

COMPETITION REGULATIONS

«Rusagro Tech Challenge»

Article 1. Terms and definitions

1. The following terms and definitions are used in this Regulation:

- 1) Foundation – non-profit organization Foundation for the Development of the Center for the Development and Commercialization of New Technologies;
- 2) Rusagro – LLC “Rusagro Group of Companies”;
- 3) co-organizers - the Foundation, Rusagro;
- 4) the jury is a body that makes free of charge decision on the recognition of projects as the best, the composition of the jury is determined by the Co-Organizers, the final list of jury members is approved by Rusagro;
- 5) an applicant – an individual or a legal entity that submitted the application. A plurality of persons on the applicant's side is not allowed. If several persons are specified in the application as an applicant, then the first person from the list is considered to be the applicant;
- 6) secretary – an employee of the Foundation responsible for the general organization of the selection and implementation of the Foundation actions provided for by the Regulations.
- 7) application – an application for participation in the selection, submitted in a free form;
- 8) nomination – the direction of the competition, according to which the selection is taking place, namely:

1. Crop Production

- solutions for maintaining and increasing soil fertility;
- innovative plant protection products;
- automatic diagnostics and forecasting of the state of field plants, including monitoring using UAVs;
- agricultural robots for field conditions;
- soybean breeding

2. Meat business

2.1. Health monitoring of pigs

- means and preparations for maintaining the immunity and health of pigs, increasing weight gain, reducing case;
- methods of prevention and control of porcine reproductive and respiratory syndrome (PRRS).

2.2. Optimization of operational processes

- robotic solutions in pig production;
- hygiene of premises and air, disinfection of water, feeders, disinfectants, special coatings;
- pig accounting and behavior analysis systems, video analytics (tags, diseases, heat, non-invasive weighing, birth control, crushing control).

2.3. Production of alternative protein sources

- fungi;
- microalgae;
- entomological (insects).

2.4. Alternative meat

- technologies for growing muscle tissue from animal cells;
- 3D printing technologies;
- technologies for the production of plant components for the creation of alternative meat.

3. Fat and Oil business

- Increase in the protein content in the meal;
- Production of complex fats by biosynthesis;
- Fat and oil products with the replacement of animal proteins and fats with vegetable ones;
- Innovative ingredients for preservation and stabilization;
- Reagents for the purification of tropical oils during refining;
- Biodegradable or inert food packaging for the production of industrial fats and margarine;
- Robots-analyzers of the quality of vegetable oils during tank storage with the possibility of remote online control and monitoring;
- An oil capsule with auxiliary components to improve the consumer properties of the final products of the B2B segment.

4. Sugar business

- New generation sweeteners, including "sweet proteins";
- Deep processing of fiber and sugar-free molasses, including for the production of biofuels and organic acids;
- Technologies of betaine crystallization;
- Membrane technologies for filtration and separation of high-performance media;
- High-performance industrial liquid chromatography;
- Technologies for manufacturing binding solutions (cement) from sugar production defecate;
- Technologies for burning / recycling of viscous low-calorie fuel mixtures;
- Systems for in-line analysis of liquid and solid media based on spectrometry.

9) The winner is the applicant who submitted the project that was recognized as the best during Stage 2 "Competition and final";

10) Regulations – the present Regulations.

2. Other terms are provided by the legislation of the Russian Federation and the rules of the project for the creation and operation of the Skolkovo Innovation Center.

Article 2. General Terms

1. The Regulation defines the goals, tasks and procedure for the Competition by the Co-Organizers.

2. The Co-Organizers have the right, at their sole discretion, to cancel, complete, suspend or extend the contest period, as well as to change any terms of the Regulations at any time and for any reason, without incurring any responsibility to the applicants and other persons.

3. The contest is not a public competition in the meaning of this concept provided by Article 1057 of the Civil Code of the Russian Federation.

Article 3. Subject of contest

1. The subject of contest is considered any technological or R&D project working in the competition directions. According to the results of the competition, a list of projects for further cooperation with Rusagro should be formed.

Article 4. Admission to contest participation

1. Any natural and legal persons are allowed to participate in the contest, with the exception of:

1) individuals who participate in the preparation, selection and evaluation of applications;

2) corporate organizations, which include persons involved in the preparation, selection and evaluation of applications.

3) In case of breaking the rules from this paragraph, the application of such a person is left without consideration.

2. The submitted applications must be completed without violating the rights of other persons, including the rights to the results of intellectual activity, in full compliance with the Regulations, be complete, accurate and reliable.

3. Projects must meet the following requirements:

- projects must contain a solution or technology applicable to implementation in the industrial conditions of Rusagro,
- comply with the above-mentioned nominations of contest directions and
- have a team of at least 2 people.

Article 5. Application stage

1. Applicants submit their applications in Internet at <https://rusagrotech.sk.ru>

2. The start date for accepting applications: August 30, 2021, 09: 00 Moscow time.

3. The deadline for accepting applications is November 07, 2021, 23: 59 Moscow time.

Article 6. Formal verification and selection of applications

1. As part of the formal verification of applications, the completeness of applications, as well as compliance with the requirements by the Regulations, is checked.

2. The start date of the formal verification of applications: November 08, 2021 at 09: 00. Moscow time.

3. The end date of the formal verification of applications: November 09, 2021 at 09: 00. Moscow time

4. Formal verification of applications is carried out by the secretary or authorized persons. Validation of the formal verification results according to the requirements of the Competition Regulations is carried out by the Customer.

Requirements and Estimation

	Requirement	Estimation
1.	The completeness of the information provided in the application is sufficient to perform the evaluation of the project	yes / no
2.	The project meets the requirements of Articles 3 and 4 of the Regulations, as well as the contest nominations	yes / no

5. Applications submitted in violation of at least one of the requirements specified in paragraph 4 of this article are left without consideration.

6. The list of submitted applications and the list of applications that have passed formal verification is published on the contest website in a free form. The secretary also sends the specified applications to the jury members for distant selection.

7. As a part of the distant selection, an expertise analysis of applications is carried out by the jury members.

8. The start date of the distant evaluation of applications: November 09, 2021 at 09:00. Moscow time.

9. The end date of the distant evaluation of applications: November 12, 2021, 18:00 min. Moscow time.

10. The distant evaluation of applications is carried out by the jury members by filling in the estimation file in electronic form.

During the distant evaluation, the projects in the application are estimated according to the following criteria:

№	Criteria	Points and rating
1	Evaluation of the novelty of the development	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
2	Competitive advantages over current projects	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
3	Market assessment – volume and prospects of implementation	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
4	Validity of the strategy for commercialization and product introduction	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
5	Qualification of the project team, compliance of the project team with the stated goals and tasks	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
6	Readiness to scaled-up implementation	(5) – very high level; (4) – high level; (3) – middle level; (2) – low level; (1) – very low level
7	Feasibility of the technological solution	(5) – very high level; (4) – high level;

		(3) – middle level; (2) – low level; (1) – very low level
8	Product release period to the market, implementation in practical working process (approximately)	(5) – less than 1 year; (4) – from 1 to 2 years; (3) – from 2 to 3 years; (2) – from 4 to 5 years; (1) – more than 5 years

11. The meeting of the jury at stage 3 "Distant evaluation" is recognized as completed if at least 4 members of the jury participated in it by filling in the estimation files recognized as valid. In this case:

1) the secretary prepares the minutes of the jury meeting in a free form. The protocol specifies the list of applications that have passed the distant selection and are subject to transfer for consideration to stage 4 "Presentation of projects". The specified list includes 10 applications for projects for which the jury members put up the highest average score in total (calculated as the sum of the average points for each criterion with rounding to 4 digits after the decimal point inclusive). The number of applications can be more than 10, if there is an equal average score and all applications with an equal average score are selected. The number of applications may be less than 10, if the total number of applications received for this nomination is less than 10.

2) the list of applications that have passed the distant evaluation and are subject to transfer for consideration to stage 4 "Presentation of projects", or an information message that the jury recognized the absence of projects that could be recognized as the best, within 2 days after the jury's decision is made, are published by the secretary on the contest web page.

12. The names of the applicants for each of the projects and the names of the projects indicated in the minutes of the jury meeting, as well as in all the bulletins of the jury members who took part in the meeting, must be the same and correspond to the applications. If the names of the applicants and the names of the projects are not identical in the protocol and estimation files, the corresponding estimation files are recognized as invalid.

13. Members of the jury who have not sent the completed ballots to the Foundation within the period specified in paragraph 3 of this article, as well as members of the jury who have not voted in respect of at least one of the criteria specified in paragraph 5 of this article, or who have indicated answer options other than possible according to these criteria in accordance with paragraph 5 of this article, are considered not to have taken part in the meeting, and their ballots are declared invalid.

14. The jury has the right to recognize the absence of projects that could be recognized as the best in any of the nominations due to the non-compliance of all projects with the criteria.

15. Based on the results of the correspondence check, at least 50 projects are selected for online meetings with representatives of Rusagro for the final of the competition.

Article 8. Presentation of projects

1. As a part of the completion of projects based on the results of the examination, finalists are selected to participate in the Demo Day for the evaluation of face-to-face presentations of projects by the jury members.

2. The start date of completion and selection of projects: November 15, 2021.

3. The end date of completion and selection of projects: December 10, 2021.

4. The presentation of projects is carried out in the form of a face-to-face examination by the jury of the presentations of applicants whose applications have been submitted for the presentation of projects, followed by filling out ballots in electronic form. The presentation must be carried out by the project applicant or his representative, if the applicant is a legal entity, in the presence of the jury members. In exceptional cases, the presentation can be conducted by the applicant remotely (using remote communication means). The format of the presentation depends on the current anti-pandemic regulations and the wishes of Rusagro.

5. During the presentation, the projects, the details of which are indicated in the applications, are evaluated according to the following criteria:

№	Criteria	Points and rating	
		yes	no
1.	The product and / or technology being created has potential competitive advantages	If "Yes", then indicate a score from 1 to 5: (5) – a unique product that can change the market structure in its segment in the world; (4) - there are unique competitive advantages in the Russian Federation and in the world; (3) - there are unique competitive advantages in the Russian Federation; (2) - there are some competitive advantages in the Russian Federation and the world; (1) – there are some advantages only in the Russian Federation. The answer "No" is counted as a score of 0.	
		yes	no
2.	The product and / or technology being created has a significant potential for commercialization, at least in the Russian, and in the future – on the world market	If "Yes", then indicate a score from 1 to 5: (5) - an innovative or breakthrough technology on a global scale that can change the market structure in the industry; (4) - similar solutions are in the pilot stage in the world, there are no such solutions in the Russian Federation; (3) - similar solutions are not available in the Russian Federation, but are already being applied in the world; (2) - similar solutions are partially presented on the Russian and / or foreign markets; (1) - similar solutions are already widely used in the Russian Federation and in the world. The answer "No" is counted as a score of 0.	
		yes	no
3.	The project team (key researchers, developers and project managers) has the knowledge necessary for the successful implementation of the project and related to the project topic, scientific or industrial experience and entrepreneurial potential	If "Yes", then indicate a score from 1 to 5: (5) – the project team includes representatives of science and business and already has experience in launching innovative products to the market; (4) - the project team includes representatives of science and business, is sufficient for the development and construction of a product commercialization scheme;	
		yes	no

		<p>(3) - the project team consists of three or more people with scientific and technical competencies to create a product;</p> <p>(2) - the project team lacks a number of crucial competencies</p> <p>(1) - the project team does not have sufficient experience and scientific and technical competencies.</p> <p>The answer "No" is counted as a score of 0.</p>	
4.	The quality of the project development plan elaboration	yes	no
		<p>If "Yes", then indicate a score from 1 to 5:</p> <p>(5) – the project development plan is qualitatively worked out and reflected in the presentation;</p> <p>(4) - the project development plan is satisfactorily worked out and reflected in the presentation;</p> <p>(3) - the project development plan is partially reflected and needs to be finalized;</p> <p>(2) - the development plan does not reflect the dynamics and needs of the project;</p> <p>(1) - the development plan unreasonably contradicts the accepted standards.</p> <p>The answer "No" is counted as a score of 0.</p>	
5.	The potential for the development of this project in cooperation with Rusagro	yes	no
		<p>(5) - readiness for commercial cooperation / investment;</p> <p>(4) - the technology is ready for pilot implementation;</p> <p>(3) - the readiness of the technology for a single piloting;</p> <p>(2) - significant additional development of the project and technology is required;</p> <p>(1) - Rusagro is not interested in allocating its resources.</p>	
6.	Willing to take part in the implementation of the project, act as a mentor and (or) support its development	yes	no
		<p>If "Yes", then indicate a point score from 1 to 5:</p> <p>(5) – the willing has appeared;</p> <p>(4) - the willing appeared in the absence of more worthy projects;</p> <p>(3) – the willing appeared in the absence of more worthy projects and after the completion of this project;</p> <p>(2) – only if the project objectives are significantly changed;</p> <p>(1) – the willing did not appear.</p> <p>The answer "No" is counted as a score 0.</p>	

6. The names of the applicants for each of the projects and the names of the projects indicated in the minutes of the jury meeting, as well as in all the bulletins of the jury members who took part in the meeting, must be the same and correspond to the applications. If the names of the applicants and the names of the projects are not identical in the protocol and ballots, the corresponding ballots are recognized as invalid.

7. Members of the jury who have not sent the completed ballots to the Foundation within the period specified in paragraph 3 of this article, as well as members of the jury who have not voted in respect of at least one of the criteria specified in paragraph 5 of this article, or who have indicated answer options other than possible according to these criteria in accordance with paragraph 5 of this article, are considered not to have participated in the meeting, and their ballots are recognized as invalid.

Article 9. Contest results

1. The Winning Projects are determined by the decision of the Jury based on the results of the Final of the Competition. The jury has the right to determine up to 5 Winners (without limiting the minimum number), and also has the right to end the Competition without determining the Winner.

2. The five winners from among the finalists who scored the highest points at the end of the Demo Day will have the opportunity to visit the existing production facilities of Rusagro, present a detailed plan of interaction with the Customer's companies, launch a joint project with a pilot cost of up to 100 million rubles and receive investment from Rusagro.

3. The winners can use mentoring support from the Organizers of the competition for further development of the project concept, assistance in finding tools for further financing and (or) commercialization, as well as submit projects for consideration to partners and receive expert advice on the further development of the project, including mentoring support for obtaining the status of a Skolkovo participant.

4. Claims for applications left without consideration will not be accepted.

Article 10. Personal data processing

1. During the Competition, the Foundation processes the personal data provided by the Applicant in order to fulfill the obligations established by Competition Regulations, including in terms of reviewing Applications and interacting with Applicants.

2. The processing of personal data is carried out by performing, both with the use of automation tools and without the use of such tools, the following actions (operations) or a set of actions (operations) with personal data: collection, systematization, accumulation, storage, clarification (updating, modification), use, distribution (including transfer), blocking, destruction, cross-border transfer of personal data, as well as performing any other actions with personal data of Applicants, taking into account the current legislation.

3. The Applicant, when submitting an Application for the Competition (by marking the element of the form "check-box – Consent to the processing of personal data" in electronic form at the stage of registration in the personal account on the contest website), the Applicant confirms that, in accordance with Part 4 of Article 9 of the Federal Law "On Personal Data", the written consent has been received for processing, including the transfer of personal data to Rusagro Group of Companies LLC.

4. The Applicant's representatives have the right to withdraw their consent to the processing of their personal data at any time by sending a corresponding notification in writing to the Skolkovo Foundation. If the representative of the Applicant or Participant withdraws consent to the processing of personal data, the Fund has the right to continue processing his personal data without his consent if there are grounds specified in paragraphs 2 - 11 of part 1 of Article 6, part 2 of Article 10 and Part 2 of Article 11 of the Federal Law "On Personal Data". If, as a result of the withdrawal of consent to the processing of personal data, the Foundation is unable to properly fulfill its obligations established by this

Regulation, the Applicant is excluded from the selection for the Competition and from participating in the Competition without any warning from the Co-Organizers.