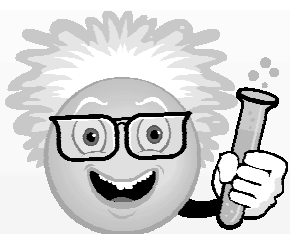




**RUSNANO**  
Russian Corporation of Nanotechnologies

# **RUSNANO activities in innovation infrastructure development in nanoindustry**

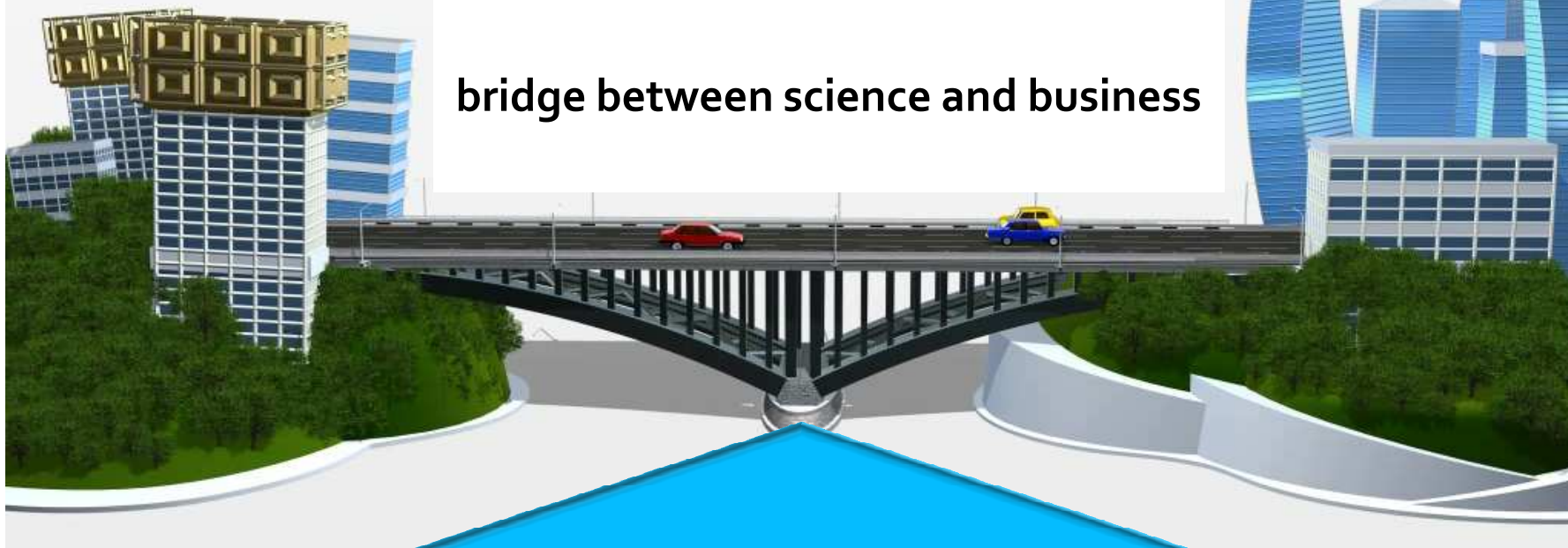




**RUSNANO**  
Russian Corporation of Nanotechnologies



**bridge between science and business**



**Infrastructure — bridge footing**

# We consider infrastructure development projects as commercially oriented investment projects

## AIM

Filling the gaps in  
nanoindustry value chain



Environment creation focused on  
technology transfer facilitation and  
Start-Up incubation

## PROJECTS

**Stand alone projects:**  
Engineering companies  
Specific raw materials producers  
Unique equipment production

**Integrated projects — Nanocenters**  
Creation and growth support of  
technology commercialization initiatives

## EXECUTION

Fields of activities:

- Investment activity
- Strategy and concept development
- Concept realization
- Projects activities

Forms of participation in projects:

- Co-investor
- Organizer
- Coordinator



# Nanotechnology centers development aimed at integrated problem solution in a field of technology commercialization

## Main barriers for successful technology commercialization:

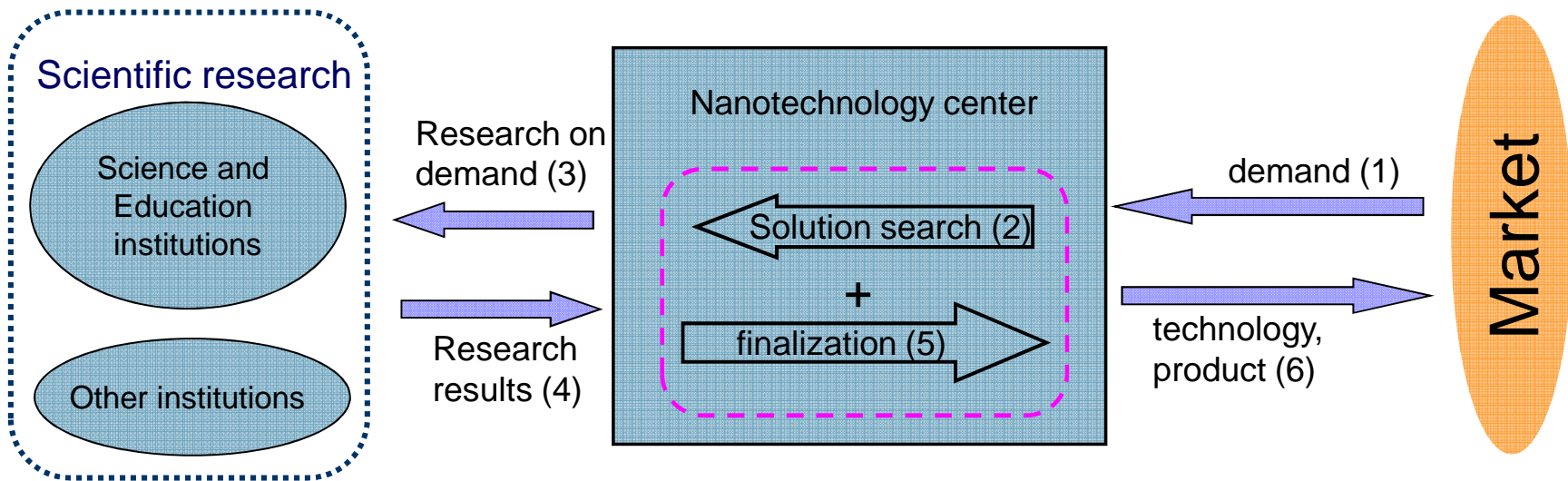
- ❑ Lack of technological and low-scale production equipment for prototyping
- ❑ Weak marketing and information support
- ❑ Lack of seed financing
- ❑ Lack of competences of Start-Up creation and management



**Nanotechnology centers realize an integrated complex of measures focused at Start-Ups incubation and technology transfer**



# Nanotechnology centers use market pull and technology push to overcome commercialization barriers



**(5,6)** — Participation in production unit set-up in Russia on the basis of Partner's technology

**(3,4,5)** — Co-development and technological partnering in joint ventures.

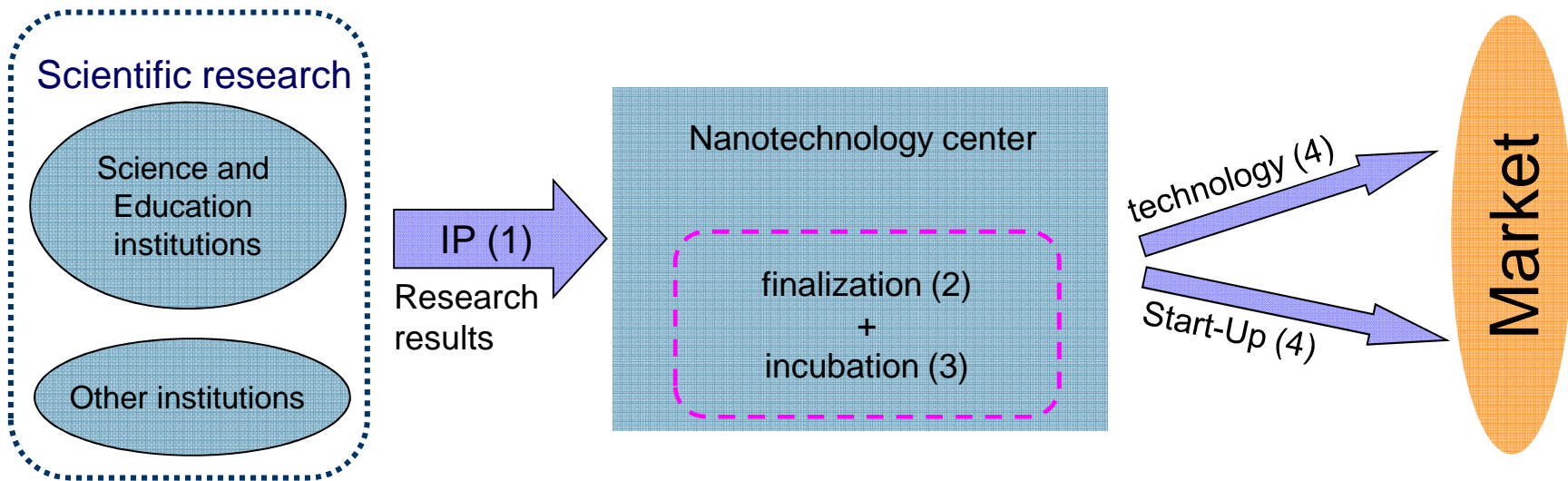
**(1-6)** — Partner participation in creation of Nanotechnology centers and Start-Up companies with in kind contributions (licences, consulting, equipment).

**(1,2)** — Participation of in technology transfer network creation (information and knowledge networks).

**(2,4,5)** — Supply of paid licences, consulting, training from Partner to R&D Nanotechnology centers and Start-Up companies in Russia.

**(1-10000000000000000)** — Other possibilities (your proposals)

# Nanotechnology centers use market pull and technology push to overcome commercialization barriers



**(2,4)** — Participation in production unit set-up in Russia on the basis of Partner's technology

**(1-4)** — Partner participation in creation of Nanotechnology centers and Start-Up companies with in kind contributions (licences, consulting, equipment).

**(1)** — Participation of in technology transfer network creation (information and knowledge networks).

**(1,2,3)** — Supply of paid licences, consulting, training from Partner to R&D Nanotechnology centers and Start-Up companies in Russia.

**(1-10000000000000000)** — Other possibilities (your proposals)

# Nanotechnology Center success factors



Brownfield



RUSNANO as a minority shareholder



Commercial Co-investors



Profitability at operating level



Qualified personnel



RUSNANO strategic role



Marketing plan



Government support



**THANK YOU!**





We are interested in cooperation with companies, government organizations, investment funds and private investors in order to develop joint projects

## You can:

- Apply for financing of your project
- Invest in a joint project together with RUSNANO
- Further develop your technology with RUSNANO help

### Please contact us:

Ilya Pavlov, PhD, MBA  
Senior investment expert  
Infrastructure development  
RUSNANO

Mob.: +7 916 0182177  
Tel.: +7 495 542 4444, ext.: 1956  
Fax: +7 495 542 4434

[ilya.pavlov@rusnano.com](mailto:ilya.pavlov@rusnano.com)  
[www.rusnano.com](http://www.rusnano.com)

