Digitalization for Sustainable Growth

Submitted by: Skolkovo Innovation Center

Workshop on Building Capacity in Promoting Inclusive and Responsible Business for Sustainable Growth in Digital Society
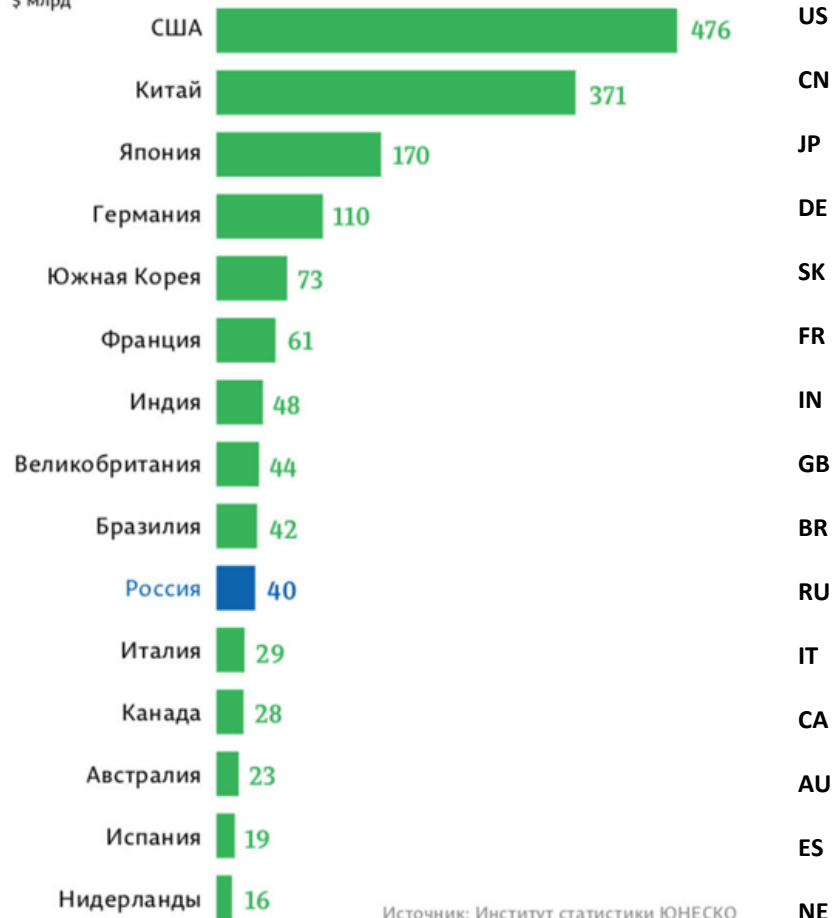**19-20 May 2021**

Digitalization for Sustainable Growth

Sk Skolkovo

2021

Кто сколько тратит на инновации
$ млрд

Страна	$ млрд	Код
США	476	US
Китай	371	CN
Япония	170	JP
Германия	110	DE
Южная Корея	73	SK
Франция	61	FR
Индия	48	IN
Великобритания	44	GB
Бразилия	42	BR
Россия	40	RU
Италия	29	IT
Канада	28	CA
Австралия	23	AU
Испания	19	ES
Нидерланды	16	NE

Источник: Институт статистики ЮНЕСКО

Accelerators and business incubators in Russia
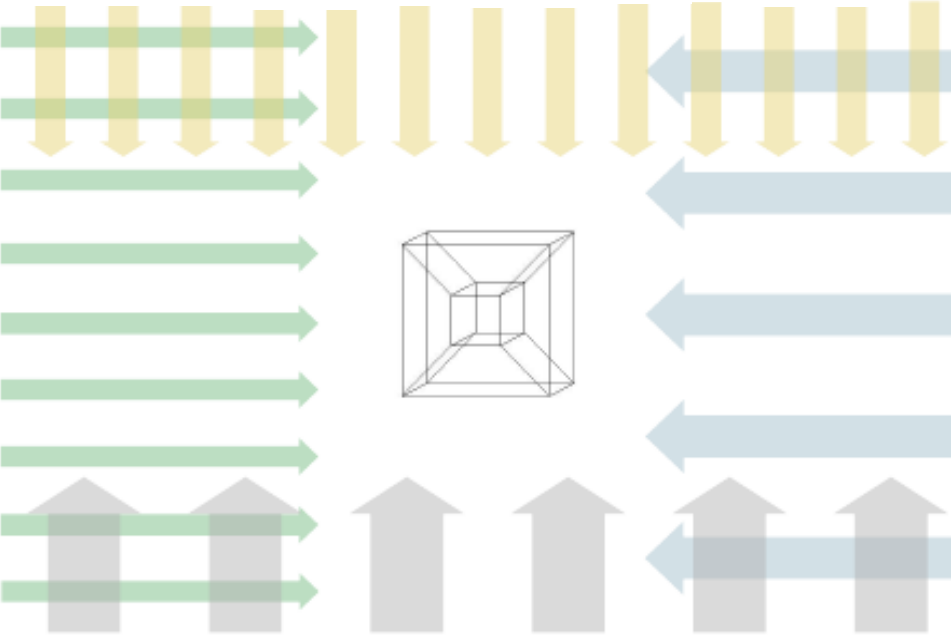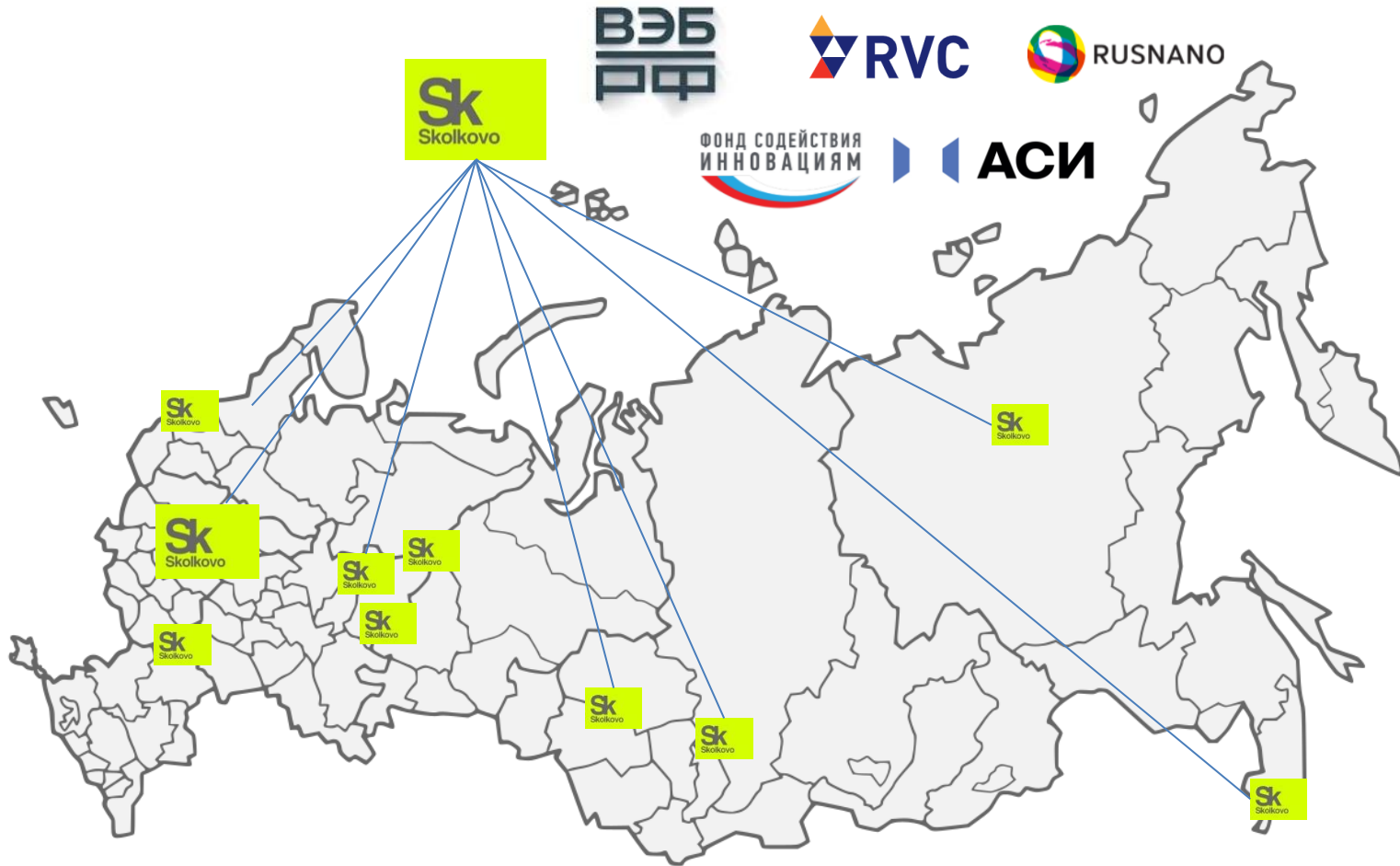
Techpark

University

Offices

Residential area

School

etc…

In Skolkovo:

In Russia:

20% income tax

0% income tax

30,2% social tax

14% social tax

20% VAT

0% VAT

10%

Member of Skolkovo

Review

Anonymized Application

Events, Startup tour, Website, Science community, Startup Community, etc

«We need to create a competitive system to finance technologies that will be exported..»

Dmitry Medvedev. Prime-minister / in 2010 President of Russia
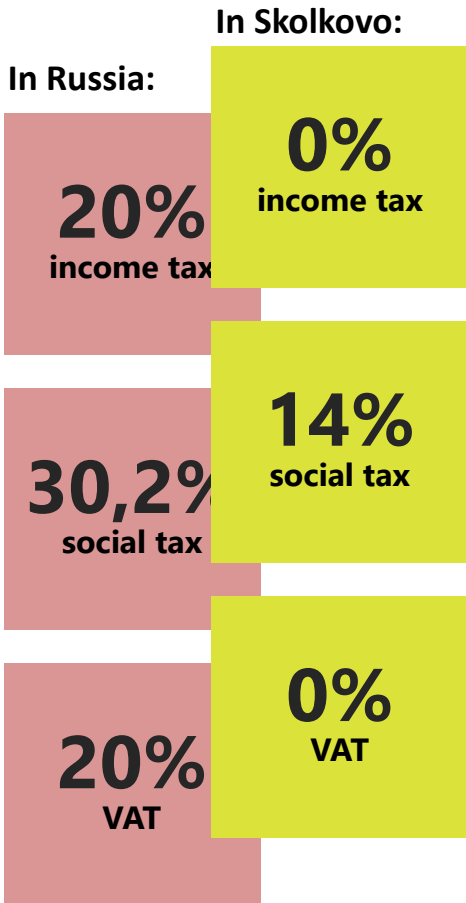
Government financing

Private financing

Tailored acceleration support and programs in Russia and abroad

Incubation services and mentoring

Access to research infrastructure

Pre-school and school education

PR and media support

Intellectual property protection and deal closure support

Tax and customs benefits

Grant financing and VC investments attraction

Business services

Lease of office and residential facilities

Skolkovo now has 2000 startups clustered in 4 areas

Sk IT
Software, IoT, Artificial Intelligence, Cyber Security, Robots, Drones, EduTech, Big Data, Cloud Services…

Sk Biomed
Pharmaceuticals, Medical Devices, Life Science, Medical Data Processing, Health Care Online and O2O…

Sk Energy
Energy Efficiency, Green Tech, Renewable Energy, Smart Home, Smart City, …

Sk Industrial
Industry 4.0, Warehouse automation, Industrial Robots, Smart Agriculture, Space exploration, Radio and Mobile…

Advanced industrial technologies

4.500.000.000 USD ACCUMULATED STARTUP'S REVENUE 2020

>1500 PATENTS
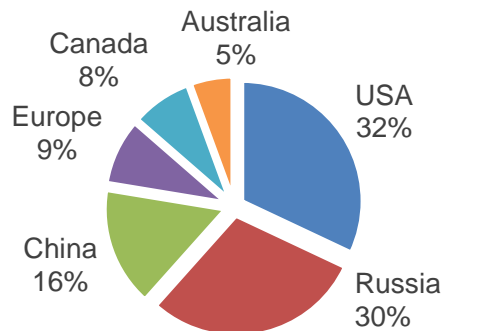OBTAINED BY STARTUPS SINCE THE BEGINNING OF THE PROJECT

33 000
JOBS CREATED IN SKOLKOVO ECOSYSTEM

>300 PATENTS
GRANTED ON THE TERRITORY OF FOREIGN STATES

250.000.000 USD
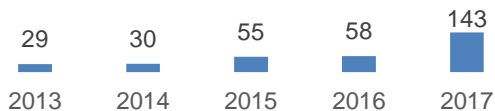ACCUMULATED INVESTEMETS BY EXTERNAL VC AND COROPRATE INVESOTS

Australia 5%
Canada 8%
Europe 9%
USA 32%
China 16%
Russia 30%

41% of all Russian VC deals
ARE MADE INTO SKOLKOVO STARTUPS

29 — 2013
30 — 2014
55 — 2015
58 — 2016
143 — 2017

Digital IP market architecture

		Industrial application and cloud services					
4 BUSINESS		n'RIS AGORA Scientific works	FAN Social economic data, methods, analytics	ALGO Software, algorithms, interfaces	FUCHA FICHA Results of intellectual activities and rationalization proposals	3D Engineering models	FONMIX Phonograms

Ecosystem — Ecosystem services

3 ECOSYSTEM	n'RIS Deposit and confirmation of authorship, display, purity of authorship	IP VALUE Evaluation of past and potential value. Expert evaluation of originality, level of invention.	ONLINE PATENT Online patent filing in Russia and abroad, patent and trademark management system	DR&D Network of Public Digital Research Institutes

Platform — Platforms

2 PLATFORMS	IPEX Connects sellers and buyers, ensures movement of assets and rights	CO-FI Connects funds and ideas, provides access to financial resources and incomes from sales	DIS `PUT Connects the parties of disputes, settles disputes and gives third-party assessment

Infrastructure — network of transactions

1 INFRA STRUCTURE	IPCHAIN Records significant facts at all stages of the life cycle of assets and rights, gives access to them for all market participants.

▲ Digital Environment, The Ministry of Digital Development, Communications and Mass Media

Governmental — regulatory authorities and state bodies

0 RIGHTS	FEDERAL AGENCY FOR INTELLECTUAL PROPERTY, PATENTS AND TRADEMARKS Inventions, utility models, industrial designs	COURT FOR INTELLECTUAL PROPERTY RIGHTS Termination or change of intellectual property rights	THE MINISTRY OF AGRICULTURE Selection achievement	OTHER BODIES OF AUTHORITY Compulsory licensing. Secret intellectual property

▲ Legal validity
▼ Legislation

| THE MINISTRY OF CULTURE Introducing norms concerning copyright	THE MINISTRY OF SCIENCE AND HIGHER EDUCATION Establishing patent regulations

RUSSIA

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Services

The IPChain provides a platform for the services in line to the demand of diverse economy sectors:

n'RIS – a digital service for registration, storage and circulation of intellectual property rights

FONMIX – audio and video branding service
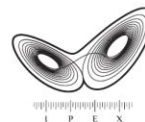
IPEX – an online IP Exchange platform the organized IP market ("Ebay for IP") -

DR&D Network – a network of public digital research institutes

Online Patent – a digital service for IP in the sphere of patent law in Russia and globally

CO-FI – a crowdlending platform for investment loans guaranteed by IP rights

Unified state accounting system for research, development and technological papers of civil application

FUCHA FICHA — Results of work-for-hire intellectual activities and rationalization proposals

DIS'PUT connects the parties, settles the disputes and gives third-party assessment

When everything fits | SAFELY
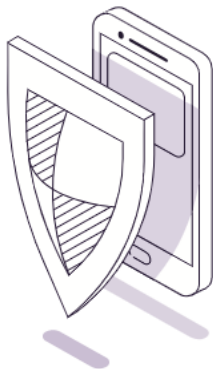
✓ **ADD CARDS SAFELY**

The Wallet processes cards snapshots locally on your smartphone. Your personal data is not shared with anyone.

✓ **KEEP SAFELY**

All the data is encrypted with the most secure algorithms. The Wallet continuously checks the security of your information.

✓ **USE SAFELY**

The use of cards is certified for compliance with the latest security standards of international payment systems.
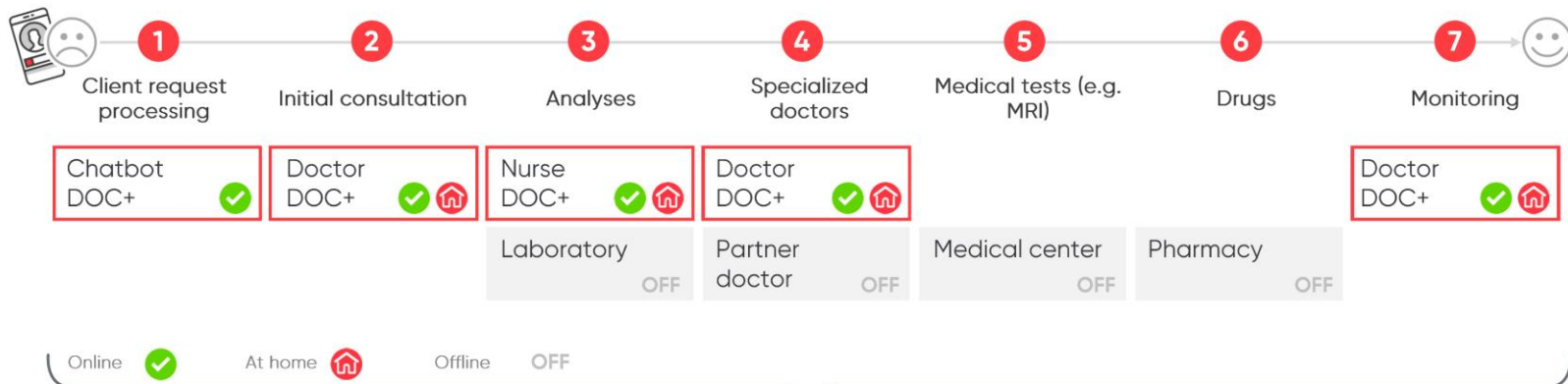
mastercard   PCI DSS COMPLIANT   VISA

DOC+ is a single point of contact for any health issues, based on digital health ecosystem of own and partner services

MEDICAL SERVICE — holistic customer journey from sickness to convalescence, which requires:

single interface for all stages of the customer journey, concierge and/or personal doctor

centralized collection of medical data from each provider to a single medical record

centralized quality control to ensure medical case integrity

1 Client request processing	2 Initial consultation	3 Analyses	4 Specialized doctors	5 Medical tests (e.g. MRI)	6 Drugs	7 Monitoring
Chatbot DOC+ ✅	Doctor DOC+ ✅🏠	Nurse DOC+ ✅🏠	Doctor DOC+ ✅🏠			Doctor DOC+ ✅🏠
		Laboratory OFF	Partner doctor OFF	Medical center OFF	Pharmacy OFF	

Online ✅   At home 🏠   Offline OFF

For clients:
DOC+ app which enables to receive almost any medical service using a smartphone, with medical data retention and concierge

For partners and DOC+:
Technology platform which provides personal medical data collection, automatic quality control, AI LEARNING

doc+ 6

DOC+ develops IT products to optimize business processes and improve the quality of medical services

Operational products:

Medical products:

AI routing

Customers classification

Expert system learned on EHRs

Medical NLP system

Supply / Demand forecasts

Analytical database mining

Decision-tree database

Risk assessment system

Company development history and key 5-year targets

Monoservice	Telemed, medical records, quality control system	Mobile clinic, tech. platform, AI	Breakeven, expansion
2015-2016:	**2017:**	**2018-2019:**	**2020-2023:**

35,000 house calls	**>200,000 app installs**	**EUR 4.5M forecast NR from house calls** in 2019	**EUR 14M forecast NR from house calls** in 2023
280 doctors	**20,000 free & 15,000 paid teleconsultations**	**EUR 1M forecast NR from telemed.** in 2019	**EUR 8M forecast NR from telemed.** in 2023
5 specializations	**100,000 house calls EUR 1.7M net revenue**	**3 projects of tech. platform in insurers** target	**Platform launch in > 3 new countries** target
19 largest insurance companies	**30,000 B2C clients**	**>5 B2B clients for DOC+ AI solutions** target	**Symptom Checker with dianostics in English** target
4.9 of 5.0 (client rating)			

Evgeny Kosolapov

Representative in China