



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 U.S.-domiciled private equity firm focused on Ukraine and the near region with over \$850 million in assets under management via four funds, and a member of its Investment Committee. To date, \$700 million has been invested in over 150 companies in Ukraine and Moldova that employ over 52,000 people. Lenna is also Executive Vice-President of Western NIS Enterprise Fund, a \$150 million US-government backed fund.

Ms. Koszarny is proud to serve as Chair, Board of Directors of the American Chamber of Commerce in Ukraine. She is also delighted to be the first woman to Chair the Board in its over 25 year history. She is also a Member of the Private Equity Women Investor Network (PEWIN) that unites 500+ senior women leaders in private equity with over \$2.5 trillion AUM. She is a Board member and Vice President of the Ukrainian World Congress representing over 20 million Ukrainians worldwide, a Board member of the

Ukrainian Start-up Fund launched by the Ministry of Finance in Ukraine this past year, 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 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 2020 Ukraine House Davos.

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 over 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:

(i) *Uniting businesses with shared values.* The American Chamber of Commerce in Ukraine 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 real rule of law, transparency, fair and level playing fields in all sectors, and policies that improve the business and investment climate. These principles unite our members and form the basis for the excellent reputation that the American Chamber of Commerce commands, which in turn enables high-level interaction and achievement of results with the Ukrainian government, Ukraine's bilateral partners and stakeholders. Through membership in the American Chamber of Commerce, business leaders have an opportunity to interact with other reputable, best-in-class companies and with a highly-professional, service-oriented team led by President Andy Hunder, who are fully committed to delivering excellence in everything they do, including championing the interests of our community, policy initiatives, and engaging events.

(ii) *Unparalleled reach and ability to advocate effectively.* Given the unity of its members around common values and high standards and the solid reputation of its members, the American Chamber of Commerce platform is unparalleled in its reach and ability to advocate effectively. As a leading voice for its members, AmCham is able to amplify issues through united efforts that are impossible for one company to achieve on their own. AmCham's voice is heard and for particularly critical issues, we are well-positioned to coordinate with other business associations to ensure a joint position on key matters, including the importance of further cooperation with the International Monetary Fund and independence of the National Bank of Ukraine, proposed changes to the Supreme Court and matters that are fundamental to members. 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. *Given the full political reset that has happened during this past year, the accelerated pace of adopting new legislation, the tackling of structural reforms that are of concern to our community, 2020 is a very important year for business in Ukraine. The Chamber's experience and voice will be indispensable in ensuring a better business and investment climate in Ukraine at this pivotal moment and in the years ahead.*

(iii) *Excellent platform for networking.* The American Chamber of Commerce is a great platform for networking, for sharing challenges and opportunities with others and for enjoying 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 and newsletters, 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 the quality of our members, of our Board of Directors, of the AmCham team and our joint commitment to leave no stone unturned to promote the acceleration of structural reforms in Ukraine, thus improving the business and investment climate. I firmly believe that AmCham plays an enormous role in representing the interests of the business community at the highest levels, both within and outside of Ukraine, and wish to contribute to this excellent organization through Board participation. During these four years as a Board member, including this past year as Chair of the Board of Directors, I have sought ways to add value to the Board through my networks, relationships and long-term commitment to Ukraine. Serving as Chair has been an incredible honor and a role that I wish to continue within the Board to further the Chamber's mission, goals and results in 2020.

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. These coming years will be challenging yet offer the opportunity to transform the economic prosperity of this country by accelerating structural reforms and thereby, opening the door to international investors and the business community. I firmly believe that Ukraine is poised for a strong period of growth and capital inflows in the coming years and the voice of our members must be heard during this critical juncture. Ukraine has risen to 64th place in the World Bank's Doing Business rankings in 8 years, though can leap forward even higher in the years ahead. The Chamber must continue to be vocal about rule of law, continued macroeconomic stability and an independent court system and judiciary, tackling corruption, creating a level playing field for all while at the same time, amplifying the success of our members and Ukraine's success.

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 important period 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 extensive investment experience in Ukraine, passion for the country, commitment to the mission, principles and vision of the Chamber, network built over 25 years doing business in Ukraine and investment and finance-focused skill set.

During the past four years, I am humbled and very proud to serve on the Chamber Board, and during the last year I am proud to be Board's Chair, the first woman to chair AmCham Board in its history. I am an active member of the Board, seeking to add value to discussions and contribute my network, perspective and ideas to the benefit of our organization, as well as the investment climate of Ukraine. I am proud to work with the Chamber team with respect to a number of fundamental issues, including new Supreme Court legislation, supporting establishment of an International Court of Arbitration for investors as other emerging markets have done successfully, weighing in on proposed changes to taxation for the IT industry, and many other issues. I have supported numerous Board-led initiatives and Committee-led initiatives, with a focus on the IT Committee, 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 Chair of the Board during this past year and Board member for a total of four years, actively participating in meetings with high-ranking government officials, Board and Executive Committee meetings, Chamber meetings, networking receptions and more. Horizon Capital is also 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 re-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 as Chair of the Board of Directors, CEO of Horizon Capital and Officer at Western NIS Enterprise Fund, I work closely with government officials, Business Ombudsman Council, UkraineInvest, National Investment Council, and other institutions as well as travel extensively to bring Ukraine's story to a global audience. I use every opportunity to deliver the key messages developed by the Board and Chamber team to further the investment and business environment in Ukraine. This is where I believe I can contribute the most and where I wish to focus my efforts.

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