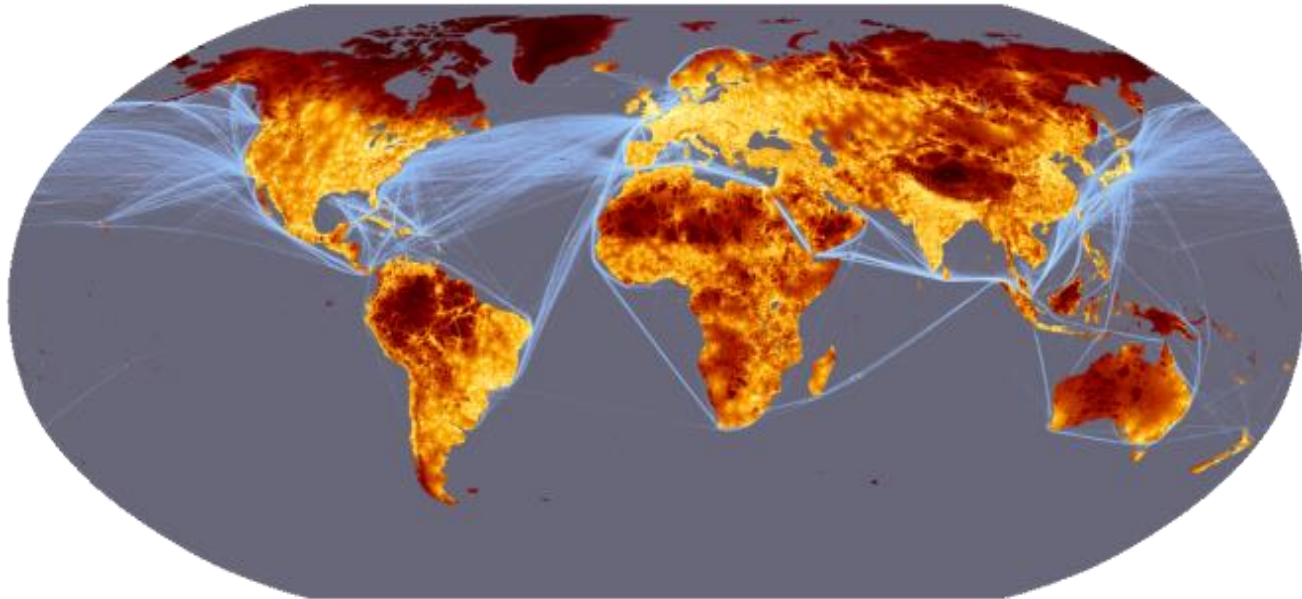


Latest Technology Investment Opportunities with Russian Universities



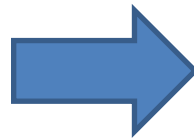
RUSTEC2020 Conference

October, 2020

**Kendrick D. White, Founder, CEO
Marchmont Capital Partners**



“The notion of the lone researcher having a EUREKA! Inventive epiphany... is a historic relic.” *



Russian academics well known for fundamental science, but few commercialize their own ideas

WHY?

How did the US system evolve?

1) **The Bayh Dole Act, 1980 - IP Law**



1994 - **Translational Research**



2002 - **POC**



4) ***“Discovery research is complex, competitive, expensive, arduous and must be collaborative.”*** * White Paper report conclusion prepared by David Allen for the US Admin, **March, 2010***

Today Russia is actively using best practices from these models to modernize its university system



**ДЕЛОВАЯ
РОССИЯ**
Мы делаем дело!

 **ОПОРА РОССИИ**
корпоративная экспертная организация малого и среднего предпринимательства



- 2007: Infrastructure Development & Financing
- 2008: IP Protection and Technology Transfer modernization of laws - FASIE & FZ-217
- 2009: Development of networks of Techno Parks, Incubators and regional Seed & VC funds
- 2010 - Launching of the “Skolkovo Foundation”
- 2011: National Association of Business Angels
- 2012 : 5/100 University Modernization Program
- 2015: NTI – “University 3.0 Program”
- 2019: National Projects – “Science Edu Centers”



Applying International Best Practices in Technology Commercialization



- Investing in Public & Private sector R&D
- Modernizing university tech transfer & IP legislation
- Creating networks of commercialization support centers



EURECA PROGRAM IS BEING IMPLEMENTED WITH THE SUPPORT OF THE US-RUSSIA FOUNDATION FOR ECONOMIC ADVANCEMENT AND THE RULE OF LAW (USRF)



❖ Moscow:

1. MSU
2. HSE
3. Bauman
4. Phys-Tech
5. MISIS



**The Russian Association of
High-Tech Techno-Parks**



❖ Novosibirsk:

1. Novosibirsk State University
2. AkademPark
3. Chemistry Institute
4. NaukoGrad



Skolkovo Institute of Science and Technology



❖ Tomsk:



ТОМСКИЙ
ПОЛИТЕХНИЧЕСКИЙ
УНИВЕРСИТЕТ

ТОМСКИЙ ГОСУДАРСТВЕННЫЙ УНИВЕРСИТЕТ
TOMSK STATE UNIVERSITY

❖ Saint Pete:



Санкт-Петербургский
политехнический университет
Петра Великого



❖ Nizhny Novgorod:



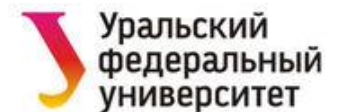
❖ Kazan:

IT PARK



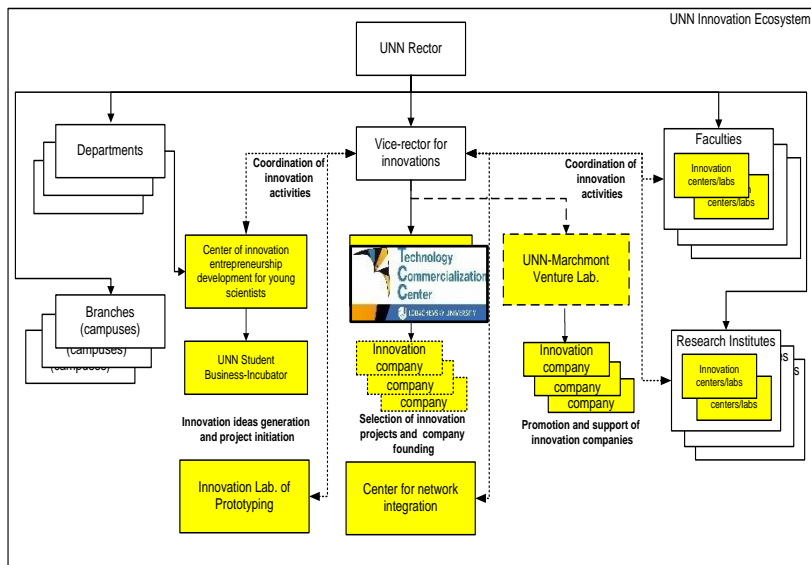
Technopark IDEA

❖ Yekaterinburg:



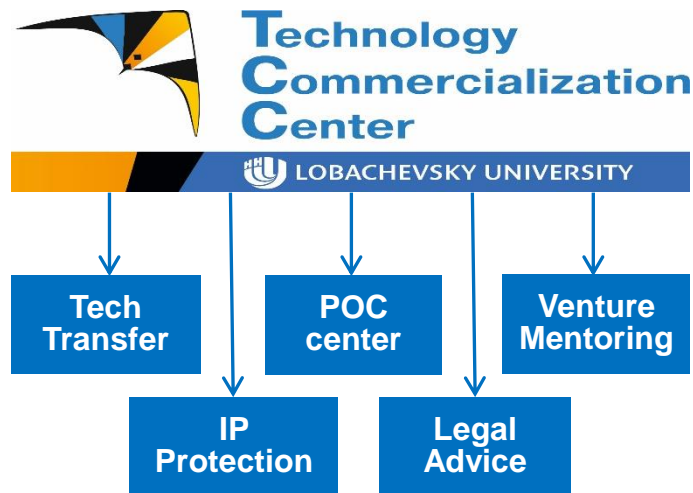
Prototype technology transfer system established at UNN Lobachevsky

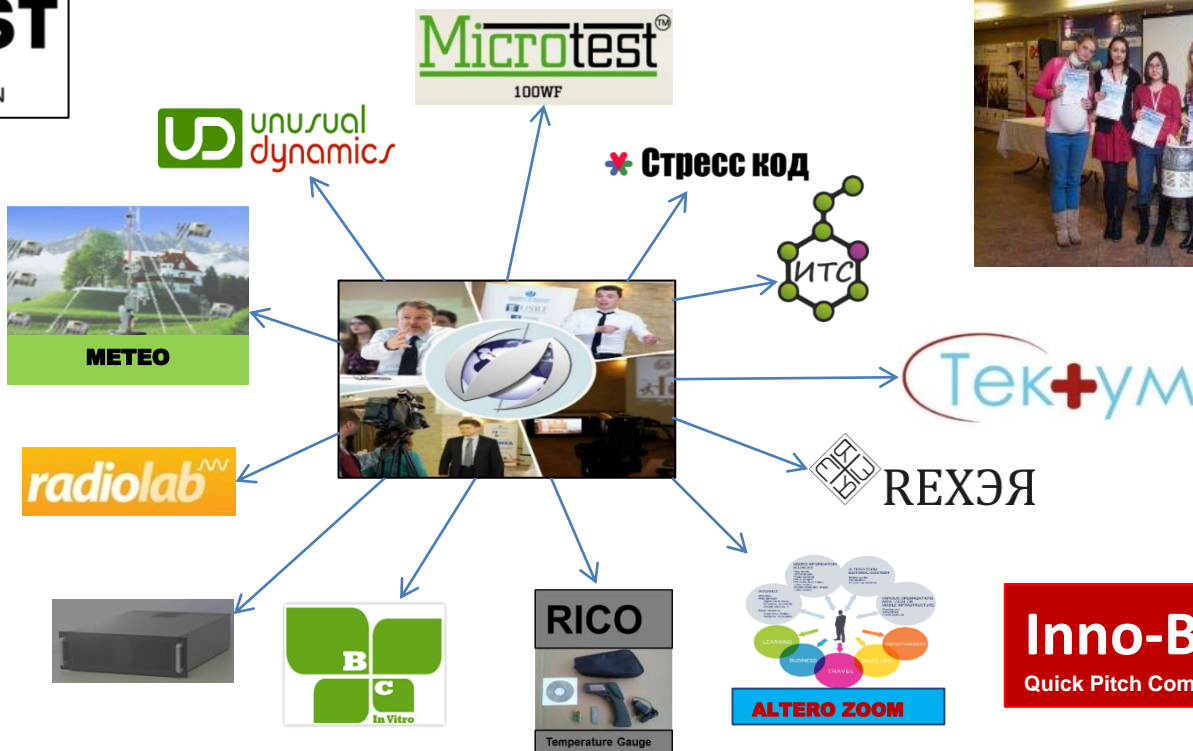
Entrepreneurship Support Programs:



- Student Business Incubator
- Entrepreneurs Club
- On-line training programs
- Master Classes
- Business plan Pitch competitions

Business Support Programs:





Results: 22 New Start-Ups Launched

General Partner:



Corporate Partners:



Co-organizers:





Industry Advisory Board

Corporate Partners supported UNN training & educational programs



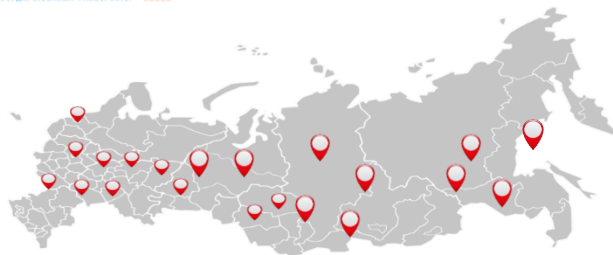
IPOCA

International Proof of Concept Center Association

Founding Members:



НИЖЕГОРОДСКИЙ ГОСУДАРСТВЕННЫЙ
УНИВЕРСИТЕТ им. Н. И. ЛОБАЧЕВСКОГО
Национальный исследовательский университет



Russian University Members

Key Goals & Objectives:

- Improving Results from State Funded R&D;
- Acceleration of technology commercialization;
- Development of trained tech transfer managers;
- Development of entrepreneurship potential;
- Improving links between business and academia;
- Developing innovative solutions for industrial use;

Key Problem - Lack of Funding!



Founders:



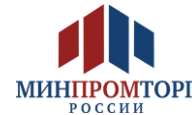
Иннопрактика

Int'l Partners :



NATT Supervisory Board Members:

Government Support



Manufacturing and Banking Sectors



ГАЗПРОМБАНК



Транснефть

РОСНЕФТЬ



НОВАТЭК



РОСАТОМ

СИБУР



Development Agencies



РОССИЙСКИЙ
ЭКСПОРТНЫЙ ЦЕНТР

Universities



ПОЛИТЕХ

Санкт-Петербургский
политехнический университет
Петра Великого



ТОМСКИЙ
ПОЛИТЕХНИЧЕСКИЙ
УНИВЕРСИТЕТ

Five new Prototype Tech Transfer & Proof of Concept (POC) Centers being developed regionally which will focus on realizing the global commercial potential of Russia’s advanced technologies

Clean-Tech, Alt Energy, Gen, Storage & Distribution, Recycling, and Sustainability



1. Artificial Intelligence Applications;
2. Robotics & Production Line Automation;
3. New Composite Materials for Electronics & Auto Components Segments;
4. Advanced Engineering & Industrial Design Applications;

AI, Big Data, ML, Quantum Analytics, Neuro Nets, VR & AR, Brain Interface



1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. Blockchain technologies & Fin Tech;
4. Advanced Engineering & Industrial Design

New Materials, Molecules, Composites, Advanced Chemistry, Space & Auto Apps



1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. Organic Hydro-Carbon Chemistries, New Polymers & Catalysts;
4. New Composite Materials for Electronics & Auto Components Segments;

Life Sciences, Medical Devices, IT, IoT, Distance Learning



1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. IT, IoT and Connectivity Applications;
4. Bio-Medical Devices, New Sensors & Diagnostics;
5. Distance Learning, VR, AR & Education Tech;

We help our clients to solve their most pressing tech problems:

- **Technology Scouting** for innovation ideas, R&D teams, start-up investments and acquisitions;
- **Customized Market Research** on selected tech segments & IP/patent search investigations;
- **Partner Searches** for global enterprises seeking local R&D, production and distribution sites;
- **Preparation of Corporate Newsletters** highlighting tech investment opportunities in Russia;
- **Design & Implementation** of corporate acceleration & CVC investment programs;



Marchmont has a proven track record in identifying unique investment opportunities and successfully developing university R&D ideas onto commercially viable products.

We cover the following technology priorities:

1. AI, Big Data, Machine Learning & Quantum Analytics Apps;
2. Production Line Automation, Robotics, Autonomous Vehicles;
3. Blockchain technologies in Production & Fin Tech Apps;
4. IT, IoT Distance Learning, VR, AR & Education Tech Apps;
5. Hydro-Carbon Chemistry, New Polymers & Catalysts;
6. New Composite Materials & adhesives for Electronics and Auto Components Segments;
7. Advanced Engineering & Industrial Design Apps;
8. Bio-Medical Devices, New Sensors & Diagnostics;

Clean-Tech



Life Sciences



We cover projects in the following developmental stages:

1. R&D teams ready for POC and/or industrial partners;
2. Pre-Seed entrepreneurial teams seeking mentors and ready for accelerators;
3. Start-Up teams seeking angels and/or industrial partners;
4. Proven Start-Ups & experienced entrepreneurs seeking VC and/or Industry partners;
5. High Growth Innovation Enterprises seeking PE and/or industry partners and EXITS;

New Materials



Space & Telecoms



1

- *Wide network of contacts at top management level of key academic institutions and regional governments across Russia*

2

- *Proprietary database of 1,500 innovation & start-up projects from across Russia's innovation entrepreneurship community*

3

- *Marchmont Media has built a social network community over 25,000 readers following daily innovation news and the monthly tech blog, The PULSE*

4

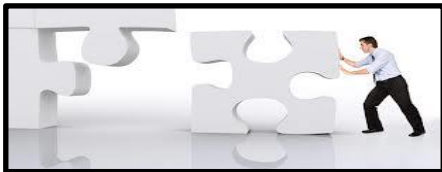
- *Marchmont English & Russian language website hold over 30,000 articles and interviews covering RF regional innovation ecosystems news (2006 – present)*

5

- *Uniquely qualified specialists in technology transfer & commercialization, tech & talent scouting, market research, PR & media promotion and event planning*

We help our clients to gain access to international markets:

- **Professional Assessments** on global market entry strategies and partner searches;
- **Detailed Market Research** on selected market entry points, including acquisition targets;
- **In-Depth Analysis** on the requirements of international companies seeking Russian suppliers;
- **Organization of meetings** with potential partners and investors, including delegation visits;
- **Development of Trade Missions** to selected markets including the US, UK, EU and elsewhere;



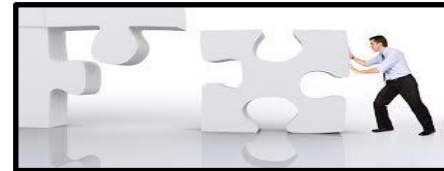
Marchmont has a proven track record in forming international partnerships between Russian and international universities, R&D teams and corporate enterprises



Developing intelligent solutions for the toughest business problems

Our team is focused on solving your most pressing tech problems

- **We work to understand** our client's business and the key problems it's facing
- **We apply** our tech and research knowledge to creating a solution roadmap
- **We propose** cost-effective solutions for your company based on our research
- **We create** a full software development lifecycle solving your problems



Marchmont has a proven track record in identifying unique technology talent and creative programming teams able to solve the most complex problems facing industry

We are experts at using business-friendly open-source solutions, so we can build industry-grade projects at a reasonable cost.



We are prepared to discuss specific project ideas and solutions covering a wide range of problems facing global industry leaders

- Retail Data Analytics

We are ready to work in the following directions to solve our client's problems: customer satisfaction tracking and behavior prediction; product usage satisfaction; demand forecasting; vanishing goods and spoilage planning; product categorization, visual and voice search; warehouse management; improving fraud and counterfeiting detection

- Optimization and Fault prediction in Oil production

We can develop AI and ML based solutions for upstream oil production, including drilling optimization, fault detection and classification, processing surveying data and basin modeling.

- Optimization of Supply Chain Management

We can develop blockchain technologies coupled with business logic and smart contracts, enabling secure transactions and transparency in consumer goods delivery; ensure accurate asset tracking and traceability enhanced licensing of services, products and software

- New Materials Development

We have unique experience in working with teams developing new materials in emerging from hydro-carbon raw materials including new polymers, adhesives and catalysts; developing Big Data Analytics and ML solutions for new drug and compound development; new composite materials applicable for the energy and automotive segments.

Our city is a globally recognized High Tech Cluster supplying advanced technologies to the regional industrial production centers in automobiles, aircraft, submarines, chemicals and other key industries

- 25 scientific R&D institutions focusing on telecom, radio technology, theoretical and applied physics
- Key location for R&D offices of tech leader such as Intel, Yandex, JBL Harman and many others;
- 33 higher educational institutions, including UNN Lobachevski, Nizhny State Polytech and the HSE;
- Highly skilled & concentrated IT community including local IT leaders such as Mera, Tekom and many others;
- A top RF engineering industry center, including giants such as GAZ, Sokol and Krasnoye Sormovo;
- NN is home to a thriving local start-up ecosystem including the 3D printing materials producer SynTech Lab;
- Located in Central Russia with convenient high-speed train commute to and from Moscow;





Kendrick D. White

- Founder & CEO, Marchmont Capital Partners, LLC (2006 – present)
- Founder, Marchmont Tech Solutions, (2020)
- Advisor to Rector, Lobachevsky University (2015-2017)
- Vice Rector for Innovation, UNN Lobachevsky University (2013 – 2015)
- Director, EBRD Central Russia VC Fund (1998 – 2006)
- PWC Advisor to the Volga Vyatsky Privatization Center, NN Regional Admin, (1995 - 1998)
- SME Business Dev Advisor to EPICenter, NN Regional Admin think tank, (1993 - 1995)
- Kellogg MBA, 1990, Northwestern University
- LinkedIn Profile: Kendrick D. White
- E-mail: k.white@marchmont.ru Tel: +7 (910) 398-4736



“Solid principles
have always guided
our business strategy”

*“Joseph Nelson White
(1860-1939)*

*“Marchmont”
White family estate,
Winchendon, MA,
Built in 1890*