

Investors Book

Who is who on the Ukrainian
investment market 2017

During the two years of Association's activity we've been building bridges between Ukrainian venture capital, private equity sectors and startup-ecosystems, private capital industries within Europe (both EU, and CEE states), USA, Canada, Japan, etc, nowadays we are still working on it.

In frames of such a communication we were always seeing the lack of relevant information about competitors and counterparties on the Ukrainian investment market. Today, we would like to introduce the new project of UVCA Research Committee - **Investors Book**.

We are building exceptional communications within the market, enabling Association to become an effective instrument for the industry.

While working on the Directory we were reaching the leading and the most active market players. We encourage you to consider the current Book as MVP, and address me directly if there is anything missing at this stage.

We see the Book meeting the following goals:

- I. Being the voice of private capital in Ukraine, UVCA aims at bringing the investment market players together and support collaboration between them.
- II. We aim to educate the market by providing future entrepreneurs, startups and media with up-to-date information about fundraising opportunities.
- III. The Research helps UVCA to be a gateway of the Ukrainian investment market for foreign investors in order to increase the awareness about country's investment industry development and encourage private capital inflow into Ukrainian innovative companies.

We look forward to having your support of our current Directory as we are significantly depended on your contribution to let this project have a great success. And the last, but not least, thing is that we would be happy to see you among UVCA members to shape the market's excellence together and prove that it is definitely worthwhile to INVEST IN UKRAINE!

More on UVCA membership:
<http://uvca.eu/members>

Foreword



Olga Afanasyeva

Executive Director of UVCA,
PhD, Changemaker New
Europe 100 rating (according
to Financial Times, Google,
Res Publica)

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List of players included in the Investors Book

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1991 Open Data Incubator

UVCA
MEMBER

Startup Incubator

About:

1991 Open Data Incubator is the first non-commercial Incubator in Ukraine that helps IT activists in solving national challenges which Ukraine is facing these days. Startups are encouraged to use open data owned by the government, business, or is generated by startups themselves to create data-driven decisions for key sectors of Ukrainian economy: public sector, healthcare, agriculture, energetics, infrastructure, etc.

Investment Strategy:

Nowadays 1991 doesn't invest in a classic understanding. Instead, it plays a role of a matchmaker for startups, investors and grantors. Apart from personal investor-to-startup relations building, demo days being held every 3 months, 1991 Open Data Incubator is the key instrument of onnection between startups and VC community. As of now, 1991 doesn't hold any equity, but there is a plan, though, to provide commercial proposals for-equity services.

Investment geography:

Ukraine

Investment criteria:

- Team competence
- Impact/value for stakeholders, government, society
- Use of data
- Tech solution
- Market fit
- Sustainability

Investment stage:

We do not invest per seed. We work with early stage startups (preseed/seed).

Total investments in 1991 startups in 2016
~ 400 000 USD

Portfolio:

36 companies

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NAVIZOR

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— H E
L I —
• • X •

1991

Open Data Incubator

Contacts:

Website:

1991.vc

E-mail:

i@1991.vc

Location:

Kyiv, Ukraine

Team:



Denis Gurskiy
Founder



Viktor Gurskiy
Co-founder

Borsch Ventures

UVCA
MEMBER

Corporate Ventures and Accelerator

About:

- Won €1.2M+ from EU Horizon 2020 SME Instrument (phase 2). First and only success in Ukraine as of 2017
- Borsch Ventures - an initiative of high-tech holding KM Core, aimed at supporting and developing innovative companies in smart agriculture, microelectronics and electronics, nanotechnology and IT. KM Core is the pioneer of high-tech industry in Eastern Europe, currently operates in Ukraine, European Union, USA, Canada, Israel and Norway.

Investment Strategy:

Technological focus:

- IT
- Telecommunications
- Electronics and microelectronics
- Nanotechnologies and new materials

Investment geography:

Ukraine, EU, USA

Investment criteria:

Developing new technology areas relevant to Ukraine and building on human capital

Investment stage:

Seed
Early Stage - Round A, B
Growth

Portfolio:



Contacts:

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kmcore.com

E-mail:
bohdan.kupych@kmcore.com

Location:
Kyiv, Ukraine

Team:



Evgeni Utkin
Chairman



Bohdan Kupych
Vice Chair at Borsch Ventures
VP KM Core



Sviat Sviatnenko
Director of Business Development



Tom O'Callaghan
Director of Borsch Ventures Agro

EY Start-up Accelerator

UVCA
MEMBER

Startup Accelerator

About:

EY Start-up Accelerator in Ukraine supports start-ups on their growth journey from the very beginning.

EY specialists provide assistance with pressing strategic, tax, legal and financial issues through every phase of business so that entrepreneurs can focus on implementing their business ideas and making sure things are on the right track from the start.

Finally, EY helps make introductions to financial investors, mentors, development partners, large corporations as well as leading mid-market and family businesses. These associations will be critical to evolving start-up business and securing their growth.

Investment geography:

Global

Investment criteria:

We are considering the following aspects:

- Growth Potential / International Expansion
- Disruption level, product / sector innovation
- Commercial Potential
- Team Capability
- Capital raised to date and/or Revenue Generation

Investment Strategy:

EY Start-up Accelerator program helps fast growing startups from around the world in scaling their business through one-to-one guidance, networking and insight sharing. The program is designed to accelerate entrepreneurs to the next steps of their growth journey and let them become global market leaders of tomorrow.



Contacts:

Website:

ey.com/ua/startups

E-mail:

eyaccelerator@ua.ey.com

Location:

Global company represented in more than 150 countries with HQ in London and an office in Kyiv, Ukraine.

Team:



Oleksandr Romanishyn

EY Start-up Accelerator
Leader in Ukraine



Olga Danchenkova

Brand, Marketing and
Communications Supervisor

Startup Accelerator

About:

Accelerator GrowthUP is the first Ukrainian business accelerator, focused on working with technological start-ups.

Our team has been working in the industry since 2005 and relies on the experience gained in the process of implementing several dozen of successful projects.

Investment Strategy:

Within the framework of our investment strategy, we co-invest in projects which have \$ 25,000- \$ 50,000 into the share capital of company or convertible debt.

We can invest in projects on the basis of a preliminary memorandum of association.

Investment geography:

Ukraine

Investment criteria:

- Develop a B2B or B2C service or application at the stage from the idea to the prototype
- Have 3 people in the team, where CEO operates on the full time basis and there are person able to write a code
- Do not have investments and commitments
- Having a strong technology as an added advantage

Investment stage:

Seed

Average ticket:

\$ 25-50K

Portfolio:

26 companies



Contacts:

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growthup.com

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is@growthup.com

Location:

Kyiv, Ukraine

Team:



Denis Dovgopoliy
President



Anna Smyrnova
Principal



Snezhana Sukhoroslova
CFO



Igor Stefurak
Deal-flow manager

StartUp MARANI

UVCA
MEMBER

Startup Incubator / Accelerator

About:

StartUp MARANI is Incubator / Accelerator and Entrepreneur/Investor connector. Hundreds of entrepreneurs have passed through StartUp MARANI's vertical-specific acceleration programs and have strongly connected with our corporate partners for future success.

Investment Strategy:

Any ideas from any field are acceptable. The participants of Startup Marani have an opportunity to start negotiations with investors on funding. Funding Range: 5000\$ - 100000\$.

Investment geography:

Ukraine, Georgia, Russia, Germany

Investment criteria:

- Team
- Business Model
- Scale
- Exit Potential

Investment stage:

Seed

Portfolio:

12 Companies



Contacts:

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mamuka@startupmarani.com

Location:

Tbilisi, Georgia

Kyiv, Ukraine

Moscow, Russia

Berlin, Germany

Team:

Mamuka Machavariani
Managing Partner

Jaba Burjaliani
CEO

Larisa Pataraiia
Partner

Sophiko Kobaidze
Project Manager



Almaz Capital

UVCA
MEMBER

Venture Capital Fund

About:

Founded in 2008, Almaz Capital invests in early stage, capital efficient technology companies. With locations in Silicon Valley and Europe, the team focuses on identifying entrepreneurs and engineering talent from emerging tech regions who are developing proven technologies to serve global markets. Almaz Capital's portfolio includes such notable exits as Yandex (IPO), QIK (acq. by Skype) and Sensity (acq. by Verizon).

Investment Strategy:

Our investment activities are focused in the following areas: enterprise software, cyber security, machine intelligence/deep learning, blockchain, IoT, data engineering/management and fintech.

Investment geography:

Companies having a significant presence in Eastern Europe, CIS (e.g. R&D office).

Investment criteria:

- Strong management team
- Large market opportunity
- Proprietary technology or some other sustainable competitive advantage

Investment stage:

Early Stage - Round A, B

Average ticket:

\$ 500K-10M

Portfolio:

23 companies



Petcube



StarWind



Jelastic



Contacts:

Website:

almazcapital.com

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info@almazcapital.com

Location:

Portola Valley, USA
Berlin, Germany
Moscow, Russia

Team:



Alexander Galitsky
Managing Partner



Geoffrey Baehr
General Partner



Pavel Bogdanov
General Partner



Charlie Ryan
General Partner

AVentures Capital

UVCA
MEMBER

Venture Capital Fund

About:

Run by serial entrepreneurs and experienced financial professionals in 2012, AVentures Capital is a leading early stage venture capital fund focused on companies in the following targeted technology categories: software tech space, incl. e-commerce, cloud services, mobile technology, payment systems, IoT, online gaming and social media growing businesses in Ukraine and CEE.

VC coinvests with Almaz Capital, Vegas fund, TA Ventures, Digital Future and Y combinator etc.

Investment Strategy:

AVentures Capital invests at early & growth stages and looks for the teams up with amazing entrepreneurs from Eastern Europe, particularly Ukraine, who are building global businesses.

Investment criteria:

- Revenues
- Team
- Sub-Sector
- Global potential

Investment geography:

Eastern Europe, particularly Ukraine

Investment stage:

Early Stage - Round A, B

Average ticket:

\$ 500K

Portfolio:

8 companies



Contacts:

Website:

aventurescapital.com

E-mail:

pipeline@aventurescapital.com

Location:

Kyiv, Ukraine

Team:



Andrey Kolodyuk

Co-founder
Managing Partner



Yevgen Sysoyev

Co-founder
Managing Partner

Concorde Capital



Venture Capital Fund

About:

Concorde Capital is a leading investment company based in Ukraine, which provides a full range of brokerage, investment banking and asset management services. It was founded in 2004 and today is owned by management.

We have recently raised the capital for our Venture Fund which is a new business line for us and we have had several investments so far.

Investment Strategy:

We are sector agnostic, and are looking for innovative product with target market in USA and Europe, and strong team. We are interested in both consumer and business markets.

Investment geography:

Ukraine, USA
other countries possible for co-investment

Investment criteria:

- Strong team with deep expertise
- US and Europe - target markets
- First revenue has been received or MVP

Investment stage:

Seed

Average ticket:

\$ 100K-1M

Portfolio:



Contacts:

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ys@concorde.ua

Location:
Kyiv, Ukraine

Team:

Vitaliy Provotorov
Director

Yurii Sachenok
Analyst



Detonate Ventures



Private Investment Company

About:

Detonate Ventures is an investment and management company operating as a seed/early-stage investor and managing in-house projects. Being funded by private Israeli investors, since 2011 we operate in Kiev, Ukraine. The company is managed by partners with a broad expertise in technologies, media, telecommunications, marketing and strategic consulting.

Investment Strategy:

Open to all verticals, is there is a solid idea and an experienced team.

Investment geography:

Global

Investment criteria:

We look for a clear business idea and proven sustainable model that brings tangible value and is led by an experienced and motivated team.

Investment stage:

Pre-seed

Portfolio:

10 companies

 **courreon**

 **NN** NEURAL ANALYTICS

 **SQC**
PRIME
POWER ON SECURITY



Team:

Nataliia Berezovska
Managing partner



Igor Shraibman
Managing Partner

Digital Future

UVCA
MEMBER

Venture Capital Fund

About:

Venture investments in digital economy is our passion and core business. Being the most active VC in the country, we offer our partners early access to outstanding Ukrainian talent and technology. Our portfolio includes companies from Ukraine, Europe, Israel, and United States. Most of them are self-service B2B and Enterprise solutions. Typically, we invest into business scaling risk, so we have to see initial traction, visionary founders with international mindset and management team capable to achieve sustainable results. We rarely invest at pre-seed stage but when we do, we prefer the graduates from US and European accelerators, such as YCombinator, Alchemist, TechStars, Startup Wise Guys, Startupbootcamp, etc.

Investment Strategy:

- Digital Marketing
- Ad Tech
- HR Tech
- AI
- Security

Investment geography:

Global

Investment criteria:

- Initial traction
- Clear business model
- Sizable market
- Strong team

Investment stage:

Seed
Early Stage - Round A, B

Average ticket:

\$ 400K

Portfolio:

20 companies

attendify



Petcube

SIXA



Rallyware



Reply



Contacts:

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Location:

Kyiv, Ukraine

Team:



Oleksii Vitchenko

Founding Partner



Volodymyr Nesterenko

Managing Partner

Empire State Capital Partners (ES Ventures)

UVCA
MEMBER

Venture Capital Fund

About us:

ES Ventures has partnered with leading Israeli fund management company Giza Venture Capital to initiate Giza Ukraine Ventures under a JV basis. The new fund follows the ongoing success of Giza Polish Ventures which was established in 2012 and will further cement Giza's pre-eminent position as a major force in VC segment in Eastern Europe.

Investment Strategy:

The fund invests in early stage Ukrainian IT companies that have a global market leveraging the internet as the main sales and marketing channel.

Investment criteria:

- Traction
- Founding partners & team
- Sales growth potential in respective fields

Investment geography:

Ukraine & Israel

Investment stage:

Seed

Average ticket, USD:

\$ 500K



Contact us:

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Location:

Kyiv, Ukraine

Team:



Alex Bart

Managing Partner
Founder



Kevin Reddy

Co-Founder & CEO



Mariana Kurylo

Associate

Venture Capital Fund

About:

The fund was established in 2014.
It focuses on financing early stage start-ups in sectors: e-commerce, fintech.

Investment Strategy:

We finance startups at the early stage.
Fund gives priority to Ukrainian companies, which focused on the Asian market.

Investment geography:

Ukraine, USA, Chinese People's Republic

Investment criteria:

- CEO
- Team focus
- The ability to independently develop the product in foreign markets

Investment stage:

Seed

Average ticket:

\$ 50-200K



Contacts:

Website:
Fison.org

E-mail:
Info@fison.org

Location:
Kyiv and Dnipro, Ukraine



Team:

Dmytro Tomchuk
Founder



Olena Khlivna
Co-founder

Imperious Group VC



Venture Capital Fund

About:

We are the \$25 mln. venture capital fund with strong connections to the USA, EU and especially Ukrainian market.

We are guided by such principles as quick decision time, no bureaucracy, no intervention into operational processes. We feature teams with cost-efficient R&D in Ukraine and great marketing/sales in the USA, EU or Asia. Nevertheless we don't have regional limits and have already closed 10+ deals from companies all around the globe.

Investment Strategy:

We mostly invest on the early stages of company's growth – seed stage in particular, but also encourage investments in both having revenue and pre-revenue companies. Generally we invest \$50-300K per deal, but we also often co-invest in the amount \$100K per deal. Connections to Ukraine is a good point for us – we have one of our offices here for R&D purposes, Talents and Startups Seeking.

We are oriented on SaaS startups, mobile-products, AdTech, EdTech, analytical companies (especially with the focus on Big Data), other companies who have found and proved their \$1 bln+ potential market.

Investment criteria:

We want to track our potential portfolio company in its permanent station to as well as in its growing phase. We believe in founders who have already built something together before. We believe in team of professionals. We believe in people who can sale, who love it and don't afraid of doing it. We believe in those who strongly believe in their vision.

Investment geography:

USA, EU, Ukraine, Asia

Investment stage:

Seed

Average ticket:

\$ 50-300K

Portfolio:

40+ companies

InstantAPI KWAMBIO

allset PUBLICFAST

Contacts:

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ig.vc

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kirill.mazur@ig.vc

Location:

Kyiv, Ukraine

Team:



Kirill Mazur

Managing partner



Dmitriy Shvets

Managing partner



Pavel Aleshin

Venture partner

INTEGRUM VENTURES



Venture Capital Fund

About:

The Fund was founded in 2013 for 49 years by a group of Ukrainian and foreign private investors to finance small and medium-sized businesses in Ukraine.

Investment Strategy:

- Oil & Gas
- Polymeric materials procession
- Finance & insurance,
- IT

Investment geography:

Ukraine and other CIS countries.

Investment criteria:

Key focus on startups in pipe engineering, oil&gas, fuel retail and payments processing. Prototype required.

Investment stage:

Pre-seed

Average ticket:

\$ 50K

Portfolio:

8 companies



Contacts:

Website:

integrumventures.com

E-mail:

info@integrumventures.com

Location:

Kyiv, Ukraine

Team:



Oleksandr Kirimov

VP

Intel Capital

UVCA
MEMBER

Venture Capital Fund

About:

Intel Capital is a corporate VC that enhances Intel's strategic objectives by making and managing financially attractive investments. Since 1991 we have invested more than US\$11.8 billion in over 1,473 companies in 57 countries. In that timeframe, 215 portfolio companies have gone public on various exchanges around the world and more than 405 were acquired or participated in a merger. We typically invest \$300-500M per year globally.

Investment Strategy:

As a stage agnostic investor, we work with companies of virtually every size across a wide range of technologies. We invest in developers and providers of hardware, software, and services that can collaborate with one or several of Intel's business units. The most active areas of focus for us are Machine Learning/AI, IoT, Autonomous Driving, Big Data, AR/VR, Robotics, and Sports technologies.

Investment criteria:

We like innovative technologies that are competitive globally, have strong management teams, and synergies with Intel's businesses.

Investment geography:

Global with focus on US, China, Europe and Israel.

Investment stage:

Early Stage - Round A, B

Average ticket:

\$ 100K - 100M

Portfolio:

12 companies in the region

denovo
Натхнення Майбутнього

BUSFOR
ВАШ БИЛЕТ НА АВТОБУС

Parallels

OZON.ru
онлайн мегамаркет №1



Contacts:

Website:

intelcapital.com

E-mail:

kirill.cehoval@intel.com

Location:

HQ in Santa Clara, California.
Russia/CIS/Baltics coverage
out of Moscow.

Team:



Kirill Cehoval

Investment Director,
Russia/CIS/Baltics

Magnetic One Ventures



Venture Capital Fund

About:

Team of former professionals in IT, education, investment and business development united at the end of 2016 to start new hi-tech investment company

Investment Strategy:

Investment and business-development service for early stage projects in EdTech, FinTech, AR/VR, Robotics and general software

Investment geography:

Ukraine first, than globally

Investment criteria:

Strong Team with clear business-vision, working prototype, kind of a traction, healthy unit economic, potential impact on local and scale on local markets

Investment stage:

Seed

Average ticket:

\$100K

Contacts:

Website:

m1v.fund

E-mail:

vk@m1v.fund

Location:

Kyiv, Ukraine

Team:



Ruslan Savchyshyn
Founding Partner



Viktor Kompaneiets
Managing Partner



Ivan Dovgal
Managing partner



Olga Shevchenko
Managing partner

NOOSPHERE VENTURE PARTNERS

UVCA
MEMBER

Venture Capital Fund

About:

We invest in what we know, and where we can add value. Noosphere Venture invests in teams and companies from incubation through seed to emerging growth stage and provides a powerful combination of capital and alternative resources. We are happy to lead deals or syndicate with other quality investors.

Our mission:

To develop, grow and accelerate industry-leading companies on a global scale.

Investment Strategy:

Investment Focus:

- Space & Satellite Technologies
- Social Networking
- Advertising and Marketing
- Big Data and Analytics
- Fintech
- Social & Mobile Gaming

Investment criteria:

Noosphere Venture invests in great entrepreneurial teams, who are creating breakthrough technologies, transformative business models and strong intellectual property that can change the world.

Investment geography:

Global

Investment stage:

Pre-seed

Seed

Early Stage - Round A, B

Portfolio:

Thync



CONNECTED.CO



Contacts:

Website:

noosphereventures.com

E-mail:

info@noosphereventures.com

Location:

Menlo Park, USA

Team:

Max Polyakov

Managing Partner

Michael Ryabokon

Chief Innovation Officer



SMRK VC Fund

UVCA
MEMBER

Venture Capital Fund

About:

Ukraine based seed fund. SMRK VC fund was est. in 2013 and today has invested in a number of well-known Ukrainian start-ups. Our fund coinvests with Andreessen Horowitz, Metamorphic Ventures and other investors.

Investment Strategy:

Seed fund, scope on:

- software for mobile OS (preferable, but not exclusively, iOS)
- software for MacOS
- casual/business software
- offline business' online presence
- B2C services
- B2B services

Investment geography:

Projects from Ukraine aimed at global market

Investment criteria:

We are looking for:

- ideas with clear value for consumer/customer
- teams, which know about their project/idea ALL and even more
- projects with clear purpose
- people, who want to change the world for good

Main scope on the team and MVP

Investment stage:

Seed

Average ticket:

\$100k - \$1M,
average \$250k

Portfolio:

7 companies



SMRK VC FUND

Contacts:

Website:

smrk.vc

E-mail:

applications@smrk.vc

Location:

Kyiv, Ukraine

Team:



Andriy Dovzhenko

Co-Founder
Managing Partner



Oleksandr Kosovan

Co-Founder
Partner

Venture Capital Fund

About:

TA Ventures has been supporting great companies since 2010. We have been privileged to invest in Auctionata, Azimo, Beepi, Dreamlines, FinanzCheck, NU3, SumUp, Wallapop and many other successful companies. We have backed 100 startups, and have reached 27 exits so far.

Investment Strategy:

- Fintech
- Digital
- Health
- Big Data
- SaaS
- Online marketplaces
- Across sectors

Investment geography:

Global

Investment criteria:

We invest in innovative seed and early stage tech companies and help them to grow to make us proud of our portfolio, hence our companies have the potential to re-imagine traditional businesses and to have the impact on the world around us.

Investment stage:

Seed
Early stage - Round A, B

Average ticket:

\$ 100-500K

Portfolio:

100 companies

eTachki

TANDEM

PUFETTO

CLARK

Contacts:

Website:

taventures.vc

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info@taventures.vc

Location:

Kyiv, Ukraine
Limassol, Cyprus

Team:



Viktoriya Tigipko
Founding Partner



Igor Semenov
Partner

TMT Investments



Venture Capital Fund

About:

TMT Investments PLC invests in high-growth, internet-based companies across a variety of sectors and has a significant number of Silicon Valley investments in its portfolio. Founded in 2010, TMT has invested in over 40 companies to date. The company is traded on the AIM market of the London Stock Exchange.

Investment Strategy:

We look for innovators who can outgrow their competitors in the exciting world of leading-edge technologies and new media, and we invest in those who can ensure fast sustainable growth.

Preferred industry segments:

Big Data solutions
Business SAAS tools
E-Commerce

Investment geography:

USA, Israel, Estonia, Ukraine

Investment criteria:

Demonstration of strong growth drivers

Investment stage:

Seed
Pre-A and A

Average ticket:

\$ 250K- 5M

Portfolio:

41 companies

attendify

Wrike


depositphotos
S I X A

Contacts:

Website:

TMTinvestments.com

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info@tmtinvestments.com

Location:

San Francisco, CA, USA

Team:



Igor Shoifot

Investment partner (USA)



German Kaplun

Head of Strategy



Artem Inyutin

Head of Investments

Venture Capital Fund

About:

- focus on tech heavy, PhD centric research teams
- targeting mobile, banking, e-commerce, digital health and hardware
- investments can be made anywhere in the world
- strong on the ground presence in Eastern Europe
- fund provides a full range of services and can help portfolio companies with executive recruiting, scaling engineering teams and setting up offices
- fund can help portfolio companies to build business relationships on the ground and to open a potentially new, large market both

Investment Strategy:

- we are going to close 20 deals with early stage startups, and then to make add-on investments in larger amounts in most successful companies from the group of selected ones
- 250K/1M investments are reserved for companies that are raising series A/B and have significant traction

Investment geography:

Global

Investment criteria:

- unique patent-able idea/inventions/algorithms/formula or prototype that can disrupt existing industries
- strong team of founders
- target market is well defined, scalable and has vast upside growth potential

Investment stage:

Pre-seed

Average ticket:

\$ 50-250K

Portfolio:

12 companies

FORCE

W I D E R

Contacts:

Website:

uspfund.com

E-mail:

at@uspfund.com

Location:

Kyiv, Ukraine

Team:



Alexander Tulko
Managing Director



Alexander Lobanov
Managing Partner

Venture Capital Fund

About:

WannaBiz is a seed fund, focused on global projects in adtech and SaaS with a steady revenue raise. Founded in 2012 by three IT-entrepreneurs in Odessa, WannaBiz has become one of the most active startup incubators in Ukraine. In September 2015 WannaBiz was transformed into a fund, virtually stopping its incubation activity. Since then WannaBiz has been targeting seed stage, round A or bridge round startups with Ukrainian founders all over the world.

Investment Strategy:

WannaBiz is mostly interested in seed stage, round A or bridge round global startups in adtech and SaaS. We are ready to enhance a deal as a follow-on smart-money VC.

Investment geography:

USA, UK, EU companies
(with Ukrainian roots)

Investment criteria:

- MRR not less than \$10K
- Verticals: adtech and SaaS
- Global projects with USA, UK or EU team presence
- Team, development, sales or support based in Ukraine
- Seed stage (in case of the rapid growth), round A or bridge round startups

Investment stage:

Seed

Average ticket:

up to \$50K

Portfolio:

7 companies



KWAMBIO



Reply

Contacts:

Website:

wannabiz.com.ua

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Location:

Odessa and Kyiv, Ukraine

Team:



Alex Bornyakov
Managing Partner



Artem Borodatyuk
Partner



Vadim Rogovskiy
Partner



Alexandra Balkova
Business Development Officer

HP Tech Ventures

UVCA
MEMBER

Corporate Venture Fund and Fund of Funds

About:

HP Tech Ventures is the corporate venture arm of Silicon Valley's original startup, HP Inc.

Investment Strategy:

The Palo Alto and Tel Aviv based team focusees on global, early stage investments in the next technology paradigms: 3D Printing, Commercial IoT, Immersive Computing, A.I., EduTech, and Office of the Future.

Investment geography:

50% US/Canada
25% Israel
25% Europe and Asia

Investment criteria:

- Large TAM in an area where HP can be helpful
- A-class team
- 1M+ revenue
- Global footprint

Investment stage:

Early Stage - Round A, B

Average ticket:

\$ 1-5M



Contacts:

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techventures.hp.com

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vitaly@golomb.net

Location:

Palo Alto, USA



Team:

Vitaly M. Golomb

Investor & Global
Startup Evangelist

Private Equity Fund

About:

Aval-Brok LTD was established in 1993. Since then it has been developing investment decisions and recommendations on assets placement, managing portfolios, providing access to all kinds of financial instruments and financial researches, creating strategies together with and for its partners and strategic investors.

Lately the company has also moved its focus on direct investments into Oil and Gas industry, real estate development and Fin-Tech startups.

Investment Strategy:

The portfolio is highly diversified, the strategy varies depending on the field of investment. Buy and Hold strategy as well as Value investing prevail.

Investment criteria:

Understanding of the field and potential demand, reliable team

Investment geography:

Ukraine, Middle East, Europe

Investment stage:

Early Stage - Round A, B

Average ticket:

\$ 200K - 5M

Portfolio:

14 companies



Contacts:

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E-mail:

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Location:

Kyiv, Ukraine

Team:



Andriy Polkovskyi
Partner

Horizon Capital

UVCA
MEMBER

Private Equity Fund

About:

Horizon Capital is the leading private equity firm in Ukraine, managing three private equity funds with a track-record of selecting and building global or local-focused market leaders that demonstrate rapid growth in robust economic circumstances and the ability to weather economic downturns successfully. Currently, Horizon Capital manages three funds, Emerging Europe Growth Fund II (EEGF II), Emerging Europe Growth Fund (EEGF) and Western NIS Enterprise Fund (WNISEF), with over \$600 million under management.

Investment geography:

Ukraine and the near region

Investment stage:

Growth

Average ticket:

\$ 5-20M

Investment Strategy:

We seek to invest in private, mid-sized companies in Ukraine and the Region, targeting value-based investments. Our strategy is to identify high-quality management teams and capitalize on specific market opportunities in the fastest growing sectors of these emerging economies. The fund invests from \$5 to \$20 million in each of its portfolio companies, with investments to be used primarily for expansion opportunities. Within the mid-cap market, we prioritize two distinct subsets of opportunities: (1) Export Champions and (2) Domestic Champions. We also pursue selecting early-stage opportunities that are poised to capitalize on under-developed and/or rapidly changing sectors of the economy.

Portfolio:



Contacts:

Website:

horizoncapital.com.ua

E-mail:

info@horizoncapital.com.ua

Location:

Kyiv, Ukraine

Team:



Lenna Koszarny

Founding Partner and CEO



Jeffrey C. Neal

Founding Partner and
Chairman of Investment Committee



Denis Tafintsev

Senior Partner

Private Equity Fund

About:

iTech Capital is a family of private equity & venture capital funds focused on growth investments in digital economy businesses such as AdTech, FinTech, IoT, Processing and BigData as well as OnlineTravel. The Group was established in 2011, with its target size of US\$ 100 million.

Investment Strategy:

iTech global investment strategy lies in the following sectors:

- Online advertising technologies: online marketing platforms and tools for website promotion, context advertising and real-time bidding
- E-commerce, e-processing and e-banking
- TMT (Technology, Media and Telecommunications): software, software-on-demand solution providers, e-gaming and e-entertainment, IT outsourcing
- New Media: infoweb portals, social networks, e-advertising channels

Investment geography:

Central and Eastern Europe, Asia and USA

Investment criteria:

The focus is on growing companies that have developed to a cash-generating stage. The typical investment size is within the range of US\$ 1 to 10 mln, whereas US\$ 10 mln. is a cap per one company. General requirements include:

- Highly scalable and profitable business concept, proven in Western or Asian markets
- Clear competitive advantages and market leadership potential
- Internationalization capabilities and export-attractive technologies

Investment stage:

Growth

Average ticket:

\$ 2-10M

Portfolio:

10 companies



Contacts:

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itcap.vc

E-mail:

info@itcap.vc

Location:

Rīga, Latvija

Team:



Alexey Telnov

Investment Director



Petr Polyakov

Investment Director



Gleb Davidyuk

Managing Partner

Siguler Guff Company

UVCA
MEMBER

Private Equity

About:

The Firm's current service offerings include multi-manager private equity funds, direct private equity funds, customized separate accounts, advisory services.

Investment Strategy:

The Firm's core investment strategies include distressed and special situations, distressed real estate, small business and emerging markets. The company provides long-term investment capital into companies for their expansion and modernization, with the goal of increasing their capitalization and market value. This style of investing requires a hands-on, value-added approach where management of portfolio investments is as important as investment selection.

Investment geography:

Siguler Guff maintains offices in Kiev, Boston, London, Moscow, Mumbai, São Paulo and Shanghai.

Investment criteria:

The investment philosophy is focused on identifying market inefficiencies that can generate high absolute rates of return and creating efficient solutions to capture them

Investment stage:

PE - Growth (Mature)

Average ticket:

\$ 10-80M

Portfolio:



GlobalLogic

INVITRO®

INTO SANA



Contacts:

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Location:

New York, USA - HQ

Kyiv, Ukraine

Team:

George W. Siguler

Founder and Managing Director
New York – Headquarters

Drew Guff

Founder and Managing Director
New York – Headquarters

Roman Simonov

Managing Director Moscow



Private Equity Fund

About us:

We are the fund with experience and specialization in Financial field

Investment Strategy:

Early stage investments in Fintech startups

Investment geography:

Global projects, that have teams in Ukraine

Key selection criteria:

Banking finance trading cryptocurrency

Average ticket:

\$ 50K

Investment stage:

Pre-seed

Portfolio:



Petcube



Team:

Denis Borisovsky
CEO

Contact us:

Website:
syworks.org

E-mail:
denis@syworksgroup.com

Location:
Dnipro, Ukraine

4i Capital Partners



Private Equity Fund

About:

4i Capital Partners is a private equity investment firm managing investments in Ukraine, Belarus and Moldova. The company's principals have been making buyouts, expansions, restructurings and realizations in the region for nearly two decades. 4i Capital Partners was founded in March 2016 with the aim to capitalize on the opportunities resulting from the fundamental overhaul of Ukraine, one of the largest European countries. Our team currently manages Europe Virgin Fund, with \$57 million of committed capital and instrumental support from the international finance institutions such as the European Bank for Reconstruction and Development, the Black Sea Trade and Development Bank or the Swiss Investment Fund for Emerging Markets.

Investment Strategy:

We invest in private sector medium-sized businesses with a strong potential to deliver sustainable profitable growth. We are looking for opportunities to consolidate fragmented niche markets, to substitute imports, to expand regionally or to reshape an industry by unique products or services.

We invest with entrepreneurs that think out of a box, have a clear vision and capacity to do the right things in a right way.

Investment criteria:

We are mainly focused on mature businesses. We employ the following key criteria when making a decision in which companies to invest:

- Investing in SMEs
- Partnership
- Consumer Sectors
- Leadership
- Team
- Transparent Business Strategy
- Financial Prudence
- Potential for Target Return & Liquidity

Investment geography:

Ukraine, Belarus and Moldova

Investment stage:

Growth

Portfolio:

5 companies



portmone.com



Team:

Alex Munteanu
Managing Partner



Kamil Goca
Managing Partner



Sergey Lysov
Partner

Investment boutique

About:

A7 CAPITAL is the Ukrainian investment company founded by Maria Barabash in 2010. There and then the core goal was born - to support and assist Ukrainian companies and international investors in the development of their businesses. We offer our clients state-of-the-art bespoke investment banking services including capital raising, assets search in Ukraine, M&A support, financial advice, market research. The goal-oriented professional team has closed 37 deals in agriculture, FMCG, energy, ICT and infrastructure. Our aim is to make FDI more affordable for Ukrainian companies that are willing and able to develop. We created the first user-friendly web-based investment platform for Ukrainian companies looking for additional financing and for international investors considering investing in Ukraine. There are already 41 projects there.

Investment criteria:

- Operating business or pre-revenue startups
- Need for equity/ debt financing
- Focus: agriculture, FMCG, energy, IT, Infrastructure, real estate, healthcare
- ROI > 10%

Investment geography:

Ukraine

Investment stage:

Growth

Average ticket:

\$ 1-500M

Investment Strategy:

Starting project amount considered: USD 1M



Contacts:

Website:

invest.in.ua

E-mail:

contact@a7cap.com

Location:

Kyiv, Ukraine
Utrecht, Netherlands
Wroclaw, Poland
New York, USA

Team:



Maria Barabash
President



Kateryna Sivakova
Vice President



Stanislav Dubko
Managing Partner



Eugene Sushchenko
Investment Director

InVenture Investment Group

UVCA
MEMBER

Investment Adviser

About:

InVenture Investment Group is an experienced partner with a proven track record in the Ukrainian Private Equity and Venture Capital market. InVenture Investment Group offers a range of services including investment finance support, M&A advisory services in a range of industries, development and implementation of investment strategies, and private banking.

Our professional and technological approach is focused on obtaining benefits and capital growth for our clients.

InVenture Investment Group includes the following units:

InVenture Adviser – M&A and investment advisor, Foreign direct investments (FDI) in Ukraine

InVenture Media – the first and leading in Ukraine specialized media dedicated to the Private Equity and Venture Capital

InVenture Consulting – strategic and business planning, Venture Capital and Private Equity consulting

InVenture Capital – fundraising, joint ventures and syndicate investments, asset management.

Investment geography:

Ukraine

Investment stage:

Growth

Average ticket:

\$ 10-500K

Investment Strategy:

- Distressed assets
- JV
- Agtech
- Foodtech
- Agriculture



INVENTURE

Contacts:

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E-mail:

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Location:

Kyiv, Ukraine

Team:



Alexey Oleynikov
Managing Partner



Igor Petrov
Partner



Yury Bochkur-Krasnyansky
Partner



Natalia Boyko
Investment Manager

Investment Platform

About:

Investment Platform for venture capital market participants: Entrepreneurs, Investors, Professionals and Specialists which helps:

- Entrepreneurs - to turn ideas into the business and raise money.
- Investors - to find and to invest in outstanding startups.
- Professionals and Specialists - to earn, selling their services.

Investment Strategy:

Depends on participants

Investment geography:

Global

Investment criteria:

- Stage
- Sector
- Size

Investment stage:

Pre-seed

Average ticket:

\$ 10-100K

Portfolio:

100+ companies

Contacts:

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startup.network

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info@startup.ua

Location:

Kyiv, Ukraine

Team:



Aleksandr Soroka
CEO



Natalia Rogovaya
Investment Analyst



Dmytro Kuzmenko
Investment Consultant

The European Bank for Reconstruction and Development

UVCA
MEMBER

International organisation

About:

The EBRD is a multilateral bank committed to the development of market-oriented economies and the promotion of private and entrepreneurial initiative in more than 30 countries from Morocco to Mongolia and from Estonia to Egypt. The Bank is owned by 65 countries, the EU and the EIB.

Investment Strategy:

The EBRD is the largest international financial investor in Ukraine. To date, the Bank has made a cumulative commitment of more than €12 billion through 377 projects since the start of its operations in the country in 1993.

Investment geography:

Albania, Armenia, Azerbaijan, Belarus
Bosnia and Herzegovina, Bulgaria, Croatia,
Cyprus, Egypt, Estonia, FYR Macedonia,
Georgia, Greece, Hungary, Jordan,
Kazakhstan, Kosovo, Kyrgyz, Republic Latvia,
Lithuania, Moldova, Mongolia, Montenegro,
Morocco, Poland, Romania, Russia, Serbia,
Slovak Republic, Slovenia, Tajikistan, Tunisia,
Turkey, Turkmenistan, Ukraine, Uzbekistan

Investment stage:

Growth

Contacts:

Website:
ebrd.com

Location:
Kyiv, Ukraine
London, United Kingdom

Business Angels Network

About:

UAngel is a Ukrainian business angels network, serving as a platform for high-net-worth individuals to form local and international syndicates, simplifying access to capital for entrepreneurs. UAngel focuses on early-stage companies from the wide range of IT spheres.

Investment Strategy

UAngel is a Ukrainian business angels network, providing entrepreneurs with the platform for meeting investors and investors with the opportunity syndicate both locally and internationally.

Investment geography:

Global

Investment criteria:

- Founding team
- Initial traction (first clients, partners)
- Product-market fit.

Investment stage:

Seed
Pre-seed

Average ticket:

\$ 50-200K

Portfolio:

11 companies



KWAMBIO



Contacts:

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Location:

Kyiv, Ukraine

Team:



Nataliia Berezovska
Chairman of Board



Regina Makhotina
Executive Director



Daria Demchenko
Coordinator

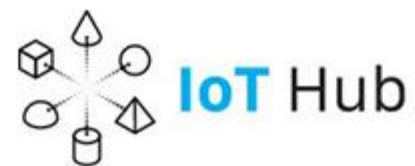
Other players who drive the startup ecosystem in Ukraine



Deloitte.



SOIN
Социальные инновации и предпринимательство



greencubator
українська мережа енергетичних інновацій

VERNADSKY
CHALLENGE



ВДНГ
TECH

EGAP CHALLENGE
Конкурс IT стартапів з електронної демократії

STARTUP
UKRAINE
СОЗДАВАЙ В УКРАИНЕ!

КУБ
Країна Успішного Бізнесу

UNLIMIT UKRAINE



Private equity and venture capital activity data in Ukraine



Ukrainian Venture Capital and
Private Equity Overview 2015



Overview 2016
coming soon



The Dealbook of Ukraine



VC&PE Survey in Ukraine
by EY with UVCA support
for Kyivstar Industry Trends project



About UVCA

The Ukrainian Venture Capital and Private Equity Association (UVCA) was established in 2014 and since that it has been promoting investment opportunities of Ukraine for foreign investment funds, conducting market researches, lobbying laws aimed at the improvement of investment and business climate, implementing Invest in Ukraine activity.

Our membership covers early stage investors, private equity funds, venture capital funds, funds-of-funds, headquartered in Ukraine accelerators. Our members' range also includes financial advisors, academic institutions, non-governmental organizations.

For two years of existence UVCA has got more than 41 member. Association has also become a member of European Venture Capital and Private Equity Association (InvestEurope).

Serving its members' interests and the country within the established mission, UVCA is operating in frames of 5 committees – Legal, Research, Invest in Ukraine, ICT and Energy Committee.

More on UVCA membership:
uvca.eu/members



Contacts:

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Executive Director

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