Russian Investment Forum  
Young Enterprise Day  
February 14, 2018  

Programme accurate as at February 10, 2018  

09:30–11:30  
Conference hall 3.4  
Young Enterprise Day  
Networking  
The concept at the heart of Young Enterprise Day is connections. The main task of partner organizations is to help young entrepreneurs find the right people and make useful contacts. The event programme offers a unique format based around a synergy of managed networking and education. A number of prominent business people will take part in the networking session. 

Moderators:  
- Lev Abdullin, Chairman, Committee on Youth Entrepreneurship, Krasnodar Division, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Artem Androsov, Chairman, Committee for Youth Entrepreneurship, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Artem Buduchev, Deputy Chairman, Mentoring Committee, Tyumen Division All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Sergey Linkevich, Chairman, Committee on Youth Entrepreneurship, Tyumen Division All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Dmitry Petrulyov, Individual Entrepreneur; Director, FOL’GA Creative Agency  
- Artem Rakhmeyev, Deputy Chairman, Committee on Mentoring, Tyumen Division All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Artem Vorobiev, Chairman, IT Committee, Tyumen Division All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  
- Aleksandr Zakharov, Chairman, Committee on Youth Entrepreneurship, Ulyanovsk Division All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia  

11:40–13:10  
Conference hall 3.2  
Young Enterprise Day  
Challenges and Opportunities for Young People in the Digital Economy  
Internet Initiatives Development Fund Session  
Experts estimate that Russia will face a number of challenges within the next 5–10 years which will significantly change the requirements placed on human capital – the working population, along with its qualifications, skills and professions. How will the role of young people in the digital economy change and what can be done now? What should employers look out for when hiring young people? How can they build teams that are capable of working effectively in this new reality? Trends that are having the greatest impact on the business environment:  
The digitalization of the economy The digital economy has been recognized as a key economic development tool in Russia and worldwide. Digitalization could make over 6 million jobs in Russia redundant and cause changes to the requirements and structure of a further 20 million.  
The changing demographic profile of the population It is anticipated that the number of young people, who are among the highest contributors to society, will decrease by 29%, and that the proportion of ‘older’ people will grow by 32% (Rosstat).  
The growth of global competition for human capital and, as a result, an outflow of professionals away from Russia. 

Panellists:  
- Vadim Malych, Deputy Director of Educational Projects, The Internet Initiatives Development Fund (IIDF)  
- Denis Popovtsev, Education Department Chief Analyst, The Internet Initiatives Development Fund (IIDF)
11:40–13:10 Young Enterprise Day

**Conference hall 3.5**

**Legal Aspects of Cryptocurrencies**

**Young Lawyers of Russia Session**

Key issues:
- Cryptocurrencies from the Perspective of Russian Law
- Global Practices for the Legal Regulation of Cryptocurrencies
- Legal Aspects of Using Cryptocurrencies as a Source of Funding for Small-Scale Business Where No Other Banking Products are Available
- International Financial Transactions in Cryptocurrencies: Loans, Investments, Ownership
- Rights of Cryptocurrency Owners in the Russian Federation: Risks and Opportunities.
- Administrative and Judicial Protection of the Interests of Cryptocurrency Owners in Russia and Worldwide
- Analysis of Court Decisions on Cases Involving Cryptocurrencies
- Taxation and Cryptocurrencies
- The Future of Legal Regulation of the Cryptocurrencies Market in the Russian Federation

**Moderator:**
- Sergey Bruyev, Chairman of the Board, Young Lawyers of Russia; Executive Partner, LightHouse Legal

**Panellists:**
- Ilya Alembayev, Senior Partner, Versus.legal
- Anton Guglya, Co-Founder, Cryptoacademy
- Elina Sidorenko, Leader of the Work Group for the Assessment of Risks Associated with Cryptocurrencies, State Duma of the Russian Federation

11:40–13:10 Young Enterprise Day

**Conference hall 3.6**

**Development of Youth Entrepreneurship and Innovation**

**Ministry for Economic Development of the Russian Federation Session**

The Russian Federation is now developing business support infrastructure in the technology and innovation sectors: a network of technology parks and business incubators has been created, engineering and prototyping centres are operating, and a network of youth innovation creativity centres is being established in the country’s regions as a basic mechanism to involve young people in the innovation economy. These measures aim to create the conditions in which young people can set up and develop successful innovative companies. Bringing together technological and business skills within innovative project teams is of particular importance. Successful high-tech products can only emerge when engineers and scientists interact closely with professional and competent entrepreneurs, and the key to survival for innovative solutions is to build an effective business plan and marketing strategy. The section for young entrepreneurs will feature project sessions for products being developed by residents of Russia’s youth innovation creativity centres. The purpose of the section is to design effective business plans and development strategies for innovative products from the centres’ residents.

**Panellists:**
- Yulia Alferova, Advisor to the Minister of Economic Development of the Russian Federation
- Yuriy Kuntsev, Project Manager, The Project Office of the Centre for Young Innovation and Creativity of the Russian Federation
- Olesya Teterina, Deputy Director, the Department for the Development of Small and Medium-Sized Businesses and Competition, the Ministry of Economic Development of the Russian Federation
- Timur Vakhitov, Project Manager, the Project Office of the Centre for Young Innovation and Creativity of the Russian Federation

11:40–13:10 Young Enterprise Day

**Conference hall 3.8**

**Investing in Young Innovators: Intellectual Property and Youth Projects**

**Talent and Success Foundation Session**

The role of young people in the economy of the future is becoming more and more significant. A lot of new products and corresponding intellectual property requiring registration and future commercialization are being created across a number of design schools. The key issues:
- Discussion of Mechanisms and Rules Regulating the Intellectual Property of Underaged Proprietors
- Business Models Based on Intellectual Property for Scientific, Technical and IT Projects
Moderators:

- Igor Asonov, Programme Director, Sirius Science Park
- Vladimir Klimarev, Head, Advanced Research and Programmes Department, Sirius Science Park

Panellists:

- Vladislav Arkhipov, Associate Professor, Department of the Theory and History of the State and Law, the Law Faculty, St. Petersburg State University
- Mikhail Genkin, Member of the Board of Directors, Uralchem
- Sergey Matveev, Director, the Department of Science and Technology, the Ministry of Education and Science of the Russian Federation
- Victor Naumov, Managing Director, Dentons

11:40–13:10

Young Enterprise Day

Conference hall 3.9

Co-working Centres as a New Form of Government Support for Beginning Entrepreneurs

Krasnodar Territory Investment and SME Development Department Session

Recent years have seen the ways of organizing work and space that co-working centres have to offer gain increasing popularity in Russia. Co-working centres are characterized by their flexible organization of workspace and their aspirations to form a community of residents and an internal business culture. This format is attracting the interest of the entrepreneurial community, and especially of those entrepreneurs who operate their businesses primarily via the Internet. Platforms like these provide startups with an opportunity to reduce the costs associated with doing business during the most difficult phase – getting their business off the ground. Government co-working centres offer residents not only free and fully equipped workspaces, but also accounting and legal services, regular educational events, and access to project mentoring institutions.

The idea behind government co-working centres is to provide a full spectrum of government support services in the form of a ’package’ offer to residents. This will make it possible, using a combination of benefits, to encourage businesses to move out of the informal sector of the economy.

Key issues:

- A services-based approach to supporting beginning entrepreneurs
- Programmes for tutoring, mentoring, and accelerating the projects of co-working centre residents
- Cooperation between co-working centre residents and financial and credit organizations
- Prospects for the development of co-working centers in Russia

Moderator:

- Arseniy Uralov, President, Association of Accelerators; Head, Scientific and Educational Center “Technological Forge”

Panellists:

- Alexey Biryukov, Entrepreneur, Investor; Tutor, Action Station Co-working Centre
- Polina Korostieva, Deputy Director of the Department of Economics, Rostov-on-Don
- Diana Lipinskaya, Director, “Center-Invest Bank” Krasnodar Branch
- Ramil Mukhtasarov, Managing Partner, RE Group
- Dmitry Shvets, General Director, Co-working 2.0: Nagatino Club Co-working Centre, supported by the Moscow Department of Science, Industrial Policy and Entrepreneurship
- Yury Volkov, Head of Investments and Small and Medium Enterprise Development Department of the Krasnodar Region

11:40–15:40

Young Enterprise Day

Conference hall 3.3

Master Classes

Training Programmes Delivered by the Russian Export Center’s Export School

The key objective of the master classes provided by the training programme of the Russian Export Center is to draw the attention of the relevant audience to the subject of exports and to familiarize participants with the most relevant issues examined within the REC Export School’s training programme as well as the methodology and basic principles behind how the programme is implemented. It is important to note that the Export School’s training programme is delivered in the format of business training sessions which combine theoretical knowledge with practical exercises, during the completion of which participants have the opportunity to develop skills as they receive them in real-time. The REC Export School’s foundation programme encompasses the full cycle of implementing an export project, from identifying and analysing foreign markets to preparing and making shipments. The master classes offered reveal some of the most vital and discussed topics involved and have been selected on the basis of feedback from graduates of the training course.
Presentation of the REC Export School Training Programme:
- Artur Lyashchenko, Director of Marketing, School of Exports, Russian Export Center

Master Class 'State Support for Export-Oriented Activities':
- Oksana Voronkova, (Ph.D., Economics); REC Export School Regional Trainer; Lecturer at the Department of Global Economics and International Business, Rostov State University of Economics

Master Class 'Calculating the Logistical Costs of Export':
- Oksana Voronkova, (Ph.D., Economics); REC Export School Regional Trainer; Lecturer at the Department of Global Economics and International Business, Rostov State University of Economics

Master Class 'Exporting Online: Through the Marketplace or Your Own Internet Store?':
- Oksana Voronkova, (Ph.D., Economics); REC Export School Regional Trainer; Lecturer at the Department of Global Economics and International Business, Rostov State University of Economics

11:40–15:40
Young Enterprise Day
Conference hall 3.4

Mentor Lounge for Entrepreneurs and Professionals

Entrepreneurs and professionals often encounter difficulties such as: finding and attracting investment, the wrong choice of goals and strategies, absence of a clear plan and losing focus, poor resource management, lack of awareness of their clients’ needs, difficulties scaling their projects, poor use of technology, absence of a global vision, ineffective marketing and PR, limited access to capital, lack of necessary contacts, and many other problems and mistakes which prevent them achieving their desired results and growing their businesses. Our knowledge system is made up of articles, books, courses, and educational programmes. But these do not help individuals to see themselves and their businesses from the outside and to identify the right thing to do in a given situation. Only more experienced mentors and the environment in which an entrepreneur or professional finds themselves can help to diagnose problems.

Moderators:
- Dmitry Agarunov, Entrepreneur; Founder, Gameland (Hacker, Gameland, and Total Football Magazines, Television Channels Gameland TV and MAN TV)
- Artem Androsov, Chairman, Committee for Youth Entrepreneurship, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia
- Ruben Arutunyan, Founder, President, Henderson
- Mikhail Broitman, Entrepreneur and Investor; Co-Founder, Vardanyan, Broitman & Partners
- Vladimir Gamza, Entrepreneur and Social Activist; Managing Partner, DDP GROUP; Chairman of the RF CCI Committee on Financial Markets and Credit Organizations
- Alexey Goryachev, Entrepreneur, Investment Banker and Investor; Managing Partner, RMG Partners; Head, YPO Moscow; Ambassador, Skolkovo Business School
- Petr Klimov, General Director, Experum
- Evgeniy Larionov, Entrepreneur and Investor; Owner, Ex Libris (Media Research Agency); Founder, Nationwide Coffee House Chain Coffee and the City; Partner, Kernite Capital; Co-Founder, Experum Project
- Yevgeny Lashkov, Entrepreneur, Itovary.ru project
- Muslim Muslimov, Entrepreneur; Founder, Clinic No. 1 network of medical centres
- Gor Nahapetyan, Serial Entrepreneur and Philanthropist; Co-Founder, Profilm, CrashPro future Careers School, The Friends Foundation
- Eduard Omarov, Vice President, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses OPORA Russia
- Vitaly Polekhin, Investor; President, The National Business Angels Association; Director, SKOLKOVO Investors’ Club
- Alexey Prokofiev, Entrepreneur, Visionary; Partner, AddVenture.vc; Founder and Partner, Open Street Capital; Founder and Partner, Open Perspective Privatstiftung
- Alexander Rudik, President, Nova Capital; Chairman, Public and Business Council under the Project Committee for the Strategic Development of Education
- Vladimir Voloshin, Entrepreneur and Investor; Managing Partner, Newman Sport & Business Consulting; Co-Founder, IRONSTAR International Triathlon Competition and ROSA RUN Running Festival
14:10–15:40 Young Enterprise Day

Conference hall 3.2

Modern Business in Rural Areas: Opportunities and Prospects

Russian Union of Rural Youth Session

The speakers in this section will share their stories about how they have made their business successful in rural areas, how to develop your business using state aid, and how agricultural businesses can compete with large agricultural corporations in the current climate.

Key issues:
- State Support Measures for Businesses in Rural Areas
- Cooperation for Small-Scale Businesses
- Successful Business Cases from Rural Areas

Moderator:
- Yulia Ogloblina, Chair, Central Council of the Russian Union of Rural Youth; Member of the Central Council of the All-Russia People’s Front

Panellists:
- Anatoly Korotaev, Director, Cooperative Systems, Lipetsk Region
- Alexander Lagutin, Head, Department of Agroindustrial Development, Natural Resources, the Environment, Horticultural Non-Profit Partnerships, and Municipal Monitoring of the City District of Lukhovitsy, Moscow Region
- Andrey Manokhin, Head, Regional Volunteer Center for Improving Financial Literacy "Assistance" of the Tambov Region, Candidate of Economic Sciences
- Maria Unitasova, Individual Entrepreneur, Bezenchuksky District, Samara Region

14:10–15:40 Young Enterprise Day

Conference hall 3.5

Entrepreneurship in a Time of Awareness: Surviving Failure and Achieving Success

Center for Strategic Research Foundation Session

Only about 6% of the Russian population are entrepreneurs or business owners. Just 2.1% of people between 18 and 64 are interested in running a business, which is considerably lower than the European average of 11.9%. One of the key problems is that people are terrified of making a mistake. How can you learn to make mistakes, acquire valuable experience, and move on to reach new heights in business? What can you do to avoid quitting if your first efforts are not successful? What skills does today’s business person require? How can you use current conditions to develop a business?

Panellists:
- Artem Elmuratov, Head of Business Development, Genotek
- Alexey Grishchenko, Head, Laboratory of Business Environment Innovations, Sberbank
- Elena Kamay, Organizer, Lambada Market
- Mariya Shklyaruk, Vice President, Center for Strategic Research Foundation

14:10–15:40 Young Enterprise Day

Conference hall 3.6

Young Enterprise – Fulcrum of the National Economy

All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia Session

The future of Russia and its integrated development depend on the young generation. Particular attention is being devoted to young enterprise as one of the central pillars of the developing economy of tomorrow.

Key issues:
- Federal and regional support measures for young enterprise
- The emergence of entrepreneurial thinking within different age groups
- The creation of communities as a major tool for developing young enterprise
- An experienced tutor as the key to success

Moderator:
- Artem Androsov, Chairman, Committee for Youth Entrepreneurship, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia

Panellists:
- Yulia Alferova, Advisor to the Minister of Economic Development of the Russian Federation
- Ruben Arutunyan, Founder, President, Henderson
**Young Enterprise Day**

14:10–15:40

**Things You Won’t Find in Business Textbooks**

Delovaya Rossiya (Business Russia) Session

So you’ve set up your own business. You’ve read all the literature and gone through the registration stages. What now? Where do you steer your ship? How do you find your own niche? How do you survive and beat the competition? How do you build your own successful strategy not just on paper, but in practice, in THIS country, operating under THESE conditions and laws? Successful entrepreneurs from Delovaya Rossiya have done it! The participants in this section embarked on their business careers with student startups and grew to become leaders of European and Russian industries. How did they do it? Why not ask them yourself?

**Key issues:**
- The Age of Pioneers (difficulties in your initial years: how to avoid or minimize risk)
- Per aspera ad astra (development strategies: a variety of options and recommendations from those who have done it)
- Knocking on Heaven’s Door (how support tools actually work and which of them you should definitely use)
- Russian Knights in Faraway Lands (Delovaya Rossiya’s business ambassadors talk about setting up a company abroad: how to run and maintain it)

**Moderator:**
- Elena Bocherova, Vice President, Head of the Executive Committee, Delovaya Rossiya (Business Russia)

**Panellists:**
- Alexander Elinson, General Director, Electron
- Vadim Kulubekov, Owner, Avista-Modul Engineering Group
- Sergey Nedoroslev, President, STAN LLC
- Andrey Pavlov, Founder, president, Zenden Group
- Aleksey Poroshin, General Director, FIRST Investment Consulting Group
- Alexey Repik, President, Delovaya Rossiya (Business Russia)
- Alexander Rudik, President, Nova Capital; Chairman, Public and Business Council under the Project Committee for the Strategic Development of Education
- Vakh tangent Sagareyshvili, Deputy General Director for Investment Development, Management Company Victoria Estate
- Olesya Teterina, Deputy Director, the Department for the Development of Small and Medium-Sized Businesses and Competition, the Ministry of Economic Development of the Russian Federation

14:10–15:40

**Social Entrepreneurship: Driving Force behind Youth Projects**

Session on Social Entrepreneurship

This session is aimed at showcasing successful practices in implementing youth projects, and discussing support for social and youth entrepreneurship. The session will be structured in the form of discussions between organizations offering infrastructure support for small and medium-sized business and experts and creators of successful business projects.

**Key issues:**
- Social entrepreneurship: trends in this sector of economy, legal recognition of the term, and developmental trends in the industry.
- The role of the state in developing social and youth entrepreneurship.
- The federal programme You are an Entrepreneur as a way to bring your project to fruition. The key activities of the programme, its achievements and future prospects. Experience in solving key problems for the programme, and success stories. Growth Areas
- How youth social entrepreneurship has developed throughout the country, and its achievements and prospects. Experience in solving problems encountered involving young people in social entrepreneurship. Growth Areas
Moderator:
- Denis Bogatov, Director, Centre for the Development of Social Entrepreneurship, Russian State Social University

Panellists:
- Valeriya Asafova, Director, Childhood Street (Crimea, Chukotka Autonomous District)
- Roman Banin, Social Entrepreneur (Bryansk Region)
- Oksana Kozyreva, Head, Center for Innovations in the Social Sphere of the Altai Territory
- Denis Krivosheyev, Deputy Chairman, State Committee of the Republic of Mordovia for Youth Affairs
- Anton Kumov, Entrepreneur; Project Director, Honey from Kuma (Rostov Region)
- Oksana Nikishkin, Social Entrepreneur; Pure Business Centre for Environmental Project Development
- Igor Nosov, Social Entrepreneur (Altai Territory)
- Maksim Parshin, Director, Department for Small and Medium-sized Business and Competition, Ministry for Economic Development of the Russian Federation
- Natalia Pochinok, Rector, Russian State Social University
- Evgeniya Telitsina, Executive Director, Towards Change Foundation
- Olesya Teterina, Deputy Director, the Department for the Development of Small and Medium-Sized Businesses and Competition, the Ministry of Economic Development of the Russian Federation
- Anatoly Zorin, Director, Rospredprinimatel

16:00–17:30
Young Enterprise Day

Plenary session
The New Economy: The Potential of Youth Entrepreneurship

The changing structure of international labour markets and the shortage of jobs for young professionals in the country’s regions are the key challenges for Russian economic development in the twenty-first century. The pull of major urban metropolises is creating imbalances in the workforce available to their small and medium-sized counterparts, and slowing the diversification of local economies. In these complex and unpredictable times, an increasingly important role is being played by young entrepreneurs, who are flexible, proactive, sensitive to innovation, and ready to change the environment around them. They possess the reserves of energy and time needed to experiment, and are developing new economic sectors based on promising ideas and advanced technologies, and creating local manufacturing industries as they revive and rethink traditional crafts. Their efforts are helping regions to grow their human capital and establish new city brands, and the structure of international exports is changing in favour of creative goods and services.

Moderator:
- Maxim Bouev, Dean, Professor of the Department of Economics, European University at St. Petersburg

Panellists:
- Alexander Bugaev, Head, Federal Agency for Youth Affairs (Rosmolodezh)
- Alexander Kalinin, President, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia
- Veniamin Kondratiev, Head of Administration (Governor) of Krasnodar Territory
- Alexey Kudrin, Chairman of the Board, Center for Strategic Research Foundation; Deputy Chairman, Economic Council under the President of the Russian Federation
- Nonna Materkova, Founder, Creative Industries Support Foundation “Creative Practives”
- Liu Sini, Director of Community, Startup Sauna
- Viktor Skuratov, Founder, Skuratov Coffee

Front row participants:
- Nikolay Kuzyakov, Director for Development, Vanyushkiny Sladosti Ltd.
- Alexander Rudik, President, Nova Capital; Chairman, Public and Business Council under the Project Committee for the Strategic Development of Education
17:40–19:00

Young Enterprise Day

The Role of Young People in Shaping the Economy of the Future

The world is now on the verge of a fourth industrial revolution, set to completely change the way we live, work and communicate. This name has been given to the current era of innovations, where advanced technologies are rapidly and radically transforming entire sectors of the economy.

In shaping this future economy, there will inevitably be great changes for all involved in global politics, from the private to the public sector, as well as changes in the academic world and in society itself. Across the world, young people are the driving force behind innovation; they are the stimulus for putting new initiatives into practice, they contribute new ideas and energy, and they have enormous intellectual potential. The value of youth in the modern world is also rising due to the growing importance of the education and professional skills necessary in the context of a scientific and technological revolution.

Key issues:
• Young people and the fourth industrial revolution
• Focus on digital technologies
• Re-shaping business models
• Employment market management
• How do young people contribute to shaping the economy of the future?

Moderator:
• Yekaterina Dragunova, Deputy Head, Federal Agency for Youth Affairs (Rosmolodezh)

Panellists:
• Elena Bocherova, Vice President, Head of the Executive Committee, Delovaya Rossiya (Business Russia)
• Alexander Bugaev, Head, Federal Agency for Youth Affairs (Rosmolodezh)
• Ivan Fedotov, Director, Association of Innovative Regions of Russia (AIRR)
• Alexander Kalinin, President, All-Russian Non-Governmental Organization of Small and Medium-Sized Businesses Opora Russia
• Muslim Muslimov, Entrepreneur; Founder, Clinic No. 1 network of medical centres
• Maksim Parshin, Director, Department for Small and Medium-sized Business and Competition, Ministry for Economic Development of the Russian Federation
• Andrey Sharov, Vice-President – Head of GR Department, Sberbank

Front row participants:
• Evgeniy Larionov, Entrepreneur and Investor; Owner, Ex Libris (Media Research Agency); Founder, Nationwide Coffee House Chain Coffee and the City; Partner, Kernite Capital; Co-Founder, Experum Project
• Oleg Zorya, Head, All-Russian Project "Urban Renovations" All-Russia Public Organization "Students of Russia"