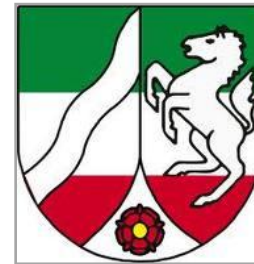


Best Russian-German Practice

- Excellent **Technology** from Russia



- Perfectly matched by professional **Infrastructures** in North Rhine-Westphalia



Convert Technology into Business



Best Russian-German Practice

- Content
 - Experience in Russian-German high tech start ups
 - Russian-German synergies
 - Example of a successful Start-up in NRW; OptoGaN

Three Russian-German high-tech start ups

- Incorporated in Dortmund, North Rhine-Westphalia, since 2002

- 2002 

- Products: Laser Diodes
- Investors: VCs and strategic investors
- Today >25 people; office in Mountain View



- 2005  OPTOGAN

- Products: Light Emitting Diodes
- Investors: VCs
- Purchased: 2008 by

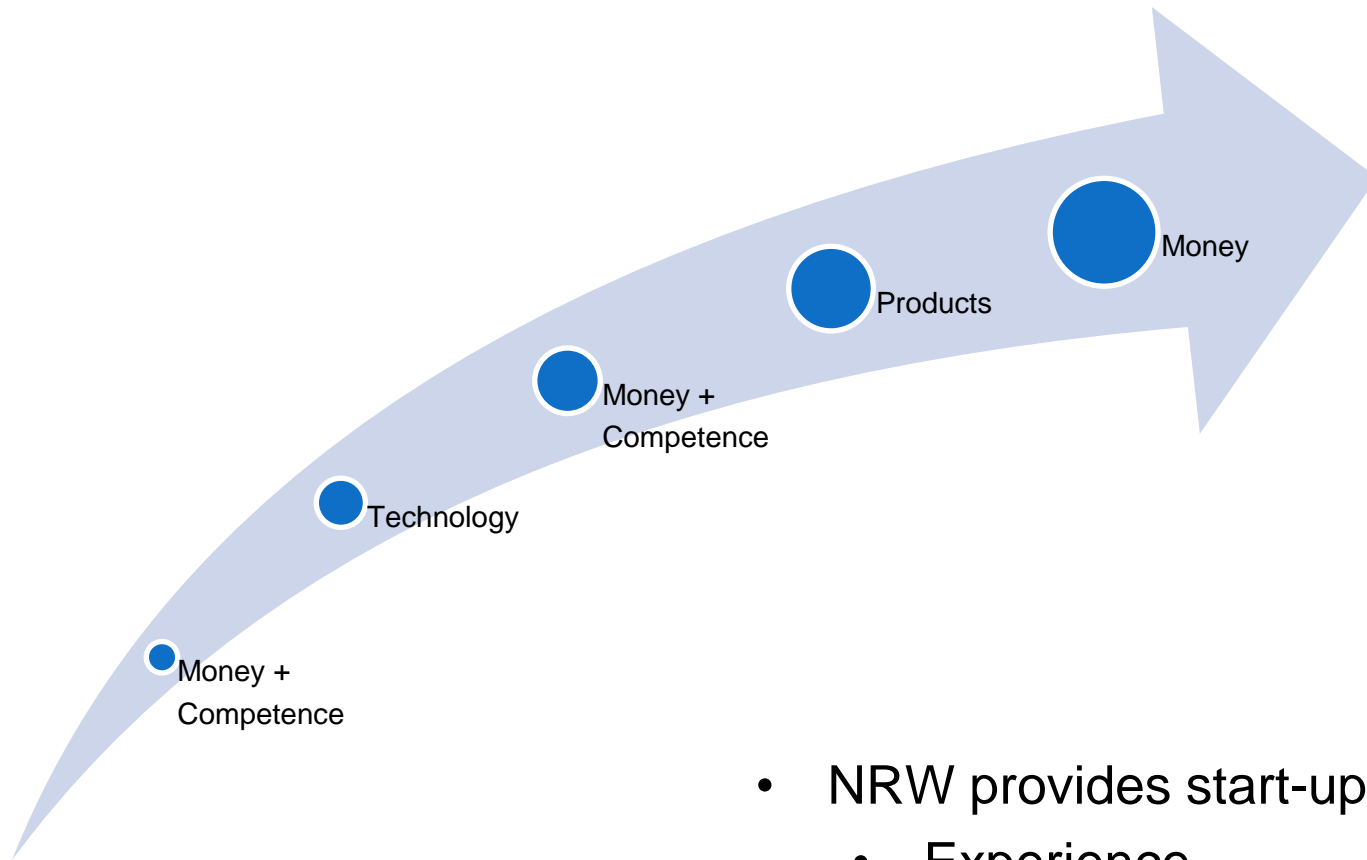


- 2009 

- Products: Thermoelectric Generator
- Investors: VCs (fund raising in process)

Convert Technology into Business

- It is a structured process



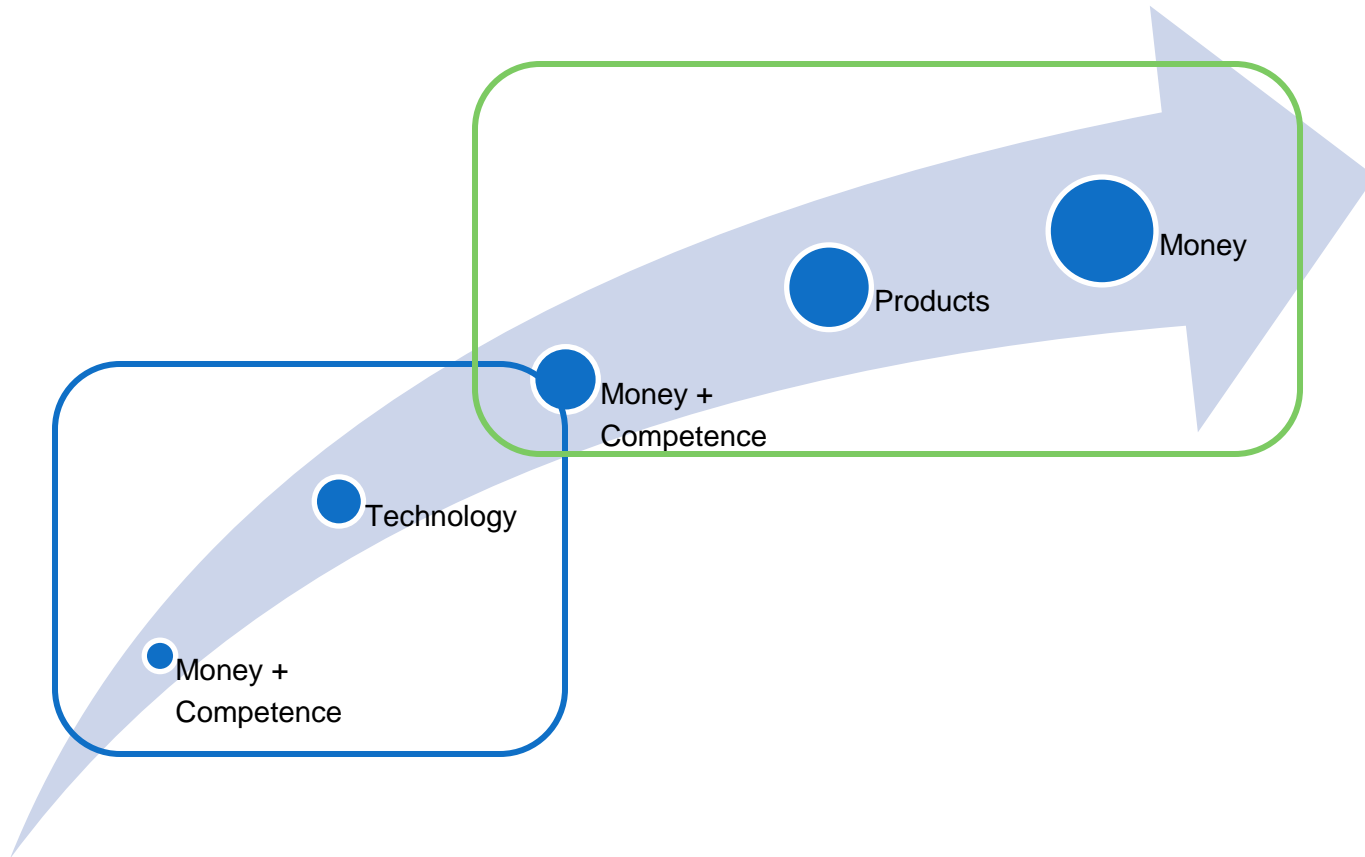
- NRW provides start-ups
 - Experience
 - Professional support

Best Russian-German Practice

- Content
 - Experience in Russian-German high tech start ups
 - **Russian-German synergies**
 - Example of a succesfull Start-up in NRW; OptoGaN

Convert Technology into Business

- It takes two fields of excellence



Synergy for high-tec Business Development

- Excellent **Technology** from Russia



- Perfectly matched by professional **Infrastructures** in North Rhine-Westphalia



NRW



Dortmund

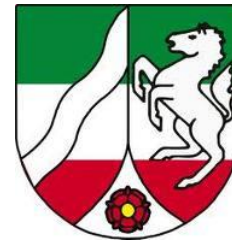


Synergy for high-tec Business Development

- **YOUR** excellent **Technology**

YoCo
Your Company

- Perfectly matched by professional **Infrastructures** in North Rhine-Westphalia



NRW



Dortmund



MST.factory

dortmund

- Home of many Russian-German high-tec start-ups;
- ... and Your Company

NR
NanoRelief

innolume



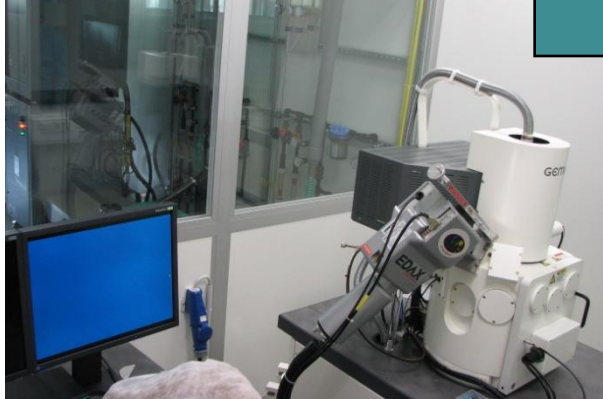
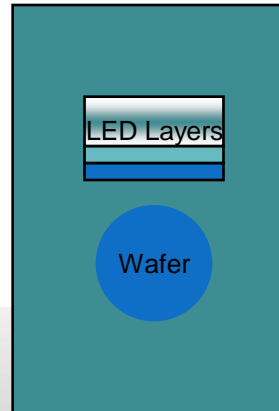
 OPTOGAN

KLASTECH
KARPUSHKO LASER TECHNOLOGIES

SMS

Pilotline in MST.factory

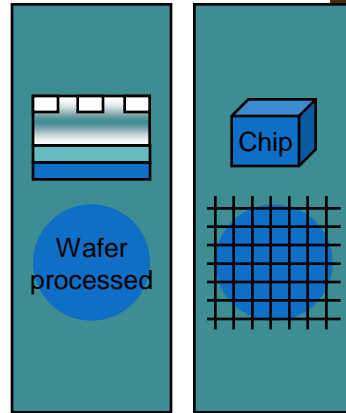
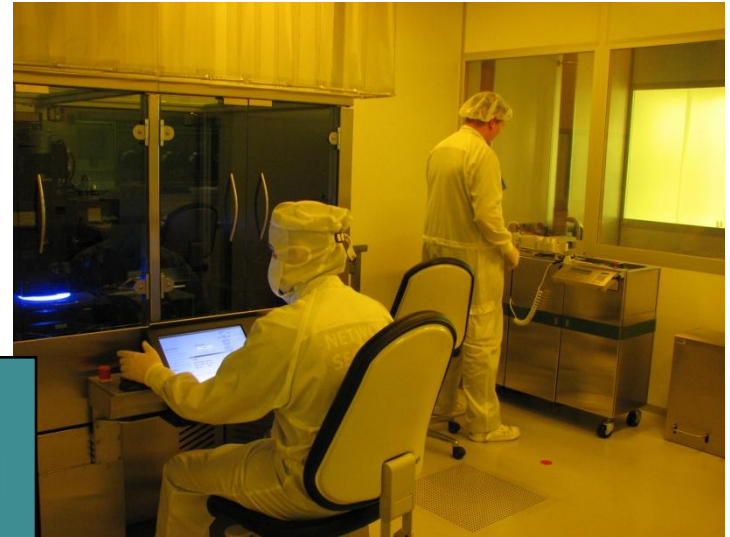
- **Infrastrucure**
 - Epitaxy



ential Info

Pilotline in MST.factory

- Infrastructure
 - Processing + Dicing

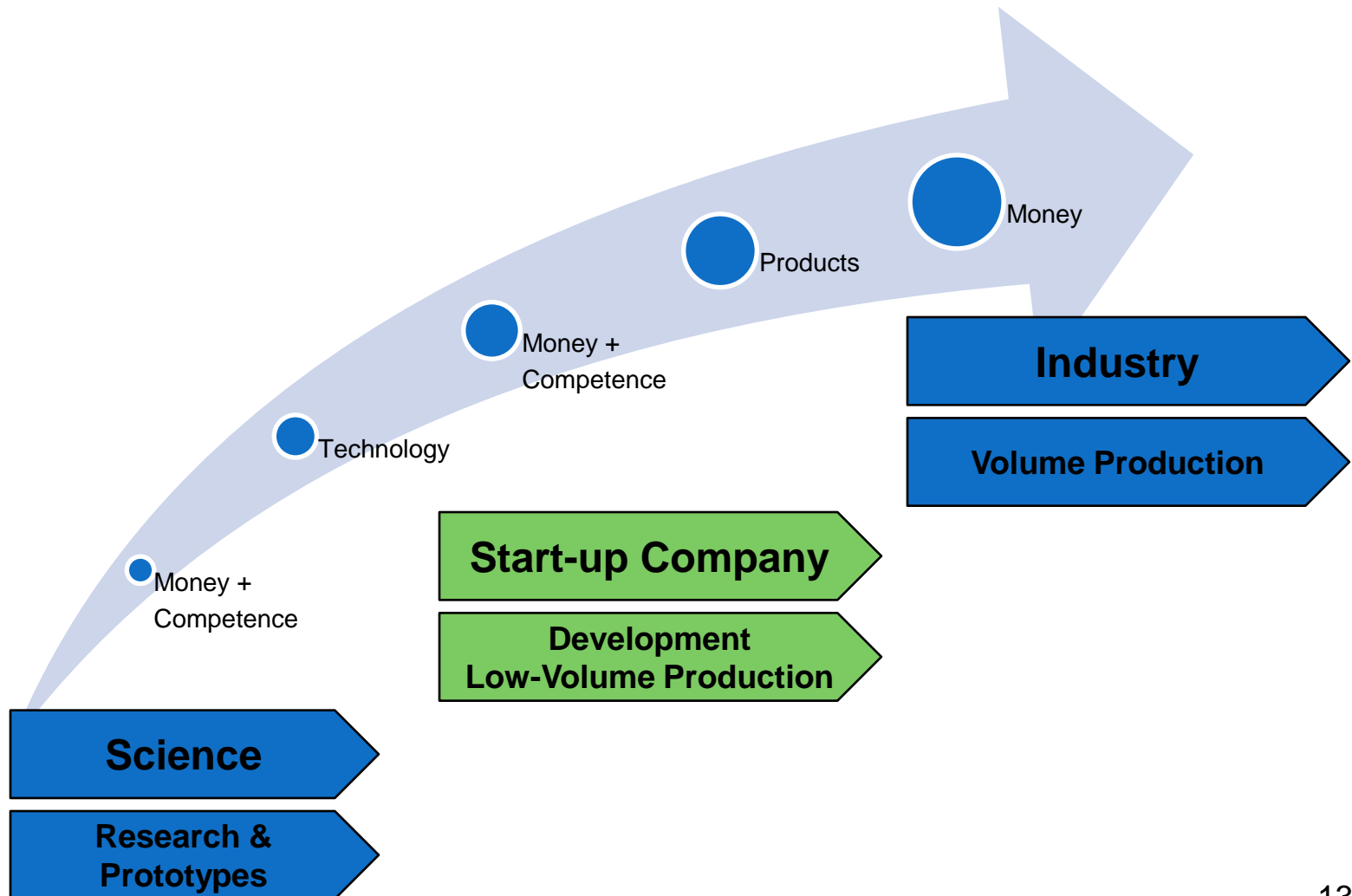


Best Russian-German Practice

- Content
 - Experience in Russian-German high tech start ups
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 - **Example of a successful Start-up in NRW; OptoGaN**

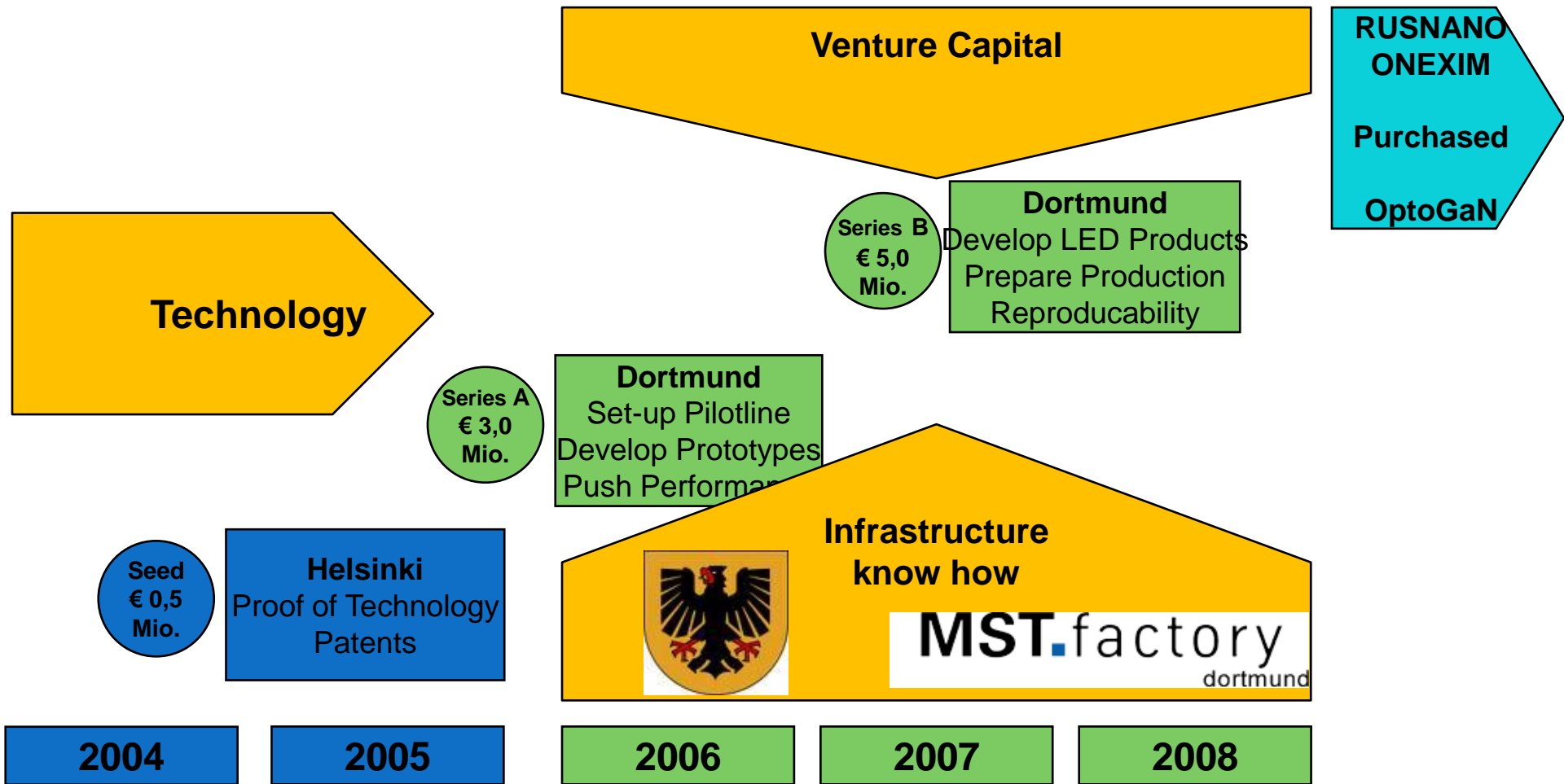
Convert Technology into Business

- Three steps of conversion



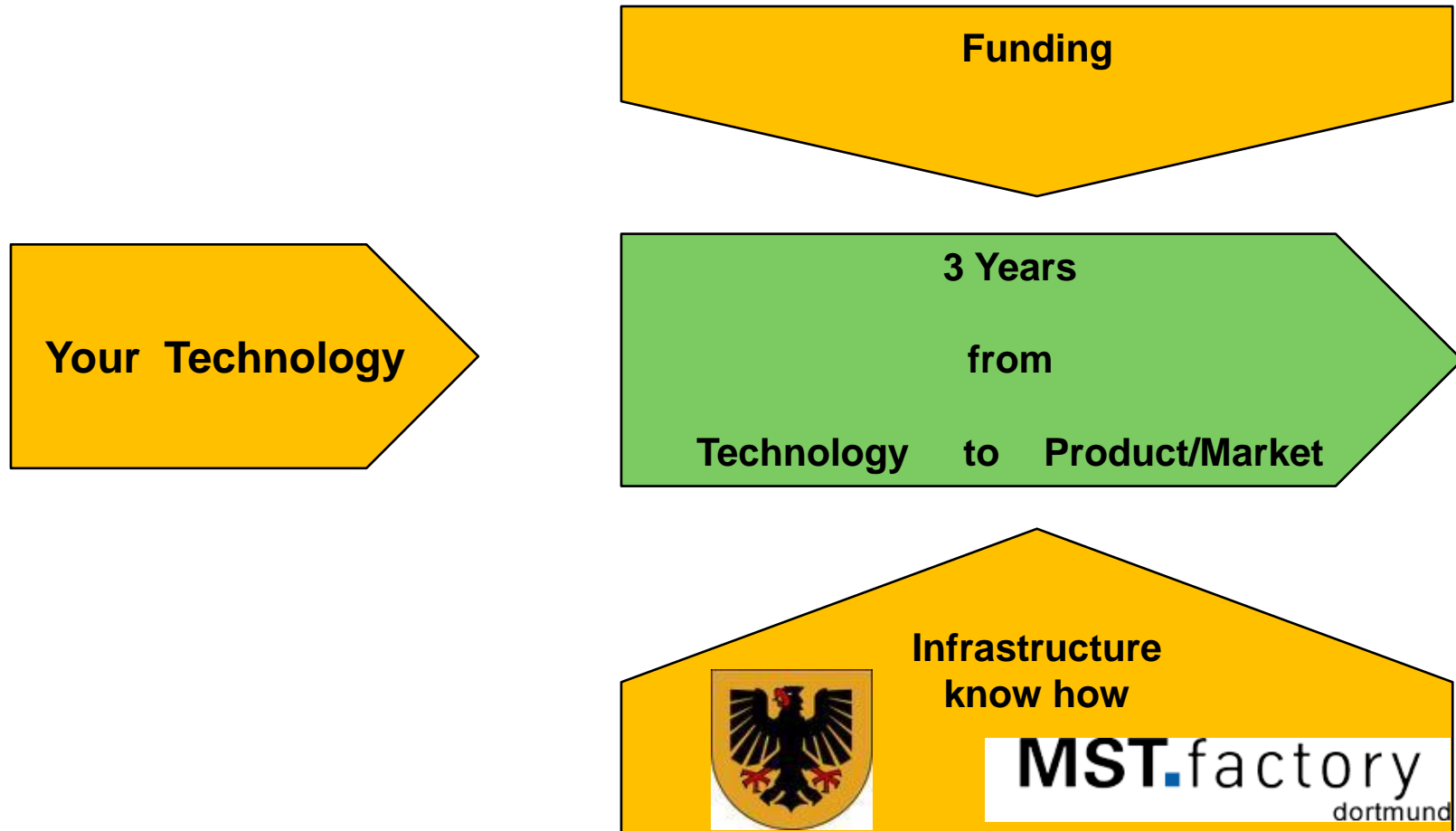
OptoGaN

Successful convert Technology into Business



Convert YOUR Technology into Business

- It is a structured process



- See you soon...



Thank you

Step-1

- You have
 - The invention
 - Patent protected
 - Prototypes available
 - The team
 - Deep insight to the invention
 - Ready to start as entrepreneur in Germany
- EW services
 - Incorporate your GmbH in NRW
 - Set up the business and finance plan together with you
 - Provide competent management team, when needed
 - Manage access to state-of-the-art infrastructure in NRW
 - Provide appropriate funding via VC investors
 - Accompany you through 2-3 years of successful product development and market introduction

Step-2

- 2- 3 years Business Development phase in NRW
 - Set-up the pilotline
 - ; e.g. in an incubator like MST.factory Dortmund (home of OptoGaN GmbH)
 - Transfer technology to pilot line
 - Continuous R&D cooperation between your university and the pilotline, NRW
 - Product development
 - Performance enhancement
 - Joint development project with future OEM customers
 - Process development
 - Define the steps
 - Process reproducibility
 - Product launch
 - Design wins with OEM customers
 - Production
 - Low volume supply out of Pilot line

Step-3

- Scale up to volume production
 - Foundry partners
 - Establish own volume line
 - NRW and/or Russia
 - Other regions

- Exit options
 - Trade sale
 - OEM customers
 - Other investors

Requirements

- Value chain

- Material >Device> Module>

Prefered position

- OEM product >Application

Prefered : Consumer goods

- Ideal

- Material, Device or Module have a strong impact on the performance of the OEM-product
 - Example: LED > lighting fixture

Convert YOUR Technology into Business

- It is a structured FUNDING ... and the Facts are:
 - Hard facts:
 - OpEx
 - VC capital
 - NRW grants
 - CapEx
 - NRW/DO Infrastructure
 - Clean rooms
 - Labs
 - Equipment
 - Soft facts:
 - Easy access to
 - Management skills
 - Market
 - Joint Development Partners

