



**Horizon Capital**

INVESTING IN EMERGING EUROPE

# ***Private Equity Investments in Moldova - Horizon Capital Experience***

**by**

**Cristina Harea**

***Investment Director and Country Manager for Moldova***

**Horizon Capital**

### Leading private equity firm in the Region

**Over \$600 million under management**

**Focus on mid-cap companies in fast growing sectors of Ukraine, Moldova, and Belarus**

**Investment size in the range of \$15-40 million per deal**

**Since inception, we have invested ~ \$398 million in 44 companies employing over 46,000 people**

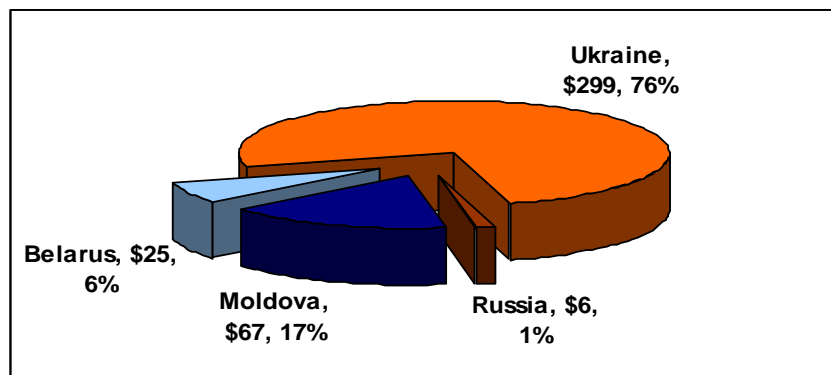
### HORIZON CAPITAL

- Horizon Capital is the leading private equity fund manager in Ukraine, Moldova and Belarus, managing three funds:
  - EEGF II (2008) – \$370 million
  - EEGF I (2006) – \$132 million
  - WNISEF (1995) – \$150 million
- Over 15 years of investment experience in the region
- Entrepreneurial team of professionals with long common track record
- Superior network of relationships creates pipeline and due diligence value

### GEOGRAPHIC FOCUS



### TOTAL COMMITMENTS BY REGION



## Value investing, growth and expansion capital

### Targets

- Profitable companies with medium- to long-term growth prospects
- Companies with sound business strategies, that need to right-size their operations by divesting assets, or companies that face liquidity issues or funding constraints due to banking liquidity situation
- Companies with strong management in fragmented industries with the opportunity to consolidate sector via acquisition and/or organic market share growth
- Quality asset purchases from distressed sellers

### Key Competitive Advantages

- One of few sources of patient capital in today's market
- Talented and dedicated investment team resident in the region
- Deep proprietary pipeline
- Broad access to information for due diligence, based on a broad network of business relationships
- Ability to quickly capitalize on opportunities to buy sound companies at reasonable valuations
- Superior reputation as credible, value-added investor in the Region

### Competitive Environment

- Lack of liquidity in undercapitalized economies
- Only a few private equity players have capital and dedicated teams in the Region
- Valuation expectations coming down to more realistic levels
- Market leaders more open to partnership, corporate governance and sharing control
- High quality, well trained talent abundant in the market – potential sources of management upgrades

## Horizon Capital experience in Moldova

### Overview

- One of the leading foreign direct investors in Moldova, operational since 1997
- Cumulative **\$67.5M invested** in 9 companies, over 4500 employees
- Current portfolio - **\$51.2M invested** – 4 companies, 1700 employees

### Current portfolio

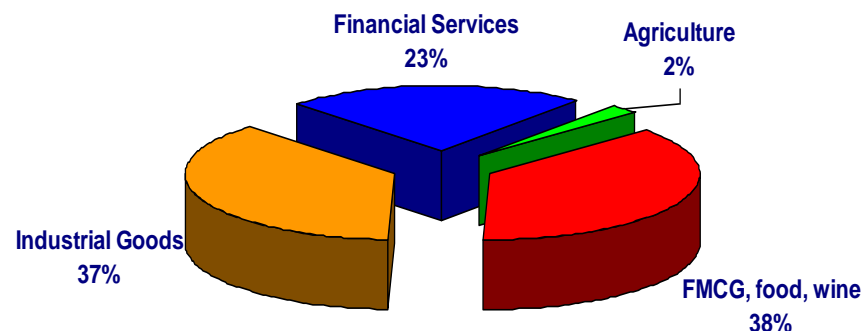
- **Bostavan – Purcari** – leading Moldovan group of wineries
- **Glass Container Company** – leading Moldovan manufacturers of dark green glass packaging
- **Glass Container Prim** – new state-of-the-art manufacturer of flint glass packaging
- **FinComBank** – Moldovan corporate and SME bank

### Exits

- 2003: **Vitanta-Intravest** – dominant Moldovan manufacturer of beer and soft drinks
- 2006: **Moldova-Agroindbank** – largest commercial bank
- 2007: **ProCredit Moldova** – leading financial institution focused on micro and small lending
- 2009: **Natur Bravo** – the largest Moldovan fruit and vegetable processor

**Our portfolio companies are among market leaders in terms of quality of management, market share, profitability and growth**

## TOTAL MOLDOVAN COMMITMENTS



Source: Country data; HC analysis



# THANK YOU!

---

**Cristina Harea**  
**Investment Director**  
**Horizon Capital**  
**12 Petru Movila Street, of.4**  
**Chisinau, Moldova**  
**Tel: + 373 22 887 200**  
**Fax: +373 22 887 202**

**[www.horizoncapital.com.ua](http://www.horizoncapital.com.ua)**



**Horizon Capital**