

# PROGRAM



## RUSSIAN VENTURE FAIR

NOVEMBER 23-24  
SAINT-PETERSBURG

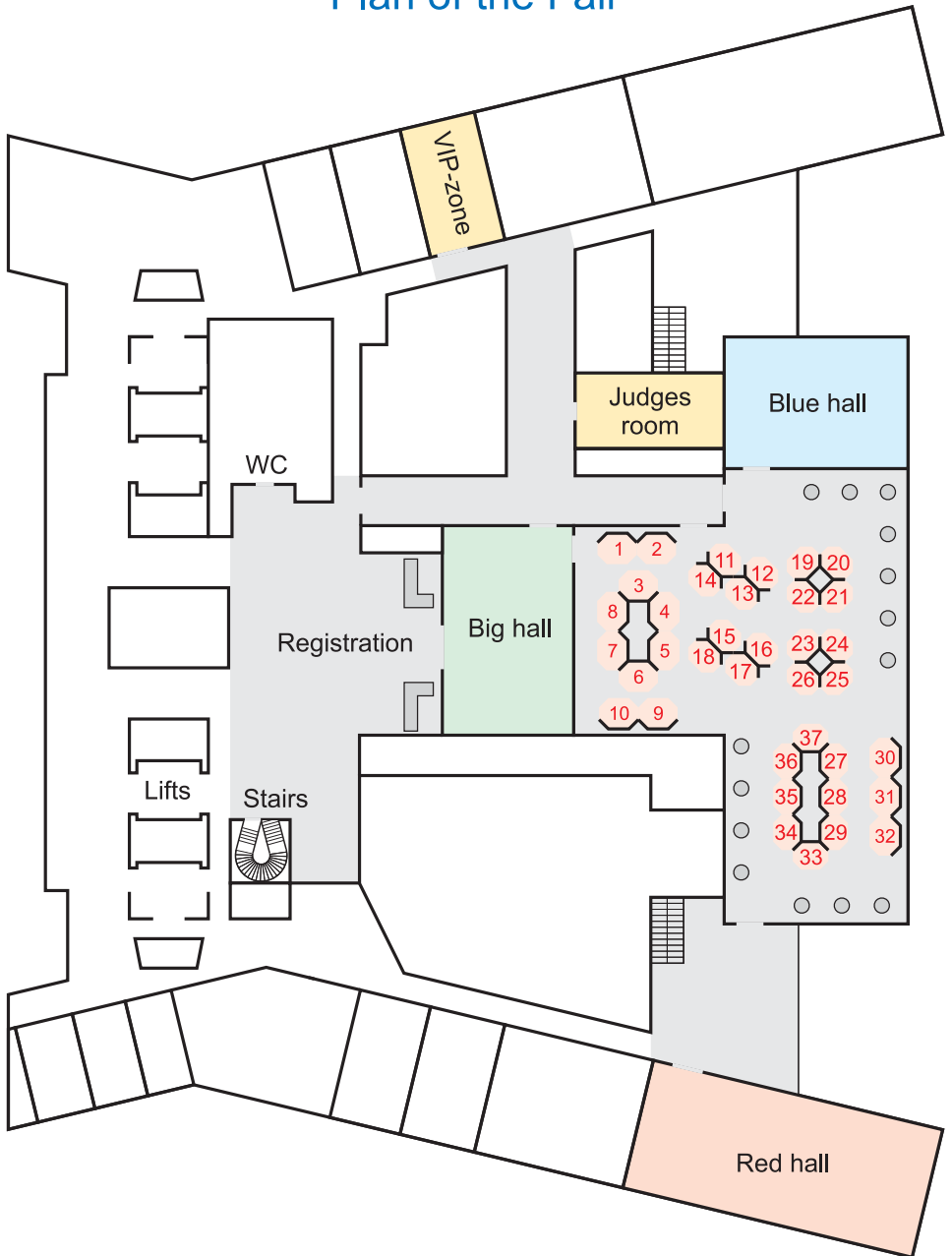
WELCOME  
at  
**12<sup>th</sup> RUSSIAN  
VENTURE  
FAIR**



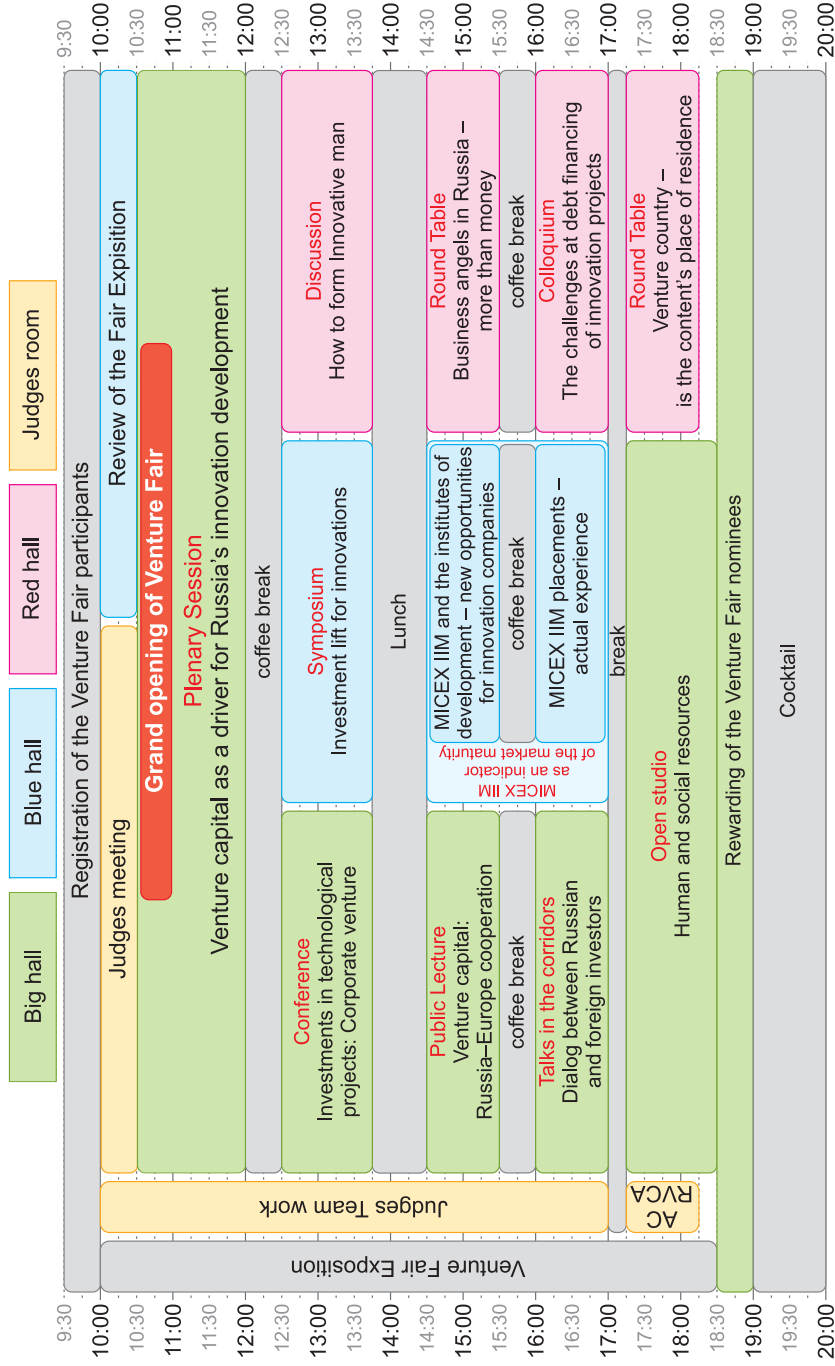
November 23–24, 2011  
SAINT PETERSBURG



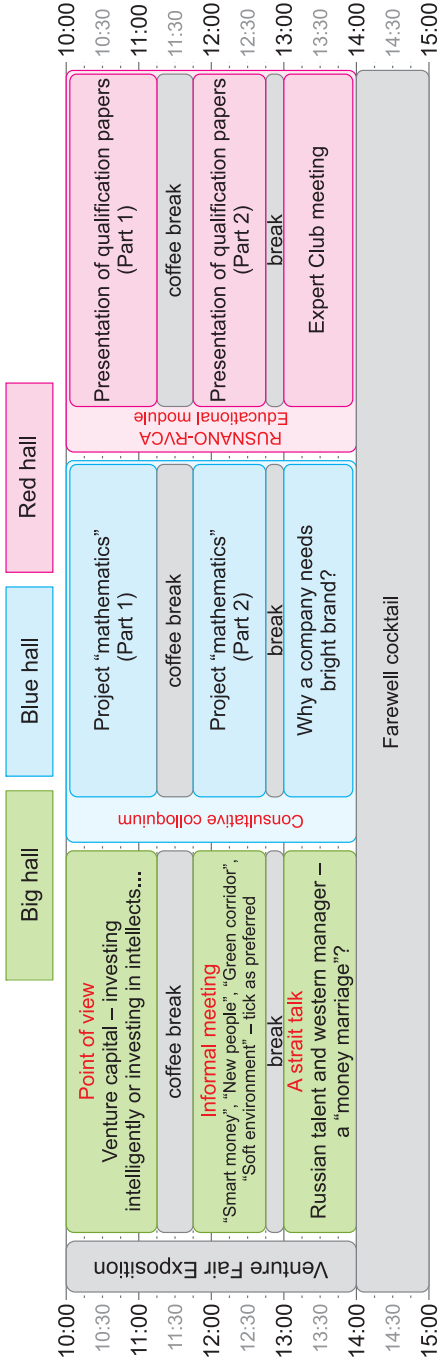
# Plan of the Fair



# November 23



# November 24



# November 23

- 10:30 Plenary Session**  
VENTURE CAPITAL AS A DRIVER  
FOR RUSSIA'S INNOVATION DEVELOPMENT  
(Big Hall) стр. 11
- 12:30 Conference**  
INVESTMENTS IN TECHNOLOGICAL PROJECTS:  
CORPORATE VENTURE  
(Big Hall) стр. 12
- 12:30 Symposium**  
INVESTMENT LIFT FOR INNOVATIONS  
(Blue Hall) стр. 14
- 12:30 Discussion**  
HOW TO FORM INNOVATIVE MAN  
(Red Hall) стр. 15
- 14:30 Public Lecture**  
VENTURE CAPITAL: RUSSIA-EUROPE COOPERATION  
(Big Hall) стр. 16
- 14:30 Round Table**  
BUSINESS ANGELS IN RUSSIA –  
MORE THAN MONEY  
(Red Hall) стр. 17
- 14:30 Round Table**  
MICEX IIM AND THE INSTITUTES  
OF DEVELOPMENT – NEW OPPORTUNITIES  
FOR INNOVATION COMPANIES  
(Blue Hall) стр. 18

# November 23

- 16:00 **Round Table**  
MICEX IIM PLACEMENTS – ACTUAL EXPERIENCE  
(Blue Hall) стр. 19
- 16:00 **Talks in the corridors**  
DIALOG BETWEEN RUSSIAN  
AND FOREIGN INVESTORS  
(Big Hall) стр. 20
- 16:00 **Colloquium**  
THE CHALLENGES AT DEBT FINANCING  
OF INNOVATION PROJECTS  
(Red Hall) стр. 21
- 17:15 **Open studio**  
HUMAN AND SOCIAL RESOURCES  
(Big Hall) стр. 22
- 17:15 **Round Table**  
VENTURE COUNTRY –  
IS THE CONTENT'S PLACE OF RESIDENCE  
(Red Hall) стр. 23

## November 24

- 10:00 **Point of view**  
VENTURE CAPITAL –  
INVESTING INTELLIGENTLY OR INVESTING  
IN INTELLECTS...  
(Big Hall) стр. 24
- 10:00 **Consultative colloquium**  
PROJECT “MATHEMATICS” (PART 1)  
(Blue Hall) стр. 32
- 10:00 **RUSNANO-RVCA Educational module**  
PRESENTATION OF QUALIFICATION PAPERS  
(PART 1)  
(Red Hall) стр. 30
- 11:45 **Informal meeting**  
“SMART MONEY”, “NEW PEOPLE”,  
“GREEN CORRIDOR”, “SOFT ENVIRONMENT” –  
TICK AS PREFERRED  
(Big Hall) стр. 25
- 11:45 **Consultative colloquium**  
PROJECT “MATHEMATICS” (PART 2)  
(Blue Hall) стр. 28
- 11:45 **RUSNANO-RVCA Educational module**  
PRESENTATION OF QUALIFICATION PAPERS  
(PART 2)  
(Red Hall) стр. 33

# November 24

- 13:00 **A strait talk**  
RUSSIAN TALENT AND WESTERN MANAGER –  
A “MONEY MARRIAGE”?  
(Big Hall) стр. 26
- 13:00 **Consultative colloquium**  
WHY COMPANY NEEDS BRIGHT BRAND?  
(Blue Hall) стр. 29
- 13:00 **RUSNANO-RVCA Educational module**  
EXPERT CLUB MEETING  
(Red Hall) стр. 35



**Plenary Session**  
**VENTURE CAPITAL AS A DRIVER  
FOR RUSSIA'S INNOVATION DEVELOPMENT**

November 23

10:30-12:00

Big Hall

**Moderators****Albina Nikkonen**

Executive Director  
Russian Venture Capital Association

**Ivan Rodionov**

Professor  
The State University "Higher School of Economics"

**Participants****Andrey Fursenko**

Minister  
The Russian Federation Ministry of Education and Science

**Andrey Malyshev**

Deputy Chairman of the executive board  
RUSNANO

**Andrey Svinarenko**

The RUSNANO executive board member  
Director General  
the Foundation of infrastructure and educational programs

**Igor Agamirzyan**

Director General  
JSC Russian Venture Company

**Sergey Polyakov**

Director General  
The Foundation for assistance to small innovative enterprises (FASIE)

**Conference****INVESTMENTS IN TECHNOLOGICAL PROJECTS:  
CORPORATE VENTURE**

November 23

12:30-13:45

Big Hall

**Moderator****Igor Agamirzyan**

Director General

Russian Venture Company JSC

European Corporate Venturing –  
Contribution to the overall VC Industry

**George Noel**

Executive Advisor at EVCA –

European Private Equity &amp; Venture Capital Association

**Participants**

Venture financing in pharmaceutical and bio-tech projects  
in Russia – barriers and windows

**Alexey Konov**

Investment Director

Bioprocess Capital Partners Management Company

Role of venture capital funds in the lift for innovations

**Oleg Dyachenko**

Board Member

Management Company “Savings and Investments (Sberinvest)”

Corporate and sectoral venture capital funds –  
the instrument of large companies’ technological development

**Mikhail Chuchkevitch**

Managing Partner

Bright Capital Ltd.

How to achieve a success of corporate venture projects,  
and why few people can succeed in it?

**Mikael Gorsky**

Senior Advisor  
Russian Venture Company

Venture investments in basic industry branches

**Danil Baryshnikov**

Business analyst  
MC "Lider"

**Symposium**  
INVESTMENT LIFT FOR INNOVATIONS

November 23

12:30-13:45

Blue Hall

**Moderator****Sergey Polyakov**

Director General

The Foundation for assistance to small innovative enterprises (FASIE)

**Participants**

Innovation Project – when it's time to go to bank?

**Nikolay Silin**Managing director of Department of Investment operations  
JSC "Russian Bank for development"

From seed capital to IPO – how to share a success?

**Jan Ryazantcev**

Investment Director

Russian Venture Company

Instruments of commercializing innovation projects

**Andrey Lukshin**

Director of Project office

RUSNANO

The Skolkovo foundation role in the support of innovations

**Anton Titov**Vice-manager of the Investment Department  
Skolkovo Foundation

Venture investments in the service biopharmaceutical projects

**Vadim Pokrovsky**

Project Manager

"Biopharmaceutical investments of RVC" LLC (RVC BioFund)

**Discussion**  
**HOW TO FORM INNOVATIVE MAN**

November 23

12:30-13:45

Red Hall

**Moderator****Stanislav Nisimov**

Chief of the Educational Programs Department  
Fund for Infrastructure and Educational Programs

**Participants**

Nanocenters – key element of innovation infrastructure  
in the nanotechnologies sphere of Russia

**Evgeny Evdokimov**

Managing Director of the Department for Infrastructure Development  
RUSNANO

Ethics of entrepreneurship

**Sergey Fradkov**

Managing Partner  
RSV Venture Partners, LLC

**Igor Rozhdestvensky**

Business Consultant  
Xmas Ventures Ltd.

Innovation reactor – how to “cook” a start-up of an axe  
and a research work

**Andrey Kosolapov**

Deputy Vice-Principal on science and innovations  
Far East Federal University

PARTNER OF THE  
SECTION



**Public Lecture****VENTURE CAPITAL: RUSSIA–EUROPE COOPERATION**

November 23

14:30-15:30

Big Hall

**Moderator****George Noel**

Executive Advisor at EVCA –  
European Private Equity & Venture Capital Association

**Part 1**

The present day European venture capital market review:

- present amendments (changes),
- trends and outlook for the future (prospects)

**Part 2**

The Europe–Russia cooperation in the Venture Capital sphere (based on the working experience of venture capitalists in Russia as well as on the RUSNANO and other Russian investors' initiatives; what might be done to raise the level of international activity)

**Part 3**

Some recommendations to newly brought to light management companies

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**Round Table****BUSINESS ANGELS IN RUSSIA – MORE THAN MONEY**

November 23

14:30-15:30

Red Hall

**Moderator****Konstantin Fokin**

President

Russian Business Angels Association

**Participants****Luisa Alexandrova**

Chairman

Saint Petersburg business angels organization

**Mikhail Podgaetz**

Expert Council Chairman

Saint Petersburg business angels organization

**Evgeny Bokov**

Director

"Start-up Investments" business angels association

**Tomas Rosin**

Business &amp; Technology expert

Business angel (Finland)

**The issues under discussion:**

Peculiarities. Scope. Pro and contra. When a "match" has been made... How to get pleasure and earn money? To be proud or to hide? What to say to children and to a road patrol policeman? Collectivists and individualists.

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SECTION

 national association (Russia)  
**business-angels**

**Round Table****MICEX IIM AND THE INSTITUTES OF DEVELOPMENT –  
NEW OPPORTUNITIES FOR INNOVATION COMPANIES**

November 23

14:30-15:30

Blue Hall

**Moderator****Alexander Egorov**Director General  
Reksoft**Participants****Gennady Margolit**Vice-president  
Moscow Interbank Currency Exchange (MICEX)**Andrey Lukshin**Project Office Director  
RUSNANO**Nikolay Silin**Managing director of Department of Investment operations  
JSC "Russian Bank for development"**Anton Titov**Vice-manager of the Investment Department  
Skolkovo FoundationPARTNER OF THE  
SECTION

**Round Table**  
**MICEX IIM PLACEMENTS – ACTUAL EXPERIENCE**

November 23

16:00-17:00

Blue Hall

**Moderator****Alexander Egorov**Director General  
Reksoft**Participants**

A year after IPO – burden of a public company

**Dmitry Genkin**Board Chairman  
JSC “Pharmsynthesis”

The experience of IPO of internet company at the MICEX IIM

**Dmitry Zaitzev**Asset Manager  
“IQ One” MC

The experience of a venture fund’s shares allocation at the MICEX IIM

**Natalya Podsoonnaya**Director General  
CJSC MC “Sberinvest”The IPO conducting technologies –  
from the stock exchange point of view**Denis Pryanichnikov**Director of New markets department  
MICEX

Preparing companies to going public

**Andrey Gusev**Director General  
“Sky-invest Securities”PARTNER OF THE  
SECTION

**Talks in the corridors****DIALOG BETWEEN RUSSIAN AND FOREIGN INVESTORS**

November 23

16:00-17:00

Big Hall

**Moderator****Artur Baganov**

Director General, Global TechInnovations  
Managing Director, Microsoft Seed Fund

**Participants****Alexey Konov**

Investment Director  
Bioprocess Capital Partners Management Company

**Vadim Ouzberg**

Investment Director  
Baring Vostok Capital Partners

**Roman Simonov**

Managing Director  
Russia Partners Advisers

**Inka Mero**

Founder  
KappiCatch Oy (Finland)

**Colloquium**  
**THE CHALLENGES AT DEBT FINANCING  
OF INNOVATION PROJECTS**

November 23

16:00-17:00

Red Hall

**Moderator****Alexey Ternavsky**

Managing Director of the Department  
for small and medium entrepreneurship support,  
Bank for Development and Foreign Economic Affairs  
(Vnesheconombank)

**Participants****Nikolay Silin**

Managing director of Department of Investment operations  
JSC "Russian Bank for development"

**Vladimir Vasiliev**

Senior Vice-President  
JSC "Sea Bank"

**Andrey Vavilov**

Director of the Crediting small business Administration  
JSC "Baltinvestbank"

**Nikolai Ermilov**

Director General  
CJSC "ILIP"

**Vyacheslav Tarev**

Managing Director  
Russian Foundation for Technological Development (RFTD)

PARTNER OF THE  
SECTION



VNESHECONOMBANK

**Open studio**  
HUMAN AND SOCIAL CAPITAL

November 23

17:15-18:30

Big Hall

**Moderator****Evgeny Kuznetsov**

Director of the development and communication department  
Russian Venture Company

**Participants****Kanehira Naoto**

Economist, Reform secretariat  
World Bank

**Ilya Breyman**

Consultant  
Ward Howell public noncommercial sector

Playing a role in a venture company –  
the best education for entrepreneur

**Gennady Medetzky**

Executive Director  
JSC “Synergy Innovations”

Start-up accelerates and their position within the venture  
capital ecosystem

**Igor Bulk**

Managing Partner  
Global Innovation Labs

**Round table**  
VENTURE COUNTRY –  
IS THE CONTENT'S PLACE OF RESIDENCE

November 23

17:15-18:15

Red Hall

**Moderator**

**Edward Bose**  
Managing Partner  
Theta Co.

**Participants**

**Artur Baganov**  
Director General, Global TechInnovations  
Managing Director, Microsoft Seed Fund

**Dmitri Raichuk**  
Pro-rector  
Saint Petersburg Technical University

**Sergei Aristov**  
Manager  
"Venture country" project

**Konstantin Zabrodin**  
Director General  
Zavidovo Development

**Yuri Lifshitz**  
Managing Partner  
Bootstrap Fund

**Point of view**  
**VENTURE CAPITAL –**  
**INVESTING INTELLIGENTLY OR INVESTING IN INTELLECTS...**

November 24

10:00-11:15

Big Hall

**Moderator****Pavel Bogdanov**

Partner

Almaz Capital Partners

**Participants**

What strategy is sounder: to invent new things or to use somebody's successful experience? The investor's and operative partner's points of view at once

**Marina Treschova**

Director General

Fast Lane Ventures

Five steps towards getting investments

**Mikhail Boyarko**

Managing Director

JIB Consulting International Group Ltd

**Stanislav Martushev**

Director General

Interfax Business Service

The issue of venture investments' "safety". A management company point of view, in the frames of acting legislation.

**Vadim Soskov**

Director General, MC "Kapital"

Venture capital – market of investors or market of projects?  
How to find one's own investor and why the projects dictate the game's rules?

**Nikolai Dmitriev**

Investment Director, Prostor-Capital

**Informal meeting**

“SMART MONEY”, “NEW PEOPLE”, “GREEN CORRIDOR”,  
“SOFT ENVIRONMENT” – TICK AS PREFERRED

November 24

11:45-12:45

Big Hall

**Moderator****Mikhail Boyarko**

Managing Director

JIB Consulting International Group Ltd

**Participants**

Innovation environment –  
how to create and by what to measure?

**Marina Udachina**

Director General

The Innovations, Infrastructure and Investment Institute

New people in Russia-2011:

the heroes and pioneers or aliens in the native country?

**Larisa Pautova**

Project Director

The “Public Opinion” Foundation

How to legalize smart money or what a starting investor  
has to know

**Elena Goremykina**

Managing partner

Law office “Goremykina, Tsokol and partners”

Green corridor for innovations

**Mikhail Romanenko**

Project Manager

Rusnano Inform

**A strait talk**  
**RUSSIAN TALENT AND WESTERN MANAGER –  
A “MONEY MARRIAGE”?**

November 24

13:00-14:00

Big Hall

**Moderator****Alla Pianova**

Head of Russia Partners Management LLC Moscow office  
Chairman of the RVCA Administrative Council

**Participants**

Compatriot vulgaris...

**Iolanta Strikitsa**

Managing Director  
Strikitsa Consulting Ltd

CEO – entrepreneur or bookkeeper?

**Igor Bulk**

Managing Partner  
Global Innovation Labs

Cultural differences – opportunity or obstacle?

**Ilya Breyman**

Consultant  
Ward Howell public noncommercial sector

The opportunities for Russian companies to commercialize  
innovations and enter into global markets via Finland

**Igor Kuprienko**

Director  
Lappeenranta Office in Saint Petersburg  
Finnish-Russian Innovation Center

**Consultative colloquium**  
PROJECT "MATHEMATICS" (PART 1)

November 24

10:00-11:15

Blue Hall

**Moderator**

**Igor Pivovarov**

Director General

JSC "Hematology Corporation"

1. Budget of a project – how much money is needed and how to calculate them
2. The main showings of a project
3. Methods of a company valuation

Consultative colloquium  
PROJECT "MATHEMATICS" (PART 2)

November 24

11:45-12:45

Blue Hall

**Модератор**

**Igor Pivovarov**

Director General

JSC "Hematology corporation"

1. Deals' structuring
2. Proposal to investor – how to do it?
3. Q&A

**Consultative colloquium**  
**WHY A COMPANY NEEDS BRIGHT BRAND?**

November 24

13:00-14:00

Blue Hall

**Moderator**

**Sergey Mitrofanov**

Director General  
LLC "BRANDFLIGHT"

Strong and bright brand – this is the value for which the consumers are willing to pay more than for the competitors`

**RUSNANO-RVCA Educational module**  
**PRESENTATION OF QUALIFICATION PAPERS**  
**(EXPERT GROUP SESSION)**

November 24

10:00-12:45

Red Hall

**Chairman of Expert Group**

**Valentin Levitsky**

Financial Expert

Russian venture capital association (RVCA)

**Secretary of Expert Group**

**Kirill Gladkikh**

Educational Module Manager

Innovation Management Center

**Experts**

**Igor Gladkikh**

Executive Director

The Saint Petersburg foundation for scientific and technological development

Director of The Russian Venture Fair

**Gennady Gruzdkov**

Director of Investment projects

LLC "Pelana"

**Ivan Rodionov**

Professor

The State University "Higher School of Economics"

**Stanislav Nisimov**

Chief of the Educational Programs Department

Fund for Infrastructure and Educational Programs

**Stanislav Martushev**

Director General

Interfax Business Service

**Vadim Pokrovsky**

Project Analyst  
RVC Biopharmaceutical investments

**Alexander Semenov**

Project Manager  
RTI

**Nikolay Silin**

Managing director of Department of Investment operations  
JSC "Russian Bank for development"

**Eldanis Shichlinsky**

Partner  
Emerging Capital V.P. LLC

PARTNER OF THE  
SECTION



**RUSNANO**

FUND FOR INFRASTRUCTURE  
AND EDUCATIONAL PROGRAMS

**RUSNANO-RVCA Educational module**  
**PRESENTATION OF QUALIFICATION PAPERS (PART 1)**

November 24

10:00-11:15

Red Hall

Creation of the technology of manufacturing the genetically engineered vaccines effective against rabies virus on the base of recombinant adenoviruses for farming and wild animals

**Alexander Karpov**

Financial Analyst, LLC "NTpharma"

Cobiotics

**Vadim Kondratiev**

Financial Director, LLC "NTpharma"

Ultrastrong springs

**Dmitry Tarasov**

Financial Director

LLC NPC Springs

Enterprise on wood-polymer composite materials manufacture

**Yuriy Kopeikin**

Investment Manager

Stavropol Regional Venture Fund

**Roman Kashparov**

Director, LLC "Southern Technology Center"

Solid-state UF-laser for industrial application

**Vitaliy Chaika**

Investment Director, CJSC "IPT Idea"

**Mikhail Bondar**

Leading Expert of strategic development department

CJSC "IPT Idea"

PARTNER OF THE  
SECTION



**RUSNANO**

FUND FOR INFRASTRUCTURE  
AND EDUCATIONAL PROGRAMS

**RUSNANO-RVCA Educational module**  
**PRESENTATION OF QUALIFICATION PAPERS (PART 2)**

November 24

11:45-12:45

Red Hall

Nanosized system of medical products delivery

**Reseda Muratova**

Financial Director, LLC "TTC"

**Rosalia Asadullina**

Deputy Financial Director, LLC "TTC"

**Maria Muchametshina**

Director of innovation programs department, LLC "TTC"

Creation of the 3D prototyping center

**Sergey Zuev**

Leading Expert on financial analysis and planning

Ulyanovsk Technology Transfer Center

Manufacture of granulated foamglass on the base of dolomite

**Andrey Redkin**

Director General

Ulyanovsk Technology Transfer Center

**Anton Sinitsyn**

Analyst of the investment activities Administration

Ulyanovsk Technology Transfer Center

Management of manufacturing the finished constructive mixtures and paintwork materials with the use of nano components

**Andrey Tsygantsov**

Analyst of the investment activities Administration

Ulyanovsk Technology Transfer Center

PARTNER OF THE  
SECTION



**RUSNANO**

FUND FOR INFRASTRUCTURE  
AND EDUCATIONAL PROGRAMS

Remote luminophor

**Maxim Vakshtein**

Director General

LLC "STIC "Nanotech-Dubna"

Biostimulating cover materials for greenhouses

**Arseniy Nazarkin**

Commercial Director

LLC "STIC "Nanotech-Dubna"

PARTNER OF THE  
SECTION



**RUSNANO**

FUND FOR INFRASTRUCTURE  
AND EDUCATIONAL PROGRAMS

## RUSNANO-RVCA Educational module EXPERT CLUB MEETING

November 24

13:00-14:00

Red Hall

### Moderators

#### **Albina Nikkonen**

Executive Director

Russian Venture Capital Association

#### **Stanislav Nisimov**

Chief of the Educational Programs Department

Fund for Infrastructure and Educational Programs

The aim – is working out recommendations on further development of the educational program “Attracting additional financing in nanotechnology projects” that is being realized by RVCA via its educational training center CJSC “Innovation Management Center” by request of the Fund for Infrastructure and Educational Programs

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SECTION



## NOMINATIONS OF THE 12TH RUSSIAN VENTURE FAIR

PROMISING BUSINESS  
(Golden diploma)

PROMISING BUSINESS  
(Silver diploma)

PROMISING BUSINESS  
(Bronze diploma)

ORIGINAL BUSINESS IDEA

BEST PRESENTATION

## THE JUDGES TEAM COMPOSITION

### Co-Chairmen

**Gennady Gruzdkov**

Director of Investment projects  
LLC "Pelana"

**Valentin Levitsky**

Financial Expert  
Russian venture capital association (RVCA)

### Secretary

**Vladimir Spivak**

Director on Project Investments  
The Saint Petersburg Regional foundation for scientific and technological development

### Judges

**Luisa Alexandrova**

Chairman  
Saint Petersburg business angels organization

**Konstantin Anisimov**

Deputy Manager  
MC "Savings and Investments"

**Artur Baganov**

Director General, Global TechInnovations  
Managing Director, Microsoft Seed Fund

**Pavel Bogdanov**

Partner  
Almaz Capital Partners

**Mikhail Boyarko**

Managing Director  
JIB Consulting International Group Ltd

## THE JUDGES TEAM COMPOSITION

**Sergey Veselkov**

Board Chairman  
IC "Forum"

**Mikhail Givargizov**

Director General  
CJSC "NIP Visker»

**Elena Goremykina**

Managing partner  
Law office "Goremykina, Tsokol and partners"

**Mikael Gorsky**

Senior Advisor  
OJSC Russian Venture Company

**Nikolai Dmitriev**

Investment Director  
"Prostor-Capital"

**Oleg Dyachenko**

Board Member  
Management Company "Savings and Investments" (Sberinvest)

**Boris Ivlev**

Executive Director  
The Foundation for assistance to small innovative enterprises of  
Novosibirsk oblast

**Anna Melkischeva**

Executive Director  
The Foundation for assistance to small innovative enterprises (FASIE)

**Sergey Mitrofanov**

Director General, LLC "BRANDFLIGHT"

**Igor Pivovarov**

Director General, JSC "Hematology Corporation"

## THE JUDGES TEAM COMPOSITION

**Natalya Podsosonnaya**

Director General, CJSC MC "Sberinvest"

**Alla Pianova**

Head of Russia Partners Management LLC Moscow office  
Chairman of the RVCA Administrative Council

**Ivan Rodionov**

Professor, The State University "Higher School of Economics"

**Igor Rozhdestvensky**

Business Consultant, Xmas Ventures Ltd.

**Mikhail Romanenko**

Project Manager, Rusnano Inform

**Nikolay Silin**

Managing director of Department of Investment operations  
JSC "Russian Bank for development"

**Iolanta Strikitsa**

Managing Director  
Strikitsa Consulting Ltd

**Konstantin Fokin**

President  
Russian Business Angels Association

**Sergey Fradkov**

Managing Partner, RSV Venture Partners, LLC

**Yulia Tsokol**

Managing partner  
Law office "Goremykina, Tsokol and partners"

**Eldanis Shichlinsky**

Partner, Emerging Capital V.P. LLC

