

# RUSSIA AND NANJING: ECONOMIC SYNERGY

#### STRONG FUNDAMENTALS

 Russia combines low public debt and rich natural resources while China has become an industrial powerhouse

#### RISING CONSUMPTION

 Increasing middle class purchasing power and huge combined domestic markets

#### ADDING VALUE

 Both moving up the production value chain and transforming into innovation-driven economies

#### INNOVATION

 Both Russia and China are leading in technological innovation across a variety of sectors

#### INCREASED TRADE

Bilateral trade volumes have increased dramatically over last decade

#### ECONOMIC INTEGRATION

Deepening economic integration as the Belt & Road helps to align supply chains

#### INVESTMENT

 Compelling cross-border investment opportunities starting to capture global attention

#### RUSSIA-NANJING INNOVATION CENTER

 Positioned to strengthen innovation links based on deep familiarity with local markets and strong government backing



# ATTIS Group INTRODUCTION 公司介绍

Globaltech\_IP







China Entry & Gro

- Opportunity Evaluation
- Intellectual Property
- R&D Financing
- Commercialisation
- Early Stage Funding

- 机会评估
- 知识产权
- 研发与模型建立
- 商业化
- 早期融资

- Missions & Events
- Government Support & Grants
- Seed Investment & Deal Structuring
- Company Soft Landing Services
- Business Acceleration & Financing

- 组织代表团举行活动及研讨会
- 政府支持与拨款
- 种子投资及协议拟定
- 企业软着陆服务
- 加速业务发展及融资

### Offices in Nanjing and Russia – Belt & Road Gateway

- Innovation bridge from Russia start-up through China market entry
- Step by step roadmap from market exploration through long term growth
- Goal is to develop projects across the Belt & Road

# RUSSIA-NANJING INNOVATION CENTER ECOSYSTEM

# 生态系统的参与主体



#### ■ 参与方

- IP供方
- IP买方
- 创新者
- 企业主
- 投资者
- 科技园
- 大学和研究机构
- 政府机构
- 行业协会
- 标准制定机构

#### Participants

- IP Suppliers
- IP Buyers
- Inventors
- Entrepreneurs
- Investors
- S&T Parks
- Universities & Institutes
- Government Agencies
- Industry Associations
- IP Standards Bodies

#### ■ 服务方

- 金融
- IP 顾问
- IP 律师
- IP 服务机构

- 市场经纪人
- 孵化器和加速器
- 数据提供者
- 培训机构
- 第三方平台

#### Service Niches

- Finance
- IP Consultants
- IP Lawyers
- IP Service Agents

- Market Brokers
- Incubators & Accelerators
- Data Providers
- Training Organisations
- 3<sup>rd</sup> Party Platforms

# RUSSIA-NANJING PRIORITY INNOVATION SECTORS



#### **Infrastructure**

 Demand for infrastructure, transportation and logistics related to trade flows between Russia and China is growing, particularly in Russia's Far East.



#### **Natural Resources**

 Value-added development of natural resources, including innovation in new technologies, downstream processing and highefficiency operations.



#### Food & Agriculture

 Demand for better food products rapidly growing as middle classes gain purchasing power. Strong potential for agri-tech & sustainable production.



#### **Consumer Goods**

 Huge potential for expansion in cross-border consumer goods and services development as well as Russia-China travel and tourism.

KEY ENABLING TECHNOLOGIES: AI, Big Data, IoT, Robotics, 5G, E-commerce, New Energy Vehicles, etc.

# RUSSIA-NANJING INNOVATION CENTER PLATFORM



IP Transactions	Virtual Accelerator	Mergers & Acquisitions

Financing			
Grants & Gov't Support	Investor Portal	B&R Innovation Fund	

# PROJECT SOURCING RUSSIA-CIS NETWORKS







University TTOs



мойбизнес



ИННОВАЦИОННЫЙ CLEVER BUSHEC-UHKYBATOP



**АССОЦИАЦИЯ КЛАСТЕРОВ** И ТЕХНОПАРКОВ РОССИИ

академпарк







Russia-Nanjing Center









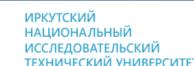










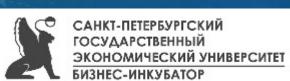


IRKUTSK NATIONAL RESEARCH **TECHNICAL** UNIVERSITY



TYP TUSUR UNIVERSITY









# VIRTUAL ACCELERATOR ROADMAP

**Pre-landing** 

**Nanjing Visit** 

**China Market Analysis** 

China Business Plan

Soft landing

**Grant Application** 

**Company Registration** 

Office / Team Development

Post landing

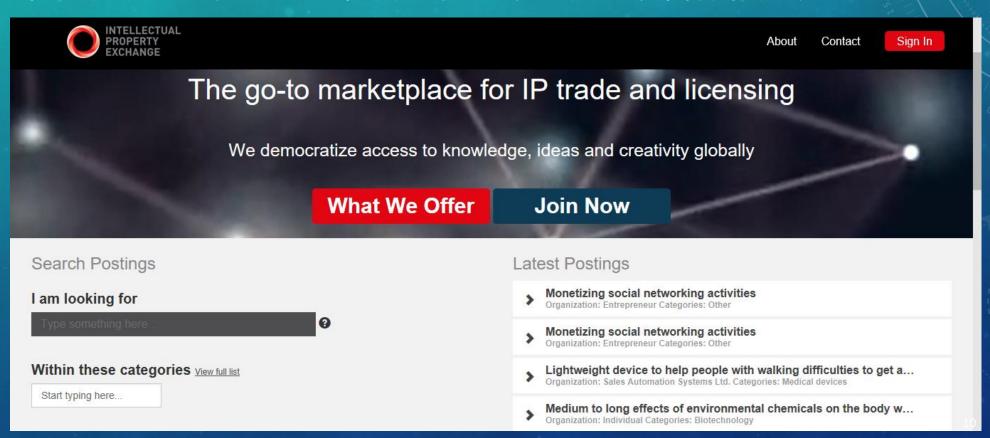
Business Development

**Cross Border Investment** 

Profits
Repatriation
/ Exit

# IP TRANSACTIONS ONLINE IP EXCHANGE IP 交易模块

将IP发明人与买家配对,并提供能够进行持续合作和交易的工具。

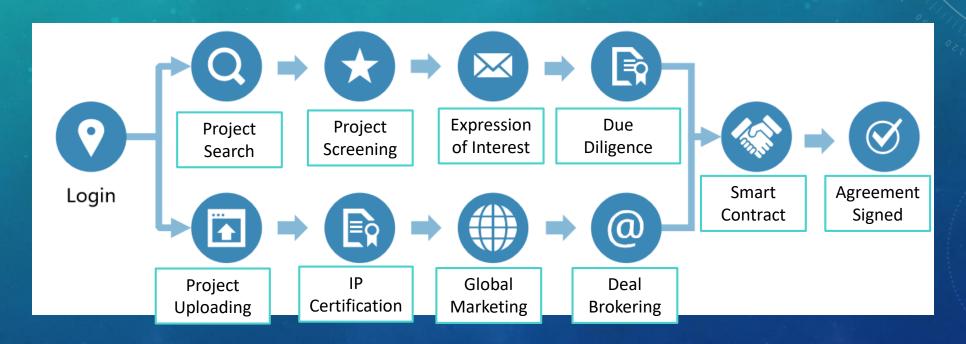


# RUSSIA-NANJING IP TRANSACTIONS DEAL FLOW

# 跨境交易流程图

Buy Side: Companies, Investors, Institutes

买方:公司、投资者、研究机构



Sell Side: Inventors, Companies, Institutes

卖方: 发明人、企业、研究机构

# CHINA ACCELERATOR INVESTOR PLATFORM 跨境投资模块

### 在中英两国间建立项目与投资间的合作网络



RISK WARNING: Your capital is at risk. The risks include: the lack of liquidity in this market in terms of being able to sell shares; the loss of the value of investment; and dilution of shareholding. When you invest any loss in value will not be covered by the Financial Services Compensation Scheme. Please read FULL risk warning.

#### WELCOME TO GLOBALTECH—IP

# RUSSIA-NANJING BELT & ROAD INNOVATION FUND

#### Structure

- Managed by GTIP with leading Russia & Nanjing VCs and family trust LPs
- Supported by Nanjing government guided fund
- Open to CIS companies settling in Nanjing or Nanjing companies going to Belt & Road

#### **Targets**

- Fund size: 375 million RMB for about 15 projects (average 25 million RMB / project)
- Investment period: over
   3 years, with exits
   starting after 3-4 years
- Return: average 20% IRR / annum

#### **Projects**

- Accelerate project growth between Nanjing and Belt & Road countries
- High growth potential in favoured industries
- Successful product / service in their home markets



Globaltech\_IP®



Accelerating Innovation

One Small Planet

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One Small Planet

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