



Lenna Koszarny

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Biography

Lenna Koszarny is Founding Partner and Chief Executive Officer of Horizon Capital and an officer of Western NIS Enterprise Fund (WNISEF).

Horizon Capital manages the investment portfolios of four funds focused on Ukraine and the near region with over \$700 million under management. I lead Horizon Capital, am a member of the Investment Committee of three funds and serve on the board of several of Horizon Capital's portfolio companies.

I have been a Board member of the American Chamber of Commerce in Ukraine for the past two years and was first elected in 2016. Horizon Capital is a Founding Member of the Ukrainian Venture Capital and Private Equity Association (UVCA), an industry association that is a member organization of Invest Europe and I am a member of the UVCA Board. I am also a Board Member of Ukrainian World Congress (UWC), representing over 20 million Ukrainians worldwide. In September 2016, I was asked to Chair the Committee to Support the Economic Development of Ukraine within UWC, and launched this important initiative to consolidate the efforts of diaspora worldwide to buy Ukraine-made goods and services, invest in Ukraine and lead efforts in their home countries to increase financing available to Ukrainian SMEs. I am also a member of the Ukrainian Canadian Congress Advisory Council in Ukraine, a member of the Supervisory Board of the German-Polish-Ukrainian Society in Ukraine and former Vice-Chair of the Advisory Council of Kyiv-Mohyla Business School during its founding. I am proud to be a recipient of a Commemorative 25th Anniversary of Independence Medal issued by the President of Ukraine, in recognition of my contribution to the country.

I was originally born in Canada though have lived and worked in Ukraine for over 24 years. I am a Canadian CPA and received my HBA at the Ivey School of Business in Canada.

Why do you think Membership in the American Chamber of Commerce in Ukraine is important for business operating in Ukraine?

I firmly believe that membership in the American Chamber of Commerce is important for three main reasons. First and foremost, the American Chamber of Commerce is a platform that unites businesses operating in Ukraine who share a commitment to integrity, transparency and excellence. There is strength in numbers and in like-minded companies uniting to advocate for transparent business dealings, fair and level playing fields in all sectors and policies that improve the business environment for investors. These principles both unite our members and form the basis for the excellent reputation that the American Chamber of Commerce enjoys in its effective interaction with the Ukrainian government, business and stakeholders both inside and outside of Ukraine. Through membership in the American Chamber of Commerce, business leaders have access to like-minded companies and a highly-qualified, service-oriented team committed to delivering excellence in everything they do, including policy initiatives, services provided and events.

Secondly, given the unity of the members, the American Chamber of Commerce platform is unparalleled in its reach and ability to advocate effectively for industries and members. This broad, principles-focused membership base as well as the top-notch reputation of its members, enables the American Chamber of Commerce to advocate effectively. The extensive reach of the American Chamber of Commerce is untenable for individuals or businesses to achieve on their own. The Committees and Working Groups enable members to concentrate their efforts in a sector or area, to discuss problems, identify solutions and make recommendations by the policy team at the Chamber to important stakeholders, including all branches of the Ukrainian government.

Finally, in addition to advocacy, the American Chamber of Commerce is a great platform to interact with, network with other businesses, share challenges and opportunities and enjoy social events. I am immensely impressed by the care, attention and thought put towards every initiative and event organized by President Andy Hunder and the talented American Chamber of Commerce team. From building a broad network of relationships, to escalating member issues, attracting top-notch speakers, launching initiatives that the members care about to preparing working papers, publications, newsletters and other information, the team is focused on providing high value and benefits to members that far outweigh membership fees.

What motivates you to be a Chamber Board Member?

What motivates me first and foremost to be a Chamber Board member is to contribute to this excellent organization through the Board. During the past two years, I have sought out ways to add value to the Board through my networks, relationships and 24 years of doing business in Ukraine and feel that I have made an impact as a Board member. Serving as a Board member for the past two years has been an incredible honor and one that I wish to continue to serve our esteemed members together with the Chamber team and my fellow Board members.

I am also motivated by the alignment between my personal mission and principles and those of the American Chamber of Commerce – its members, leadership and Board. We are an organization with a very strong mission, vision, principles and vision. I believe that the American Chamber of Commerce, while it has played an enormous role in the past 25 years, has just as important a role to play in the years to come. This is a very important moment in Ukraine’s history as the country begins to grow again and attract capital. This is a time of institution-building in Ukraine and the contribution of the American Chamber of Commerce through the National Reforms Council and its interaction with government stakeholders is critical during these transformative years. Ukraine has gained 76 points on the Doing Business rankings from 2012 through 2018, at the same time, there is much more to do, and our Chamber plays an important, vocal role in illuminating shortfalls while also supporting reforms done well through our grassroots committee-led initiatives, policy group within the executive team and communications.

I have seen firsthand the commitment, dedication and desire to contribute exemplified by each Board member and the skills, knowledge, contacts and fresh ideas that are brought forward at every opportunity. My motivation comes from my desire to serve alongside this Board, this team and our valued members at this critical juncture in Ukraine’s history when we truly have the opportunity to make a great leap forward in improving the business environment for our members, investors and companies operating in Ukraine.

**Why do you feel you are qualified to serve on the Chamber Board?
What skills would you bring to the Board?**

I believe that what qualifies me to serve on the Chamber Board is both my commitment to the mission, principles and vision of the organization as well as my skill set.

In terms of skills, my main contribution stems from 24 years based in Ukraine, my network, relationships, industry experience and knowledge of the business environment. As a private equity investor in small and medium-sized enterprises (SMEs) in Ukraine, I also bring the perspective of SMEs to the Board across a board range of sectors including manufacturing, IT, food and agro, telecom, pharma, e-commerce and other areas. In terms of relationships, I believe I am able to leverage my network through the business community within and outside of Ukraine, my investor base, my service within the Ukrainian World Congress and diaspora community, to further the Chamber’s agenda.

How have you been active in the Chamber over the course of the last two years?

During the past two years, I am humbled and very proud to serve on the Chamber Board. I am an active member of the Board, seeking to add value to discussions and contribute my perspective and ideas to the benefit of our organization. For example, I very much supported the initiative to hold a strategy session to refresh the Chamber’s mission, vision, values, goals and strategies with the first offsite at the WNISEF-backed Ukrainian Leadership Academy in Kyiv. I also led the organization of the first ever diaspora conference focused on Ukraine’s economic development this past August, with Ukrainian World Congress partnering with

the American Chamber of Commerce and Canada-Ukraine Chamber of Commerce to hold an excellent event that attracted diplomats, high-ranking government officials and esteemed members of the business and diaspora communities.

I have actively participated in Chamber meetings, networking receptions and Horizon Capital is a proud sponsor of Chamber events.

What activity or Committee would you participate in and be responsible for?

I wish to continue my contribution towards being a voice for investors on the Board and in Ukraine, in particular SMEs across various sectors, advocating for improvements in the business climate to enable to enable current investors to thrive and attract new investors to Ukraine. As part of my day-to-day work with Horizon Capital and with WNISEF, I work closely with the Investment Promotion Office in Ukraine, the Export Promotion Office in Ukraine as well as the recently-launched Innovation Council. I seek out ways to coordinate with and further the interests of the Chamber and its members with respect to these entities. I use every opportunity in discussions with government officials and stakeholders in Ukraine to deliver the key messages from the five-point scorecard developed by the Board and Chamber team to further the investment and business environment in Ukraine. This is where I can contribute the most and where I wish to focus my efforts as a Board member.

Thank you for reading my submission, I would be truly honored to continue to serve as a Board member and very much appreciate your support.