



RUSNANO

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Opportunities for joint nanotechnology projects with Japanese companies



Nanotechnology

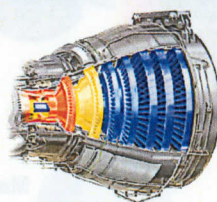
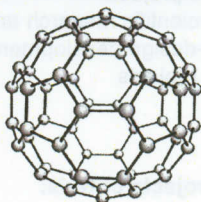
A product relates to **nanotechnology** if:

- There are **Nano scale** components with typical size of **100 nm and less**
- **Key features and properties** of obtained products are defined by the presence of Nano scale components
- The production includes **control and modification** of the shape, size, integration and interaction of single nanoscale components

Nanomaterials

Nanocomponents

Nano-enabled products



Nanotechnologies can be applied in:

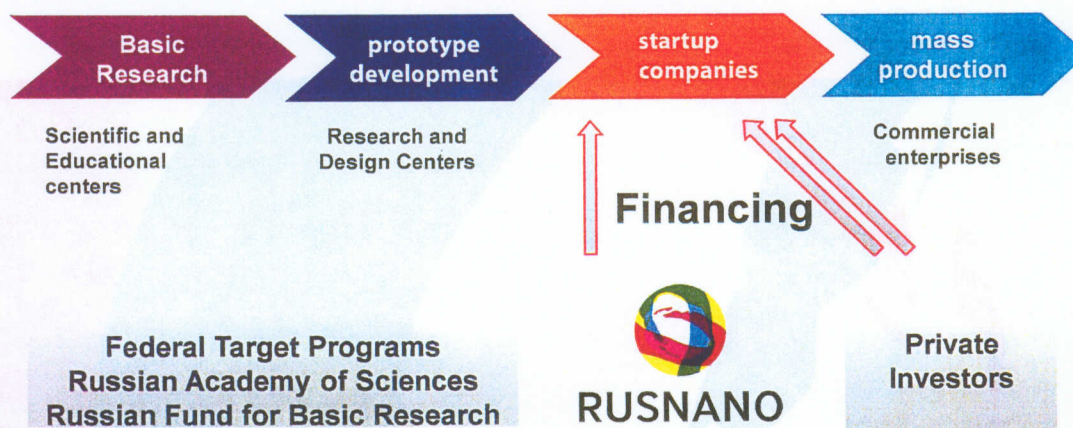
- **Energy sector** – solar panels, batteries, fuel cells, energy efficient light sources
- **Medicine** – express diagnosis, nanomedicines and nanovaccines
- **Electronics** – smaller size microprocessors
- **Automotive industry** – additives in fuel and oil, coating for engine parts and new paint coatings



RUSNANO

RUSNANO: overview

- Founded **in 2007**
- Russian Federation's asset contributions : ~ € 3,3 bln
- State guaranteed debt financing (bonds issuance): ~ € 4,5 bln
- Mission: to **provide the state policy for nanoindustry development**
- Application task: **commercialization of nanotechnology projects**
- **Main instrument: investment projects**



RUSNANO: overview

Russian Corporation of Nanotechnologies (RUSNANO) was established in 2007. It is a state-financed entity.

In March '11 Rusnano changed its legal status to open joint-stock company

RUSNANO acts as a co-investor. Early-stage investment by RUSNANO lowers the risk of its investment partners from the private sector.

RUSNANO main instruments:

- Contributing to chartered capital of legal entities (**non-controlling share**).
- Financial support by means of loans provision/ guarantee.
- Demand stimulating activities via partners network and connections with local authorities.

RUSNANO is engaged in financing of projects in the field of **nanotechnologies**. The projects nearing the **commercialization stage** are of top priority for the corporation.

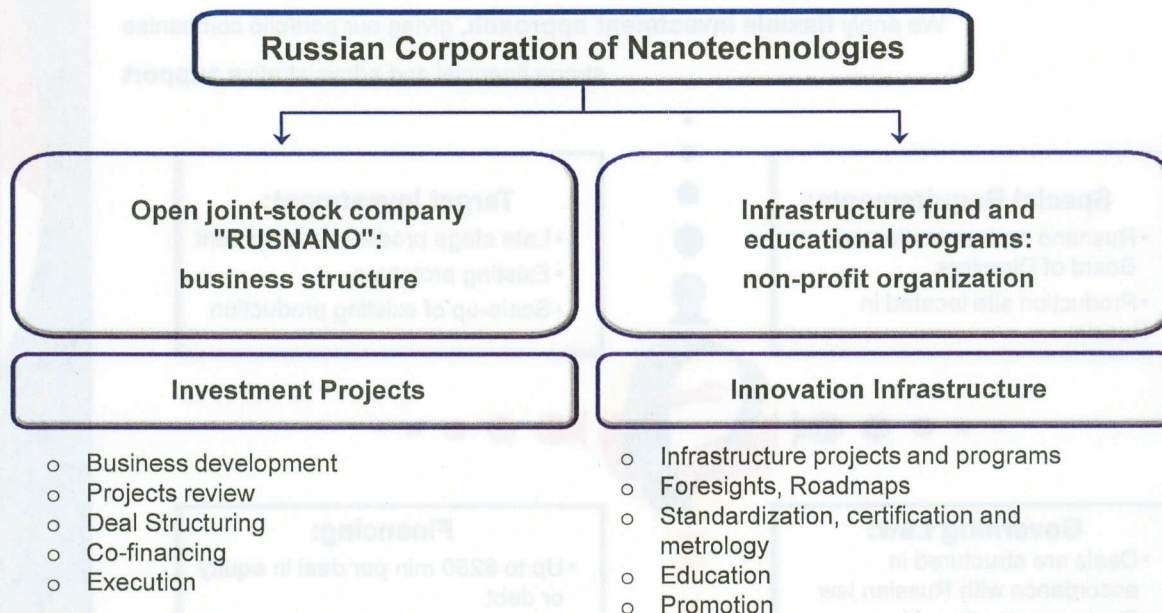
Types of projects:

- Manufacturing projects – Russian development or technology transfer
- Infrastructure projects
- Projects in scientific research and experimental-design development
- Educational projects

Manufacturing projects criteria:

- Investment in the creation of new or expansion or modernization of existing manufacturing of nanotechnology industry goods **on the territory of Russia**
- They are financed on principles of payback and return on investment

RUSNANO reorganization in 2011



Results of the reorganization:

1. Improving the efficiency of investment activity;
2. Reducing the time of projects review;
3. RUSNANO can participate in the capital of foreign companies directly.



5

Support for applicants / co-investors

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Financial Support

Corporate:

- Minority stake of RUSNANO in all projects

Credit:

- Long and relatively cheap money
- Guarantee of loans

Exit strategies

- Sale of the RUSNANO package to a private investor



Nonfinancial Support

Infrastructure:

- Qualitative expertise on the pre-portfolio stage: scientific and technical + investment expertise;
- Foresight and Roadmaps

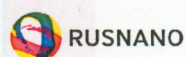
Management:

- Regular management of the portfolio company
- Control of investment funds employment in the interest of shareholders

Administrative:

- Safeguard from bureaucratic pressure
- Support in product's market promotion
- Forming the MFN treatment

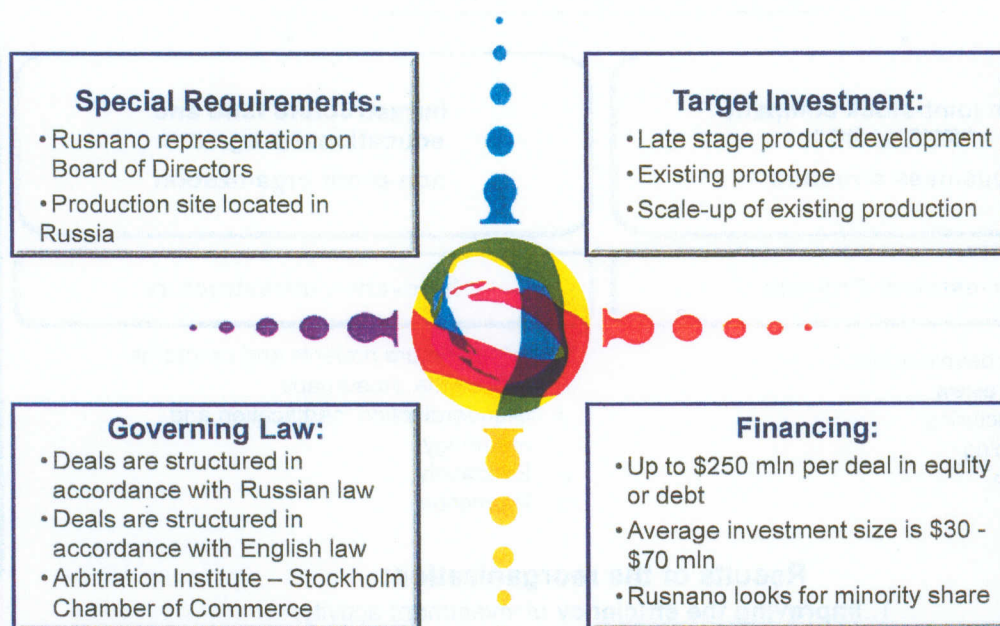
**The main requirement –
allocation of production or R&D in
Russian Federation**



6

Investment Approach

We apply **flexible investment approach**, giving our portfolio companies strong financial and administrative **support**



Invest-projects selection mechanism

01.04.2008 – 31.01.2013: received 2 205 applications

