



CapMan – Leading private equity investor in the Nordic countries and Russia

October 2013

CapMan

CapMan in figures

5 investment partnerships

More than **20** years of experience

38 companies and **57** real estate investments

105 employees

110 fund investors

€3.3 bn in assets under management



CapMan Group

**CEO
Management Group**

Entrepreneurial investment partnerships

CapMan Buyout
20 investment
professionals in
Helsinki,
Stockholm and
Oslo

**CapMan
Russia**
10 investment
professionals
in Moscow

CapMan Credit
2 investment
professionals
in Stockholm

**CapMan Public
Market**
5 investment
professionals
in Stockholm

**CapMan Real
Estate**
18 investment
professionals
in Helsinki and
Stockholm

CapMan Platform

40 professionals in CapMan Platform

**Business Development and
Investor Relations**

**Finance, Back Office,
Legal and IT**

Human Resources

CapMan Russia

Leading Russian private equity manager

Focused on small to mid-cap Russian growth companies. 41 investments and 28 exits since 1996.

Experienced senior team

10 investment professionals, based in Moscow. Core team together since 1999.

Strong track record **over 17 years**

4.6x from the previous fund (2003 vintage).

Investment strategy

Equity investment in proven, **fast growing Russian SMEs**

Focus on **consumer** and non-strategic sectors

Select and partner with the **best management teams**

Grow the businesses and prepare them for a **trade sale**



Value creation

Growth is the key driver



Increase **transparency** with IFRS accounting and improved corporate governance



Exit positioning to attract strategic buyers willing to pay a premium





MAYKOR  GmCS

MAYKOR  CRTService

MAYKOR  expertek

MAYKOR  ENSPACE

MAYKOR  BetterFly

MAYKOR  NST

Investment rationale



Market

Strong dynamics: growth with 10%-20% CAGR to 2016.
Consolidation momentum.

Maykor

Nationwide footprint.
Professional management team.

CapMan

Experience in the industry enabling Maykor to copy and paste best western practices into Russia.

Solid co-investors

RDIF
EBRD

Exit routes

IPO

Preliminary preparations for a public listing have already begun.

Trade buyers

Attractive target for a larger foreign IT integrator and maintenance services provider.

Financial buyers

International buyout firms have invested into this sector in Europe.



Building successful businesses

www.capman.com