

CASE ZONE PROGRAMME for the Russian Investment Forum

February 15–16, 2018, Sochi

Programme accurate as at February 13, 2018

February 15, 2018

08:00–09:00

RVC business breakfast: An effective venture capital market ecosystem: how to accelerate the commercialization of innovation

Severny restaurant

The key functions of the venture capital market ecosystem are an innovative infrastructure and support for technological entrepreneurship and acceleration. Participants in this innovative ecosystem take a positive view of the government's efforts in recent years to increase access to grants and innovative infrastructure for startups. The perception that investors have is that the number of startups that are attractive investment prospects is growing, while the support they receive from the state is seen, in some cases, as excessive. At the same time, no significant improvement in the results of commercializing innovations has been noted in a long time.

Speakers:

- **Vasiliy Burov**, Co-Founder, Informational Culture
- **Oleg Fomichev**, State Secretary, Deputy Minister of Economic Development of the Russian Federation
- **Alexander Galitsky**, Co-Founder, Managing Partner, Almaz Capital
- **Alexander Idrisov**, President, Founder, Strategy Partners Group
- **Alexey Konov**, Managing Partner, RBV Capital
- **Alexander Morozov**, Deputy Minister of Industry and Trade of the Russian Federation
- **Sergey Nedoroslev**, President, STAN LLC
- **Victor Orlovsky**, Managing Partner, MoneyTime Ventures
- **Ekaterina Shapochka**, Managing Director, Analytical Center "Forum"

Moderator:

- **Alexander Povalko**, Chief Executive Officer, Chairman of the Management Board, RVC

09:30–10:30

Pitch session for regional investment projects

Case Zone, exhibition pavilion 2

The most interesting investment projects from Russian regions participating in the exhibition will be presented in the Case Zone in the form of a pitch session. A pitch session is a series of short, structured presentations. The aim of a pitch is to get information about the project across as effectively as possible, receive feedback and advice from experts, and attract the interest of potential investors.

Projects:

- Bryansk Region: JC "Metaclay" project "Polymer composite materials";
- Vladimir Region: Project "Dobrograd";
- Gagauzi: "Invest Gagauzia - investment opportunities".

Moderator:

- **Zaven Ayvazyan**, Director, Centre for Regional Studies, RANEPA

Experts:

- **Alexey Kolesnikov**, Deputy Director, Graduate School of Public Administration (GSPA), RANEPA
- **Alexander Pakhalov**, Head of the Russian Regional Rating project, the National Rating Agency; Research Fellow, Moscow State University Faculty of Economics
- **Pavel Stroev**, Director, Center of the regional economy and inter-budgetary relations, The Federal State-Funded Educational Institution of Higher Education "Financial University under the Government of the Russian Federation"

10:30–11:00

Open dialogue with the Head of the Republic of Udmurtia

Case Zone, exhibition pavilion 2

The open dialogue format is an informal discussion between a regional head and a moderator about business development opportunities in the region, its investment ecosystem, and future plans.

The meeting will involve all visitors to the Case Zone, which will include business people, government officials, investment companies, and the media.

Speaker:

- **Alexander Brechalov**, Head of the Udmurt Republic

Moderator:

- **Ilya Kopelevich**, Editor-in-Chief, Business FM

11:15–11:45

Open dialogue with the Governor of Kaluga Region

Case Zone, exhibition
pavilion 2

The open dialogue format is an informal discussion between a regional head and a moderator about business development opportunities in the region, its investment ecosystem, and future plans. The meeting will involve all visitors to the Case Zone, which will include business people, government officials, investment companies, and the media.

Speaker:

- **Anatoly Artamonov**, Governor of Kaluga Region

Moderator:

- **Ekaterina Derbilova**, Editorial Director, Vedomosti

12:00–13:45

Practical session: Implement that investment project! A view from an entrepreneur, a lawyer, and an investor

Case Zone, exhibition
pavilion 2

Even investment projects with the greatest chance of success require confirmation of their reliability and profitability. When initiating a project, it is always important to gather as many expert assessments and opinions as possible.

During this practical session in the Case Zone, the practical implementation of two investment projects will be analysed. Experts will comment on legal aspects, discuss typical difficulties and potential problems, determine the key success factors, and suggest the best path for further development.

Projects:

- The Khanty-Mansi Autonomous Area — Yugra: "The Development of the Subpolar Urals";
- Irkutsk Region: "Project of creation of a joint venture for manufacturing silicon carbide and micropowders on its base"

Speakers:

- **Stanislav Alexandrov**, Managing Director, Chief of Staff, Association of Lawyers of Russia
- **Nadiya Cherkasova**, Member of the Board, Head of Small and Medium Business, Otkrytie
- **Anna Ermakova**, Managing Director, Da Vinci Capital
- **Alexey Goryachev**, Entrepreneur, Investment Banker and Investor; Managing Partner, RMG Partners; Head, YPO Moscow; Ambassador, Skolkovo Business School
- **Aleksey Kozhevnikov**, General Director, GoToRus
- **Sergey Nedoroslev**, President, STAN LLC
- **Vitaly Polekhin**, Investor; President, The National Business Angels Association; Director, SKOLKOVO Investors' Club
- **Pavel Stroev**, Director, Center of the regional economy and inter-budgetary relations, The Federal State-Funded Educational Institution of Higher Education "Financial University under the Government of the Russian Federation"

Moderator:

- **Mikhail Khomich**, Deputy Chairman of the Government of the Udmurt Republic

14:00–15:30

Russian Investment Forum 2018 plenary session broadcast

Case Zone, exhibition
pavilion 2

16:00–17:00

Novotrans session with presentation of Lugaport investment project

Case Zone, exhibition
pavilion 2

- A presentation of the Lugaport all-purpose port investment project by the Novotrans Group.
- Presentation of the first joint project in the Russian railway industry with the Russian blockchain protocol Universa.
- Agreement signing.
- Press conference with Governor of Leningrad Region Alexander Drozdenko, Head of the Republic of

Buryatia Alexei Tsydenov, President of Novotrans Konstantin Goncharov, Founder of the Universa Blockchain Protocol Alexander Borodich, and Head of Infranews Alexey Bezborodov.

Speakers:

- **Alexei Bezborodov**, General Director, Research agency InfraNews
- **Alexander Borodich**, Founder, Universa Blockchain Platform
- **Alexander Drozdenko**, Governor of Leningrad Region
- **Konstantin Goncharov**, CEO, Novotrans Group
- **Alexey Tsedenov**, Head of the Republic of Buryatia

17:00–18:00

Pitch session for regional investment projects

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Projects:

- Novosibirsk Region: "Creation of industrial production of nanostructured ceramic products"
- Novosibirsk Region: "Creation of a vertically integrated poultry complex for the industrial production and processing of 15,000 tons of turkey meat per year in the Novosibirsk Region";
- Pskov Region: Engineering and manufacturing development of electrotechnical SF6 products for 110-500 KV and GIS;
- Sevastopol: "The Sevastopol priority project of Balaklava bay development as the international tourism and yachting center".

Moderator:

- **Zaven Ayvazyan**, Director, Centre for Regional Studies, RANEPA

Experts:

- **Dmitry Fedorishchev**, Deputy Director, Association of Innovative Regions of Russia
- **Vladimir Gruzdev**, Chairman of the Board, Association of Lawyers of Russia
- **Alexander Pakhomov**, Managing Director, Head of Regional Network Management Unit, Bank Otkritie Financial Corporation
- **Vladimir Raspopov**, Deputy Director, Industrial Development Fund
- **Vyacheslav Traktovenko**, Member of the Board of Directors, Bankers House St. Petersburg

February 16, 2018

09:00–11:00

Case Zone, exhibition
pavilion 2

Presentation of the REGIONSIM: the regional development management simulator for participants in the 2018 RUSSIAN INVESTMENT FORUM

- A unique development of the Russian Presidential Academy of National Economy and Public Administration (RANEPA) and Moscow State University, as part of the efforts to create new generation educational simulators.
- Education via the most effective method – gaming – with an opportunity to play part of the game right at the exhibition stand.
- Gaming simulation based on actual cases helps to both comprehend theoretical knowledge better and apply it in practice.

During the business simulation demo, the participants will go through the main stages of shaping a region's budget policy, estimate the investment appeal of projects and solve several practice cases. Moderators will support the participants throughout the game process and will provide feedback at its conclusion.

11:15–14:00

Case Zone, exhibition
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Pitch session for regional investment projects

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Projects:

- Republic of Crimea «Culture, historical and touristic center Koktebel park»;
- Pskov Region: Moglino Industrial Production Special Economic Zone project;
- St. Peterburg: East-West Highway including Bridge over the Neva river in the range of Fayansovaya and Zolnaya streets in Saint-Petersburg;
- Tula region: Special economic zone "Uzlovaya";
- Udmurt Republic: Privatization project of two main players of Udmurt Republic road industry: JSC Road Company "Izhevskoye" and State Unitary Enterprise "Udmurtavtodor";
- Udmurt Republic: Construction of toll road section of M-7 "Alnashi - Malaya Purga" highway;
- Udmurt Republic: Construction of Transport and logistics hub based at Kambarka port.

Moderator:

- **Zaven Ayvazyan**, Director, Centre for Regional Studies, RANEPA

Experts:

- **Yulia Alferova**, Advisor to the Minister of Economic Development of the Russian Federation
- **Dmitry Fedorishchev Fedorishchev**, Deputy Director, Association of Innovative Regions of Russia
- **Alexander Gareev**, Managing Director, Eurasian Development Bank (EDB)
- **Andrey Shpilenko**, Director, Technopark and Cluster Development Association; Member of the Strategic Council on Investment in New Industries, Ministry of Industry and Trade of the Russian Federation
- **Pavel Stroev**, Director, Center of the regional economy and inter-budgetary relations, The Federal State-Funded Educational Institution of Higher Education "Financial University under the Government of the Russian Federation"

15:00–15:30

Case Zone, exhibition
pavilion 2

Open dialogue with Acting Governor of Novosibirsk Region

The open dialogue format is an informal discussion between a regional head and a moderator about business development opportunities in the region, its investment ecosystem, and future plans. The meeting will involve all visitors to the Case Zone, which will include business people, government officials, investment companies, and the media.

Speaker:

- **Andrey Travnikov**, Acting Governor of Novosibirsk Region

Moderator:

- **Alexander Malakhov**, Editor-in-Chief, RNS Information Agency