



YOUR FULL NAME:

Lenna Koszarny

YOUR JOB TITLE:

Founding Partner and Chief Executive Officer

YOUR COMPANY:

Horizon Capital

YOUR BRIEF BIOGRAPHY (250-300 words):

Lenna Koszarny is Founding Partner and Chief Executive Officer of Horizon Capital, a leading private equity firm focused on Ukraine and the near region with over \$800 million in AUM via four funds, and a member of its Investment Committee. After first serving as a member of the Board of Directors of the American Chamber of Commerce of Ukraine for two terms, she is proud to serve as Vice-Chair during her third term this past year. Lenna is also Executive Vice-President of Western NIS Enterprise Fund, a \$150 million US-government backed fund. She is a Board member and Vice President of the Ukrainian World Congress representing over 20 million Ukrainians worldwide, 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 served as the first Vice-Chair of the Advisory Council of Kyiv-Mohyla Business School. She is also a member of the Ukraine House Organizing Committee that launched the first ever Ukraine House in Davos, Switzerland on the occasion of the World Economic Forum and is proud to continue in this capacity for the 2019 Ukraine House. Ms. Koszarny is a recipient of a Commemorative Medal issued on the occasion of the 25th Anniversary of Independence by the President of Ukraine, in recognition of her long-standing contribution to the country. Originally born in Canada, Ms. Koszarny has lived and worked in Ukraine for nearly 25 years, is a CPA and received her HBA at the Ivey School of Business in Canada.

ANSWER THE FOLLOWING QUESTIONS:

Why do you think membership in the American Chamber of Commerce 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 business leaders in Ukraine who share a commitment to integrity, transparency and excellence. There is strength in numbers and in like-minded businesses uniting to advocate for transparency, fair and level playing fields in all sectors and policies that improve the environment for investors. These principles unite our members and form the basis for the excellent reputation that the American Chamber of Commerce commands, enabling high-level interaction with the Ukrainian government, bilateral partners and stakeholders both inside and outside of Ukraine. Through membership in the American Chamber of Commerce, business leaders have an opportunity to interact with other like-minded, principled companies and with a highly-professional, service-oriented team led by President Andy Hunder, that is fully committed to delivering excellence in everything they do, including policy initiatives, services provided and informative events.

In addition, given the unity of its members around common values and high standards, the American Chamber of Commerce platform is unparalleled in its reach and ability to advocate effectively for the investor community, for industry sectors and member organizations. This broad, shared-values membership base and the stellar reputation of its members, enables the American Chamber of Commerce to advocate effectively. As a leading voice for its membership, the American Chamber of Commerce is able to amplify issues in a way that is not feasible for one company to achieve on its own. The Committees and Working Groups provide members with the opportunity to join forces within a sector or area, discuss problems, identify solutions and form recommendations that are then communicated to key stakeholders, including all branches of the Ukrainian government, enabling multiple policy wins over the years.

Finally, in addition to advocacy, the American Chamber of Commerce is a great platform to network with, 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 issuing working papers, publications, newsletters and other information, the team is focused on providing significant value and benefits to its 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 three years, I have sought out ways to add value to the Board through my networks, relationships and nearly 25 years of doing business in Ukraine (in December I celebrate living longer in Ukraine than in Canada, my birthplace). Serving as a Vice Chair has been an incredible honor and a role that I very much wish to continue within the Board to further the organization's mission, goals and results during the coming year.

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 solid mission, vision and principles that has been a leading voice in Ukraine for over a quarter of a century and will continue to play a pivotal role for years to come. The past five years have been challenging yet also full of opportunity for the country, for investors, for the business community and civic society. I firmly believe that Ukraine is poised for a strong period of growth and capital inflows in the near-term and the voice of our members is critical during the coming year and beyond. Ukraine has risen to 71st place in the World Bank’s Doing Business rankings in 7 years, exceeding emerging markets such as Brazil, India and Argentina, just as importantly, leading these countries in the Global Innovation Index at 43rd place. The Chamber must continue to amplify the country’s success and that of its members while at the same time, bringing attention to roadblocks that impede the investment environment via the President, the Board, the team at the Chamber and the Committees.

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 as we strive to improve the business environment for our members, investors and companies operating in Ukraine for the near and long-term.

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

I believe what qualifies me to serve on the Chamber Board is my passion for Ukraine, commitment to the mission, principles and vision of the Chamber, knowledge of the country, network built over 25 years doing business in Ukraine and investment and finance-focused skill set.

During the past three 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 as well as the investment climate of Ukraine. I was proud to work with the Chamber team to organize a press conference this past July uniting four associations (the American Chamber of Commerce in Ukraine, the European Business Association, the Union of Ukrainian Entrepreneurs, and the Independent Association of Banks of Ukraine) to urge Ukrainian authorities and the IMF to reach agreement on issues blocking release of funding. I have supported numerous Board-led initiative throughout the years and look forward to continuing to do so.

As a private equity investor in small and medium-sized enterprises (SMEs) in Ukraine via funds backed by over 40 institutional investors, I bring an investor perspective as well as the perspective of SMEs to the Board across a board range of sectors including IT services and product platforms, light manufacturing, food and agriculture, telecom, pharma, e-commerce and other areas. I seek ways to contribute my skills, network, relationships, industry experience and knowledge of the business environment to my role on the Board. I believe in leveraging my network in the business community, within and outside of Ukraine, my investor base and contacts 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?

I have served as Vice-Chair during this year and Board members for three terms, actively participating 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?

If I have the honor of being elected, I will continue to contribute an investor and SME perspective on the Board and within the business community, will keep advocating for improvements in the business and investment environment and draw attention to the successes that have been achieved by Chamber members. As part of my role at Horizon Capital and within Western NIS Enterprise Fund, I work closely with UkraineInvest, National Investment Council, Export Promotion Office and travel extensively to bring Ukraine's story to a global audience. I use every opportunity to deliver the key messages from the scorecard developed by the Board and Chamber team to further the investment and business environment in Ukraine. This is where I contribute the most and where I wish to focus my efforts as a Board member.

Thank you for considering me as a candidate for the Board of Directors, I would be truly honored to continue to serve as a Board member and very much appreciate your support.
