

How to foster in University technology transfer, entrepreneurship and international cooperation in innovation. Moscow State University Science Park experience.

Movsesyan Oleg,  
MSU Science Park, CEO

- **What is the MSU Science Park?**
- Possible ways of IP commercialization
  - Contract research
  - Licensing
  - Start-up
- International Cooperation
- Conclusions



# MSU Science Park



**Mission:** to shape an environment focused on creating and developing of high-tech companies in the MSU and the Moscow Region



# Some figures and facts



Established in **1992** -  
one of the oldest in  
Russia

**124 residents**

Total turnover  
of residents  
**\$200M per year**

**2500 employees,**  
80% from MSU

**5 residents from TOP50**  
Russian Fast Growing High-  
tech Companies



Price - above the market,  
100% full for 10 years

# Some figures and facts



Total investments  
Up to \$15 mln.

Public/private  
investment: 1/4

300 companies & 10000  
workplaces have been created  
for the entire SP life time

Annually paid taxes  
\$20 mln.





# Our Services



Basic Services  
75% \$\$\$

11,5K m<sup>2</sup>

Business  
Center

Free  
Consulting

Value Add  
Services 25% \$\$\$

Education  
Acceleration

Value Add  
Consulting

Fundraising

Networking

# Soft-landing Service



Business  
Scout

Setting  
Office Up

Further  
Growth







**Formula BIO**  
 Подробности и регистрация на сайте\*  
[www.formulabio.ru](http://www.formulabio.ru)

**ХОЧЕШЬ?**

1. ПРИНЯТЬ УЧАСТИЕ В РАЗВИТИИ РЕАЛЬНЫХ ПРОЕКТОВ РОСНАНО
2. ПОЕХАТЬ НА СТАЖИРОВКУ В США (БОСТОН)
3. НАУЧИТЬСЯ ЗАРАБАТЫВАТЬ ДЕНЬГИ В БИОТЕХНОЛОГИЧЕСКОМ БИЗНЕСЕ

Зарегистрируйся до 1 октября

**ФОРМУЛА БИО**

1. БЕСПЛАТНАЯ ОБРАЗОВАТЕЛЬНАЯ ПРОГРАММА В МГУ ИМЕНИ М.В.ЛОМОНОСОВА
2. ВСТРЕЧИ С ЛИДЕРАМИ ИНДУСТРИИ
3. КОНКУРС ПО РАЗРАБОТКЕ БИОТЕХНОЛОГИЧЕСКИХ БИЗНЕС-ПРОЕКТОВ

Научный Парк МГУ приглашает тебя принять участие в образовательной программе и конкурсе бизнес-проектов Формула БИО. Формула БИО - совместный проект Научного Парка МГУ и ОАО РОСНАНО для желающих поучаствовать в создании настоящих бизнес-проектов в сфере биотехнологий, биомедицины и биохимии.

Тираж 400 экз.

# Education & acceleration

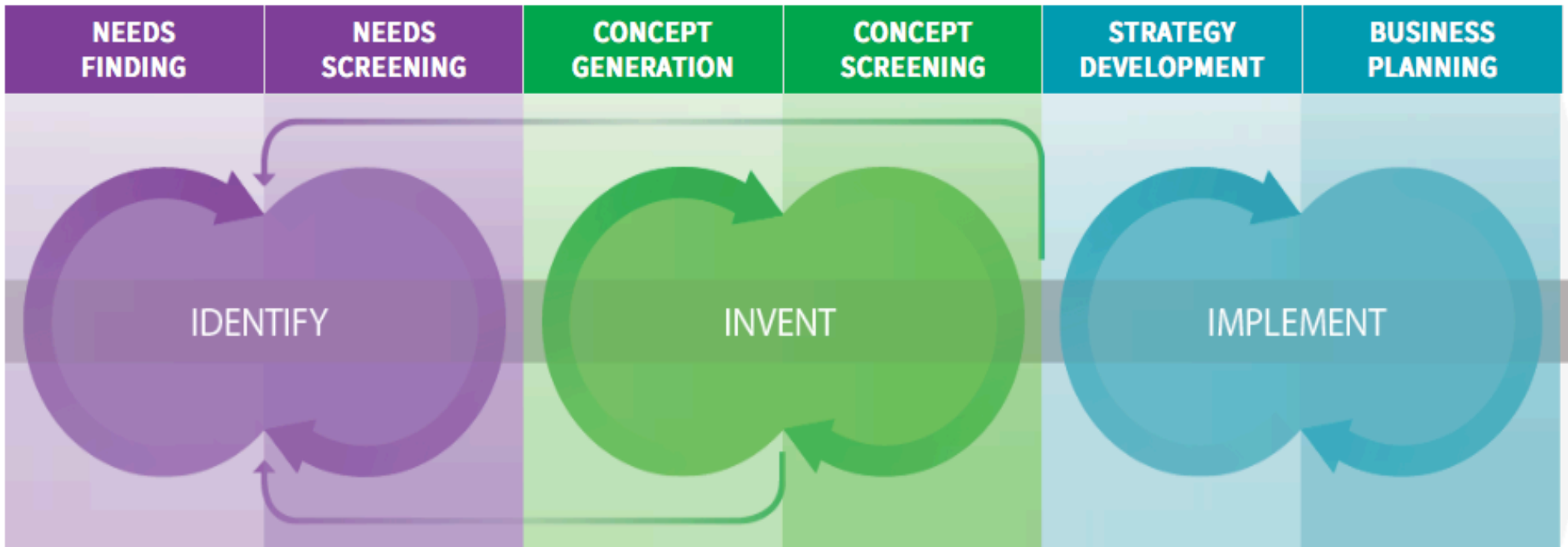


**Success formula - test-drive of doing business for young scientist**



STANFORD

biodesign



## Оценка и доли



## Структура сделки

### 1. Объект инвестирования



## Форма инвестиций

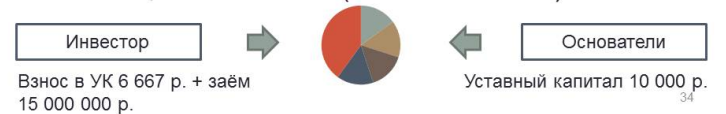
### Прямые инвестиции в уставный капитал



### Прямые инвестиции в добавочный капитал



### Инвестиционный заём (convertible loan)



- ✓ Economics research
- ✓ Business plans
- ✓ Project financing
- ✓ Deals structuring



# Venture investments



Our portfolio >\$10M



# Nigma.ru - CÔC CÔC



## НИГМА.РУ

ИНТЕЛЛЕКТУАЛЬНАЯ ПОИСКОВАЯ СИСТЕМА

Global Rank <sup>?</sup>

 **101** 

Rank in Vietnam <sup>?</sup>

 **1**



## CÔC CÔC

Trình duyệt và công cụ tìm kiếm

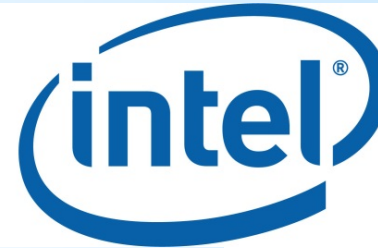


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# Contract research and joint labs

Schlumberger



SAMSUNG



RUSSIAN ALUMINIUM





# Case with SME



НАУЧНО-ПРОИЗВОДСТВЕННОЕ ОБЪЕДИНЕНИЕ  
**УНИХИМТЕК**  
ГРУППА КОМПАНИЙ



**ИНУМИТ**



**\$ \$ \$**

**UAC** | UNITED AIRCRAFT CORPORATION



**ROSATOM**

**GAZPROM**

**РЖД** Russian Railways

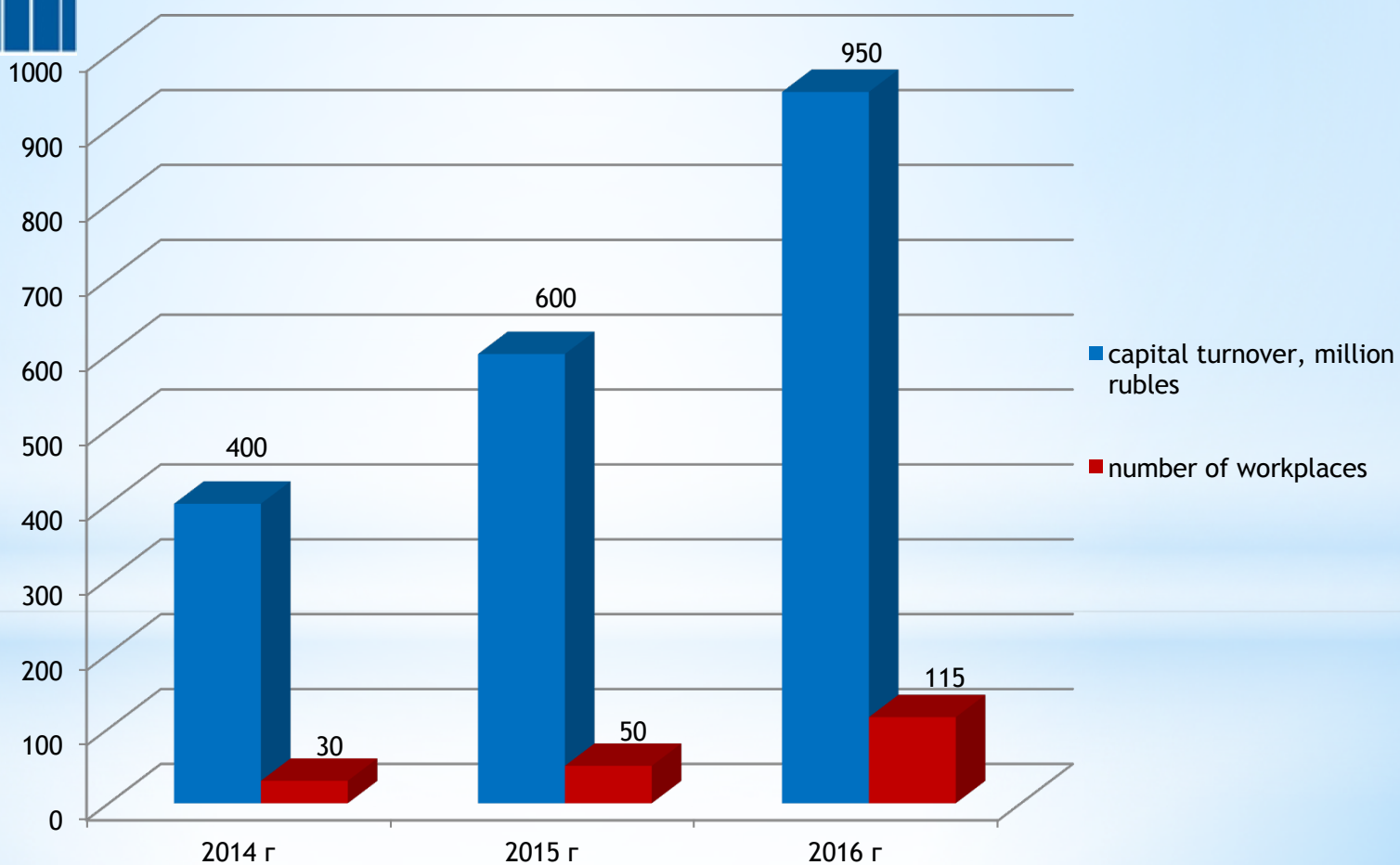
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# Licensing to SMEs



20 start-ups





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# Start-up/spin-off



Биотехнологический  
Бизнес-Инкубатор  
**МГУ**



**25-30 companies per year**



**GeoCV**



**СТУДЕНЧЕСКИЙ  
БИЗНЕС-ИНКУБАТОР**

**iBinom**

**ЦМИ  
МГУ**

# Acceleration program

## 1. Finding industrial partners and formulating problems:

30 Industrial Partners

42 problems

## 2. Formation of project teams :

500 applications from best Universities



150 participants



42 teams.

## 3. Preseed stage of development:

Technical requirements for the product with potential clients (customer development)



Prototyping and MVP



Demand testing & market access strategy

Finding industrial partners

Teams  
Formation

Launching  
projects

ФОНД СОДЕЙСТВИЯ  
ИННОВАЦИЯМ

GENERATION

Moscow STPs

20  
start-ups

Seed funds

PBK

АГЕНТСТВО  
СТРАТЕГИЧЕСКИХ  
ИНИЦИАТИВ

## Key Performance Indicators:

- 500 applications
- 40 Industrial Partners
- 30 experts & mentors
- 40 projects
- 20 start-ups

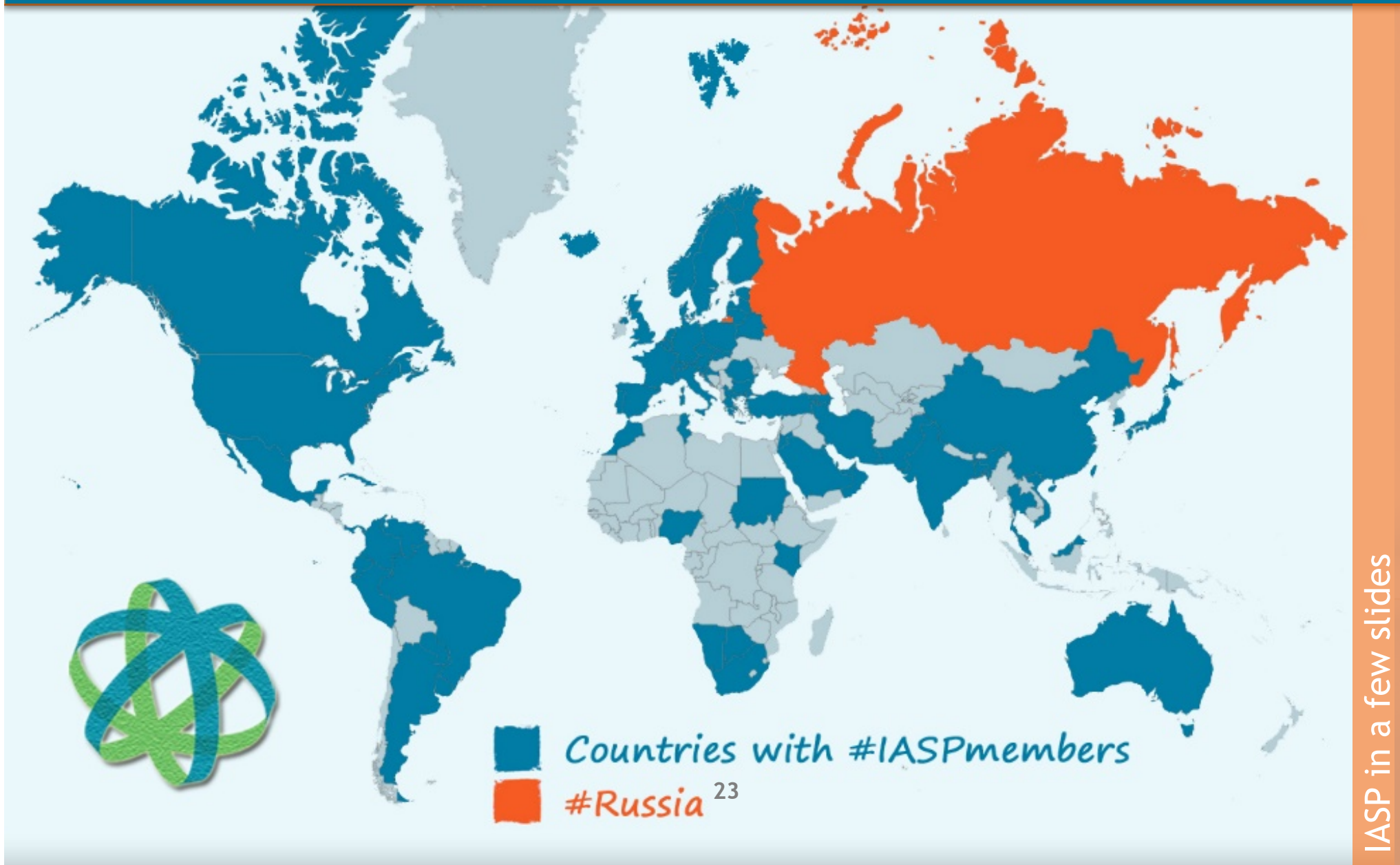


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**SP network partners**

# MSU SP location on the IASP World Map

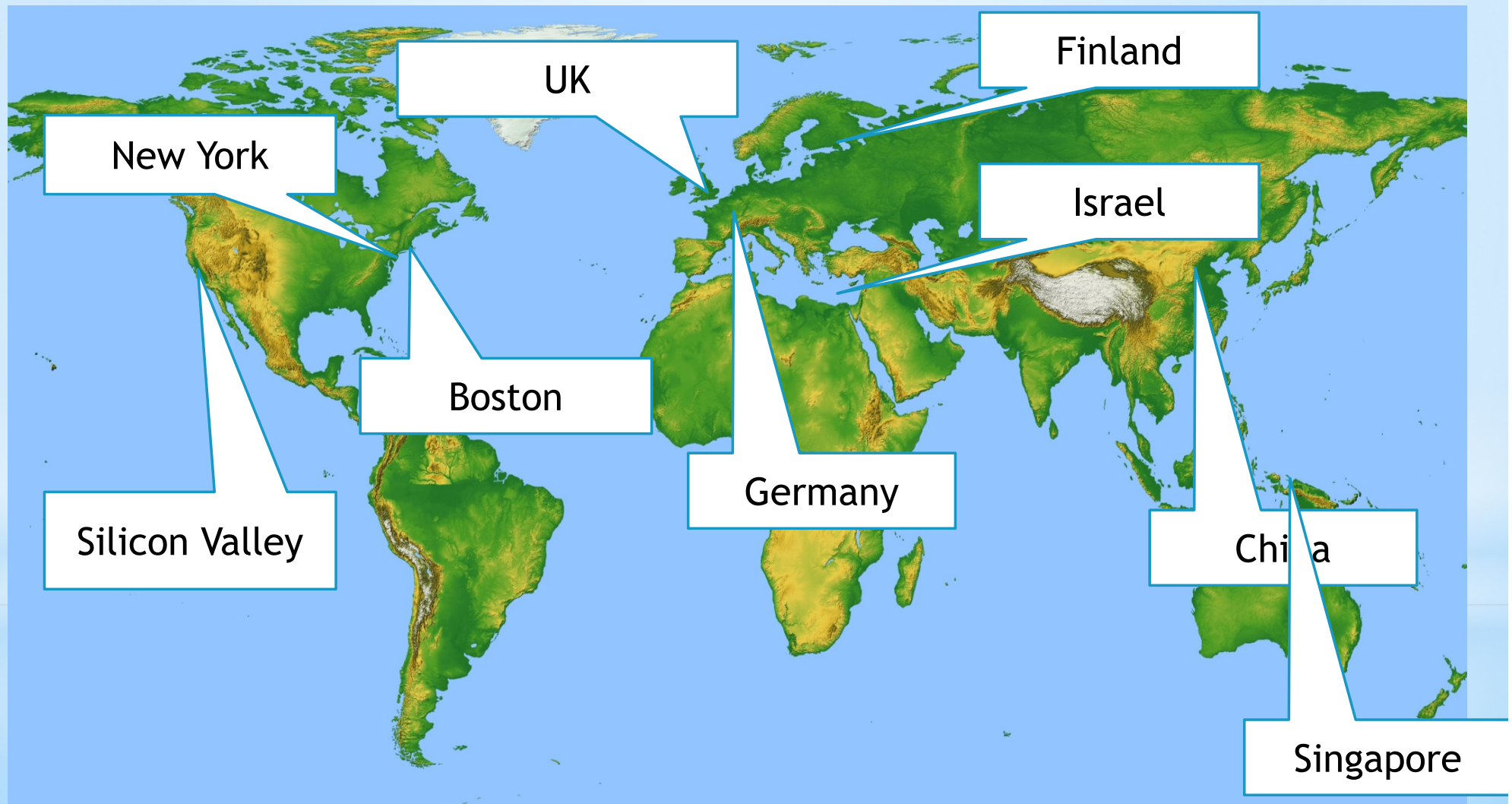




- IASP is the **global network** for Science Parks and Areas of Innovation
  - 411 members
  - 74 countries
  - >142,000 companies
- Active since 1984 - **31 years** serving the Innovation Community



# Our partners' geography in the study programs for Moscow startups





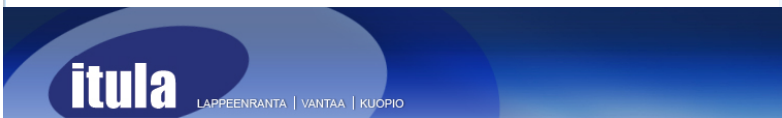
## Radiant heating/cooling ceilings



# Partnership creating Network



Medical Park Hannover



НАУЧНО-ПРОИЗВОДСТВЕННОЕ ОБЪЕДИНЕНИЕ  
**УНИХИМТЕК**  
ГРУППА КОМПАНИЙ



advanced chemicals for life  
science research, and diagnostics

**TeKes** JOENSUU SCIENCE PARK



**Sk**  
СКОЛКОВО



OPLATEK – MaxTelCom  
fiber optic arc fusion splicer



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