



ИНФОРМИЗАЙН

ПРЕДСТАВЛЯЕТ



FPI INNOVATION FUND LP

EARLY STAGE VENTURE FUND

PRESENTATION FOR PARTNERS



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A photograph of a small green seedling with two leaves growing out of a crack in a light-colored, textured pavement. The crack runs horizontally across the middle of the page.

FPI INNOVATION FUND LP

EARLY STAGE VENTURE FUND
PRESENTATION FOR PARTNERS

EARLY STAGE VENTURE CAPITAL RUNS INTO A NUMBER OF CHALLENGES IN RUSSIA

Typical startup projects in Russia

- Poorly structured
- No go-to-market strategy
- No strategy and vision of commercial success
- Lack of management competences

Одной из основных преград для успешного развития венчурного бизнеса в России сегодня является отсутствие достаточного количества высокотехнологичных венчурных проектов.

Это связано с тем, что у большинства проектов нет тщательной проработки и грамотного анализа профессиональных менеджеров.

Большинство из таких проектов находится в стадии «посева», а классические венчурные фонды практически не финансируют посевные стадии.

As a result, typical institutional VCs rarely find opportunities to invest in early-stage projects in Russia

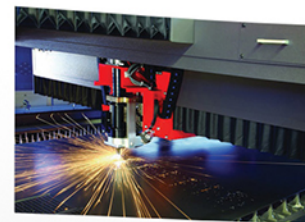
In fact, general opinion is that **there are very few quality early-stage projects in Russia**

Our view: attractive projects are there, but it takes skill and effort to find, reposition, restructure and develop them into commercial success

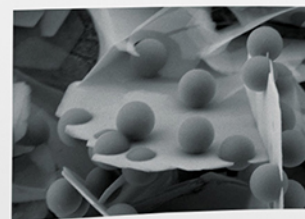
FPI'S UNIQUE COMPETENCE

WE KNOW HOW TO:

- talk to founders in their language both literally and figuratively;
- devise value-building business strategies;
- identify and join worldwide cooperative chains at early project stages to minimize marketing expenses and risks;
- strengthen management teams by choosing additional key team members, right outside experts, and strategic partners;
- add expertise, as needed;
- provide access to and achieve implementation of best practices;
- apply pragmatic approach to planning, considering Russian realities;
- work in partnership with Russian and global investor community;
- think as investor, maximizing value and exit alternatives for our partners.



FPI INNOVATION IS A FUND CREATED FOR EARLY-STAGE INVESTMENTS IN INNOVATIVE PROJECTS, WITH EMPHASIS ON PROACTIVE PROJECT MANAGEMENT AT COMMERCIALIZATION AND DEVELOPMENT STAGES



FPI'S MISSION AND STRATEGY

MISSION

- To transform scientific projects into commercially viable businesses.

STRATEGY

- To identify and acquire «rockstar» projects that can provide the highest investment returns.
- To seek projects in Russia as well as globally with the focus on Russian speaking scientists, engineers and entrepreneurs, many of whom left ex-Soviet Union, but still maintain strong professional ties to their native country.
- To attract and examine projects at their earliest stage, even before the business model is formed, and actively develop them, using hands-on approach.
- To supplement the project's team ideas and drive with the business experience of the fund's partners
- To minimize early stage risks by pursuing milestone-based funding principle.



INVESTMENT STRATEGY: IDENTIFY APPLICATION CLUSTERS

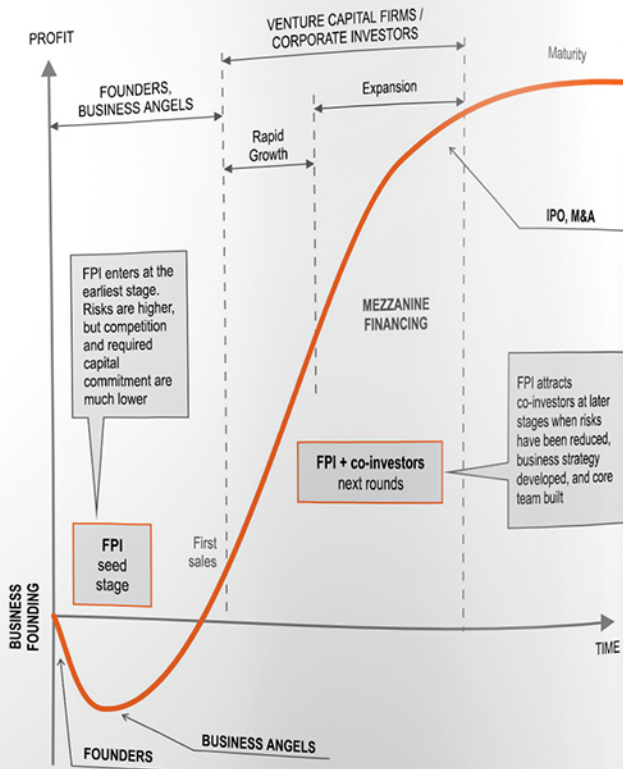
CLUSTER-TYPE PROJECTS BASED ON TECHNOLOGIES WHICH CAN BE APPLIED TO A LARGE NUMBER OF PRODUCTS

- We are seeking base technologies which give rise to clusters of applications.
- This approach increases the likelihood of successful market entry.

A CLASSIC CASE STUDY IS TEFLON, MATERIAL WITH HUGE NUMBER OF APPLICATIONS WHICH CONTINUE TO BRING REVENUES TO DUPONT



INVESTMENT STRATEGY: TIMING IS KEY



INVESTMENT STRATEGY: KEY LINES

- FPI's investment strategy focuses on industrial technology sectors, with projects aimed at a wide range of B2B applications with the exception of pharmaceuticals and IT.
- The Russian industrial technology sector has been underexplored and underinvested since 1991. A few institutional investors participate in projects that are currently in early stages of development. For FPI, this means very limited competition and good prospects of cooperation on many projects.
- Low competition coupled with vast fundamental scientific base in the Russian-speaking community result in extensive proprietary deal flow with substantial upside potential.
- Main sectors for investment:
 - New materials
 - Laser technologies
 - Energy efficiency
 - New technologies in upstream and downstream segments of the oil industry and novel technologies in petrochemistry
 - Base technologies in production of thin films and semiconductors



FOR
INCREASING

Technology of treatment of heavy
transportation by decreasing
Industrial technology of cold
to increase the yield of light
lication of cavitation.
ion effect to
ld to make
module
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FPI PROJECTS PIPELINE

DINITEX: VARACTOR CHIPS FOR ADAPTIVE AERIALS OF MOBILE DEVICES

Modern handhelds consume up to 20-50% of energy
for operation of multiband aerials:

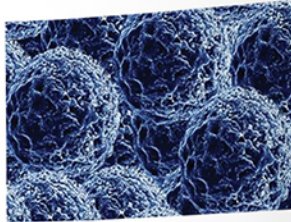
- Aerials do not match the impedance (e. g. user's hand).
- The power of aerials needs to be increased:
 - It consumes more energy.
 - It increases the size and weight of the battery and the entire device.
 - It complicates circuit design.



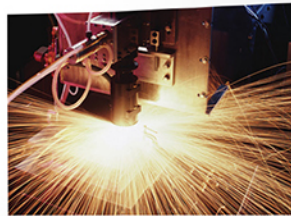
iPhone owners panicked about
the «deadly grasp»

Adaptive match between the aerial
and the impedance will cut energy
consumption by 15-20%
The market of nre varactor chips
worth over \$2 bln

STRATEGY OF PROJECT SOURCING

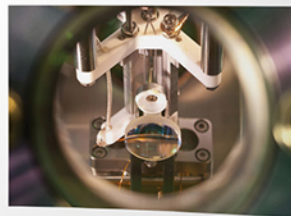


- Partnership with more mature venture funds;
 - Our approach is to invest in companies and projects at the earliest stages of development and our later-stage VC partners often refer industrial technology startups to us for evaluation and co-investment.



- Partnership with academic institutions;
 - Our team has a solid scientific background and effectively interacts with academic structures to find proprietary business opportunities.

- Personal relations, contacts and reputation of the fund's partners and investment directors enhance our ability to effectively secure interesting projects.



- We have been sponsoring The Technovation Cup project for two years; it has delivered many new ideas.

- We have built efficient cooperation with the Association of Graduates of the Moscow Institute of Physics and Technology as well as with The Friends of the MIPT (USA).

FPI'S PROJECTS MANAGEMENT MODEL

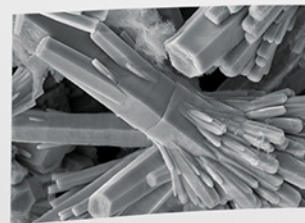
FPI IS THE INVESTOR WHO:

- Creates value by helping entrepreneurs turn an idea or know-how into a company with a viable business model.
- Assists management in formulating strategic vision for commercial success.
- Forms growth strategy in cooperation with the management team.



FPI'S STRATEGY IS BASED ON PROACTIVE MANAGEMENT APPROACH

- Project management in close cooperation with founders.
- Deep strategic planning involvement.
- Deep marketing strategy involvement.
- Targeted training of the internal competences in the project.
- Delegation of FPI's specialists into the project if required.
- Executive recruiting.
- Business development / initial sale.



FUND LP



FPI INNOVATION FUND

SHIP WITH FPI



ON FUND

NCE



ECO-FRIENDLY HIGHLY EFFECTIVE SOLID OXIDE FUEL CELLS WORKING ON NATURAL GAS

OBJECTIVE

Develop a technology of production of high-temperature solid oxide fuel cells for eco-friendly production of electricity and heat directly out of natural gas, with total efficiency factor of up to 90%.

END PRODUCT

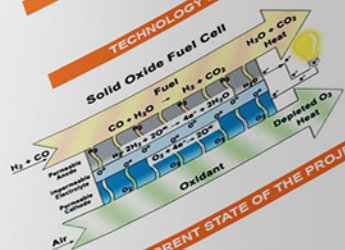
Solid oxide electricity generator working on processed natural gas, with the cost of installed capacity below \$3,000/kW.
Fuel cells, alternative energy production.

MARKET

The world market for fuel cells is worth over \$280 mln.
Its volume is expected to reach \$500 mln in 2015.

TECHNOLOGY LEADERSHIP

- Low production costs.
- The cells' high resistance to impurities in natural gas.
- Possible application both in large power plants and distributed generation.
- The cost of installed capacity below the level of international peers.



CURRENT STATE OF THE PROJECT

A prototype solid oxide cell generator is produced with the following characteristics:

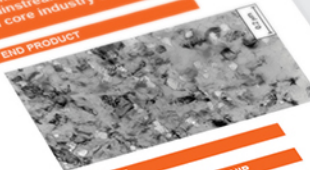
- Achieved capacity of 6 kW.
- Electric efficiency factor of 50%, total EF of total chemical energy of the consumed fuel, including heat utilization.

S-METAL: TECHNOLOGY FOR PRODUCTION OF SUPERPLASTIC ALLOYS AND SOLUTIONS FOR FORMING COMPLETED PARTS

OBJECTIVE

Introduction of superplastic forming from niches to the mainstream would be a revolution in core industry technologies.

END PRODUCT



MARKET

The current technology for production of such parts is superplasticity, but it takes several hours to produce one part, hence it remains a niche technology. The solution is to preliminary nanostructure the alloy: grains decrease from 20–40 microns to dozens of nanometers.

Industrial technology for production of metal parts such as car body, turbine blades and gear parts within seconds:

- Replaces conventional mechanical tooling of metals.
- Serves manufacturing, utilities, aerospace and automobiles.

TECHNOLOGY LEADERSHIP



CURRENT STATE OF THE PROJECT

World market is worth over \$10 bln.
Due to excellent plasticity, parts can be formed within seconds:

- at lower temperature;
- at lower pressure;
- with no surface finishing.

The small grain size significantly improves mechanical qualities of parts:

- breaking strength and its mass to weight ratio;
- crack and fatigue resistance;
- temperature resistance.

The project is at the stage when test production is available on demand and two products can be launched to the market:

- nanostucture alloy ingots;
- licenses for the S-Metal technology.

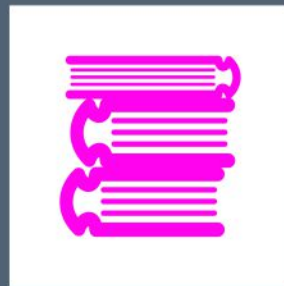
ИНФОРМДИЗАЙН предлагает комплекс профессиональных услуг в сфере информационного дизайна:



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ДИЗАЙН



ПОЛИГРАФИЧЕСКИЙ
ДИЗАЙН



РАЗРАБОТКА
ПРЕЗЕНТАЦИЙ



КОПИРАЙТИНГ



ДИЗАЙН
WEB-ИНТЕРФЕЙСОВ



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КАРТИНЫ



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