



GROUP OF COMPANIES
REGION



PUBLIC PRIVATE PARTNERSHIP IN RUSSIAN VENTURE CAPITAL INDUSTRY

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REGION Investment Company

Investment management agreement was signed in early 2015 between



Rosinfocominvest JSC

- * Established in 2006
- * New investment strategy since 2014
- * 100% government-owned
- * AUM = 20+ million euro



REGION Asset Management JSC

- * Established in 2002
- * Regulated by Bank of Russia
- * Private shareholders
- * AUM = 2500+ million euro

Investments are to be made in **Russian legal entities** (may have overseas subsidiaries) on the **growth stage** (Rounds A & B) as the **mix of equity and debt** financing.

Typical deal size is **0,8 – 2,4 million euro**.

Rosinfocominvest seeks **50 percent stake** in equity.

All new applicants should comply with the following guidelines:

- * To be B2B, B2B2C or B2G business with **good unit economics**
- * To be incorporated at least **1 year** before the application
- * To have at least 6 months **track record of sales**
- * To have at least **160K euro revenue** from the 3rd parties
- * To have 3rd party willing to **invest along** with Rosinfocominvest

Application



**The Fund
Board**



**REGION
Research**



Deal



**Due
Diligence**



**Investment
Committees**



Of total **200** applications **20** were submitted to the investment committees of Rosinfocominvest and REGION Asset Management.

11 applications won preliminary approval, **4** of them failed to pass due diligence.

6 applications are now in the pipeline.

The first deal was signed recently.



FinEx Group

The one and only provider of **exchange traded funds** admitted to trading on Moscow Exchange.

The product – ETF-based **robo advisor**

Need funds for business **expansion in Russia** with focus on individual investment accounts



MERKATA

Cashier app for tablets with a cloud-based stock accounting system

Winner of Mobile Technology Nomination at Web&Tech Ready 2015

Used by about **2% of Russian retailers**

Received investments from **Sverdlovsk Regional Venture Fund**

Need funds for **product development, marketing and sales**



KRIBRUM

Cloud-based service for automated **social media monitoring** and analysis

Created by **InfoWatch**, leading Russian developer of DLP software

Used by **Sberbank of Russia**, Mobile TeleSystems, JSFC Sistema

Need funds for business **expansion in Russia, Asia and Middle-East**



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THANK YOU FOR YOUR ATTENTION