



**International
Center of
Innovation
Development**

Global Bridge
Between
Investors and
Innovators



www.icofdi.com





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Who we are

The International Center of Innovation Development (ICDI) is a Russian state-owned company established to develop innovative and industrial projects. Its mission is to implement turn-key projects ranging from selection and preparation of promising projects to attracting investments from both public and private Russian and foreign financial institutions, structuring deals and working out exit strategies for investors once a project has been implemented.

The International Center of Innovation Development was incorporated jointly by Infrastructure Fund of the Russian Venture Company (wholly-owned by the state) and Ricom Financial Group. Russian Venture Company Open Joint Stock Company is an institution which is committed to achieving development of the Russian Federation and is one of the key vehicles whose purpose is to assist in rolling out the national system of innovations. The Infrastructure Fund of the Russian Venture Company (RVC) is one of the funds of RVC. Its mission is to develop the market of specialized services for innovative companies, which includes promoting available products domestically and abroad. Ricom Financial Group is one of the oldest and most reputable brokerage houses in Russia.

The company benefits from state support which ensures broad opportunities from the point of view of financial and informational resources and privileged access to the global capital market.

The company's mission is to build a two-ways bridge between strategic investors and business ideas in Russia, North America, South East Asia and Europe, as well as to promote foreign innovative technologies on the Russian market.

ICDI is an active participant of international business summits held in Europe and Asia. The company is committed to promoting Russian innovations abroad. At the first stage, the company intends to focus its efforts on Hong Kong and Singapore as two of the key investment hubs of South East Asia. A representative office is expected to be set up in Hong Kong. Further down the road, the company intends to open representative offices in Europe and the United States.



Our partners

Well-established business relationships are a prerequisite for the success of the International Center of Innovation Development. When setting up the company, we obtained support from various public and private organizations and entities.

Our partners include:

The Chamber of Trade and Industry of the Russian Federation is a private non-profit organization whose mission is to encourage economic development and promote Russian-made products on global markets.
www.tpprf.ru

The Senatorial Club of the Federation Council of the Russian Federation is a community which brings together representatives of Russian political and business circles and provides support to ICDI in its efforts to build business relationships in Russia and abroad.
www.senclub.ru

Experts employed at ICDI have vast expertise when it comes to drawing investment inflows into the Russian economy. The company's partners include large industrial holdings, regional authorities, Russian and foreign state bodies, trade and industrial chambers and investment funds.

The company is well aware of the needs experienced both by investors and business owners, which gives it a competitive edge in meeting the needs of both parties and in raising project efficiency.

ICDI provides a full range of services to investors, including:

- turnkey development of investment projects and participation in project implementation;
- search for target projects and their evaluation;
- development of investment solutions;
- preparation of documents in keeping with investor requirements;
- attraction of governmental investments in joint projects;
- geographical, sector-based and company-specific researches.

The following services are available to business owners:

- investment consultancy services;
- attraction of investment resources;
- preparation of investment development programs;
- technology transfers;
- consultancy services in bringing scientific solutions to the stage of commercialization and industrial launch.

A key prerequisite for success in any investment project is a well-planned exit strategy within the pre-established time-frame and rate of returns. When launching a project, it is crucial to understand when and how it will be completed. Right from the start, the project structure and sources of its financing should determine the exit strategy, whether it be a management buyout (MBO), a private placement or an initial public offering (IPO).



We practice four stages of our services for investment funds (preliminary, portfolio creation (for both one project and a portfolio of projects), project implementation and exit).

At the preliminary stage, a cooperation agreement is signed where a detailed description of the project task, prospective sectors or geographical regions are laid down. In this way, ICDI acts as your "point man" on the Russian economy.

We start off by performing a due diligence of sectors that you may be interested in, compiling a list of projects, preparing research reports pertaining to various sectors of the Russian economy and industrial enterprises, creating a database highlighting legislative requirements and specific regional features, assessing options for joint investments, working in tandem with a Russian partner, including the options of state guarantees and budget subsidies.

If you do not have any sector-specific or regional preferences, then we will carry out a due diligence of various industries and markets to determine the most promising investment targets, develop a strategy that is to be followed when entering the Russian market and then convene meetings with local authorities and business partners. We also provide comprehensive approach and legal support at the stage of project inception and launch.

International alliances can be built in the event of large-scale projects.

It is important to note that the entire scope of work at the preliminary stage is carried out:

- under investor scrutiny;
- after all documents are prepared in strict compliance with investor requirements;
- in accordance with a clause which vests ICDI with the status of an intermediary between investors and business owners.

We approach the second stage of portfolio formation only after extensive work has been completed at the preliminary stage.

Russia is currently in the process of going through technological upgrades. Industrial enterprises have significant resources to launch new production and carry out technological retooling. The country recently joined the World Trade Organization (WTO) and in the foreseeable future it will face the task of raising its global competitiveness.

If you want to install your technology in Russia, we would be happy to assist you. The most successful strategy is to transfer technologies to existing large enterprises. For example, advanced technologies in the mining and metals, machinery and oil refining sectors are in high demand estimated in the billions of US dollars. Innovations are also widespread and warmly welcomed in the pharmaceutical sector, in the segment engaged in manufacturing medical equipment, the food industry and electronics. Russia's competitive edge is that almost all economic sectors are represented in the country and it can offer a well-qualified and highly skilled workforce. By tapping this potential, we will be able to make greater progress in launching new technologies in Russia compared to other countries.

ICDI will find a partner for you to implement a project jointly and will also attract financial resources from both public and private investors in Russia.

We are already implementing a number of projects aimed at transferring Russian scientific solutions abroad and rolling out their commercial production. The Russian academic community continues to generate bright ideas and solutions.

If you represent a venture capital fund and new technologies fall within the range of your interests, the project portfolio managed by the International Center of Innovation Development and its parent company state-run fund Russian Venture Company (RVC) include a variety of selected technologies that are waiting for investment inflows to be implemented and commercialized. A project can be selected using a range of parameters (sector-specific, size, geographical location, innovative drive, development level, etc.). A project can be selected which has already been vetted and approved for production integration.



You will benefit from our cooperation in a number of ways. The well-known adage "invest in what enjoys leverage from local investors" is the best illustration of the advantages that can be reaped from partnering with us.

The International Center of Innovation Development is not only a representative of the investment community that talks to investors using the common global investment language but also a domestic investment vehicle that can select projects from the local point of view, while addressing an internally oriented question: would we invest money in this project? We can also prove our faith in one or another project not only in words but also through deeds, i.e. by drawing in investment inflows domestically.

It makes sense for investors to partner with us for the following reasons:

- risk minimization;
- extensive information support;
- transparent deal structuring;
- provision of multi-level services aimed at project monitoring and protection of investor rights;
- the opportunity to gain individual privileges in the course of investment projects (tax rebates, tax holidays, budget financing, etc).

Cooperation proposal

We are ready and willing to team up with:

- investment funds;
- banks and lending institutions;
- governmental organizations;
- business associations;
- private investors;
- consultancy centers (legal, marketing and investment).

ICDI is focused on developing innovations in manufacturing sectors, extractive industries, geographical infrastructure and high-tech segments.

Contact information

www.icofdi.com

Bldg. 24, Krasnaya Presnya St., 123002, Moscow

Tel.: +7 495 768 0909

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