





Dear friends!

At all times, there are strong merchants' traditions in our region – on Don. The capital of our region descends from a custom-house, where according to the empress Elizaveta Petrovna's order "the Don "kazaki" could be engaged in commerce with Greeks, Turkish, and Armenians".

Today, more than 330 thousand inhabitants of Rostov region are working at small and medium business enterprises. Entrepreneurship provides employment for 28% of the able for work population of the region. In short, small business is not a small power.

That's why I consider important and actual our annual international business forum on Don.

This a perfect ground where everybody can demonstrate investment and innovation activity, find partners, exchange opinions on the business program of the forum. And, of course – learn how to work by the example of the winners of the "Best entrepreneur" rating competition and the nominees of Don venture fair.

Dear entrepreneurs:

Let us create together new points of grow of the Don region economy. Work in concert for our motherland prosperity.

I wish you every success in attaining your aims and flourishing of your businesses!

Vassily Golubev  
Governor of the Rostov oblast



Dear Participants of Don Venture Fair,

On behalf of the Russian professional investment community, I'm glad to welcome you on the Rostov land where, for the fourth time already, opens its doors the Don Venture Fair!

Rostov Oblast is one of the advanced regions of our country where strong scientific-technical and educational potential is concentrated, and the long-term consistent course of administration is aimed at solving problems of entrepreneurial community, dynamic development of small and medium business, secure economical growth and increase of investment and innovation attractiveness of the region and prosperity of the Don area inhabitants.

Don Venture Fair provides effective communication platform for open dialogue between the authorities, investors, entrepreneurs, community and all the parties concerned, devoted to the issues of accelerated development of the Rostov Oblast which is impossible in the lack of budgetary resources, as well as without involving in the economy of the Oblast the major enterprises' and small and medium business' potential.

I'm sure that the rich business program of the Fair will become a good school both for the novices looking for the first private equity investments and for the medium and large entrepreneurs possessing some qualification and experience of the investments' attraction to technological businesses.

I wish heated discussions, interesting meetings, success and happiness to everybody!

Albina Nikkonen  
CEO RVCA

# Format of Fourth Don Venture Fair

## October 10 (Thursday)

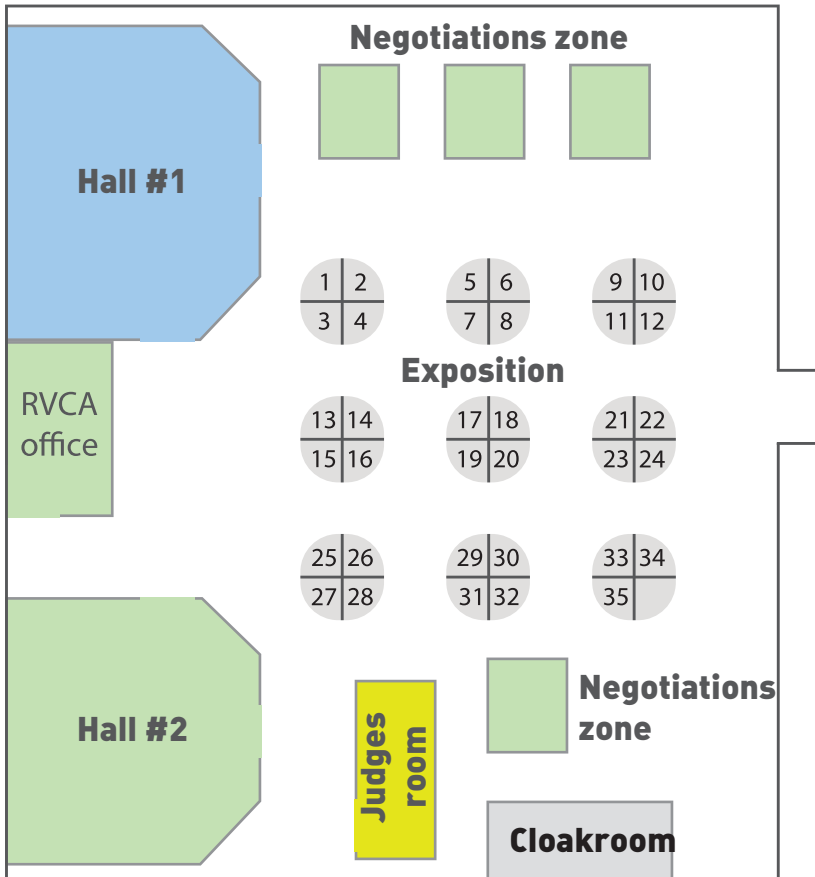
10.00	Venture Fair exposition Judges' team work	Registration of Venture Fair participants		10.00
10.30		Opening of the Forum		10.30
11.00		Seeing the Fair exposition		11.00
11.30		Plenary session Today choice of Russia: Openness to novelty		11.30
12.00		Lunch-buffet		12.00
12.30				12.30
13.00				13.00
13.30				13.30
14.00				14.00
14.30		Symposium Venture capital market: key trends	Conference Investment lift for technological innovations	14.30
15.00				15.00
15.30			15.30	
16.00	coffee		16.00	
16.30	Open lesson International venture capital: investments in / from / within Russia	Round table Attracting investments: from start-up to IPO	16.30	
17.00			17.00	
17.30			17.30	

## October 11 (Friday)

10.00	Venture Fair exposition	Meeting with professionals Assessment of company's value	Colloquium Today legal field innovations for venture business	10.00
10.30				10.30
11.00		coffee		11.00
11.30				11.30
12.00		Round table Innovations by order - formats of manufacturers, inventors and venture investors cooperation	Frank conversation Venture capital: five constituents of success	12.00
12.30				12.30
13.00			13.00	
13.30			13.30	
14.00	Closing session Modern programs of innovative education in Russia		14.00	
14.30			14.30	

Judges room	Amethyst Hall Sector C – Building BC	Presentation Hall #1	Presentation Hall #2
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# Plan of the 4th Don Venture Fair



# OCTOBER 10

11:45	<b>Plenary session</b> Present-day choice of Russia: Openness to novelty <i>Amethyst Hall</i>	p. 8
14:00	<b>Symposium</b> Venture capital market: the key trends <i>Hall #1</i>	p. 9
14:00	<b>Conference</b> Investment lift for technological innovations <i>Hall #2</i>	p. 10
16:00	<b>Open lesson</b> International venture capital: investments in / from / within Russia <i>Hall #1</i>	p. 11
16:00	<b>Round table</b> Attracting investments – from start-up to IPO <i>Hall #2</i>	p. 12

# OCTOBER 11

10:00	<b>Meeting with professionals</b> Valuation of companies <i>Hall #1</i>	p. 13
10:00	<b>Colloquium</b> Present-day legal environment innovations for venture business <i>Hall #2</i>	p. 14
12:00	<b>Round table</b> Innovations by order – cooperation formats of manufacturers, inventors and venture investors <i>Hall #1</i>	p. 15
12:00	<b>Frank conversation</b> Venture capital: five constituents of success <i>Hall #2</i>	p. 16
13:30	<b>Closing session</b> Modern programs of innovative education in Russia <i>Hall #2</i>	p. 17

## Plenary session

Present-day choice of Russia: Openness to novelty

October 10

11.45-13.00

Amethyst Hall

### CHAIRMEN

#### **Igor Agamyrian**

Director General, RVC JSC

#### **Natalia Plougar**

Director General, "VTB Asset Management"

### WELCOMING SPEECH

#### **Vassily Golubev**

Governor of Rostov Oblast

### PARTICIPANTS

#### **Sergei Katyrin**

President, Chamber of Commerce and Industry of the Russian Federation

#### **Alexander Brechalov**

President, "OPORA ROSSII" LLC

#### **Vladimir Salamatov**

Director General, World Trade Center Moscow

#### **Georgy Medvedev**

Vice-President, Regional Banks of Russia Association

#### **Albina Nikkonen**

Executive Director, Russian Venture Capital Association



## Symposium

### Venture capital market: the key trends

October 10

14:00 – 15:30

Hall #1

#### MODERATORS

**Albina Nikkonen**

Executive Director, Russian Venture Capital Association

**Igor Agamyrzian**

Director General, RVC JSC

#### PARTICIPANTS

**Gennady Medetskiy**

Executive Director, “Synergy Innovations” JSC

**Vladimir Lupenko**

Partner, FCG Consulting

**Pavel Korolev**

Director, Pulsar Capital Venture Fund

**Michael Kharuzin**

Manager on investments, RVC Seed Fund

**Piotr Lukyanov**

Managing Partner, Phystech Ventures

#### THESES

- The Russian venture capital market landscape: facts and trends
- Russian companies and the ecosystem of venture capital: role of the institutes of development
- Russian high-tech investments

## Conference

### Investment lift for technological innovations

October 10

14:00 – 15:30

Hall #2

#### MODERATORS

##### **Alexei Kachai**

Board Member, Head of Department of regulatory support of innovative development and special projects of ROSNANO Infrastructure and Education Programs Fund

##### **Alexei Konov**

Managing Partner and Founder, “RusBio Ventures” Fund

#### PARTICIPANTS

##### **Ruslan Gabidulin**

Deputy Director, Investment Venture Fund of the Republic of Tatarstan

##### **Alexei Ternavskiy**

Deputy Director, Department for small and medium entrepreneurship support, SC “Vnesheconombank”

##### **Ilya Kluev**

Director General, “Midway Investment Group” LLC

##### **Olga Vorobiova**

Project Manager, “MSP Banc” JSC

#### THESES

- Main tendencies of investments in technologies in Russia
- Russian technologies: quality and quantity
- Market environment, key players

## Open lesson

International venture capital:  
investments in / from / within Russia

October 10

16:00-17:30

Hall #1

### MODERATOR

#### William Coyle

Director, Russian Programs “Babson College” (The USA)

### TOPICAL INDEX OF DISCUSSION:

- In search of opportunities
- Finding the correct price
- How will the company achieve growth?
- Scaling the investment
- The Management Team
- Russia: More opportunities and less competition than the US
- Knowing the Environment Outside the Company
- Must have an in-country presence

Babson College (Boston, the USA). The U.S. News & World Report ranks the College #1 in the field of entrepreneurship, taking the lead over MIT, Stanford, and Harvard. The College has received the Theodore M. Hesburgh Award for its “Reinvention of Undergraduate Business Education.”

The entrepreneurship MBA program of Babson College is occupying the leading positions in the U.S. News & World Report ranking during 15 years – both in the USA and in the whole world.

*section partner*



**BABSON**

## Round table

### Attracting investments – from start-up to IPO

October 10

16:00-17:30

Hall #2

#### MODERATOR

##### **Dmitry Bulavin**

Director General, "IPOboard"

#### PARTICIPANTS

##### **Dmitry Taskin**

Deputy Manager, Innovation and Investments Market Administration at MICEX

##### **Andrei Zotov**

Managing Partner, ADJ Consulting

##### **Dmitry Alexandrov**

President, National League of Management Companies

##### **Natalia Klisheva**

Deputy Director, Softline Venture Partners venture fund

##### **Gleb Erohin**

Director General, "All evacuators" LLC

#### THESES

- IPOboard – the system of attracting finances by early-stage innovation companies.
- Functionality of intermediaries – listing agents and board-conductors.
- Innovation and Investment Market (IIM) – a stock exchange for innovative companies.
- A system of state support for IIM issuers.

*section partner*



МОСКОВСКАЯ  
БИРЖА

## Meeting with professionals

### Valuation of companies

October 11

10:00-11:30

Hall #1

#### MODERATORS

**Mikhail Boyarko**

Managing Director, JIB Consulting International Group

**Piotr Lukyanov**

Managing Partner, Phystech Ventures

#### PARTICIPANTS

**Ilya Kluev**

Director General, "Midway Investment Group" LLC

**Dmitry Tyrsin**

Director General, "TeraMAB" LLC

**Vitaly Vinogradov**

Director, Venture Investment Fund at HSE

**Alexander Semenov**

Director General, Venture Consulting Group

**Roman Ivanov**

Deputy Director General, "Inkuron" LLC

#### THESES

Any company is a bearer of value, which as a characteristic of the companies' efficiency can and must increase with time.

Lack of the growth and of scope for capitalization is the main indicator of improperness of the business, stagnation and future ruining of the company.

## Colloquium

Present-day legal environment  
innovations for venture business

October 11

10:00-11:30

Hall #2

### MODERATORS

**Natalia Plougar**

Director General, “VTB Asset Management”

**Irina Monina**

Director, Head of Legal at RVC JSC

### PARTICIPANTS

**Elena Goremykina**

Managing Partner, “Goremykina, Tzokol and Partners” Advocatory office

**Dmitry Alexandrov**

President, National League of Management Companies

**Philipp H. Windemuth**

Partner, “Orrick, Herrington & Sutcliffe” (the USA/FRG)

**Oleg Bychkov**

Managing Partner, “Legal Accent” law firm

**Alexey Alexandrov**

Lawyer, member of the “Edinstvo” college of advocates

### THESES

There was a heated discussion over the issues of enforcement of the laws “On the investment partnerships” and “On the economic Partnerships”. There were revealed many-sided problems and urgent necessity of their resolving. By today, a considerable work has been conducted on preparation of Book of amendments and on indication of additional relative problems...

## Round table

Innovations by order – cooperation formats of manufacturers, inventors and venture investors

October 11

12:00-13:30

Hall #1

### MODERATORS

#### **Natalya Podsosonnaya**

Director General, MC “Sberinvest” JSC

#### **Igor Bevziyk**

Board Member, Deputy Director General, Director of Complex for Innovation R&D development and management “RTI” GSC

### PARTICIPANTS

#### **Larisa Pautova**

Project Director, “Public Opinion” Foundation

#### **Mikhail Romanenko**

Project Manager, “Kortik-Service” LLC

#### **Andrei Butenko**

Director on innovations application, Center for Innovations and Technologies at “Yakutniproalmaz” Institute AK ALROSA

#### **Anton Zubkov**

Project Manager, Block on development and international business at the Atomic Energy SC “Rosatom”

#### **Maxim Smolin**

Project Manager, “Space Initiatives Agency”

#### **Nikolai Shishkin**

Senior Engineer, “Almaz”JSC, “Sozvezdie” Concern

#### **Arkadiy Cheboksarov**

President, “NPO NIIPAV” LLC

## Frank conversation

Venture capital: five constituents of success

October 11

12:00-13:30

Hall #2

### MODERATORS

#### **Vladimir Gromkovsky**

Board Chairman, “Finematika” Group

#### **Sergei Mitrofanov**

Deputy Director, Senior Adviser, “Pulsar Venture” venture fund

### PARTICIPANTS

#### **Alexander Antipov**

Deputy Director on Venture Investments, MC “LIDER”

#### **Oleg Lozovoi**

General Manager, Research & Development Capital Fund

#### **Michael Kharuzin**

Manager on investments, RVC Seed Fund

#### **Stanislav Martyushev**

Director General, “Interfax Business-service”

#### **Roostam Tiger**

Managing Partner, “Synergy Innovations” Venture Fund (Israel)

### THESES

Each investor has his personal view on the “ideality” of a business; each entrepreneur has his own view on the efficiency of interactions with an investor. Venture business professionals will try to derive five constituents of a business vital to attaining the success.



## Closing session

### Modern programs of innovative education in Russia

October 11

13:30-14:30

Hall #2

#### MODERATOR

##### **Natalia Yablonskene**

Head of Educational projects at the Fund for Infrastructure and Educational Programs (RUSNANO)

#### PARTICIPANTS

##### **Besarion Meshi**

Rector of Don State Technical University

##### **Nikolai Mikhailov**

Prorector on academic and youth policy, South Federal University

#### THESES

What kind of educational structures should be created to develop technological entrepreneurship? What should be the structure of educational programs under conditions of the innovative economy formation?

To date, the market requires integration of education, fundamental and applied sciences, and modern science intensive business to create a possibility of emerging a galaxy of young talented scientists who can be successful in the areas of technological entrepreneurship and commercialization of scientific results.

*section partner*



**ПОЧАНО**

ФОНД ИНФРАСТРУКТУРНЫХ  
И ОБРАЗОВАТЕЛЬНЫХ ПРОГРАММ

## Interactive meeting

of semi-finalist companies and the members of Judges team  
(presentations)

Judges room

### MODERATOR

#### Igor Gladkikh

Executive Director, Saint-Petersburg Regional Foundation for scientific and technological development

The Judges team task – to choose the winners in six nominations among the participant companies.

Within the Morning tour scope, during private meetings with entrepreneurs at the Exposition, The Judges will select semi-finalists, who will present their businesses to Judges team and practicing investors – the Fair participants, during the Interactive meeting in the speech-sessions format.

**11:00 - 11:30** The Judges team members specify the composition of Work groups and co-ordinate the operating mode

**11:30 - 14:00** The first tour: Visiting session  
Work groups work with the companies

**14:00 - 14:30** The First tour summing-up:  
Selection of 12–15 semi-finalist companies

**15:00 - 16:00** The second tour: Interactive meeting  
Presentations of the semi-finalists – 3 min.  
Questions-answers – 3 min.

**16.00 - 17:00** Concluding session:  
Selection of the Winners of the Don Venture Fair  
Drawing-up a protocol

## Judges Team of Don Venture Fair

### CO-CHAIRMEN

#### **Natalya Podsosonnaya**

Director General, MC “Sberinvest” JSC

#### **Vladimir Gromkovsky**

Board Chairman, “Finematika” Group

### SECRETARY

#### **Vladimir Spivak**

Director on Projects, The Saint-Petersburg regional foundation for scientific and technological development

### JUDGES

#### **Alexey Alexandrov**

Lawyer, member of the “Edinstvo” college of advocates

#### **Alexander Antipov**

Deputy Director on Venture Investments, MC “LIDER”

#### **Mikhail Boyarko**

Managing Director, JIB Consulting International Group

#### **Andrei Butenko**

Director on innovations application, Center for Innovations and Technologies at “Yakutniproalmaz” Institute AK ALROSA

#### **Oleg Bychkov**

Managing Partner, “Legal Accent” law firm

#### **Vitaly Vinogradov**

Director, Venture Investment Fund at HSE

**Alexandra Galagan**

Coordinator of institutional initiatives services, Department for infrastructure and regional development, RVC JSC

**Maxim Golinskiy**

Investment Manager, Joint RAS and RUSNANO Center for transfer of technologies

**Elena Goremykina**

Managing Partner, “Goremykina, Tzokol and Partners” Advocatory office

**Nikolai Dmitriev**

Partner, “Vita Venture” venture fund

**Egor Dorofeev**

Adviser of Director, Russian Fund of technological development

**Anton Zubkov**

Project Manager, Block on development and international business at the Atomic Energy SC “Rosatom”

**Roman Ivanov**

Deputy Director General, “Inkuron” LLC

**Kanr Lidgiev**

Director General, Informational-analytical agency PREQVECA

**Oleg Lozovoi**

General Manager, Research & Development Capital Fund

**Stanislav Martyshev**

Director General, “Interfax Business-service”

**Mikhail Mirzouantz**

Director General, “Mirfinance” LLC

**Sergei Mitrofanov**

Deputy Director, Senior Adviser, “Pulsar Venture” venture fund

**Irina Monina**

Director, Head of Legal at RVC JSC

**Alexander Nikolashin**

Chairman of the Young scientists and specialists Council, “Russian Space Systems” JSC

**Mikhail Romanenko**

Project Manager, “Kortik-Service” LLC

**Svjatoslav Sedov**

Director General, Intellectual Investments Partnership

**Alexei Smirnov**

Partner, “Business-Circle” Consulting Group

**Maxim Smolin**

Project Manager, “Space Initiatives Agency”

**Dmitry Tyrsin**

Director General, “TeraMAB” LLC

**Yuri Fedotkin**

Director General, i-Accelerator for Business Ideas

**Дмитрий Фирскин**

Business Analyst, Venture fund «Altair Capital»

**Gulshat Shakirova**

Executive Director, Venture fund of the Republic of Bashkortostan

**Roostam Tiger**

Managing Partner, “Synergy Innovations” Venture Fund (Israel)



## Nominations of the Don Venture Fair



### THE BEST COMPANY OF THE FAIR

**PROMISING BUSINESS**

**Golden diploma**

**PROMISING BUSINESS**

**Silver diploma**

**PROMISING BUSINESS**

**Bronze diploma**

**BEST PRESENTATION**

**THE RVCA SYMPATHY**

