



# INVEST '14 IN UKRAINE

NEW YORK

NOVEMBER 12-14, 2014

NEW YORK, USA

Dentons office, 1221 Avenue of The Americas, 24th floor, 10020-1089

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## ABOUT THE EVENT



On November 12-14, 2014 A7 CONFERENCES hosts the first public conference on investing in the Ukraine following the parliament elections as well as the signing of ceasefire agreement. Being the largest country in Europe, Ukraine has remarkable investment and trade opportunities. The mission of the event is to reveal them to the U.S. market.

This event is the 4th in series of the last events in New York (June, 2013), London (September, 2014), and Frankfurt (September, 2014). In 2015 A7 CONFERENCES will launch these events in such new destinations as Dubai (April, 2015), Warsaw (July, 2015), and Hong Kong (October, 2015).

Being an open and collaborative platform that focuses on development and improvement of the investment industry within the country our series is focused on assisting Ukrainian businessmen in communicating their development plans during the top-tier forum.

We believe that we will soon see significant changes that will allow opening new markets for Ukrainian products, increase competitiveness of the main economic sectors and improve wellbeing of the Ukrainian people.

We welcome an opportunity for the professional discussion and an excellent basis for conducting the business that such events are providing. The Future, as always, lies in a close vicinity – let us look together at how it might unfold and we wish to all of us productive and enjoyable meetings at the conference.

## ORGANIZER AND PARTNERS

### **CONFERENCES**

[www.a7conf.com](http://www.a7conf.com)

A7 CONFERENCES was founded in 2010 and is a top-tier business events organizer in Ukraine. A7 is also a professional content & logistics event planning services provider focused on the C-suite executives audience only. A7 has the widest experience on the financial and educational sectors. Since 2010 A7 gathered more than 4 000 participants and held more than 50 small, medium and large-scale events in Ukraine (Central, Eastern and Western parts), European Union, United Kingdom and United States of America.

A7 GROUP unites A7 CONFERENCES and A7 CAPITAL companies.

### **DENTONS**

[www.dentons.com](http://www.dentons.com)

Dentons is a global law firm driven to provide clients a competitive edge in an increasingly complex and interconnected world. A top 20 firm on the Acritas 2014 Global Elite Brand Index, Dentons is committed to challenging the status quo in delivering consistent and uncompromising quality in new and inventive ways. Dentons was formed by the combination of international law firm Salans LLP, Canadian law firm Fraser Milner Casgrain LLP (FMC) and international law firm SNR Denton. Dentons' clients now benefit from approximately 2,600 lawyers and professionals in more than 75 locations spanning 50-plus countries across Africa, Asia Pacific, Canada, Central Asia, Europe, the Middle East, Russia and the CIS, the UK and the US. The firm serves the local, regional and global needs of a broad spectrum of clients, including private and public corporations; governments and government agencies; small businesses and startups; entrepreneurs; and individuals.

### **European Bank** for Reconstruction and Development

[www.ebrd.com](http://www.ebrd.com)

The EBRD is investing in changing people's lives and environments in more than 30 countries that stretch from Central Asia to the southern Mediterranean. Working together with the private sector, we invest in projects, engage in policy dialogue and provide technical advice that fosters innovation and builds sustainable and open-market economies

The EBRD is the largest single investor in its existing region. The Bank's investments also mobilise significant foreign direct investment into its countries of operations. It invests mainly in private enterprises, usually together with commercial partners. It provides project financing for the financial sector and the real economy, both new ventures and investments in existing companies. It also works with publicly-owned companies to support privatisation, the restructuring of state-owned firms and improvement of municipal services.

The EBRD is owned by 64 countries and two intergovernmental institutions (the European Union and the European Investment Bank). It maintains a close political dialogue with governments, authorities and representatives of civil society to promote its goals. It also works in cooperation with international organisations such as the OECD, the IMF, the World Bank and UN specialised agencies.

In all its operations the EBRD follows the highest standards in corporate governance and sustainable development. As a public institution the EBRD is committed to a rigorous public information policy.



[www.portinvest.com.ua](http://www.portinvest.com.ua)

PORTINVEST is primarily responsible for strategic management of SCM Group's transportation assets, implementation of new investment projects and management of transportation services.

PORTINVEST was established in 2010. SCM (System Capital Management) is the owner of 100% PORTINVEST's share capital.

PORTINVEST creates the best opportunities for Ukrainian and international companies to efficiently manage the transport potential of Ukraine.

PORTINVEST Holding includes:

- Avlita Stevedoring Company,
- Marine Industrial Complex,
- PORTINVEST Logistic LLC.,
- Investment projects Sea Terminal "Mariupol" and
- Sea Terminal "Yuzhny".



[www.miratechgroup.com](http://www.miratechgroup.com)

Miratech is an IT services and outsourcing company that provides managed IT services to large and midsize multinational organizations. Founded in 1989, Miratech has its headquarters in Stockholm and Washington, DC; and R&D centers in Poland, Slovakia, and Ukraine. Miratech serves its customers internationally, covering 560 locations.

Miratech has been ranked highly in major industrial ratings, including the Global Services 100; the Software 500®; the NOA's Outsourcing Professional Award; The Global Outsourcing 100® and Best Five Companies in Eastern Europe, by IAOP®.

Miratech is ISO 9001, CMM Level 3, and ISO 27001 certified.



[www.flyuia.com](http://www.flyuia.com)

Ukraine International Airlines (UIA) is Ukraine's leading airline established in 1992. The UIA fleet currently comprises 39 modern Boeing and Embraer aircrafts. The main base airport for UIA is Kyiv Boryspil international airport (KBP).

From April 26 2014 Ukraine International Airlines commenced non-stop scheduled flights Kiev – New York. All flights between New York and Kiev are operated by Boeing 767-300ER aircraft in a three-class cabin configuration – Business Class, Premium Economy Class, and Economy Class. Flights have been timed to provide excellent two-way connections in Kiev to UIA's network (domestic Ukraine, CIS countries, Central and South-East Europe, Turkey, Israel, the Middle East).

The generous BAGGAGE ALLOWANCE of 2 PIECES is offered IN ALL CLASSES OF SERVICE FOR FLIGHTS OPERATED BY UIA with the departure from New York.

24/7 UIA Call Center: +1 800 876-0114

Call us for more information on our services and tariffs; to book a flight; issues with an online booking; or require special assistance. We can also assist with ticketing, lost baggage, and group bookings. Our Call Center +1 800 876-0114 (U.S. toll-free) is available 24-hours a day. You can also submit your inquiries online to: [callcenter-us@flyuia.com](mailto:callcenter-us@flyuia.com).

## AGENDA

**Wednesday, November 12, 2014**

**Place:** Dentons office, 1221 Avenue of The Americas, 24th floor, New York, NY 10020-1089, U.S.

**08:00 – 09:00** REGISTRATION AND BREAKFAST

**09:00 – 09:10** OPENING REMARKS

**Maria Barabash** • Managing Partner, A7 GROUP

**09:10 – 09:30** WELCOME REMARKS

**Yuriy Sergeyev** • Permanent Representative of Ukraine to the United Nations

**Dmytro Shymkiv** • Chairman, Executive Committee of National Council for Reforms;  
Deputy Head, Presidential Administration of Ukraine (via video call)

**Volodymyr Vysotskyi** • Counsel for Economic Issues,  
Consulate General of Ukraine in New York

**09:30 – 11:00** PANEL I. UKRAINE – BRIDGING EUROPE, US AND ASIA

- Macroeconomic outlook on Ukraine
- EU Association Agreement — a new step in the Ukrainian economic growth
- Positive tendencies, economic opportunities and reforms
- Who will implement the reforms?
- What can and should we expect from Ukraine's new parliament and government?
- Will the opening up of the EU market become a key driver for Ukraine's economic recovery?

Keynote talk:

**Bernard Casey** • President, American Chamber of Commerce in Ukraine

Speakers:

**Hanna Hopko** • Co-Founder and Coordinator, Reanimation Package of Reforms,  
Member of the Ukrainian Parliament (via video call)

**Myroslava Gongadze** • Producer, Voice of America (via video call)

**Mark Ukrainskyj, CFA** • Chairman of the Board, NYSSA (moderator)

**Bernard Casey** • President, American Chamber of Commerce in Ukraine

**Myron Rabij** • Partner, Dentons

**Valeriy Kutsyy** • CEO, Miratech

**11:00 – 11:30** COFFEE BREAK

**11:30 – 13:00** PANEL II. INVESTORS' OUTLOOK ON UKRAINE

- What opportunities does the EU Association Agreement open up for the investors?
- What debt and equity financing options are currently available to Ukrainian businesses?
- Ukraine's aspiration to become a leading global food supplier
- Strengthening energy efficiency and energy security as a part of the investors' strategy

## Speakers:

**Craig Mellow** • Senior Contributing Editor, Institutional Investor (moderator)**Varel Freeman** • Executive Advisor, EBRD**Iaryna Grynkiv** • Vice President, Barclays**Yury Dubrovsky, CFA** • Managing Director, Chief Risk Officer, Lazard Asset Management**13:00 – 14:30** LUNCH**14:30 – 16:00** PANEL III. DISCOVERING OPPORTUNITIES OF UKRAINIAN BUSINESS

- Investment opportunities in equity, fixed income and direct investments
- Will the opening up of the EU market become a key driver for Ukraine's economic recovery?
- Target industries for equity investors in Ukraine
- Which domestic industries stand to win/lose the most in 2015?
- Distressed asset market: opportunities and potential size

## Speakers:

**Sergey Lyamets** • Editor-in-chief, Economic Pravda (moderator)**George Logush** • President, Kyiv School of Economics**Serhii Vovk** • CEO, Centre For Transport Strategies**Viacheslav Andriiko** • General Director, Willis Insurance Brokers, Ukraine**Serhiy Hoshovsky** • Chair of International Section Committee  
on Central & Eastern Europe, NYSBA**16:00 – 16:05** FINAL REMARKS**16:05 – 16:30** COFFEE BREAK**16:30 – 17:30** COMPANY PRESENTATIONS**16:30 – 17:00** Ukrainian IT Company**17:00 – 17:30** Ukrainian Restaurant Chain**17:30 – 18:00** TRANSITION BREAK**18:00 – 20:00** COCKTAIL RECEPTION**Place:** 48 Lounge, 1221 Avenue of the Americas, NY, 10020**20:00** CLOSING OF THE EVENT**Thursday-Friday, November 13-14, 2014**

1-ON-1 MEETINGS WITH INVESTORS AND UKRAINIAN COMPANIES



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PROJECTS FOR EQUITY FINANCING		
1	<b>Sale of 30% stake in one of the leading telecommunication services company in Ukraine</b>	Company for equity financing – is a dynamically developing company on the Ukrainian telecommunication services market. Operational time - 14 years. Structure of the Company - 10 companies in different regions of Ukraine (service provision of the subscribers and network maintenance). Amount of staff – 600 people. Company services: high-speed broadband internet access, cable television connection.
2	<b>Sale of 30% stake in soybean producer, Ukraine (Kherson region)</b>	Company specializing in the cultivation of soybeans on a 2200 hectare area. The company is located in Southern Ukraine (Kherson region), benefiting from the best black soils in Europe, existence of system of branchy irrigation channels and favourable climate.
3	<b>Sale of 25% stake in construction of a producer of “Eco-Antifreeze” in Bitterfeld (Germany). USD 2.6 mln Investment Loan is also required</b>	Main goal of the project is the manufacturing and sale of a highly profitable and eco-friendly antifreeze in a newly build plant in Bitterfeld (Germany).
4	<b>Sale of up to 30% stake in one of the largest suppliers of liquefied gas in Ukraine. Investment Loan for business development is also required</b>	Aimed Company carries out production, trade and transport activities on the oil market of Ukraine and abroad. Today the company is one of the largest suppliers of liquefied gas (propane and butane) in the country and also a powerful supplier of petroleum products. Amount of staff – more than 800 people. Main object for Equity Financing is buying of several small or medium Ukrainian operators, and collect them under one brand for reason to create the huge local net. The main goal for Debt Financing is the construction of gas stations in the major cities of Ukraine.
5	<b>Sale of up to 49 % stake in dynamic FMCG Company (Ukraine)</b>	The aimed Company – is stable, dynamic production and distribution Company of Ukraine in the market FMCG products. Founded in 1996 the Company over the years has gained the image of not only the system distributor, but also the authority of a powerful manufacturer of household and industrial chemicals.
6	<b>Sale of up to 20% stake in Investment building company for construction of the fuel stations chain</b>	The aimed Company – Investment building company, which was founded by professionals in construction industry in 1995. The Company performs the complete spectrum of building, mounting, installation and design works that allows to build projects of any complexity. It specializes in all kind of construction projects (commercial, residential, trade, entertainment, warehousing, retail, factory and heavy industry). The project plans to build a network of multi fuel stations and complex of additional autoservices, which includes: <ul style="list-style-type: none"> <li>✓ auto parts store,</li> <li>✓ oils and lubricants store,</li> <li>✓ car washing,</li> <li>✓ tire fitting station,</li> <li>✓ food store.</li> </ul>
7	<b>Sale of up to 20% stake in Investment building company for construction of elevators</b>	Goals and objectives of the project: <ul style="list-style-type: none"> <li>✓ construction of the elevator complex and equipping it with modern equipment from leading domestic and foreign manufacturers,</li> <li>✓ construction of the auxiliary facilities (fire pumping station, water storage tanks, etc.),</li> <li>✓ setting of the transport communications as driveways and spread them to areas of production and additional facilities.</li> </ul>
8	<b>Sale of up to 20% stake in Investment building company for building of the food supermarkets chain</b>	Objectives of the project: <ul style="list-style-type: none"> <li>✓ construction of housing grocery stores and equipping them with modern equipment from leading domestic and foreign manufacturers,</li> <li>✓ construction of additional facilities (constituents premises),</li> <li>✓ setting transport communications as driveways and turn them to the shopping areas and parts of additional buildings.</li> </ul>
9	<b>Sale of 50-90% stake in diversified Corporation with interests in Real Estate, Real Estate Management, Construction, Restaurants, Agriculture and Security business (Kyiv)</b>	The aimed Corporation – owns shopping mall in Kiev (55 000 sq.m.) and many different Real Estate projects on various phases. The scope of the project is setting-up the Europe’s largest Cultural and Economic Cooperation Complex to represent, maximally directly, Chinese and Asian manufacturers in Ukraine, establish international trade and cultural contacts. The innovative and large-scale project of this Complex forms a single place for business meetings of Chinese and Asian manufacturers with East-European partners and makes it possible to represent the culture of ancient and modern China as well.

10	<b>Sale of shares in online registration and e-ticketing B2B service Company</b>	<p>The Project allows organizers of different events to set up a ticket shop page for online registration and/or event tickets sale. Service features: vast set of ticket shop page settings, individual design of a ticket shop with interactive map, badges and tickets; full automation of the work with participants/visitors; automation of partner and affiliate relations; 90+ payment processing systems offered and many more.</p> <p>Company is focused on CIS &amp; Turkey.</p> <p>Project strategy for 2014-2015:</p> <ul style="list-style-type: none"> <li>✓ Aggressive growth and getting maximum of CIS market share,</li> <li>✓ Launching business on Eastern European markets,</li> <li>✓ Developing the Turkish market, as well as launching business within Middle East.</li> </ul>
11	<b>Sale of 100% stake in Solar Power Station in Central region (Ukraine)</b>	<ul style="list-style-type: none"> <li>✓ Installed Capacity – 29.1 MW,</li> <li>✓ Solar Power Station was constructed in 2012-2014,</li> <li>✓ Feed-in tariffs: 0.4653 EUR/kWh and 0.34 EUR/kWh,</li> <li>✓ Annual Production - 33.71 MWh,</li> <li>✓ Total land area - 49.5 Ha.</li> </ul>
12	<b>Equity financing for 500 MW Wind Power Station in Western region (Ukraine)</b>	<ul style="list-style-type: none"> <li>✓ Installed Capacity – 500 MW,</li> <li>✓ Wind Power Station will be constructed in 2015-2016,</li> <li>✓ Feed-in tariffs: 0.122 EUR/kWh,</li> <li>✓ Annual Production – 1,445 mio kWh,</li> <li>✓ Total Project Cost - EUR 760 mio (EUR 1.52 mio per 1 MW).</li> </ul>
13	<b>Sale of a stake in a bentonite and palygorskite producer</b>	<p>Sale of a stake in a lucrative company that extracts bentonites and palygorskites and produces industrial and consumer goods for foundry, drilling, hygienic absorbents for pet litter and metallurgy.</p> <p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ #1 in Ukraine in terms of bentonite cat litter absorbents (86% in 2013);</li> <li>✓ #1 in Ukraine in terms of bentonite reserves (more than 74% of all Ukrainian reserves);</li> <li>✓ #1 in Ukraine in terms of bentonite sales to the foundry industry (72% of all Ukrainian sales in 2013);</li> <li>✓ Company reserves account for 48.2 mln t of B (22% of all reserves) + C1 (78% of all reserves) category as of 01.01.2014;</li> <li>✓ More than 120 ths. t of bentonite is sold to app. 200 clients in machinery, metallurgy, etc.;</li> <li>✓ Net sales – USD 10.6 m in 2013, EBITDA – 16% in 2013.</li> </ul>
14	<b>Sale of 100% stake in insurance company in Ukraine</b>	<p>The Company is the part of an international insurance group which is among the world's TOP-20 general insurers.</p> <p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ Primary focus on corporate insurance of large and mid-sized business enterprises. Corporate clients generated 83% of GWP in 1H 2014;</li> <li>✓ The Company has a well diversified client base – TOP-10 clients have constituted on average 29% of total GWP over the period of 2012-1H2014;</li> <li>✓ The Company holds 15 insurance licenses;</li> <li>✓ More than 15 years in the Ukrainian market;</li> <li>✓ Key operational ratios:</li> <li>✓ Gross written premiums – USD 9.4 m in 2013 (4% above 2012);</li> <li>✓ Net written premiums – USD 9.3 m in 2013 (4% above 2012);</li> <li>✓ Net claims to net premiums – 43% in 2013 (2% below 2012);</li> <li>✓ Net profit – USD 13.5 m in 2013 (7% above 2012).</li> </ul>
15	<b>Sale of 5 grain silo facilities in Kyiv and Vinnytsya region with total capacity of 262 ths. t</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The network of grain silo facilities covers the neighboring regions: <ul style="list-style-type: none"> <li>– 3 silos in Vinnytsya region (total capacity of 122 ths. t);</li> <li>– 2 silos in Kyiv region (total capacity of 140 ths. t);</li> </ul> </li> <li>✓ Grains turnover in 2012/2013MY was 285 ths. t, mainly corn and wheat.</li> <li>✓ Operational profit of grain silo facilities for 2012/2013 MY – USD 6.9 m, EBITDA – 2.7 m.</li> </ul>
16	<b>Sale of up to 100% stake in Agricultural holding in Vinnytsya region, Ukraine</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The Group cultivates sunflower, barley, corn, wheat and other crops;</li> <li>✓ Land bank of around <b>50 ths. ha</b> is located predominately in Central Ukraine;</li> <li>✓ 82% of land is rented for 3+ years;</li> <li>✓ Total grain silo capacities amount to 146 ths. t. The Group plans to increase capacities to 246 ths. t in 2014;</li> <li>✓ The Company is equipped with approximately 200 units of modern foreign agricultural machinery;</li> <li>✓ Financial statements are audited. Revenue – USD 42.2 m in 2013, EBITDA – USD 12.5 m (EBITDA margin – 29.5%).</li> </ul>

17	<b>Sale of up to 100% stake in Agricultural holding in Poltava region, Ukraine</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The Group cultivates wheat, sunflower, barley, corn and other crops;</li> <li>✓ Land bank of 6 ths. ha located in one administrative district in Poltava region, Ukraine;</li> <li>✓ Land assets are protected by long-term lease agreements until 2019;</li> <li>✓ Total storage capacities amount to 45 ths. t;</li> <li>✓ The Company is equipped with modern machinery by CASE;</li> <li>✓ The Group is one of the leading producers of grains and oilseeds in Ukraine and Poltava region in terms of yield per ha.</li> </ul>
18	<b>Sale of up to 100% stake in Agricultural holding in Vinnytsya and Khmelnytsky regions, Ukraine</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The Group engaged in cultivation of maize and wheat. The average maize yield is 7-9 t/ha; the average wheat yield is 4-5 t/ha;</li> <li>✓ Land bank of <b>10.7 ths. ha</b> in in Vinnytsya region (64% of all Company land) and Khmelnytsky region (36% of all Company land);</li> <li>✓ 30% of lease agreements maturity is 2015-2018;</li> <li>✓ The Company is equipped with modern foreign machinery by John Deere, AGCO, Lemken, Kuhn, etc.</li> </ul>
19	<b>Sale of pig farming complex and meat processing plant in Rivne region (North-Western Ukraine)</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ Pig farm with capacity of 14 ths. heads (48 ths. pigs per year);</li> <li>✓ Fodder plant (under construction) capable of producing 10 t of fodder per hour;</li> <li>✓ The farm raises three-breed pigs and Duroc breed. Full production cycle of 105 days;</li> <li>✓ Feed conversion ratio of 2.7-to-1;</li> <li>✓ Own slaughter house: 30 heads/day in cattle and 180 pigs/day in 1 shift (240 in 2 shifts);</li> <li>✓ Boning department and meat processing workshop (5 t/day);</li> <li>✓ Packaging of 3 t of meat products daily with freeze compartment (up to 30 t/day).</li> </ul>
20	<b>Sale a stake up to 100% stake of extremely profitable agricultural holding in Mykolayiv region Ukraine</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The Group engaged in cultivation of sunflower, wheat and barley;</li> <li>✓ Land bank of <b>16.7 ths. ha</b> is concentrated in center of Mykolayiv region;</li> <li>✓ All land is secured under lease agreements in <b>2008-2010 for 49 years</b> and lease payments <b>paid in advance</b>;</li> <li>✓ The owners are foreign investors, so all operations are clean and transparent;</li> <li>✓ 2013 revenue is over USD 10 m with net income margin around 40%.</li> </ul>
21	<b>Sale a 100% in equity of agricultural holding with cultivated land and grain storage in South of Ukraine (Odessa region)</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The Group focuses on crop cultivation, mainly wheat and rapeseed;</li> <li>✓ Land bank of <b>24.1 ths. ha</b> is concentrated in southern part of Odessa region;</li> <li>✓ Annual harvest of almost 100 ths. t of cereals;</li> <li>✓ Own machinery park including 552 units (John Deere, Case IH, Lemken, Kockerling);</li> <li>✓ Grain storage capacity of 107 ths. t – the largest in Odessa region;</li> <li>✓ Crops cleaning capacity of 6 ths. t daily and drying capacity of 4 ths. t per day;</li> <li>✓ Silo input capacity of 6 ths. t with output of 4.2 ths. t (of which 1.7 ths. t by rail).</li> </ul>
22	<b>Sale of oil press plant in Mykolayiv region</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ The plant has following processing capacities: 4.5 ths. t of sunflower seeds / 3.0 ths. t of soybeans (initially, production is focused on sunflower seeds, later soybeans may be added depending on the strategy and market situation);</li> <li>✓ Output of finished products: 20.5 ths. t of sunflower oil and 20.5 ths. t of sunflower meal per year;</li> <li>✓ Simultaneous storage capacity: 6.5 ths. t of sunflower seeds (or 13.0 ths. t of soybeans), 2.1 ths. t of sunflower oil, 0.8 ths. t of presscake;</li> <li>✓ Net income 2013 – USD 148.7 m.</li> </ul>
23	<b>Sale of pig farming complex in Odessa region of Ukraine</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ Pig farm with capacity of 30 ths. heads fully supplied with own feed stuff;</li> <li>✓ Average annual pork production of 3 ths. t;</li> <li>✓ Sow department with capacity of 1300 sows;</li> <li>✓ Pig breeding plant of 200 breeding pigs of “Big white” and “Landras” breeds;</li> <li>✓ The complex is equipped with modern technology provided by BAUER TECHNICS;</li> <li>✓ Feed conversion ratio amounts to average of 3-to-1;</li> <li>✓ 2.3 farrows per year with 13 piglets in average per farrow.</li> </ul>
24	<b>Sale of one of the TOP-5 meat producer and processor in Ukraine with a complete business cycle</b>	<p><b>Key points:</b></p> <ul style="list-style-type: none"> <li>✓ Production capacities: 14.2 ths. t of high quality pork live weight annually (total livestock – 84 ths. pigs) and 15.4 ths. t of sausage goods;</li> <li>✓ Product range contains 160 items of sausage goods;</li> <li>✓ Modern equipment from top notch Italian and Dutch producers;</li> <li>✓ Revenue in 2012 – USD 74.8 m, EBITDA – USD 11.9 m.</li> </ul>
25	<b>Seed equity financing for The first English-Ukrainian business media (EUR 1.2 mio)</b>	The first English-Ukrainian business media (website, research analytics, mobile apps) on the Ukrainian market.

PROJECTS FOR DEBT FINANCING		
1	<b>Debt financing for Ukrainian pharmaceutical holding. Developing of Medical Centers (USD 7 mio, 6%, 5 years)</b>	Company for financing – Ukrainian pharmaceutical holding, operating in the pharmaceutical market for 18 years. Medical Centers – new promising project. The main objective of this project is diversification of risks through learning new developing market segments, where the company is not introduced yet. Providing the complex of medical services according to the latest nosology, along with supplying such centers with all necessary pharmaceutical products - which substantially will increase business profitability of the group of companies.
2	<b>Debt financing for Ukrainian pharmaceutical holding. Manufacturing of Medical Products (USD 5 mio, 6%, 5 years)</b>	Contract manufacturing – production of generic and original medical products, food supplements, medical devices and cosmetics under own trade marks at certified manufacturing sites in different countries. The project launched in 2012 and is rapidly developing. Within two years the company plans to enlarge its own product portfolio to 65 products, with their launch in the international markets.
3	<b>Debt financing for Ukrainian pharmaceutical holding. Increasing pharmacy network to 150 outlets (USD 20 mio, 6%, 5 years)</b>	Pharmacy retail – own network, developing under Group's own brand which includes 25 pharmacies throughout the territory of Ukraine. In plans is expand pharmacy network to 150 outlets by opening new pharmacies and purchase of small networks in the regions. The enlargement of pharmacy network will help to increase profitability and complete full cycle of pharmaceutical business, starting from development, registration and manufacturing of the products, till their realization to the end customer.
4	<b>Debt financing for one of the leading paper products' traders for construction of the biochemical products plant (USD 4 mio, 6%, 5 years)</b>	The Company is one of the leading traders in the market of paper products of Ukraine. The company is a commercial enterprise privately owned, established in 2000. It is engaged in wholesale of paper and cardboard imported from Russia, China, USA, Japan, Germany, Finland and Italy, as well as in sale of chemical products and grains. The company is interested in developing its business in a direction of the organization of chemical products' production.
5	<b>Debt financing for Logistic Pharmaceutical Company, member of the Pharmaceutical Group in Ukraine (USD 20 mio, 8-9%, 5 years)</b>	The Company business is provision of services for international pharma producers - e.g. customs bonded warehouse, commercial warehouse services, licensing and additional services. The company operates 30 ths sqm warehouse and is looking for 20 mln USD loan to finance additional 22 ths sqm warehouse construction. Industry certificates: <ul style="list-style-type: none"> <li>✓ Good Storage Practice (GSP),</li> <li>✓ Good Distribution Practice (GDP),</li> <li>✓ Acting Standard Operational Producers (SOP).</li> </ul> Clients of the Company – major international pharmaceutical companies with total market share of 22% in Ukrainian pharma market.
6	<b>Debt financing for real estate development and construction company in Ukraine (USD 8 mio, 7%, 3 years)</b>	The purpose of the project - to invest in the construction of the residential complex. The object is positioned as a modern residential complex economy class (average price per square meter of apartment will be at USD 700 level). At the moment due to the project the following works were carried out: <ul style="list-style-type: none"> <li>✓ the purchase of land plot,</li> <li>✓ marketing studies of the housing market in the suburbs of Kyiv,</li> <li>✓ preliminary negotiations with subcontractors.</li> </ul> Total number of flats planned – 1 069 units (46,352 sq m). Total land area – 4.4 Ha. Pay-back period – 3 years.
7	<b>Debt financing for the real estate development and construction company in Ukraine (USD 20 mio, 7%, 5 years)</b>	The Company is a leading Ukrainian real estate development and construction company delivering residential, office and commercial real estate projects in Kyiv, Kharkiv and the Crimea. During the past 20 years the company has completed 32 projects totaling to 750 thousand sq m. Financing is required for construction of a premium-class residential project in the center of Kyiv. Total area of the project: 55,000 sq m; total sellable area: 38,400 sq m.
8	<b>Debt financing for Ukrainian pharmaceutical Company. Increasing pharmacy network by acquiring new pharma chain (EUR 8 mio, 7-9%, 5-7 years)</b>	Pledge – shares of the acquired company. Region – Zaporizhzhya.

To request more information about the projects, please contact us via email: [contact@a7cap.com](mailto:contact@a7cap.com)

## UPCOMING EVENTS



### V UKRAINIAN INVESTMENT FORUM

NOVEMBER 20, 2014  
KYIV, UKRAINE  
[www.uif.com.ua](http://www.uif.com.ua)



### LVIV IT DAYS

MARCH 11-13, 2015  
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[www.lvivitdays.org](http://www.lvivitdays.org)



### UKRAINIAN IT FORUM

MARCH 12, 2015  
LVIV, UKRAINE  
[www.lvivitdays.org](http://www.lvivitdays.org)



### INVEST IN UKRAINE

APRIL 15-17, 2015  
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