



UNICORN

CAPITAL PARTNERS

Unicorn is a unique private equity firm focused on Russian SME “old economy” since 2002. As investors with an industrialist vision, we aim to generate superior investment returns by following a patient and disciplined approach, employing high-quality people and aligning our interests with those of all our investment partners.

We help our portfolio partners in executing transformational strategies through enhancing business efficiency, breadth, growth and scale.

We provide advice on mergers, acquisitions, restructurings, financings and capital structure.

INDUSTRIAL BUYOUT FUNDS

Unicorn Capital Partners are industrial buyout funds focused on Russia.

Unicorn’s funds invest in controlling stakes of medium industrial companies with leading market share, superior management team and positive operating cash flow.

Unicorn investment criteria is:

- Understandable business model and transparent ownership
- Strong owner/entrepreneur with a good understanding of how to materialize growth objectives and readiness to hire the best talent available
- Strong core management with proven track record of growth and business improvement
- Positive operating cash flow and an understandable largely unleveraged balance sheet
- Potential to add value through sustainable advantages in an expanding market
- Potential for superior returns on invested capital
- Attractive acquisition for a strategic investor or potential for a public offering
- Clearly visible route to exit

ADVISORY

Unicorn Capital Advisers has a 15-year track record of advising the funds and SME owners across a broad range of industries

Unicorn Capital Advisers offers leading advice on M&A and capital raising, provides management consulting to improve corporate governance.

CAPABILITIES BY INDUSTRY

Team Unicorn has over 100 years of combined experience in the Russian PE and M&A space. We have built successful businesses and advised on a wide range of transactions across the following industries:

- Banks and financial institutions
- Construction
- Electrical engineering
- Ferrous and non-ferrous metallurgy
- FMCG
- Instrumentation
- Machine-building
- Pharma
- Pulp and paper
- Retail sector

CONTACTS

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