

Corporate Brochure

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# Financial and Investment advisor

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UNITER Investment Company

UNITER



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# ABOUT COMPANY

FOUNDED IN 2003 YEAR

UNITER Investment company was founded at the beginning of 2000th by entrepreneurs engaged in different businesses with the aim to meet the demand for qualified business services from emerging business in the country. So, it means uniting (Company name UNITER descends from “unite”) business community with qualified services for fund raising in new projects, reconstruction and renovation of existing enterprises; sell-side and buy-side transaction of equity and companies; and making customised market researches and industries analysis.

Today, UNITER Investment Company is investment and financial boutique advisor. Company background and accumulated experience has led to focus all of our efforts on a complex and responsible stage of business development: fund raising for national business, supporting merger and acquisition transactions, supporting a foreign investor before making an investment decision and implementing an investment project, as well as providing for business owners, corporate executives and firms with quality advisory services, including industry, market and business researches.

# COMPANY BACKGROUND

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**2002**

It was founded a young company engaged in advisory

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**2003**

First international client - leading company engaged in construction materials

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**2004**

The beginning of active participation in seminars, conferences and forums

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**2006**

New IPO Program in Belarus, International partnership with WSE (Warsaw Stock Exchange)

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**2007**

First M&A transactions in banking and insurance markets

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**2008**

Formation of partnership with a leading professional player in securities market

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**2010**

First cooperated (with IFI) project corresponds to project management (infrastructure of water utilities enterprise)

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**2011**

First privatisation deal with foreign company

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**2012**

The largest deal for attracting foreign direct investment in commercial real estate

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**2013**

The first transaction for the purchase of foreign assets (company) by Belarusian company

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**2014**

Development the strategy of the Chinese-Belarusian Industrial Park "Great Stone"

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**2017**

Forming an alliance with Rothschild and Co (a leading investment bank in the global market)

# SERVICE GEOGRAPHY

## WORLD

### EUROPE

Lithuania, Latvia, Estonia, Ukraine, Poland, Sweden, Finland, Germany, France, Austria, Czech, Slovenia, United Kingdom, Ireland, Netherland, Switzerland

### ASIA

Russian Federation, Kazakhstan, China, India, Turkey, Iran, Siria, United Arab Emirates, Qatar, Cyprus, Georgia, Azerbaijan

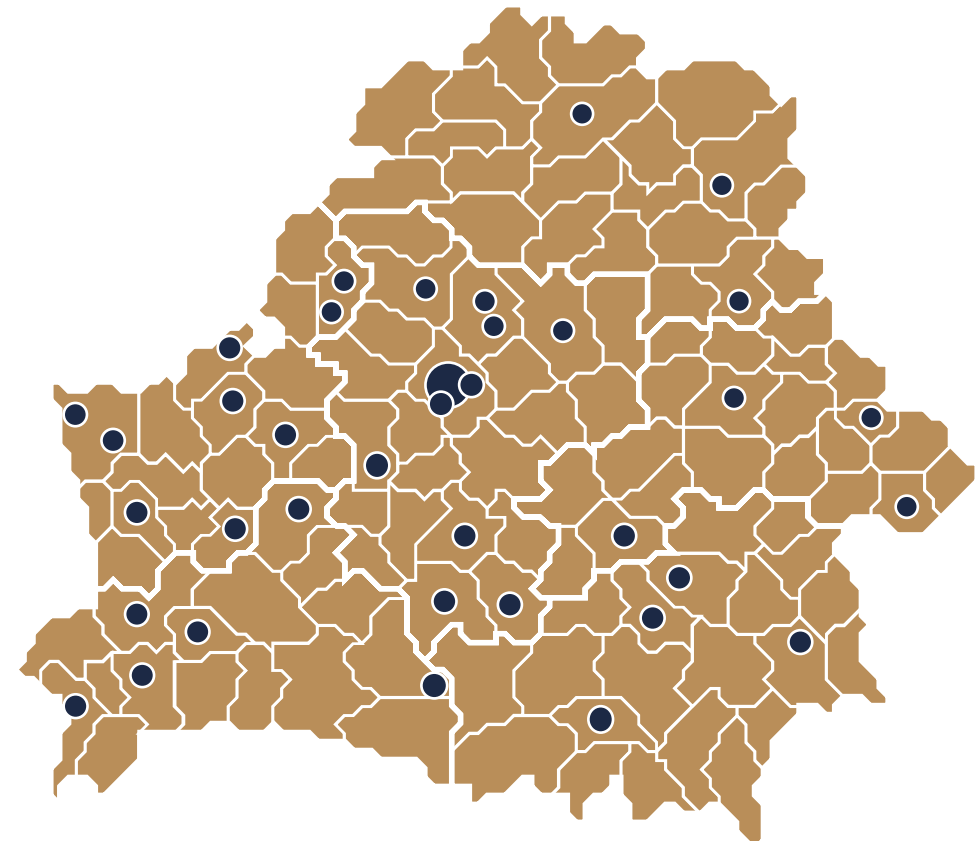
### NORTH AMERICA

Canada, United States of America



## BELARUS

The company's activity is related with all regions of Belarus and Minsk: more than 30 administrative units are in the field of professional interest



# KEY HIGHLIGHTS



## Team

15+ professionals, 150+ years  
agregated experience of company staff



## Clients

Services are provided to 200+ clients  
from Belarus and rest of World



## Belarus

Services provided in 45 locations (cit-  
ies and regions)



## World

Services provided for the clients from  
30 countries of the World



## Services

Company provided 400+ services for  
the clients



## Industries

Team has expertise in 60+ industries  
and markets



## Investments

Investment volume of implemented  
projects exceeded USD 8'000 mn



## Deals volume

Volume of closed deals exceeded  
USD 700+ mn



## Deals

Company participated in 35+ M&A  
transactions



## % of closed deals

61% of the transactions were closed  
with the company's participation



## Feasibility Study

Company's team participated in  
160+ projects



## % of completion

74% of the projects were implemented  
or under implementation

# WHY UNITER

## REPUTATION

- Independent investment and financial advisor
- Confidence, loyalty and protection of client's interests, information security
- Commitment to the national interest of sustainable development

## EXPERTICE

- Close more than 400 projects in 60 industries and markets
- Deep understanding of belarusain market and close connection in the region (accumulated contacts)
- Cooperation and collaboration with local and international experts

## STANDARDS

- Implementation of the best international approaches in our work
- Partnership with FDI (KfW, FMO), IFI (EBRD, WB, IFC, EAБP, NEFCO, NIB); aliance with Rothschild & Co
- Practice international standards: The FASTStandard, UNIDO Standards, ICC/ESOMAR International Code, Tasis

## HONESTY

- Achieving results, not consulting as a process
- Realistic evaluation of the tasks and the achievement of final goals, the possible parameters of the deal
- Preparation of realistic documents and making reasonable assumptions

# OUR SERVICES

## INVESTMENT BANKING

Advising a client in the process of fund raising and mergers and acquisitions transaction

## FEASIBILITY STUDY

Prepare detailed Feasibility Study of a project and its assistance

## RESEARCH AND ANALYTICS

Detailed industry analysis; market, nich and industries researches

## PROJECT MANAGEMENT

Financial, strategic advisory during implementation of a project

## STRATEGY AND SUPPORT

Strategic advisory and foreign investor support

## RESTRUCTURING

Financial advisory and owners support during restructuring process



# Investment banking

- 1 / Company #1 in terms of the number and volume of M&A transactions and investment (capital) in Belarus, according to Thomson Reuters
- 2 / Advise on local and international transactions and participate in major local transactions with international investors
- 3 / Cooperate with leading FDI, major international consulting companies and investment banks
- 4 / Wide contacts network of individuals and companies related to investments in Belarus

## Services and feasible tasks

Support and structuring of mergers and acquisitions

Attraction of financing from International Financial Institutions

Fund raising

Privatisation

Organization of access to international capital markets (IPO, issuance of bonds in foreign markets)

Making a comprehensive financial, commercial and operational analysis of the transaction (Due Diligence)

**Thomson Reuters 2013**

M&A Deals / Fund raising

**No1**

by the number and volume of closed transactions

 **Rothschild & Co**

In 2017 UNITER and Rothschild&Co signed alliance agreement in Belarus

**USD 700+ MN**

The volume of closed M&A deals and fund raising transactions (more than 20 transactions)

# Feasibility study

- 1 / Making of realistic feasibility studies and business plans, assisting the detailed study of the main assumptions and input data
- 2 / Preparing of a financial model in Excel in a structured form, including scenario modeling and project sensitivity
- 3 / The company's clients are private investors with a new business; Belarusian business of private and state ownership
- 4 / Preparing of documents in a comprehensible form for a foreign investor (using foreign practices, standards), local business (requirements and standards of the country)

## Services and feasible tasks

### Feasibility Study

Preparation of a detailed business plan for an investment project

### Investment Memorandum

Due Diligence

Preparation of financial analysis and business valuation report according to international standards

Preparation of a financial plan for debt restructuring and justification of measures applied

## 15+ YEARS

Company experience in the development of feasibility studies for national and foreign clients

## 160+ PROJECTS

The number of greenfield projects and the development of the existing business, in which company's team has participated

## USD 8'000+ MN

The volume of investments in successfully implemented projects in which the company acted as a financial advisor

# Strategic advisory and Support

- 1 / Using acquired international approaches and know-how in the process of working with international companies and institutions
- 2 / Experience in working with large projects with the participation of foreign investors in various sectors and solving complex strategic tasks (financial consulting, analysis and research)
- 3 / Development of documents reflecting the realistic situation and development of an effective strategy for project implementation (scenarios, calculation of alternative options)
- 4 / Experience in local coordination of investment projects with the involvement of independent international experts and interaction with government authorities

## Services and feasible tasks

Structuring and support of project implementation

Due Diligence

Development strategy

Making Feasibility study under requirements

Market and regulatory analysis to identify barriers / opportunities for project implementation

Advising shareholders on strategic options (sales opportunity, cost analysis, mergers)

## HELDELBERGCEMENT 2003 year

The first major foreign investor for whom the company acted as an exclusive advisor in Belarus

## 30 countries

Support foreign investors from 30 countries of the world, including countries of Asia, Europe and America

## 30+ strategies

The company participated in the development of more than 15 strategies of existing companies, investment, market entry, the development of industries and territories

# Research and analytics

- 1 Extensive experience in analyzing various industries and businesses both in Belarus and abroad - more than 50 industries and markets
- 2 Continuous monitoring of key industries and markets of Belarus (35+), including the preparation of macroeconomic reports (structure of the economy, foreign investment)
- 3 Work with Big Data and experience of communication with providers of statistical data (Belstat, customs statistics, etc.)
- 4 The company's knowledge bank, which has updated over the past 15 years (information on industries, markets, the corporate sector of Belarus, foreign corporate reports, market research and analysis)

## Services and feasible tasks

Periodic reviews of promising industries and markets

Field studies

Deep research of markets and industries in Belarus and foreign countries

Development of recommendations of company strategy in target markets

Preparing competitive landscape profile

Benchmark analysis of markets, competitors, products (with countries near and far abroad)

## 60+ industries and markets

The company's expertise covers more than 50 industries and markets of Belarus and other countries

## 130+ projects

The company's specialists participated in the preparation of more than 100 analytical reports, researches of markets and industries

## DATA BANKS

The company uses the international database Capital IQ, the regional base SKRIN, the partner knowledge base Rothschild, official data sources (Belstat, customs statistics and other); works with Big Data

# Restructuring

- 1 / Assistant as a financial advisor of the largest and pilot projects in Belarus
- 2 / Structuring the process and focus on a successful solution and result, continuous cooperation with all parties in the restructuring process
- 3 / Experience of successful implementation of complex projects combining elements of M&A and debt advising
- 4 / Experience in implementing projects with independent industry experts at the local and international level

## Services and feasible tasks

Structuring and support of project implementation

Monitoring of financial condition under the terms of restructuring

Negotiation support

Control over the implementation of covenants

Proposal for restructuring and advising on the development of a business plan and financial model

Analysis of the financial model / business plan of the borrower (for the bank) and the development of scenarios for debt repayment



**European Bank**  
for Reconstruction and Development

The company together with EBRD has implemented a pilot project (2017-2018) of debt restructuring the state enterprise (HomiellHlebProm)

**USD 300+ MN**

Volume of restructured debt (successfully completed projects) to banks and other financial organizations

# Project management

- 1 / Using the accumulated experience to achieve the final goals of the client
- 2 / Involvement of international companies in the project management process (a global network of partners and experts) with experience in each specific industry
- 3 / Participation in projects implemented in all regions of the country
- 4 / Support in the project management process, using the company's capabilities (financial and investment consulting, analysis and development of specific solutions, etc.)

## Services and feasible tasks

Comprehensive support of the investment project (analytical support, financial consulting, strategy development)

Preparation Feasibility Study

Coordination of interaction with all parties involved in the project (local consultant with the participation of IFIs and international experts)

Preparation of financial memorandum together with the financial model

## 10+ YEARS

Since 2010 companies specialists have participated in management of the projects together with IFI

## 10+ projects managed

The company's specialists together with international and local experts participated in the management of more than 10 infrastructure projects in the regions of the country

**FALCON  
CLUB**



Support and management of an investment project (multifunctional hotel and entertainment complex in Minsk worth more than \$ 200 million)

# INDUSTRIES EXPERTISE



Due diligence in the framework of the purchase procedure by the Polish financial group GetIn Holding



Advising on the acquisition of 75% of the block of shares and the secondary issue of Sombelbank CJSC (Belarus)



Attraction of EBRD financing for the development of a private company (investment - EUR 5 mn)



Advising in concluding an investment agreement on the development of a joint venture with the Finnish company Ingman Ice Cream Oy Ab



A number of researches on various building materials, including field studies



Support of M&A transaction with the participation of a foreign company (Hormann), negotiations with banks in the process of restructuring financial debt



Marketing research of warehouse and logistics infrastructure in Belarus



Exclusive financial advisor for Qatar Armed Forces Investment Portfolio, developing a multifunctional complex in Minsk with a cost of USD 200 mn



Market research providers of cable television and the Internet in Belarus



Analysis of the market of electronic and mobile payment systems in Belarus for an IT company planning to enter a new market segment



Development strategy of the Chinese-Belarusian Industrial Park "Great Stone" (analysis of 50+ promising industries)



Analysis of the crushed stone market in Belarus, Russia, Ukraine and other countries; market of chipboard, fiberboard, MDF. Feasibility studies of 7 largest state woodworking plants

# OUR CLIENTS

**ALUTECH** GROUP OF COMPANIES  
**АБСОЛЮТБАНК**  
**БПС-СБЕРБАНК**  
**Чысты Гэбег**  
**A-100** DEVELOPMENT  
**бануба**  
**aheadWorks®**  
**БАНК РАЗВИТИЯ**  
**ОАО**  
**ОАО «СветлогорскХимволокно»**  
**СА**  
**AFFISE**

Belarusian Business

**HEIDELBERGCEMENT**  
**getin holding**  
**Schneider Electric**  
**GREAT STONE** industrial park  
**UniCredit**  
**CRH**  
**中信 CITIC**  
**招商局集團有限公司 CHINA MERCHANTS GROUP LIMITED**  
**MARRIOTT**  
**HMS GROUP**  
**KNAUF**  
**sba**  
**ИЗОБУД** ГРУППА КОМПАНИЙ  
**INGMAN**

Foreign companies, investors and international companies

**European Bank** for Reconstruction and Development  
**NEEFCO**  
**FMO**  
**THE WORLD BANK**  
**KFW**  
**BALTCAP**  
**ROTHSCHILD**  
**NIB** | NORDIC INVESTMENT BANK  
**AECOM**  
**IFC** | International Finance Corporation WORLD BANK GROUP

International financial institutions and Foreign direct investment funds



# MANAGEMENT TEAM

## Chairman of the Board

- 20+ years of experience of investment banking, fund raising
- financial advisor of large investment projects in real estate, financial and industrial areas with total volume of investment more than 700 mn USD
- independent Director at PJSC NK “RussNeft”, a member of the Board of Directors at M.Video, a coordinator of the Partnership Program of the Warsaw Stock Exchange on the IPO of Belarusian companies
- take an active part in improving the investment attractiveness of the country as a member of the Working Group on the Development of Financial Markets of Belarus in the Foreign Investment Advisory Council at the Council of Ministers of the Republic of Belarus

since 2012 - Managing Partner

- 15+ years of experience in investment advisory
- participation in M&A projects in Belarus: purchase and investment in Belarusian Bank; attraction a foreign company to the capital of the Belarusian insurance company; in-bound and out-bound support of M&A transactions in the industrial sector
- investment support and financial advisory in large projects in real estate, infrastructure projects (China-Belarusian industrial park, project in the mining industry, etc.)
- responsible for the cooperation of UNITER with international financial institutions present in Belarus: EBRD, the World Bank, Nordic Investment Bank, International Finance Corporation, etc.



**Andrey Dereh**



**Roman Osipov**

# MANAGEMENT TEAM

since 2012 - Deputy director, Partner

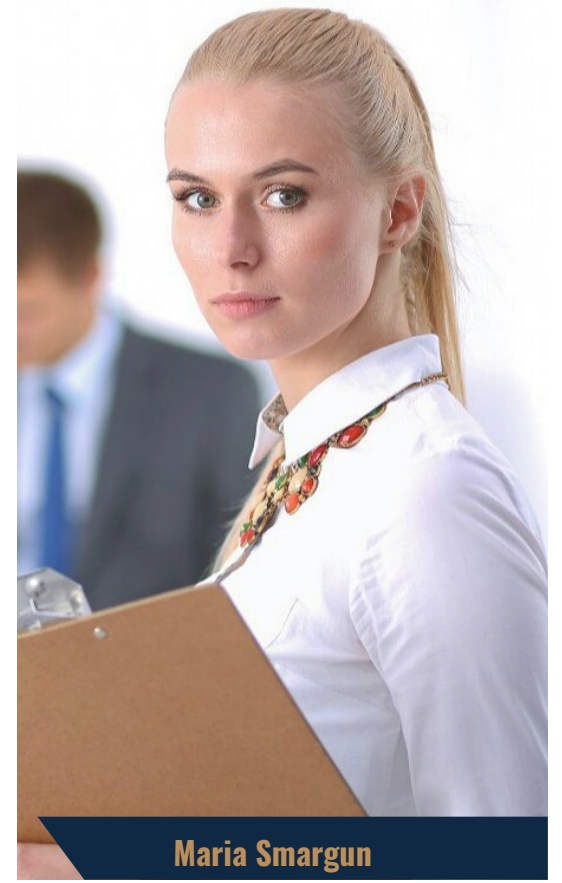
- 15+ years of experience in financial advisory
- participation in financial and strategy advisory projects, corporate advisory and financial modeling
- project manager of strategic financial advisory at large enterprises: OJSC «Mozyr oil plant», OJSC «Homiel glass», OJSC «Krasnoselskstroyaterialy» and other
- UNITER team member in financial advisory of large projects (Golf-complex development in Minsk region, Construction of large mix-used complex in Minsk, construction Freestyle center in Minsk)

Deputy Director for Project Management

- 10+ years of professional experience in investment banking, project management, business and financial consulting
- participation in investment consulting projects, support of M&A transactions
- is a member of the UNITER team for investment consulting of banking, ICT and services projects
- Professional interests: investment and financial consulting of Foreign and Belarusian companies (M&A support, fundraising, restructuring).



**Maksim Kokhov**



**Maria Smargun**

# ACTING TEAM



**Ksenia Sokolova**

Since 2006 - Chief financial officer

**15+ years of professional experience in financial advisory**

Participation in financial advisory for foreign investors, independent consultant for the purchase of banks and insurance companies in Belarus

**Professional interests:** finance, accounting under IFRS and budgeting, transformation of financial statements according to international standards, financial analysis, evaluation



**Yana Karas**

Experience in investment banking and project management is over 5 years.

**Professional interests:** investment and financial advisory for foreign and Belarusian companies (M&A support, financial Due Diligence, fund raising, restructuring, project management).

Participation as a consultant for a variety of M&A projects in Belarus in the financial, IT and FMCG sectors.



**Ivan Osipau**

Professional work experience - more than 15 years.

Advising Belarusian companies and foreign investors on research and business consulting issues - Golf Club, Didas, Vester, SBA, Borisov Medical Preparations Plant, Malsena, Expedition (Minsk), IFC, A-100, etc.

**Professional interests:** pharmaceutical and medical sector, retail, commercial real estate, energy. Monitoring the real sector of the economy of Belarus and the formation of databases, visualization and Big Data Analysis.

# ACTING TEAM

## **Nelli Osinovskaya**

Research and analysis (industries and markets research); Business advisory (financial analysis, financial modeling and forecast), feasibility study).

## **Elizaveta Danilova**

Research and analytics (industries and markets research, corporate sector analysis)

## **Alesya Kolos**

Research and analytics (financial analysis, corporate sector analysis)

## **Natallia Rudakovskaya**

Research and analytics (industries and markets research, corporate sector analysis)

## **Aleksei Sobalevich**

Research and analysis (industries and markets research), corporate sector analysis

## **Aleksandr Khvatik**

Research and analysis (industries and markets research), corporate sector analysis

# CONTACTS

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