

Project name	Description
Argo	<p>Company is one of the leading players on the sauce market of Ukraine. On the back of well-diversified product portfolio, the Company ranked Ukraine's TOP-6 grocery company by revenue in 2010. In 2010, Company covered 3,97% and 4,07% of Ukraine's grocery market in terms of value and units, respectively.</p> <p>Company's products portfolio is represented in the following segments of grocery market: ready culinary sauces, tomato paste, ketchup, mayonnaise, mustard, table and premium vinegars, adgika (spicy seasoning to meat and fish, made of herbs, salt and pepper), macaroni, seasoning and a variety of tinned vegetables.</p> <p>The Company's capacities are located in one of the westernmost regions of Ukraine — Volyn oblast, which borders Poland and Belarus. The capacities are in proximity to the key regional centers and thoroughfares.</p> <p>The Company is looking for cash-in capital investments for further development, offering non-controlling stake up to 49%. The Company's shareholders may also consider full business disposal with respective premium for control offered. The Company could serve as a great base for the foreign sauce and grocery producer for further expansion, which is planning to enter the Ukrainian grocery market, as well as the additional portfolio company for producers that are already presented on the national market.</p>
Spotlight	<p>The Company operates as the menswear manufacturer and retailer on the Ukrainian market for fifteen years. The Company is represented in Ukraine with 3 well-known brands: two of them are brands, under which the clothes of the Company are sold directly to the customers through 61 points of sale, the third one is known on the B2B market segment – the Company supplies the discounters and corporate clients its produce.</p> <p>The operational business of the Company is vertically integrated and highly marginal. There are clothes factory, production unit, warehouse facilities, 3 shops, design bureau and show-room in the direct ownership of the Company.</p> <p>Current shareholders and TOP-management of the Company see the great potential for the further development and expansion of the Company business throughout the CIS region. The strategy for further development and expansion of the Company is clearly seen by the experienced management team and some steps and actions are already in the process of implementation. In due course, the Company could become a leading producer of clothing on the Ukrainian market with the vast exposure on the CIS countries' markets. The Company can be ideal platform for further expansion if needed.</p> <p>Sales revenue in 2010 totalled USD 6.5mln and adjusted EBITDA amounted USD 3.2mln (50% EBITDA margin), in comparison with USD 6.1mln sales and USD 3.3mln EBITDA (54% EBITDA margin) in 2009.</p>
Smereka	<p>The Company, based in Ukraine, has 3 special permissions from the Ministry of Natural Resources of Ukraine for use of the hydrocarbon deposits (areas, blocks). Total area for exploration amounts to 597.9 sq. km., located in western Ukraine. The region is quite promising in terms of natural gas and oil exploration, historically, the Western Ukraine had supplied almost 50% of all natural gas, consumed in the Soviet Union.</p> <p>Anticipated total reserves of natural gas of D1 category comprise around 7.3-8.9bln cub. m. (from unofficial statements of the Company's management they can even larger with high probability for future shale gas reserves due to large licensing area and presence of natural gas. Though, it is less important, the project presume production up to 2bln cubic meters in 20 years horizon). The area has a huge potential for exploration of new deposits. Thirty two (32) oil gas potential structures have been discovered at the area as of 2009. The project is planned to be executed on eleven (11) oil and gas potential geological structures.</p>

<p>Bavaria</p>	<p>The Company is a strong nation-wide player in meat processing industry targeting middle and premium segments, its portfolio is exceeding 140 types of sausage products. The Company demonstrated constant growth rates enjoying 7.1% CAGR in USD terms (CAGR was 31.5% in UAH terms) even in crisis years. The Company has favourable geographical position in the most populated region of central-eastern Ukraine and is well positioned for distribution of manufactured sausage products to all other biggest cities in Ukraine. In 2011E, the Company's sales are expected to increase by notable 50% y/y, reaching USD 44.5mln, owing to expansion of cooked sausage production, investments into automation equipment for hot dogs and wieners and increase presence in number of retail chains.</p>
<p>Pharmacy retail chain</p>	<p>The Company, operating a pharmacy chain in Western Ukraine (in one the largest cities in the region), has developed well in the last two years: started in 1999 today it operates almost 70 pharmacies reatil chain. The Company has launched two separate brands, under which the pharmacies operate, and strengthen their positions and acknowledgment in the regions of its presence. The Company is operated by experienced western management with clear development strategy in place. Plan for 2010 was set to expand the number of pharmacies by 16 p-o-s to reach total of 50 (target was reached in December 2010). Plans for 2011 are to expand by 20 p-o-s to reach 70 by end of 2011. Sales in 2010 amounted to circa USD 11.2mln, gross profit - USD 2.3mln.</p>
<p>Sunrise</p>	<p>The Company operates on the Ukrainian market since 2010. The Company and its products are presented in the food processing industry, in particular Company operates as the processor and distributor of meat as well as the producer of meat products. At present Company has three registered trademarks and circa 130 shops and stores within four regions of Ukraine – Zhytomyr, Rivne, Kyiv and Chernigiv oblasts.</p> <p>Owing to the planned investment project that is currently under internal discussions (with initial assumptions of the total estimated cost up to circa USD 18.8mln in next 12 months, where USD 9.4mln to be invested in pig farm and construction of feed mill and another USD 9.4mln will be utilized as working capital financing) related to construction of new facilities that should result into smoothing over the dependence on the suppliers of pork in live weight and commodity prices fluctuations as well as into 3x increase in the Company sales, the Company will be able to increase its market share and enjoy higher profitability margin.</p> <p>Besides building market share in its core domestic market the Company is constantly looking for new markets and monitors export markets for potential supply of meat and meat products.</p>
<p>Juve</p>	<p>The Company operates in both wholesale and retail market segments. It develops national pharmacy retail chain (>200 pharmacies) under the Company's brand name and in 2011 introduced to the market new concept of low price pharmacy chain (15 pharmacies) under separate brand.</p> <p>Despite the crisis the Company managed to build unique storage facilities for Ukraine – 3PL Service Center that is one of the best in Europe and best in CIS and CEE. All equipment, management and storage systems implemented in 3PL Service Center were developed and implemented by SSI SCHAFFER PEEM. The quality of rendered services is assured by GDP and GSP certificates granted to the Company.</p> <p>The main office and logistic complex are conveniently located in Kiev - the biggest market in the country. The Company has number of branches in major regions of Ukraine and 6 regional warehouses allowing to distribute medical goods and pharmaceuticals all over the territory of Ukraine.</p>
<p>Kepler</p>	<p>The leading Ukrainian producer & distributor of modern building materials for roofs, facades and building envelops. In 2011 the company is expected to reach circa 40mln sales. Sales network includes 30 sales offices in Ukraine, 200 authorized partners in regions and over 10000 private and corporate clients. Looking for investors to expand production capacities, launch new products and extend distribution presence Ukraine-wide.</p>
<p>Kiro</p>	<p>Sale of up to 100% stake in agricultural group, controlling circa 25,000ha land bank (cultivation of wheat, barley, corn, sunflower, sugar beet, soy, rapeseed) and sugar plant.</p>

Julius	<p>Sale of up to 100% stake in leading vertically integrated pig & poultry meat producer in Ukraine: grain & feed production, breeding, meat processing and distribution.</p> <p>Key facts:</p> <ul style="list-style-type: none">• #1 pig breeding company in Ukraine with a current livestock of 113,000 pigs• Entry into poultry breeding in 2008 : currently breeding 300,000 broilers with a parent stock of 61,200 heads• Own production of fodder in three mills and own production of crops by subsidiaries• Extensive retail and distribution network with focus on Central (Kiev) and Eastern Ukraine• High quality of products assured by full control over production life cycle• State-of-the-art production facilities according to Western standards• Motivated and experienced owner & management team, with extensive experience in agriculture and meat businesses.• Strong brands and high regional awareness• Favourable market environment:• Growing per capita meat consumption in Ukraine, which still is well below Western and Russian standards• Ukraine is still a net meat importer, which presents ample local growth opportunities for the Company• In 2011, the Company plans consolidated revenues of USD 58.3mln and an EBITDA of USD 13.7mln• Strong investments into business from own cash-flows• Favourable tax environment for agricultural enterprises in Ukraine
Buffalo	<p>The Company was established in 2008. From the beginning the activities of the Company were aimed at production of meat and meat products.</p> <p>Currently the Company operates in 3 segments:</p> <ul style="list-style-type: none">• chicken meat production• breeding, fattening and processing of pork;• production of sausage and meat products;• chicken meat production. <p>Company has a few selling points as well.</p> <p>The poultry factory owned by the Company is engaged in breeding, slaughtering and processing of the chicken meat. At present, Company has 20 poultry-houses for circa 25 thousand heads each and meat slaughter house can process to 25 tons of chicken daily.</p> <p>The company has a full production cycle starting from egg production to slaughter of poultry. Feed recipes are calculated by experienced professionals, and only natural products and food of leading producers is used in dietary intake.</p> <p>It is planned by the investment project to construct and put into operation 40 new poultry-houses for 55 000 heads each, meat slaughter house and feed mill on the area neighboring with existing poultry facilities, the management evaluates amount of required financing in circa €26 million.</p>