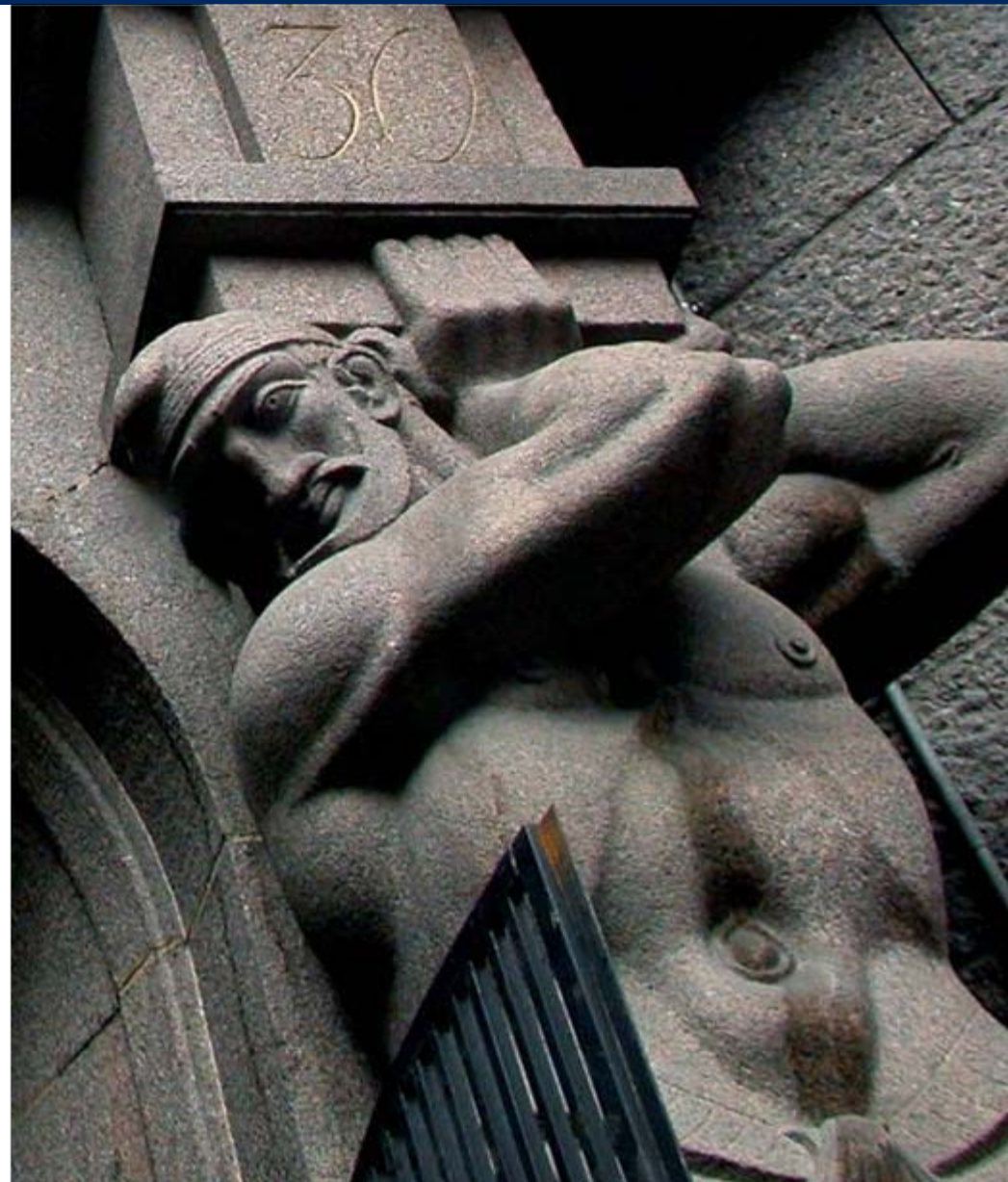


# Financing of Innovating Projects: Alternative Funding Sources

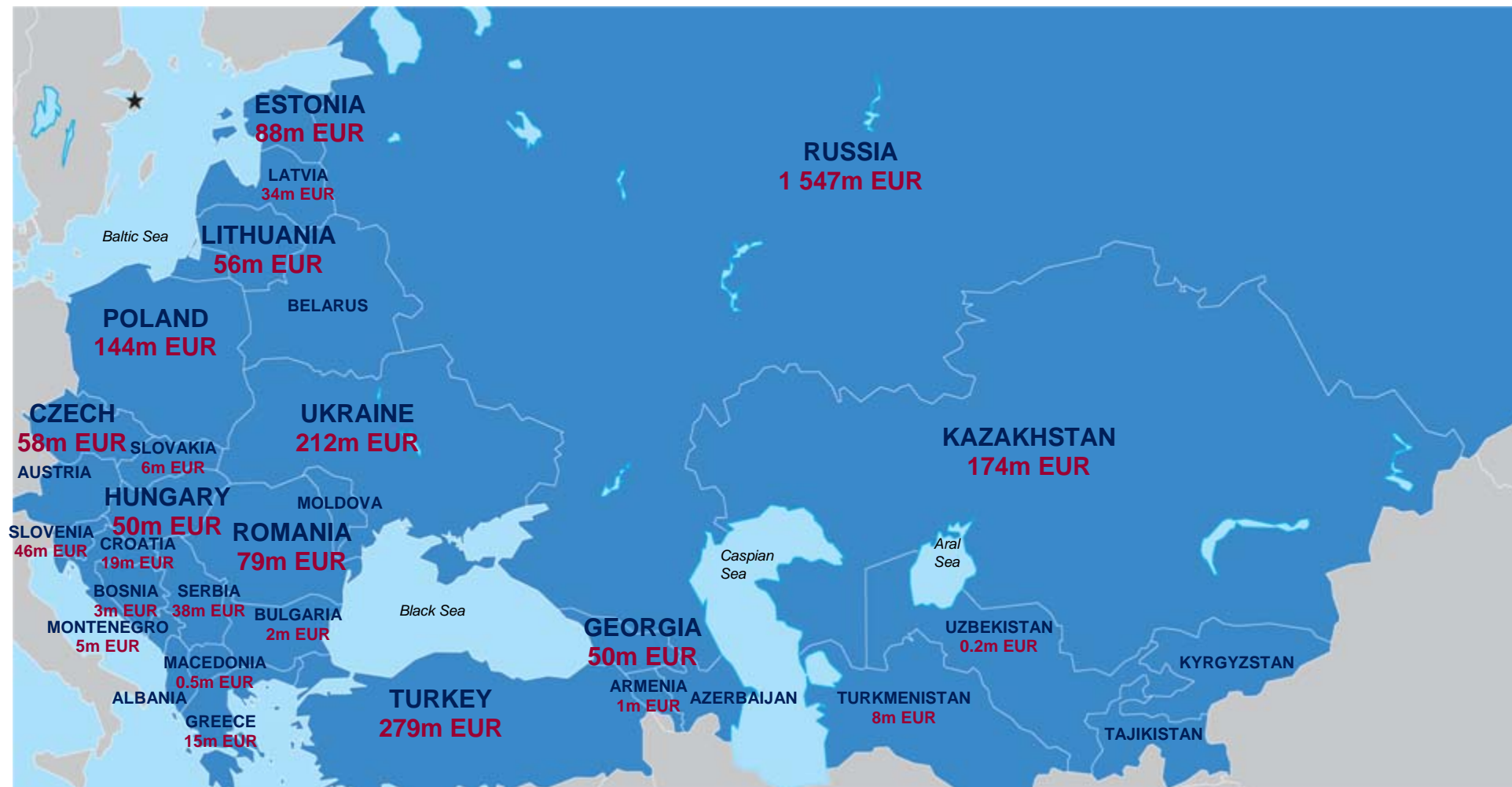
Jyrki Talvitie  
Chief Representative at East Capital Moscow

# East Capital in brief

- Leading asset manager dedicated to Eastern Europe
- 4.4 billion USD in public and private equity
- 150 employees
- Offices in Stockholm, Paris, Moscow, Hong Kong, Tallinn, Oslo and Vienna
- Diversified client base across both geography and client segment
- 12 year track record
- Independently owned and managed



# Country breakdown of our investments



Note: as of 30 September 2009

# Typical Financing Structures

## In mature markets

- Business Angels
- Incubators
- Venture Capital
- Private Equity
- Banks
- Specialised lenders
- Capital markets
- Bonds
- Equity

## In Russia

- State
- Venture Capital (first signs)
- Dedicated Private Equity Funds
- International Financial Institutions
- Banks
- Capital markets:
  - Bonds
  - Equity

# Issues of Financing in Russia

- Risk perception
- Opportunity cost
- Corporate Governance
- Strategic sectors
- Legal framework:
  - Property rights
  - Intellectual rights



# EAST CAPITAL

Stockholm | Moscow | Paris | Oslo | Tallinn | Hong Kong | Vienna