



Medical AI in Skolkovo

Global market launch for Russian startups

September 2019



Agenda

- Skolkovo ecosystem
- Medical AI companies
- Services for startups

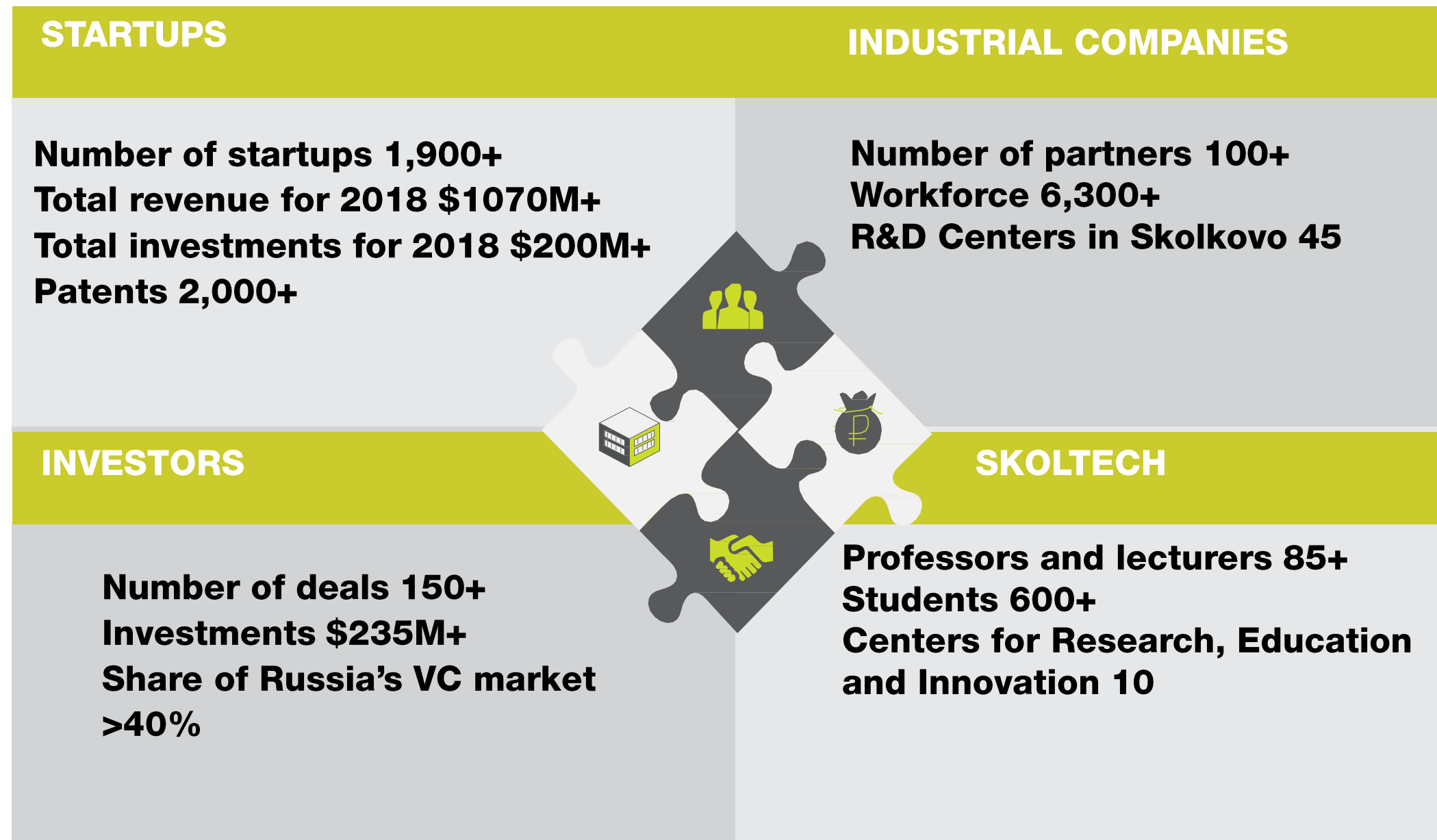


Skolkovo Innovation Ecosystem

3



Advanced industrial technologies



Creation and development of a critical mass of the ecosystem's elements

Further development and integration of elements within ecosystem

Transition to self-development; unlocking the ecosystem's commercialization potential

2010 - 2012

2013 - 2015

2016+

Skolkovo Innovation Center

4



AMALTEA



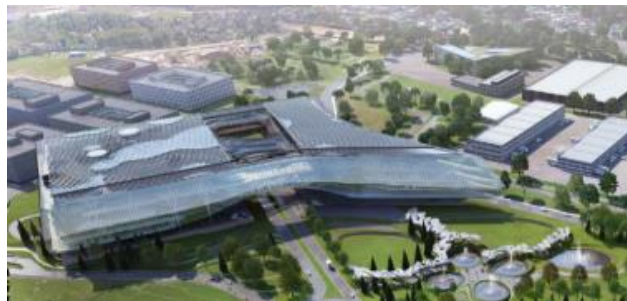
SKOLTECH



RESIDENTIAL FACILITIES



SBERBANK R&D CENTER



BOEING



RENOVA LAB



FAMILY CAMPUS
(Pre-school and school)



SKOLKOVO TECHNOPARK



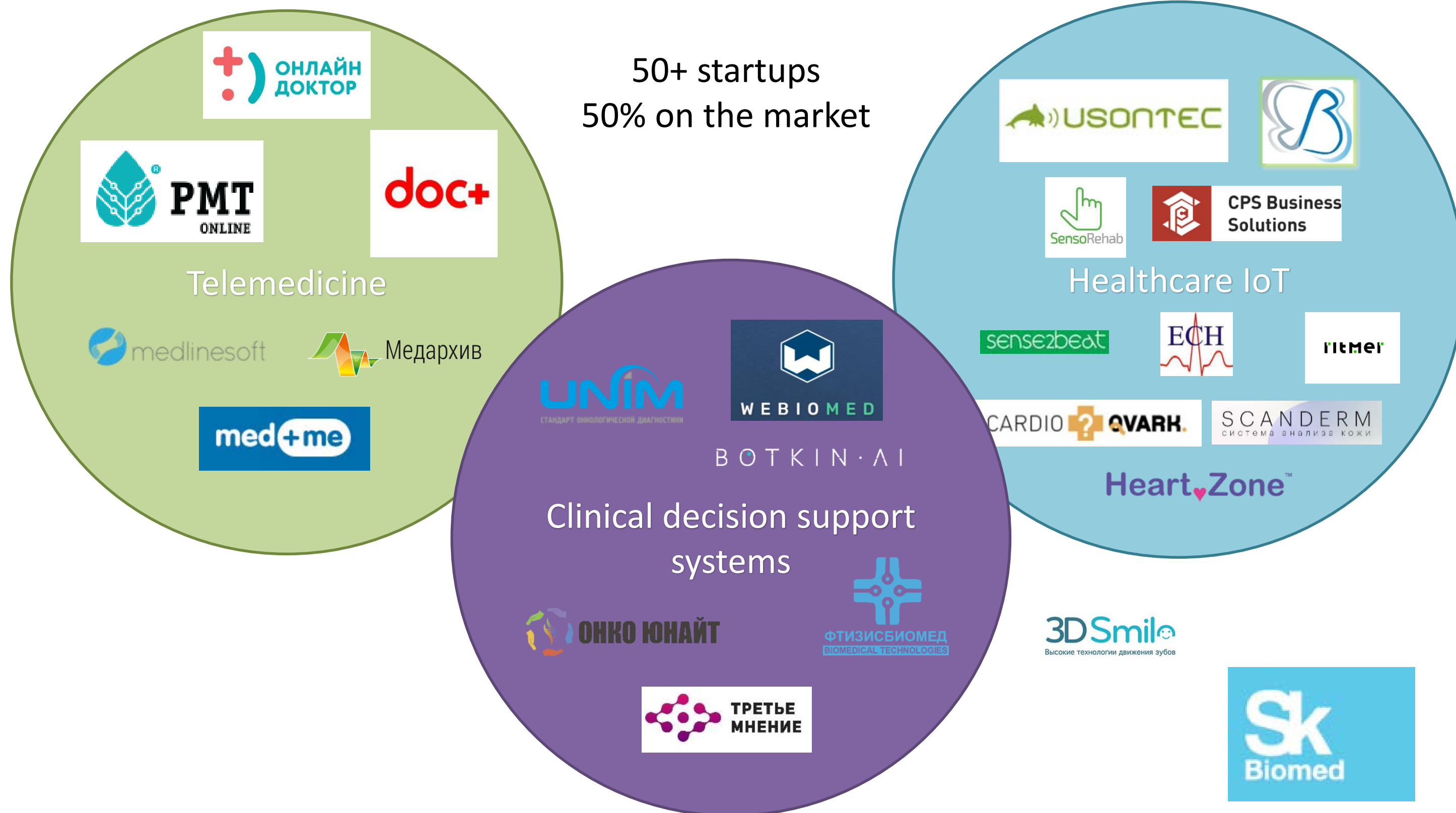
Hadassah Medical Center



- R&D facilities for startups
- R&D centers and offices for industrial partners

Digital Healthcare in Skolkovo

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Clinical Decision Support

Histopathology

xRay/CT image recognition

Medical Semantics

Cardiology

Individual medical device design

Key factors of success :

- Regulatory approval
- Clinical validation
- Contacts with KOLs
- Reimbursement program inclusion

Patient support

Home-use medical devices

Chat-bots

Key factors of success :

- Regulatory approval
- Marketing

Drug Discovery

Pathway analysis

NGS result analysis

Medical semantics

Key factors of success:

- Clinical validation
- Contacts with industrial partners



FINANCIAL SUPPORT



1

VC fundraising support:

- **Venture Funds and Business Angels community development**
- **Presentation materials for professional investors**
- **Facilitation of investments from professional investors**



2

Grant financing:

- **Non-repayable financing**
- **The foundation provides micro-grants (up to \$20,000) for local tasks, mini-grants (up to \$70,000) for the base-phase of the project and grants (up to \$4M) for R&D, provided that the startup attracts co-financing of 25% to 75%, depending on the project stage and grant amount**

3

Tax and customs benefits:

- **Insurance premiums - 14%**
- **Profit tax – 0%**
- **Exemption from VAT**
- **Property tax – 0%**
- **Reimbursement of customs payments**



NON-FINANCIAL SUPPORT

Acceleration services:

- **Mentorship program**
- **Support of commercialization**
- **Acceleration programs in Russia and abroad**

4



Intellectual property protection:

- **Patenting in Russia and abroad**
 - **Patent search and development of patent landscapes**
- **Legal support in complex deals related to the registration, protection, use and transfer of IP rights**

5

Access to office and laboratory infrastructure:

- **R&D infrastructure of Skoltech and shared resource centers**
- **Lease of offices and co-working spaces**

6



ТЕХНОПАРК
TECHNOPARK

Certification and regulatory:

- **Certification and testing**
- **Preclinical and technical trials**

7

Roadmap and planning

Market feedback facilitation

20
Acceleration
directors



25+
Project managers

Individual support
Progress tracking

Acceleration
program



700+
Independent
experts

Project evaluation
Risk assessment

250+
Mentors



Consulting and mentoring



Corporate acceleration

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2018 COMPETITION AND ACCELERATOR

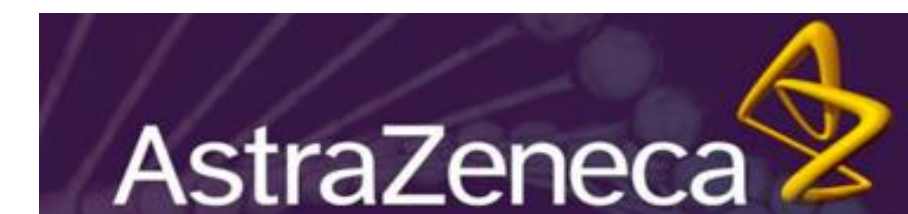


- Pharma and biocellular products
- Test systems, drug delivery systems and medical devices
- **140+** applications submitted
- **30** projects participated in BootCamp Day and evaluated by AstraZeneca International Science Board
- **6** winners participated in acceleration program



- Cardiovascular diseases
- Oncology
- Women's health
- Ophthalmology
- **40+** applications submitted
- **3** winners selected
- **10** finalists participated in education program

2019 COMPETITION AND ACCELERATOR 2.0



- Pharma and bio cellular products
- Test systems, drug delivery systems and medical devices
- **IT solution in Health**
- 6 finalists will take part in individual acceleration program by SMILE INCUBATOR
- 170+ applications submitted, 6 winners



SMILE INCUBATOR 10 YEARS OF SUCCESSFUL LIFE SCIENCE STARTUPS

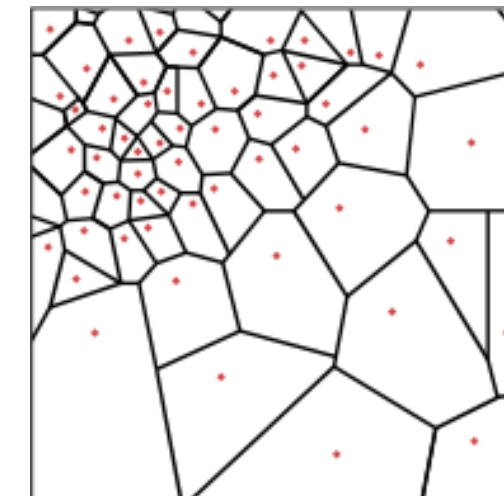
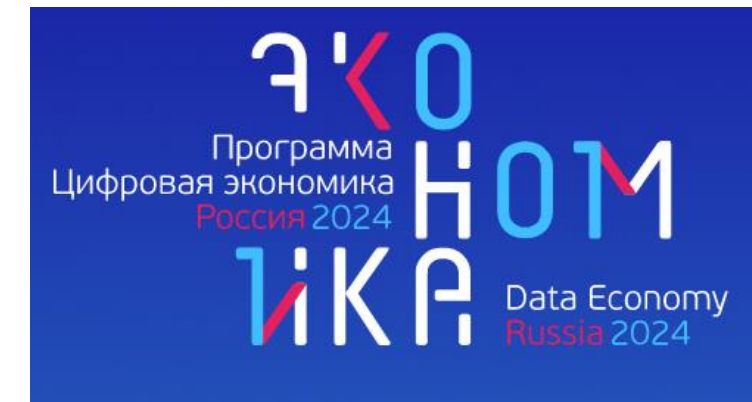


PHARMA • MEDTECH • BIOTECH • DIAGNOSTICS • E-HEALTH
NANOTECH • PROBIOTICS • DRUG DELIVERY



9

- Skolkovo Foundation is running the Center of competence for Data Economy regulation.
- Areas of interest in Healthcare:
 - SaMD regulation;
 - Clinical trial databases;
 - Personal and medical data handling;
 - Biometric identification (for telemedicine).
- Cluster BMT is participating in regulatory initiatives by HealthNet:
 - Fast-track regulation for laboratory-developed test;
 - Big data in healthcare regulation.



Collaboration with the Ministry of Health

- During 2018 digital healthcare has become the key development direction for Ministry of Health. The following committees were formed:
 - Department of IT and digital development,
 - Competence Center for digital transformation of healthcare,
 - Workgroup for digital Healthcare, with Cluster BMT representatives.
- Currently the newly formed organs are developing roadmaps for expertise, clinical approbation, regulatory approval, pilot adaptation and scaling of digital healthcare products and solutions. Skolkovo is actively participating in this work.

HimSS | **Health 2.0**
CHAMPIONS OF HEALTH UNITE
European Conference & Exhibition 11–13 JUNE 2019 | HELSINKI

Ministry of Health delegation participated in Skolkovo Foundation's business mission to Helsinki (HIMSS Health 2.0 exhibition)

Healthcare IoT Innovation Center

will combine interests of Russian Healthcare ecosystem
and allow to reach government priorities



Healthcare IoT Innovation Center in Skolkovo

- IoT center: testing, demonstration of solutions
- Education center
- Start-up collaboration space



Russian government – key healthcare priorities

National Healthcare Project:

- #1** decrease mortality
- #2** focus on **Oncology** and **Chronic Diseases**
- #3** develop **Digital Healthcare**

Ministries

- Ministry of Health
- Ministry of Economic Development
- Ministry of Industry and Trade

Chief freelance specialists

Professional medical associations

Scientific partners / Institutes

Industry partners / start-ups

Pharmaceutical companies





Vladimir Egorov

Director of Operations

Cluster BMT

vegorov@sk.ru

OPEN INNOVATIONS FORUM 2019

Agenda:

21.10.

TeleMedForum: 4 sessions:

- International Digital Trend in Healthcare
- Artificial intelligence as a tool for digitalization of medicine
- Internet of things in healthcare
- Legal issues of telemedicine

Session «Superhuman». New technologies are breaking the boundaries»

Session «Drug Discovery»

The signing of the agreement on cooperation Skolkovo – Cambridge Network

22.10.

- The finals of «Patents Power» competition
- Opening of the center for innovation and the Internet of things in healthcare
- Session «Life science»
- Partner session EFKO

23.10

- Open mentoring session Magnus Björsne (CEO of BioVentureHub Sweden) with the winners of the AZ Accelerator Challenge 2019

