

A wide-angle photograph of a landscape at sunrise. The sky is filled with soft, golden light from the sun, which is partially obscured by clouds. Numerous hot air balloons of various colors and patterns are floating in the sky. The ground below is a mix of green fields and some buildings in the distance.

RUSSIAN PRIVATE EQUITY

Investment Platforms

- ◇ Value added investments
- ◇ Western & Eastern Europe



Introduction

VIY Management (VIYM) is a UK-based independent partnership dedicated solely to exclusive private equity services for international investors with PE growth capital and RE investment strategies in the Greater Europe, with focus on the emerging economies of Russia and other FSU markets.

VIYM PE STRATEGY is to identify fast-growing companies with strong and progressive management teams to activate their market leadership potential and generate competitive long-term returns on the capital invested.

For Investors

co-investment & fund investment opportunities

Projects in 4 countries of the Greater Europe, Including 17 of the most dynamic Russian regions

AUM > \$ 400m

Investment program > \$ 1bn

Offices

London (HQ), Luxembourg, Moscow & St. Petersburg

VIYM INVESTMENT ACTIVITY

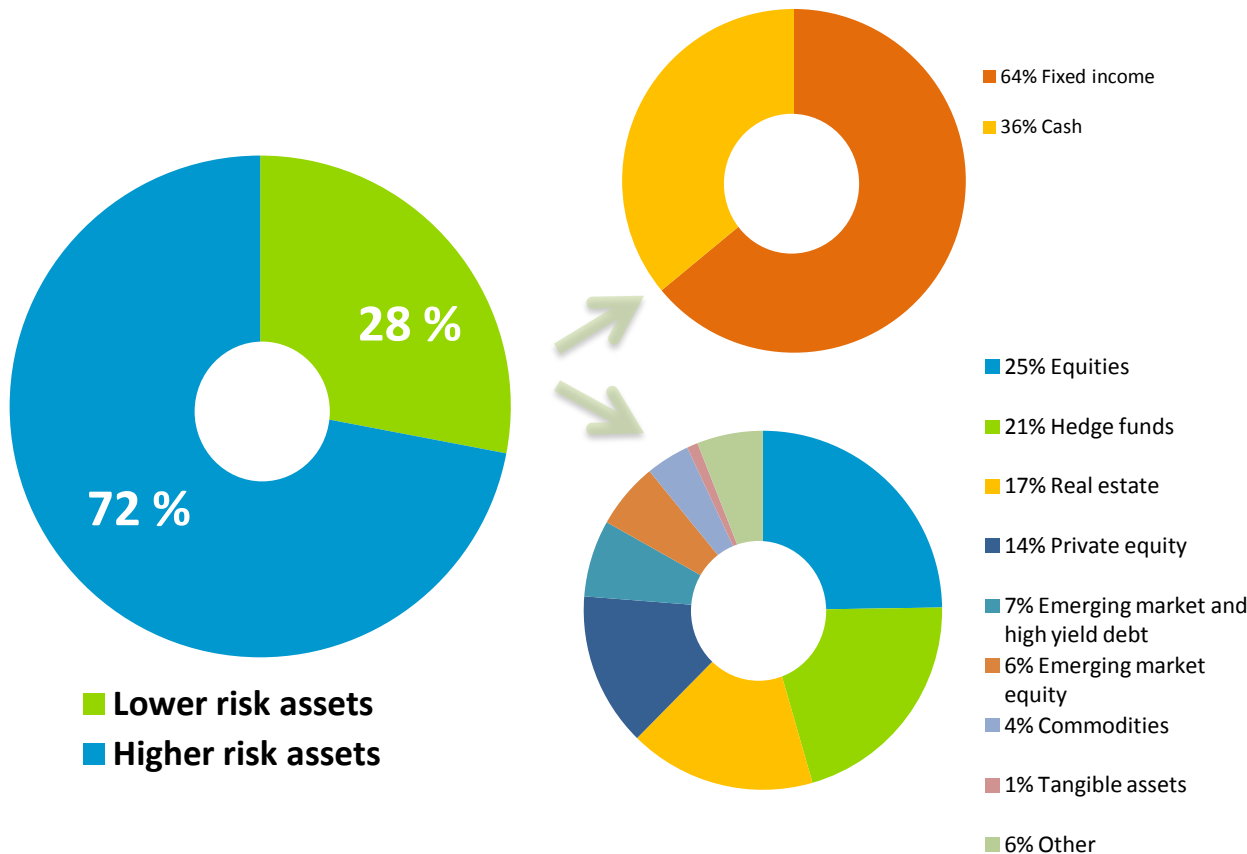
- ◇ **Hospitality real estate** with mixed-use components.
- ◇ **Growth Capital:** consumer goods & services, industrials & materials, B2B services, IT & internet, healthcare services

Family offices continue to adopt high-risk investment strategies

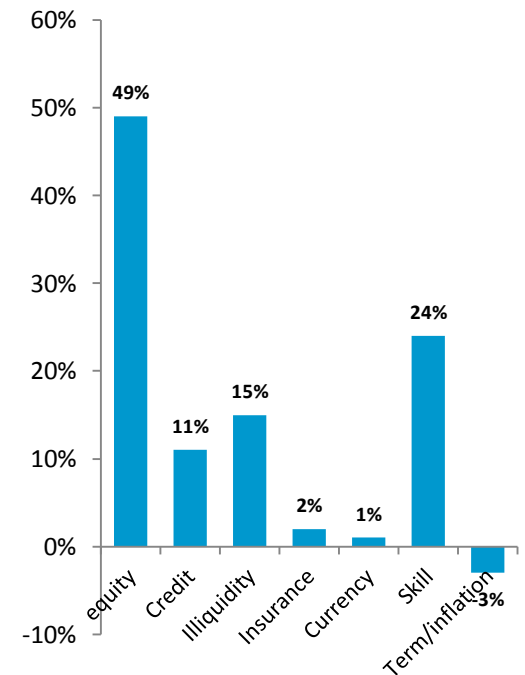


The average family office portfolio has an allocation to 'higher risk' assets of 72% and only a 28% allocation to 'lower risk' fixed income assets and cash.

The average family office asset allocation



Family offices remain reliant on the equity risk premium

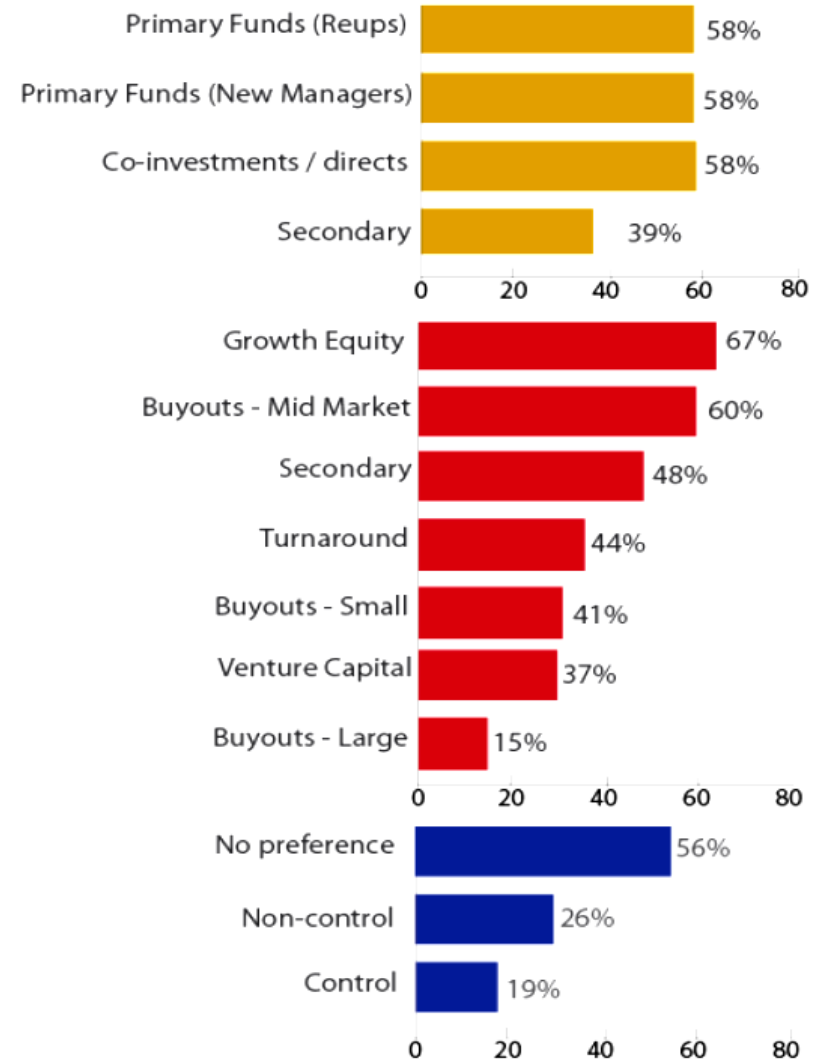


Nearly all of the Family offices are investors in the private equity market



Family office strategies

- Over the next two years, a majority of the investors stated an interest in continuing to back existing managers through re-ups, new managers, and to invest in co investments and direct investments. 39 % stated an interest in secondary transactions.
- The participants demonstrated a strong preference for growth equity transactions, with 67% showing an interest, compared with 60% who were interested in mid-market buyouts, 48% in secondary, 44% in turnaround and 37% in venture capital. Only 15% showed interest in large buyouts.
- Geographically, 83% showed an interest in private equity investments in Europe, versus 60% in the US and 40% in emerging markets, although it should be borne in mind that for the most of these investors Europe is the home market.
- 19% of investors had a preference for control deals, versus 26% non-control, with 56 % showing no preference.



Thank you

Dmitry Schuetzle

Tel. +7-495-9377043

Email. dshitsle@viym.ru

VIY Management <http://www.viym.ru/en>