



# UNICORN

CAPITAL PARTNERS

## INDUSTRIAL BUYOUT FUND

### FACT SHEET

Name, target size, duration of fund                      Unicorn Capital Partners - a Cayman Island Partnership (the "Fund" or "Unicorn"). Fund size – USD 100 million. The Fund has expected life of 10 years.

Investment strategy and objectives      The Fund targets undervalued businesses in need of operational restructuring and corporate carve-outs of mission critical supply divisions. The Fund aims at achieving an IRR of 25% through investing in controlling stakes of small and medium enterprises (SMEs), primarily in infrastructure industry sector in the Russian and CIS markets. Hurdle rate is 8%.

Subscription                                      Minimum subscription per investor is USD 10 million.

### INVESTMENT STRATEGY

Unicorn's priority is control equity investment. It provides full participation in management decision making process in the interest of majority shareholders. Control will be exercised through majority shareholding and board membership of Unicorn representatives.

High-priority industries:

Industrial assets in connection with infrastructure development, machine-building, automotive components production, oilfield services, power generation, timber and wood-processing, food industry.

### INVESTMENT CRITERIA

Unicorn buys businesses whose owners have decided to invite an external investor to accelerate growth and to improve the way the company is run.

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

## INVESTMENT POLICY

Unicorn guiding principles and policies for selecting and managing investments:

- Minimum investment size is USD 10 million; Maximum single exposure limit is 20% of the fund size
- Maximum industry concentration limit is 30% of the fund size
- Target gross IRR of 25%, and an attractive multiple of original cost over a 3-5 year investment period
- The Fund may utilize leverage in its investment program
- No investments are considered in private equity funds

## LEADERSHIP

Mr. Sergei Moiseyev and Mr. Andrei Dementiev, the Fund founders and partners, are the members of Unicorn Investment Committee. They are responsible for the investment strategy, developing and maintaining senior relationships with investment and portfolio partners, overseeing fundraising, corporate governance and compliance matters, as well as supervision of all trades and changes in the portfolio companies. Its Partners have deep expertise in industrials, energy extraction and transportation infrastructure businesses.

## CONTACTS

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