



RUSNANO
Russian Corporation of Nanotechnologies

Anatoly Chubais,
Chief Executive Officer

RUSNANO: Fostering Innovations in Russia through Nanotechnology

USRBC's 18th Annual Meeting
"From Silicon Valley to Skolkovo: Forging Innovation Partnerships"

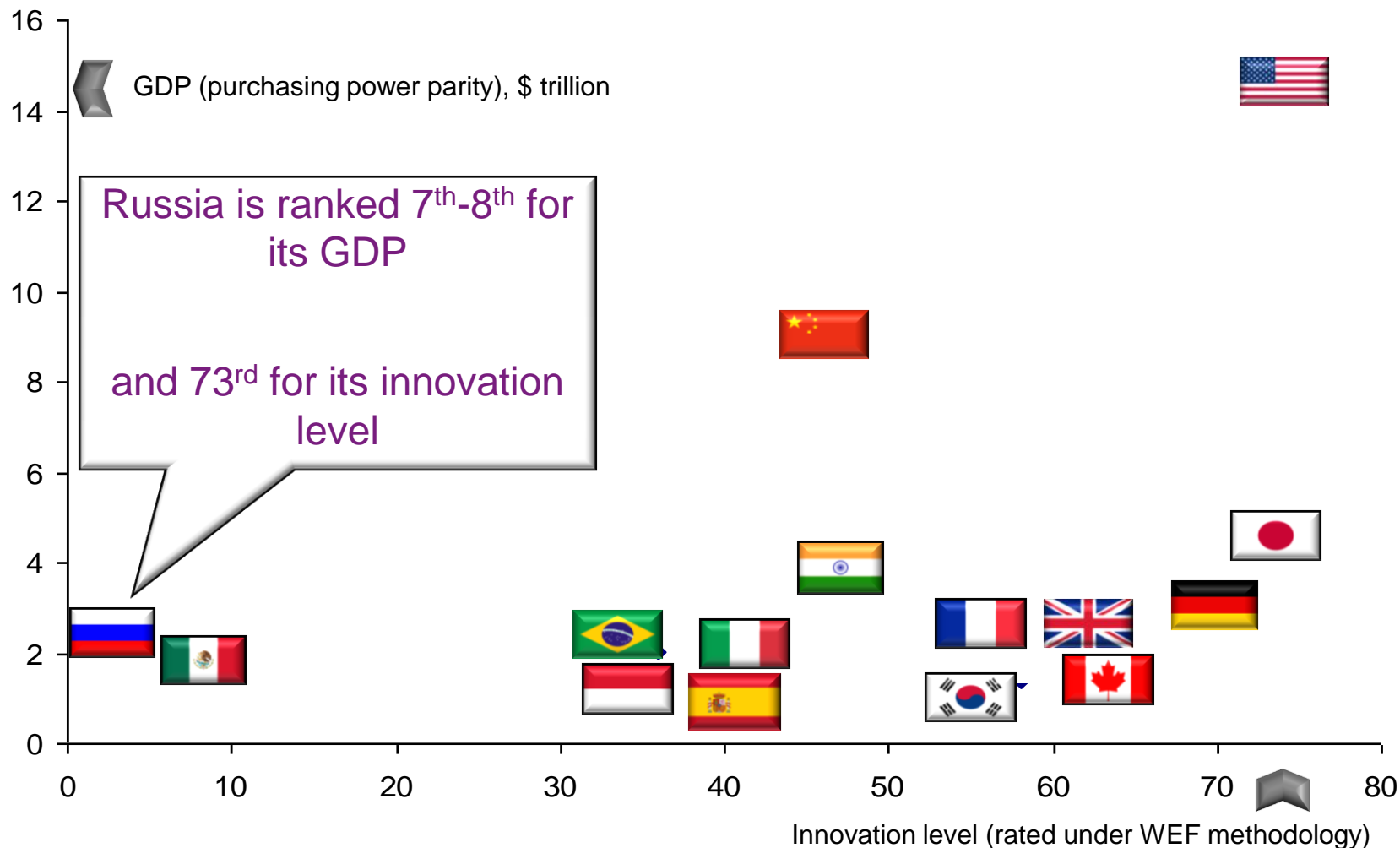
San Francisco
October 20-21, 2010



Russian Economy:

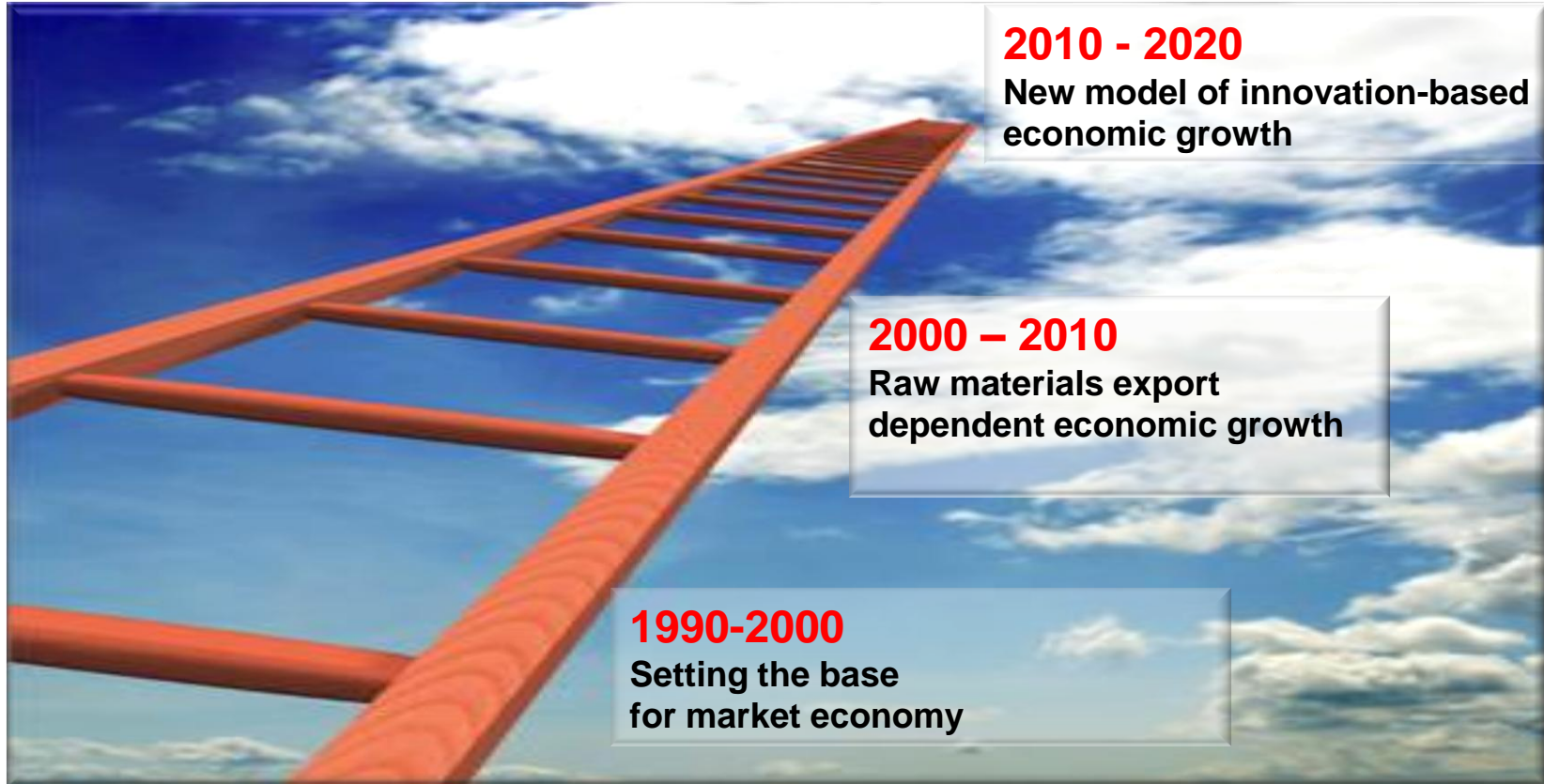
Gap in innovations

Sources: World Economic Forum – The Global Competitiveness Report 2009-2010; IMF data



1990-2020:

Milestones of initial development and further growth of Russian economy



Russia's Modernization: Main Policy Challenge



Vladimir Putin, Feb 8, 2008:

"In our work to make our economy radically more effective we also need to put in place incentives and conditions for progress in a whole number of different directions [...] This calls for large-scale modernisation of production facilities in all economic sectors"



Dmitry Medvedev, Nov 12, 2009:

"In the twenty-first century, our country once again needs to undergo comprehensive modernisation. [...] I see this as a question of our country's survival in the modern world"

RUSNANO: Brief Overview

- ❖ Founded in **2007**
- ❖ Resources:
 - Russian Federation's asset contributions in RUSNANO: **\$4.5 bln**
 - State guaranteed debt financing (bonds issuance): **\$6.2 bln**
 - Investment proceeds: **\$4.6 bln**
- ❖ Mission: to implement the state policy in the field of nanotechnologies
- ❖ Tasks:
 - **commercialization** of nanotech industry projects and innovations
 - **production volume of Russian nano-enabled products by 2015 – ~ \$30 bln per year**
- ❖ Areas of financing:
 - fabrication of nano-enabled products and materials
 - foresight and road maps, standardization, certification,
 - safety in nanotech industry
 - education, popularization

RUSNANO's Terms of Financing

- ❖ Financing projects **at early stage** and **stage of expansion**
- ❖ Ownership participation — **no more than 50% minus 1 share**
- ❖ Investment horizon — **up to 10 years**

RUSNANO: Support for Co-investors

Financial support

❖ Equity:

RUSNANO's minority stake in all projects

❖ Credit:

Long-term and comparatively cheap money.
Guarantee for loans



Non-financial support

❖ Infrastructural:

Equipment as service, start-up incubation

Technical and investment expertise, certification, foresight and road maps

❖ Managerial:

Assistance in marketing, investment spending supervision in the interests of all shareholders

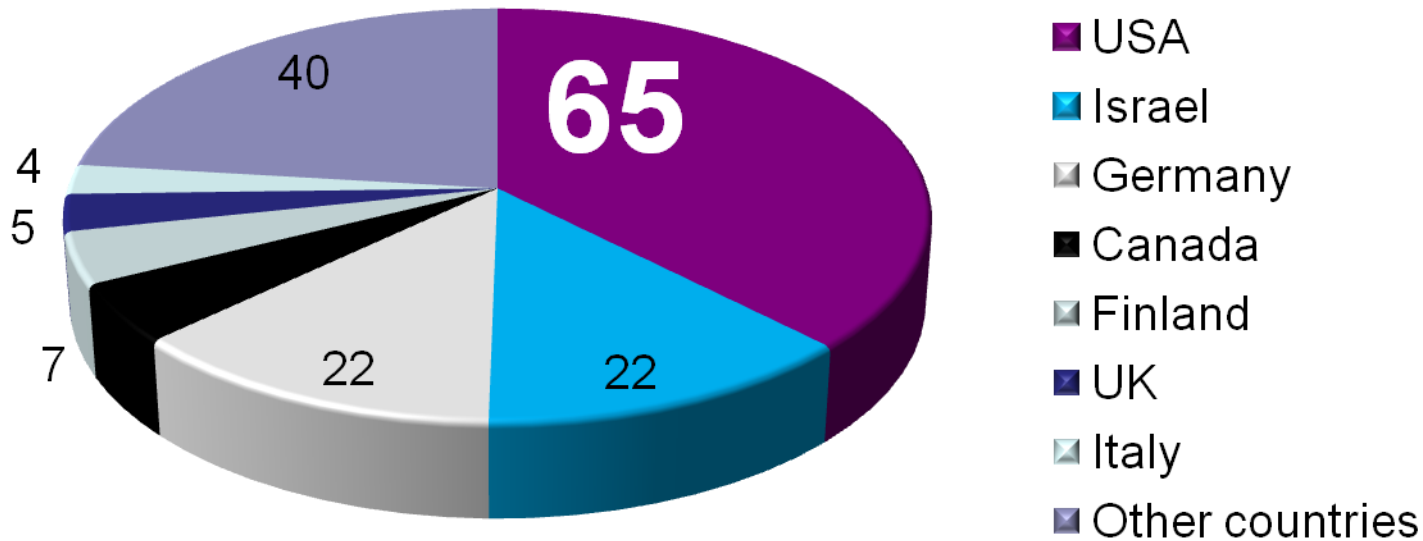
❖ Administrative

Shielding from the red tape and corruption

Basic condition – location in Russia

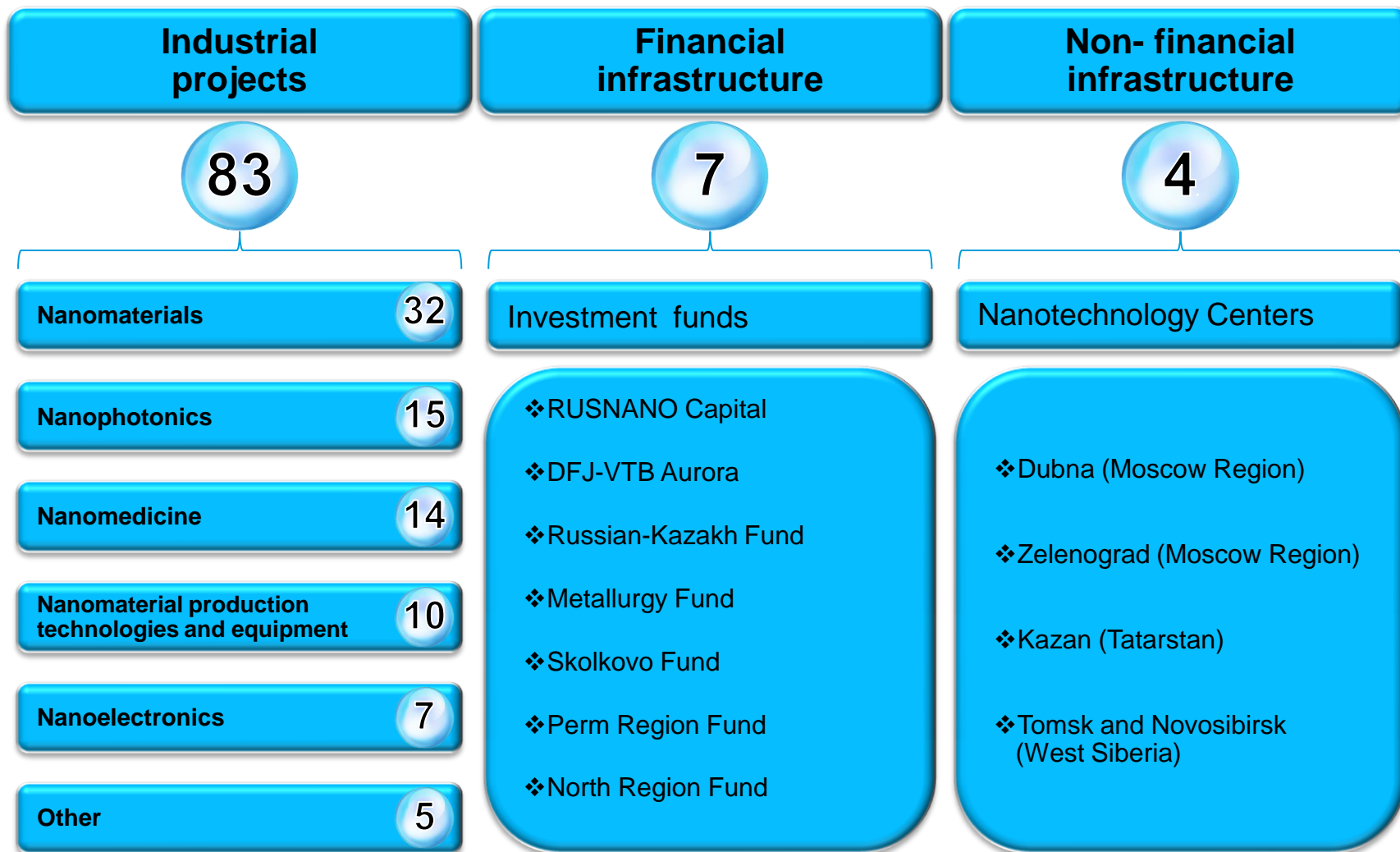
RUSNANO's Requests for Financing From Foreign Applicants

USA is an evident leader



Investment Projects Types

Statistics as of 15.10.2010



Investment Projects' Clusters

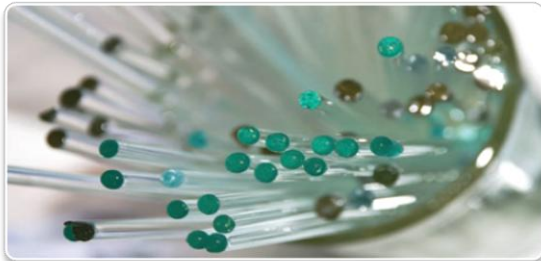
Solar energy and energy conservation



Nanostructured materials



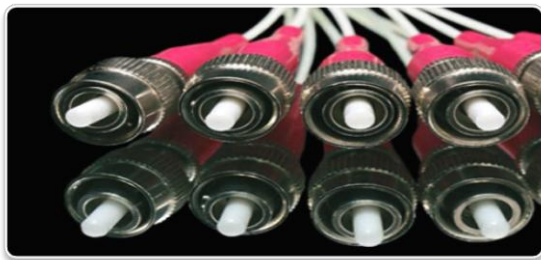
Medicine and Biotechnology



Nanocoatings



Optoelectronics and nanoelectronics



Infrastructure and Education



RUSNANO's Investment Projects: Summary

- ❖ Approved by the Supervisory Council: 94 projects in 30 Russian regions



- ❖ For its approved investments of \$4.1 bln RUSNANO has attracted co-investors for \$6 bln (overall budget of projects – \$10.1 bln)
- ❖ Consolidated revenue - 2015: from \$7.5 billion (conservative scenario)

US-Russia Joint Projects

in RUSNANO Portfolio

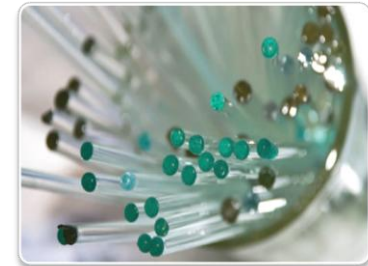
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approved projects
with the total budget of

approx. \$1 billion

(incl. approx. \$270 million of
RUSNANO's financing)

Clusters: nanomaterial production
technologies and equipment;
electronics; medicine



VC Trips to Russia, May and October 2010

Preliminary results

1st VC Trip to Russia,
May 25 – 27, 2010:

22 funds,
\$60 bln under
management

2nd VC Trip to Russia, October
10-14, 2010:

15 funds,
\$100 bln under
management

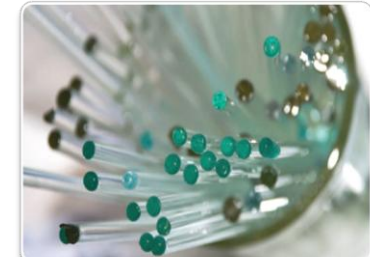
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potential
joint projects

with the total budget of

approx. \$1.2 billion

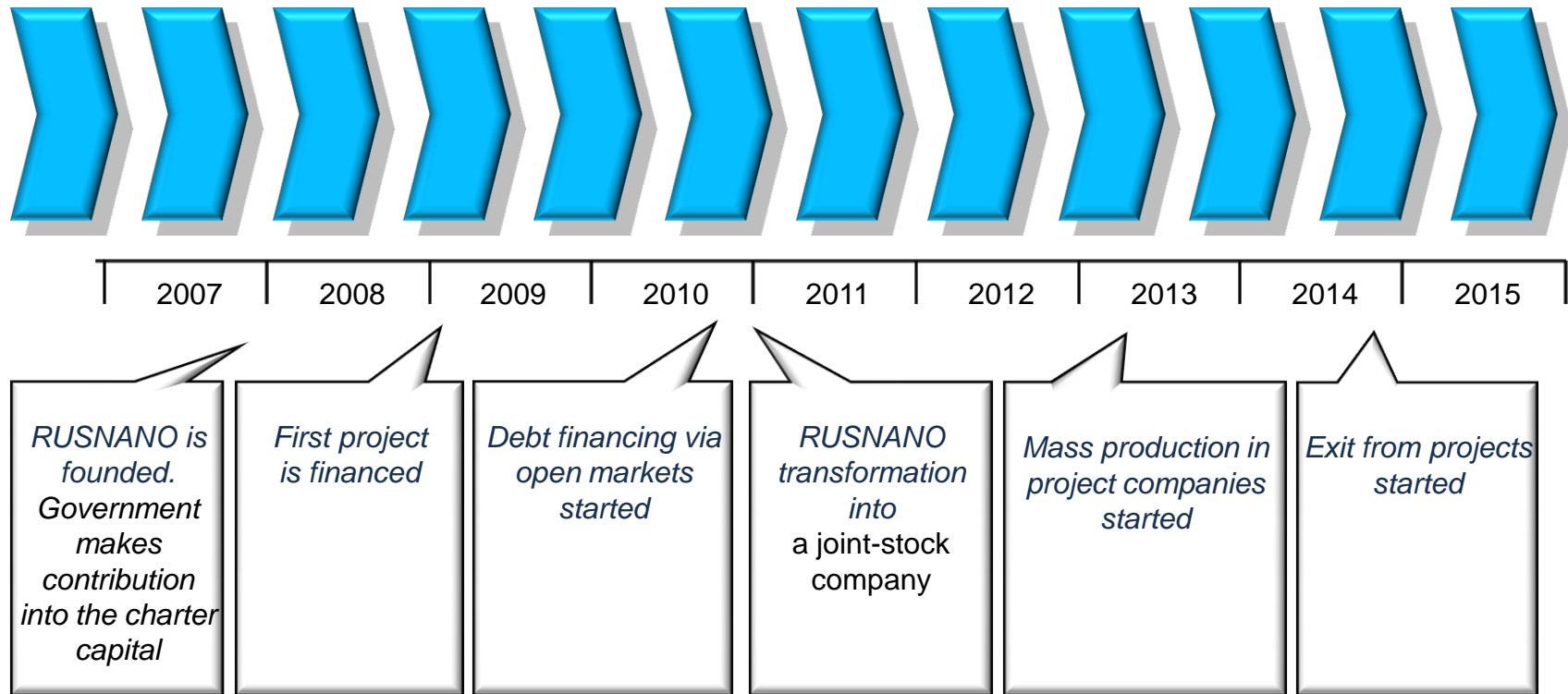
(incl. investment fund project of
up to \$400 million)



Clusters: solar energy/energy
conservation; electronics; biotechnology



RUSNANO Plans: Timeline



- ❖ Additional major challenge:
IPO after RUSNANO transformation into a joint-stock company

Dynamics of the Russian Nanoindustry Market: Target and forecast



What We Can Do Together



- ❖ Co-investment
- ❖ Support in companies entry into the Russian market
- ❖ Access to RUSNANO's scientific and technical expertise
- ❖ Joint creation of venture funds



- ❖ Apply for financing of your project at www.rusnano.com
- ❖ Invest in joint project together with RUSNANO
- ❖ Further develop your technology with RUSNANO help
- ❖ Consider opportunities for portfolio companies expansion into Russia
- ❖ Encourage portfolio companies to apply for RUSNANO financing
- ❖ Encourage portfolio companies to cooperate with RUSNANO projects to achieve synergies:
 - in accessing global product and finance markets
 - in exits from projects (IPO or selling to a strategic investor)

