

Russia
Local expertise,
global best practice

January 2017

TKB Investment Partners is a highly specialised boutique investment manager covering Russia and the former Soviet Union. With USD 5.7 billion assets under management as at the end of December 2016, the company has offices in Moscow and St. Petersburg and is one of the largest managers in the world of long-only Russian investments for external clients, including some of the world's largest pension funds, insurance companies, financial institutions, fund-of-funds and wealth managers. With deep experience across all market capitalisations in listed securities, the autonomous full coverage buy-side team uses a proprietary investment process designed to deliver long term alpha in strategies including absolute return, high conviction and core equity products. Thorough research is performed throughout Russia, the Ukraine and Central Asia to identify best-in-breed companies, including direct site visits and regular meetings with senior executive management

Key to our approach is a discipline of:

- **Focus**
Products and strategies only where we have demonstrated expertise
- **Specialisation**
Deep knowledge of the market with all investment professionals resident in Russia
- **Client centric approach**
Tailored strategies, responsive and fast servicing
- **Control**
Risk management an integral part of the investment process.

Our offices are located in Moscow and St Petersburg. A team of about 80 experienced professionals provide full buy-side expertise to clients both in Russia and abroad.

Recognised for investment excellence

TKB Investment Partners has developed a structured, rigorous investment approach, underpinned by international standards of risk control, operations and compliance.

The investment approach is three-fold:

- **Autonomy in investment decisions**
- **In-depth knowledge of Russian markets:**
 - Identification of the most attractive investment opportunities while paying close attention to corporate governance issues
 - Strong focus on key players in all sectors of the Russian economy
 - Mid cap bias to uncover poorly researched companies with high potential.
- **Alignment of interests with clients:** team incentives are structured to reward the quality of the investment process, research and performance, not the size of assets under management.

Extensive product suite domiciled in Russia:

Mutual funds

- Seven open-end mutual funds sold across Russia via extensive network of bank distributors
- Asset classes include high conviction equities, balanced and fixed income.

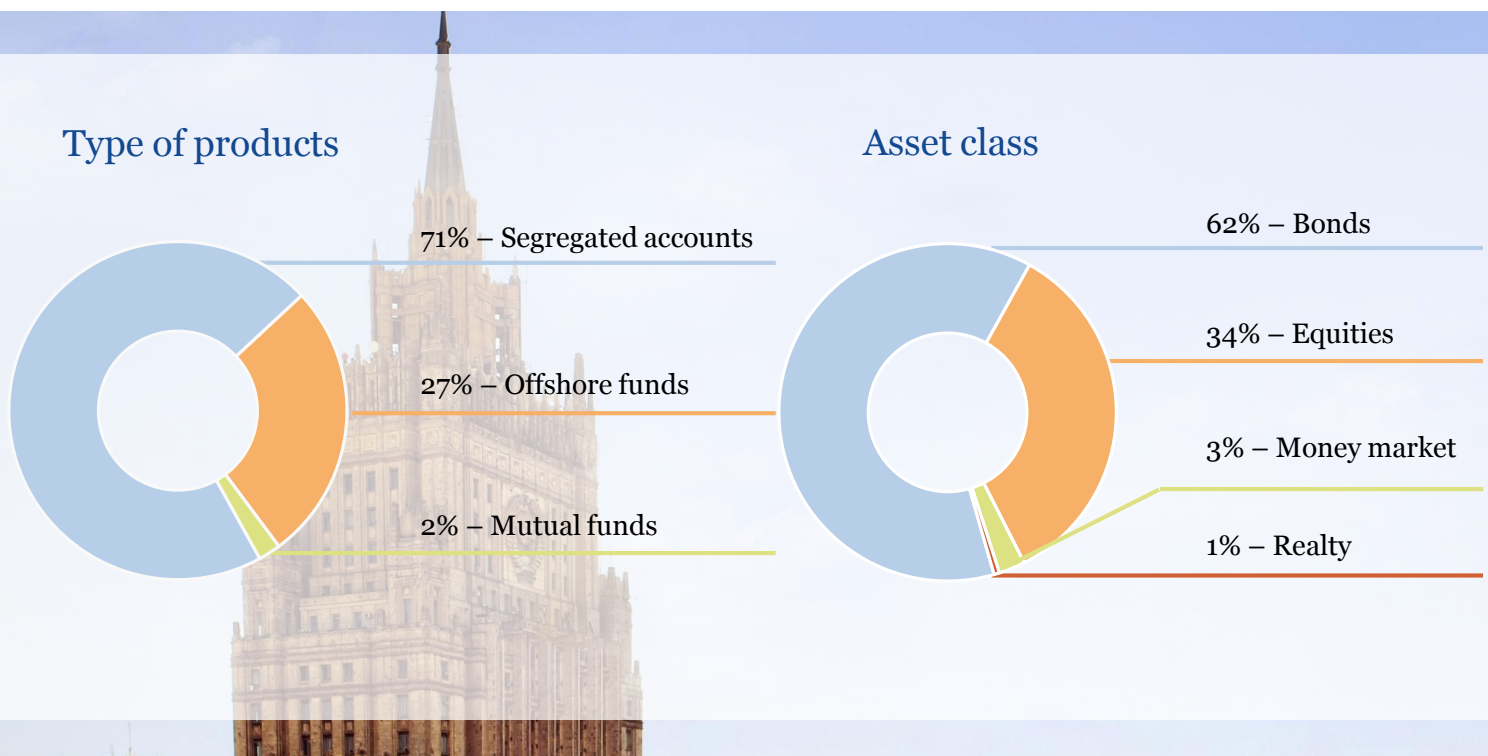
Institutional mandates

- Management of Russian pension savings and reserves since 2003, including assets of the state Pension fund of the Russian Federation
- Extensive client list across public and non-public sectors
- Proprietary risk-budget approach to provide absolute return and conservative balanced strategies.

Closed-end funds

- Dedicated institutional client products
- Asset classes include listed securities, venture capital, private equity and real estate.

AUM break down:



Wide range of advisory services for global clients

- Russian, Emerging Europe funds domiciled in Europe and Asia
- Exclusive investment advisor to BNP Paribas Investment Partners, Alfred Berg, Shinhan BNP Paribas Asset Management and Formuepleje for all Russian asset classes.

TKB Investment Partners

69-71, lit. A, Marata St.,
Saint Petersburg, Russian Federation

Tel: +7 812 332 73 32

Fax: +7 812 324 65 57

E-mail: info@tkbip.com

www.tkbip.com

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