search for potential consumers of technological products



Italian climate-control potential technologies transfer



ATD on behalf of TECNOCLIMA S.p.A. (through its subsidiary in Russia – Group Energia) provides consulting support of potential transfer and localization of climate-control technological solutions and competences for the Russian industrial enterprises



Proof of concept (POC) - stage

Current stage: Market research, targeting

- ✓ Analysis of market potential for the localization of the climate-control system equipment in Russia;
- ✓ Making a detailed list of potential consumers of the equipment.

Setting-up partnerships with the Russian enterprises

- ✓ Identification of technological/strategic partners most interested in adaptation and localization of the equipment manufacturing;
- ✓ Support of conclusion legally-binding documents between the partners.

Matching of the engineering company

- ✓ Searching and matching relevant engineering company for setting-up manufacturing and equipment supply;
- ✓ Matching and technological auditing of the manufacturing capacities for the organizing manufacturing.

Matching governmental measures of support, consulting services

- ✓ Analysis and matching of federal and regional measures of the Government support and programs of the Government development institutes for the foreign investors;
- ✓ Overall (legal, investment, etc.) consulting support.

Italian Big Data technologies transfer



**MASTER
TRAINING**



Agency on behalf of the leading Russian ammonia-producer Togliattiazot OJSC provides overall consulting support of Creating in Russia International IT-platforms for Big Data integration and administration in educational and business institutions (“Social network – Education”), while emergency situations (“Clever Secure Environment”) **with implementation of the best Italian practices and technologies.**



**СОЦИАЛЬНЫЕ
ПРОЕКТЫ**

Current stage:

Assistance in IT- products certification in Russia

Matching governmental measures of support

Support in IT-platform multiplication in Russia

Support in distribution IT-platform abroad

- ✓ Legal support in certification in Russia mutually developed new IT-products .

- ✓ Matching relevant governmental measures of support of IT- producers in Russia;
- ✓ Consulting assistance in getting relevant ones.

- ✓ Market research; making short list of potential consumers;
- ✓ Assistance in distribution IT-products in Russia.

- ✓ Analysis of the IT-product export potential, market research;
- ✓ Overall support of the IT-product multiplication and distribution abroad.

Korean waste recycling technology transfer



The Agency at the request of «RusSalt» carried out through the network of the international partners **a search of technology and the technology partner for the project of complex waste recycling in the Orenburg region.**



Search and examination
of the technology solution

- ✓ Technology suppliers` market research for different branches;
- ✓ The analysis and comparison of technology features of analogs of technologies in the Russian Federation and abroad, technical data sheet, criteria of use and cost indicators.

Assessment of a
possibility of
implementation of
technology

- ✓ Technology suppliers` market research for different branches;
- ✓ The analysis and comparison of technology features of analogs of technologies in the Russian Federation and abroad, technical data sheet, criteria of use and cost indicators

Implementation of the
technology solution

- ✓ Partner selection for the implementation of the technology solution;
- ✓ Selection of the engineering company.

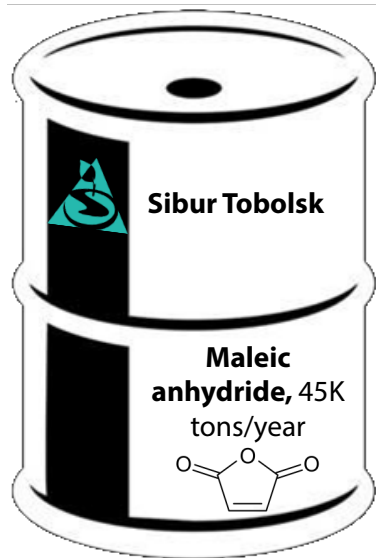
Selection of measures of
the Government support

- ✓ The analysis and matching of federal and regional measures of the Government support and programs of the Government development institutes applicable for the customers` project on technology modernization or localization.

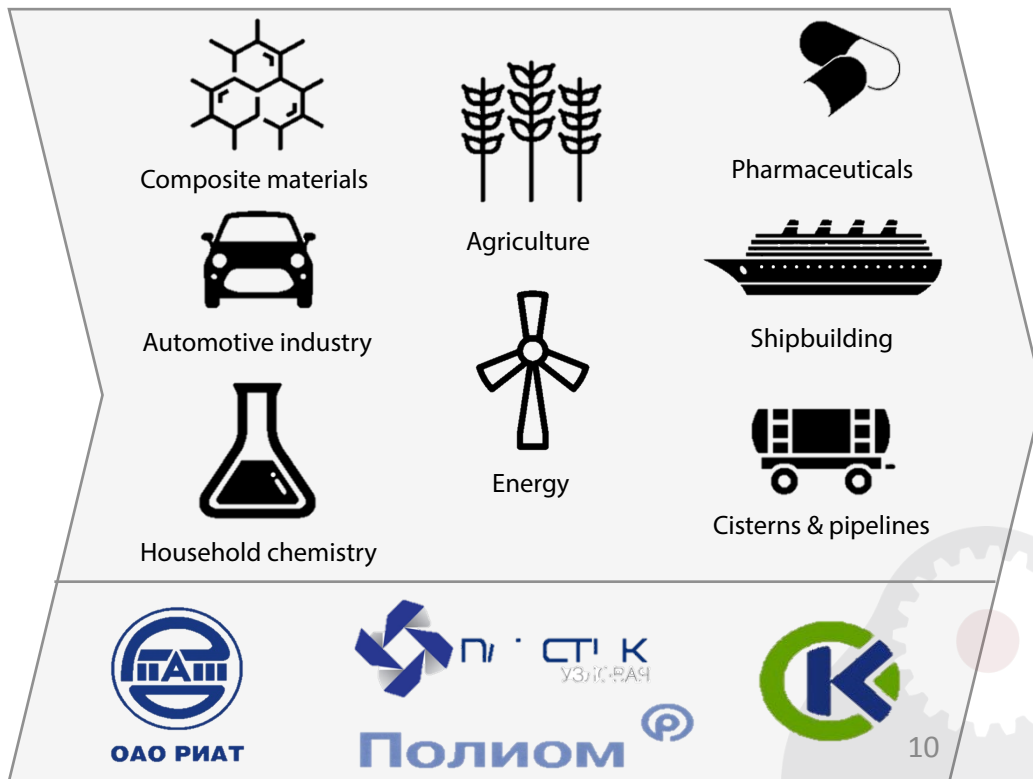


Maleic Anhydride (MAN) high-stage conversion industrial cluster








The Agency and Sibur Holding have launched the project aimed on creation of a cluster of enterprises processing maleic anhydride. For the project execution, the Agency is in search for **technological partners for building a chemical industrial cluster with the most up-to-date technologies available for more then 10 process stages and over 20 anhydride conversions for different kinds of highly competitive end products.**



| | |
|-----|---|
| 20 | Unsaturated Polyester resin |
| 8,6 | Interdimers |
| 3,4 | Tartaric acid |
| 0,9 | Malic acid |
| 0,8 | Fumaric acid |
| 0,4 | 1,4-butanediol |
| 0,1 | Succinic acid |
| 0,1 | Tetrahydrofuran |
| XX | Imported into Russia in 2015, thousand of tones |



Russian companies' technological wishlist

| Industry | Industrial Partner | Description | Technology/Products |
|----------------|---|---|---|
| Life Sciences |  POCATOM | Pharmaceutical Plant | Innovative pharmaceutical products for treatment of oncology, CVC and autoimmune diseases |
| Construction |  OLUC POCATOMA | Technical Superiority Center in Construction Industry of the Russian Federation | 3d concrete printing, additive technologies, building information modeling (BIM), large-block modular construction, VR and 3d modeling, self-healing concretes and other cutting edge technologies in construction industry |
| Chemistry |  SIBUR | Maleic Anhydride (MAN) high-stage conversion industrial cluster | Technologies for more than 10 process stages and over 20 anhydride conversions for different kinds of highly competitive end product |
| Biotechnology |  Sib bio | Industrial Biotech | Enhanced production of industrial xanthan gum for oil drilling |
| Agriculture |  TUTAH | Bio cluster «Bio complex» in Omsk region | Bioethanol and fodder yeast production technology |
| Transportation |  PIB | IoT for logistics | Technologies of automatic data defect and interpretation, microprocessor locking systems |
| Machinery |  ПРИВОДНАЯ ТЕХНИКА | Precision reduction gears | Technology for the precision reduction gears production |

Technical Superiority Centre for Industrial Construction



On 12 April 2017, Rosatom State Corporation, Rosatom Capital Construction Centre, Agency for Technological Development, Skolkovo Fund and NACEC jointly established a Technical Superiority Centre for Industrial Construction in the Russian Federation A 2017 “roadmap” - joint activity plan - was approved

- ✓ Global-scale search of cutting-edge world-class technologies
- ✓ A supermarket of contemporary advanced technology solutions
- ✓ Full range of support services throughout the process of construction technology
- ✓ transfer and implementation
- ✓ Implementation of national economy upscale projects with multiplier effects

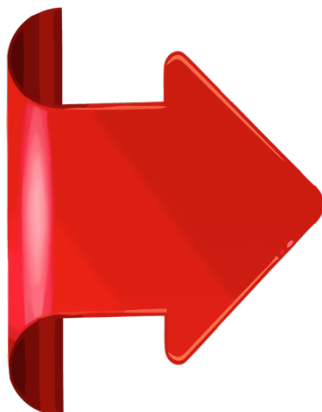
Custom Configurable Fast Assembly Method for Large-Span Precast Concrete Structures (LEGO Project)



| Implementation example | Potential cost saving | Timeframe reduction |
|---|--------------------------|----------------------|
| Flyovers (00USY, 03UBY-06UBY structures at Kursk NPP-2) | 7.07 M USD* (40%) | up to 8 times |

Discussions are underway regarding the use of this technology in the following NPP export projects: Akkuyu NPP, Hanhikivi-1 NPP, Bushehr-2 NPP, El Dabaa NPP, Rooppur NPP, Paks NPP

Technology Market Place



The register of the ready replicated technology solutions for the Russian industry

Formation purpose:

contribution of technological modernization of Russian enterprises by increasing their knowledge in the field of reliable and effective technologies

4 steps to enter the Technology Marketplace

Technology owner provide information about technology in a determined format*



Declaration on compliance to formal requirements

Free placement of technology on «supermarket»



Availability of information



Short information about technology

2 successful industrial implementation

OK

7 DAYS

**Technologies are only accepted from their owners or their authorized persons*

Promotion tools

Marketing package



- Company`s brochure
- Landing page
- SMM

Information support



- ATD website information placement
- A place on our TMP «shelf»
- ATD`s monthly digest

Event management



- Promotion and event management
- Joint exhibitions participation
- Organization of remote education

Contact Details



Agency of Technological Development

Chief Engineer

Vadim Kulikov

+7 (495) 280-81-35

kulikov@t-ag.ru

 info@t-ag.ru

 1 Malevicha St., Skolkovo Innovation Center, Moscow

 +7 (495) 280-81-35