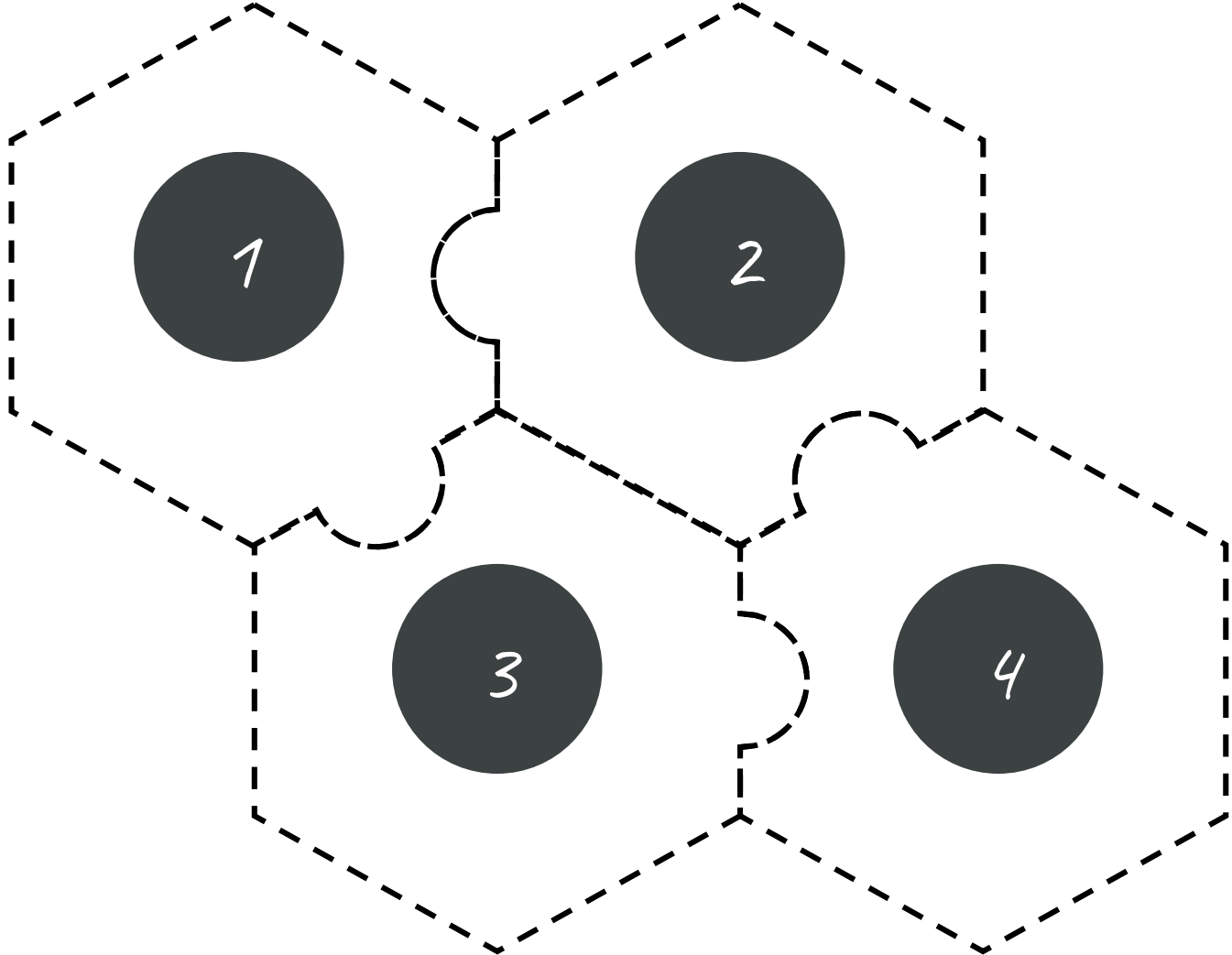


Corporate venture innovations: Sberbank case

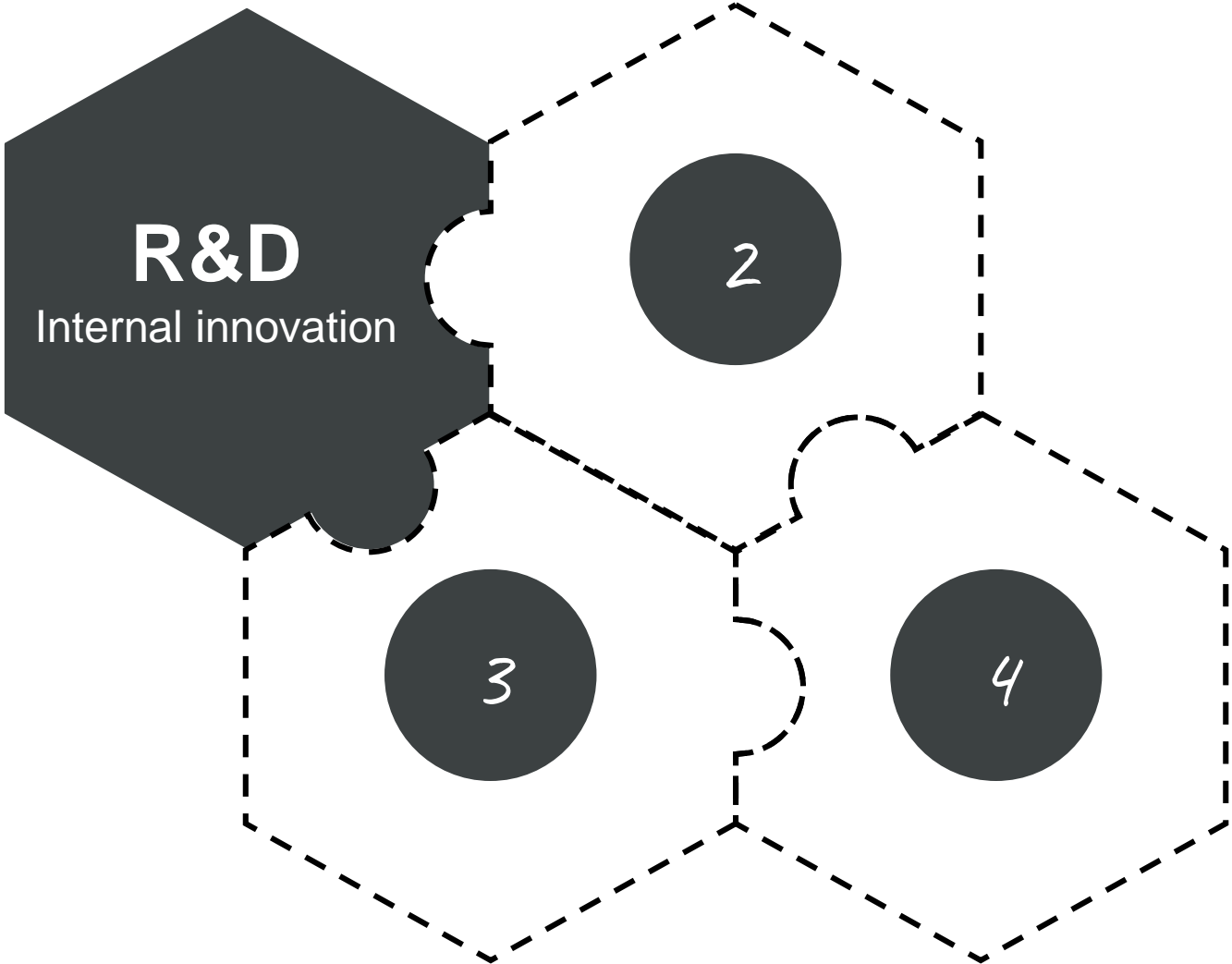
Minsk Venture day,
April 2019



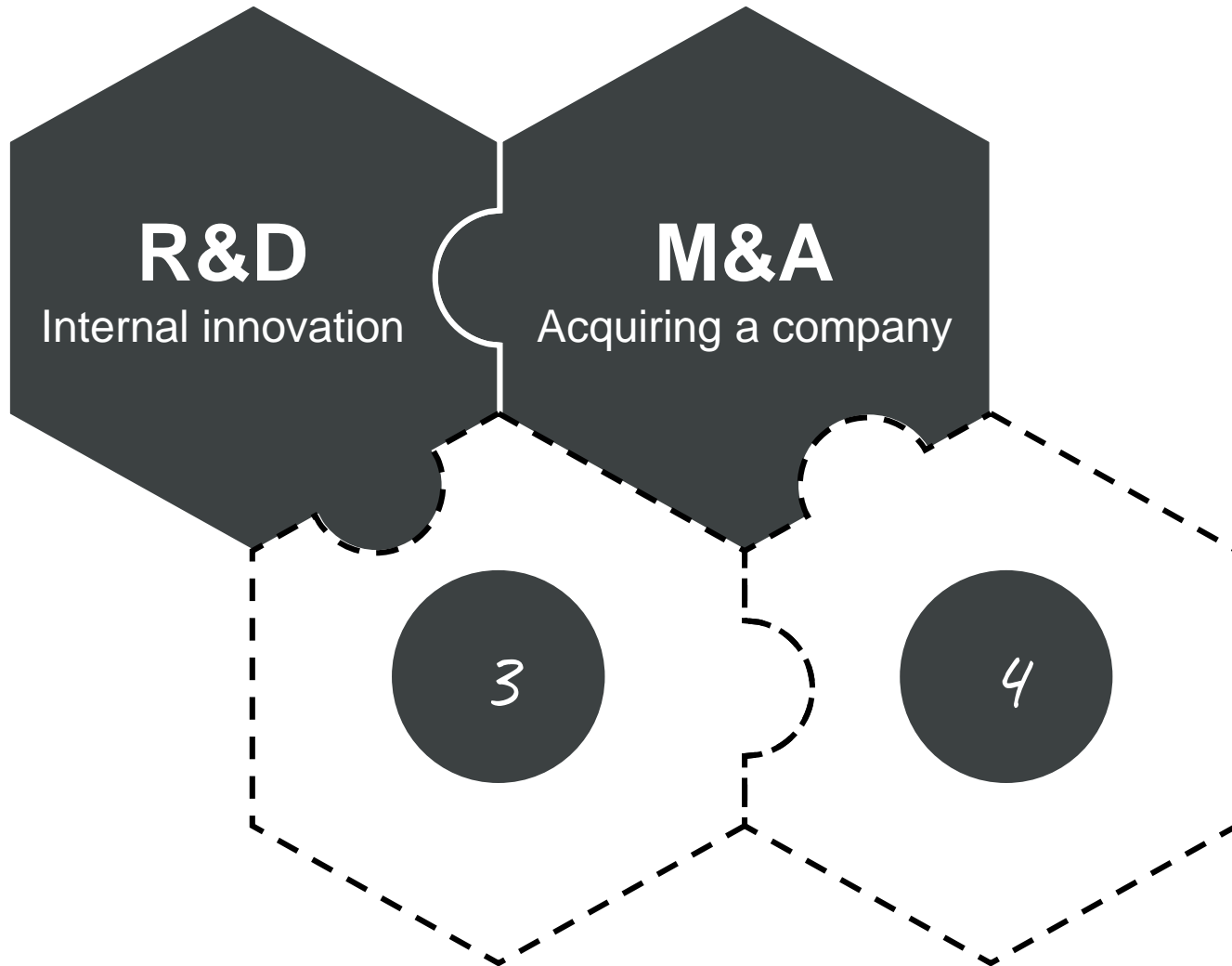
The four steps to epiphany



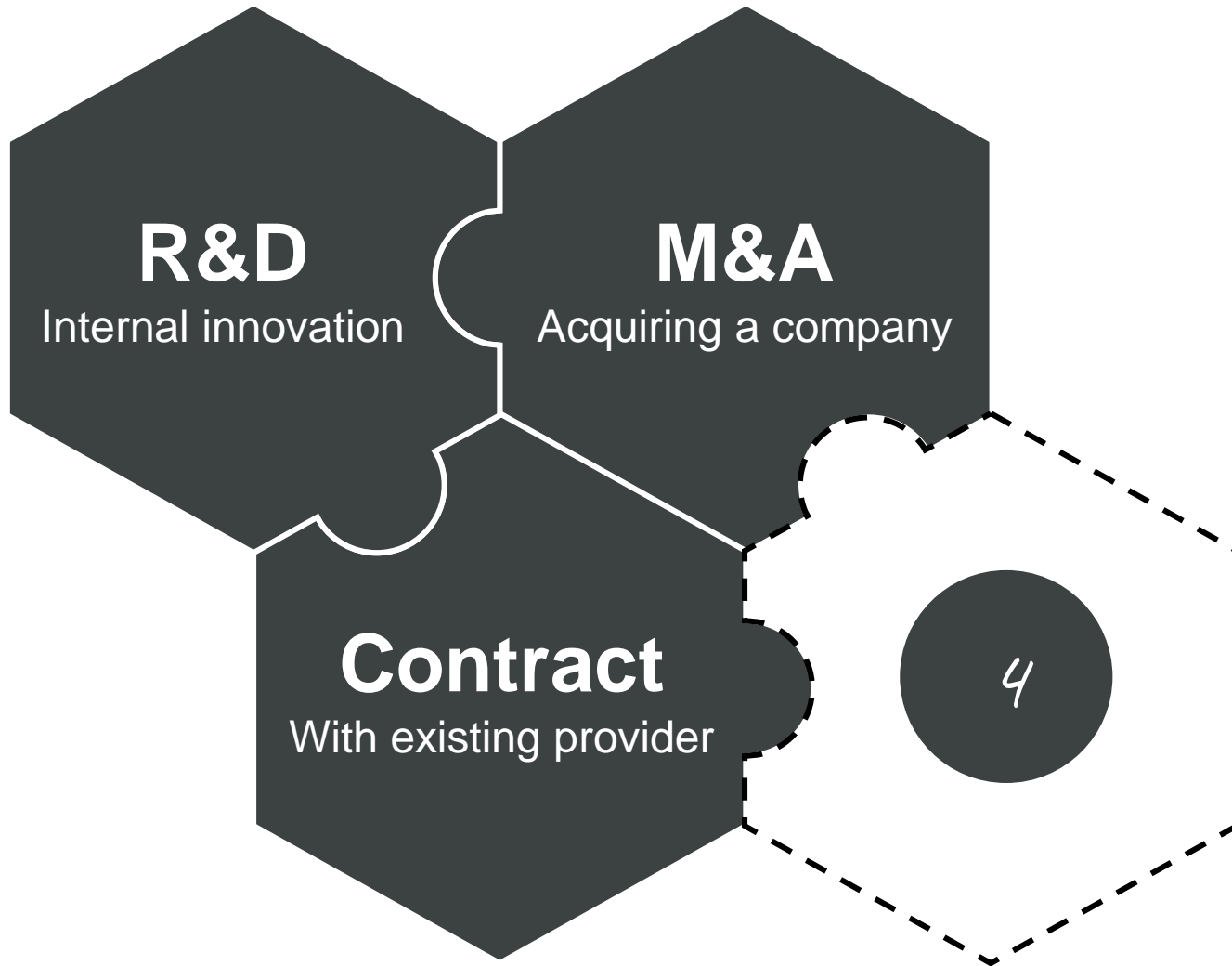
The four steps to epiphany



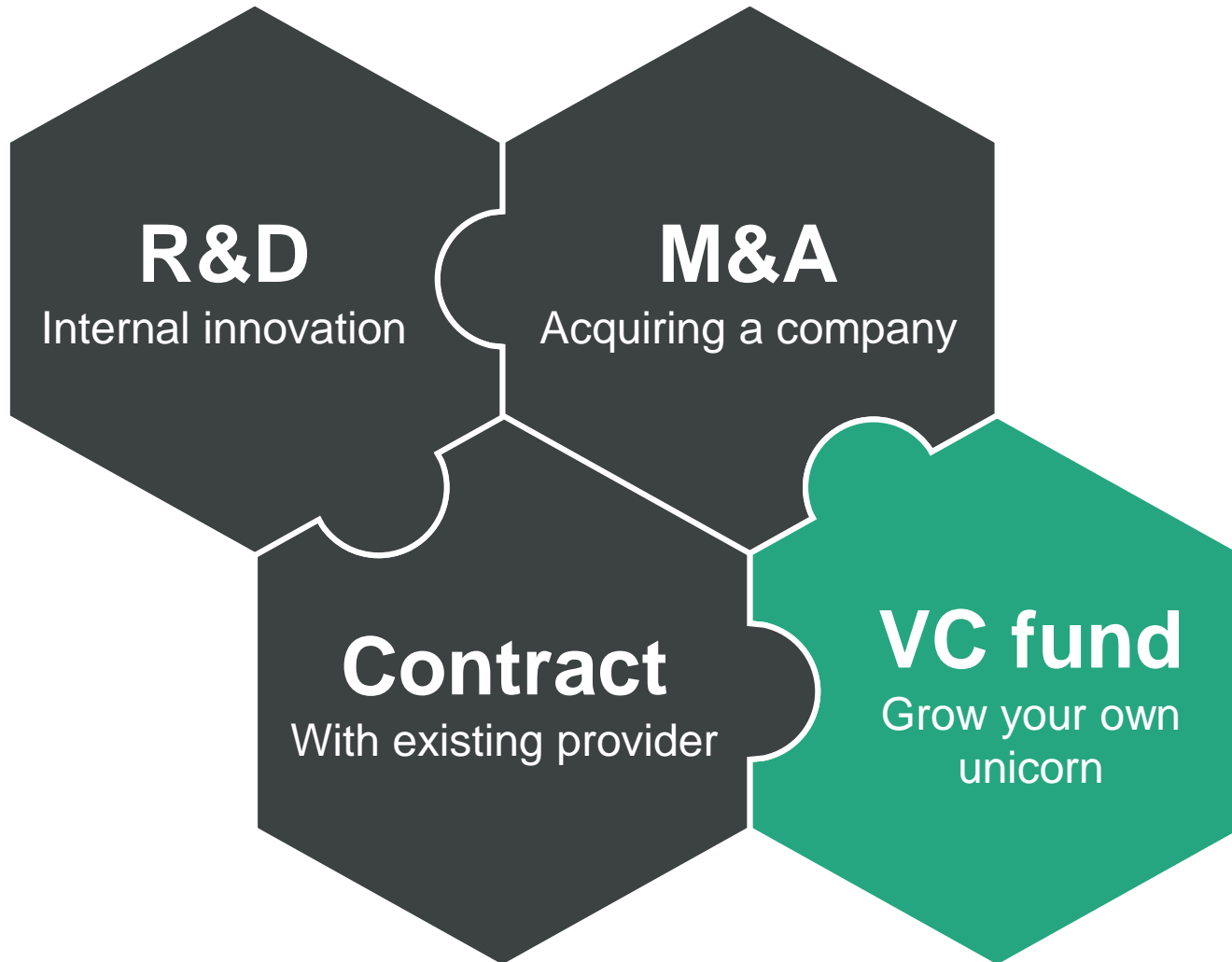
The four steps to epiphany



The four steps to epiphany



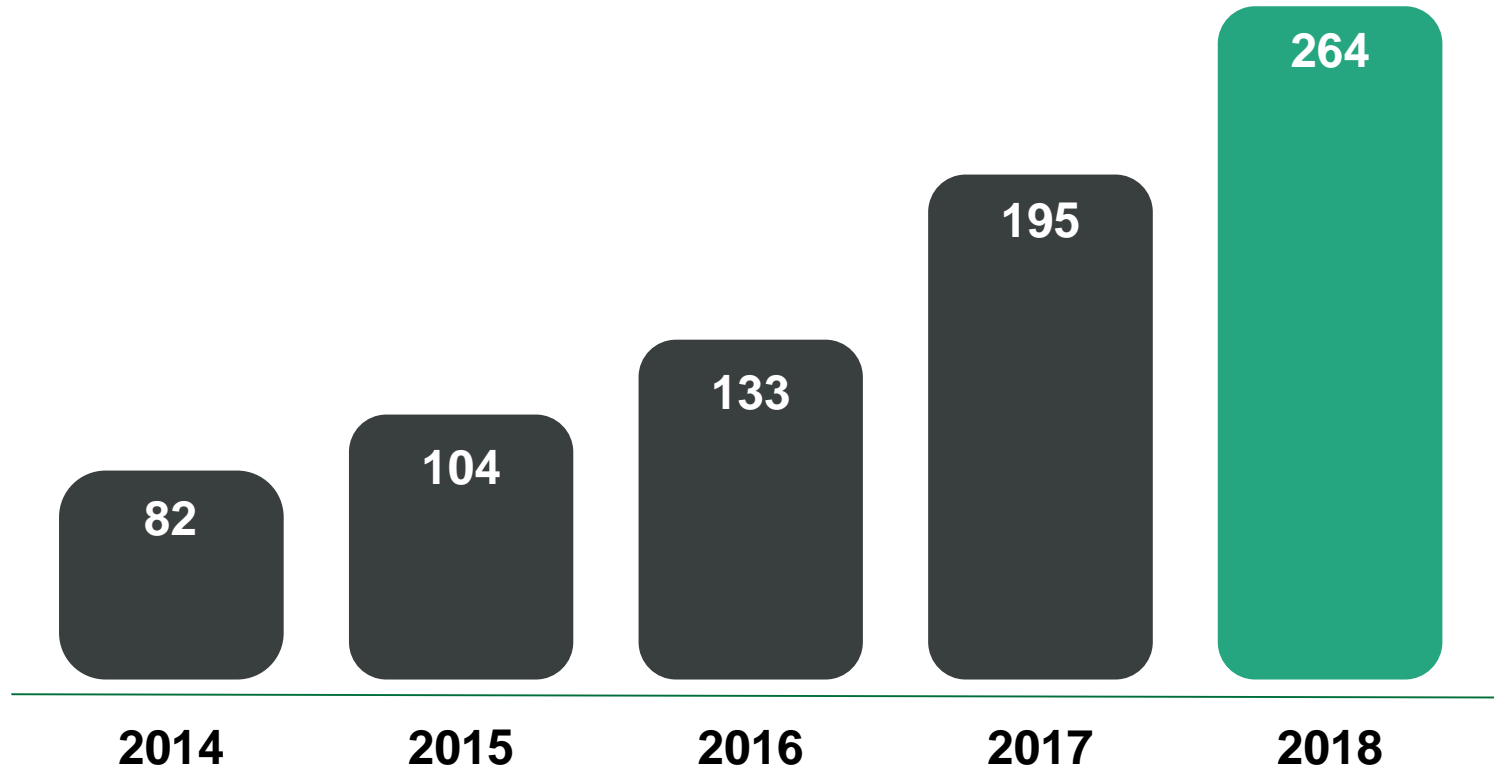
The four steps to epiphany



Other corporations are also in



newly created CVCs



Source: CB Insights

VC funds – so similar, so different



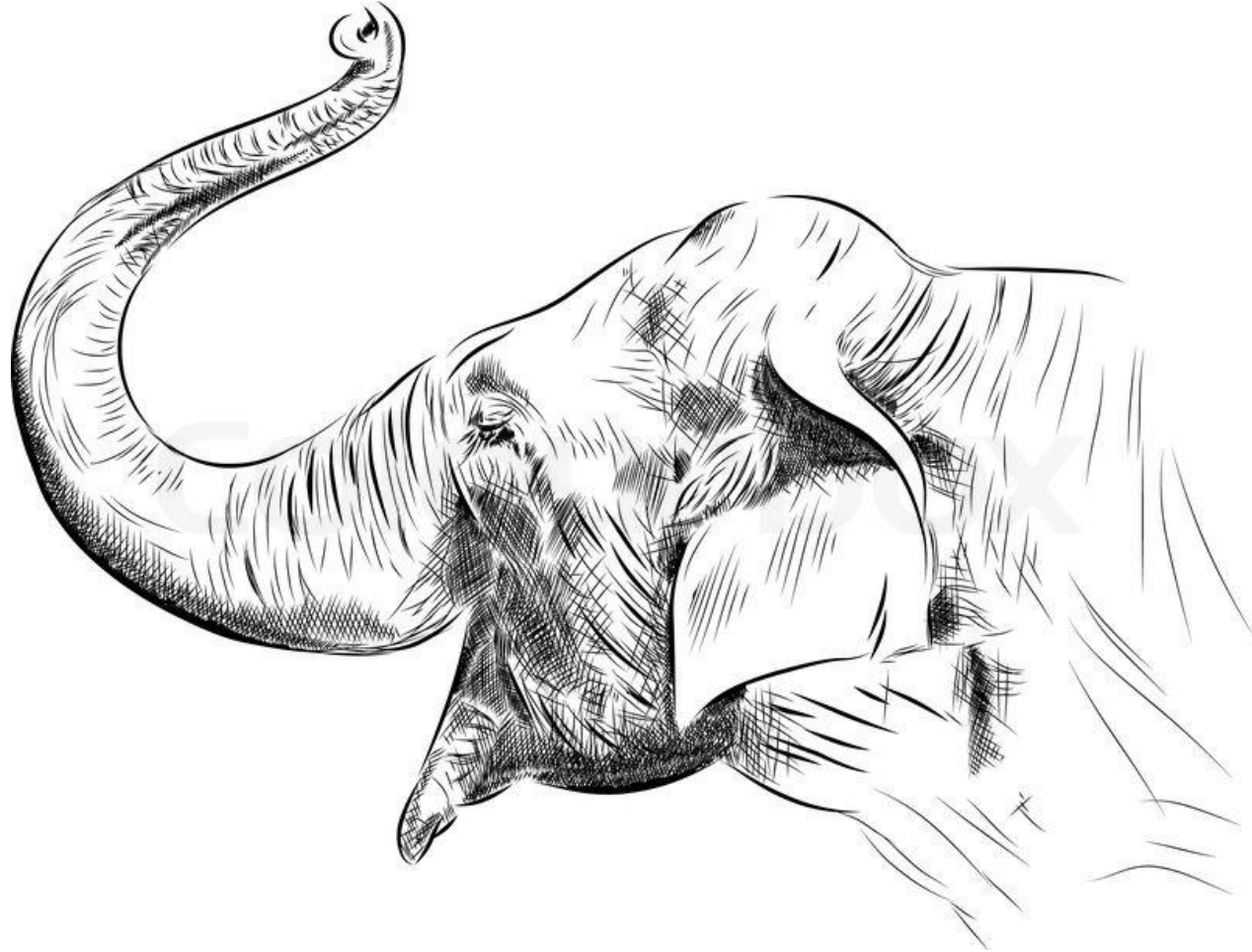
**Independent
Venture Capital**

VS

**Corporate
Venture Capital**



Vulture meets elephant



We co-invest with great investors



Venture Capital Funds



Corporate VC



Corporations



We invest in great companies



- Industries
- Verticals



We deliver: ecosystem boosting



GridGain 

**Cutting edge in-memory
grid database**

Moven®

**Worldwide
renowned PFM**

tufin

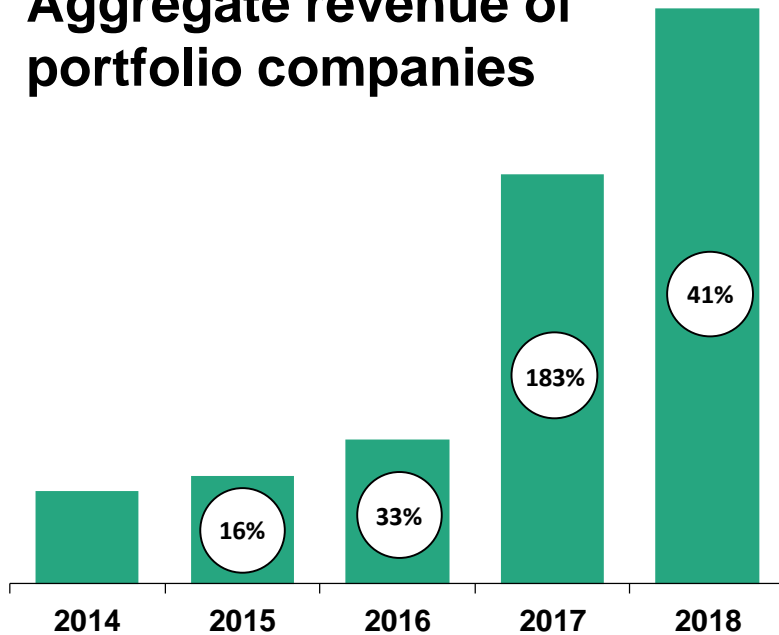
**Cybersecurity
orchestration system**

We deliver: lucrative returns



FUND 1

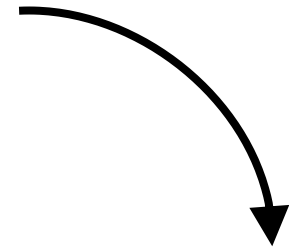
Aggregate revenue of portfolio companies



FUND 2



DYNAMIC YIELD



20%

Gross IRR for Fund 1
as of FY 2018

230%

Gross IRR of this first
awesome deal in Fund 2

THANK YOU!