




Capital Introductions Services

**Maximus Capital
Capital Introductions Group (CIG)**

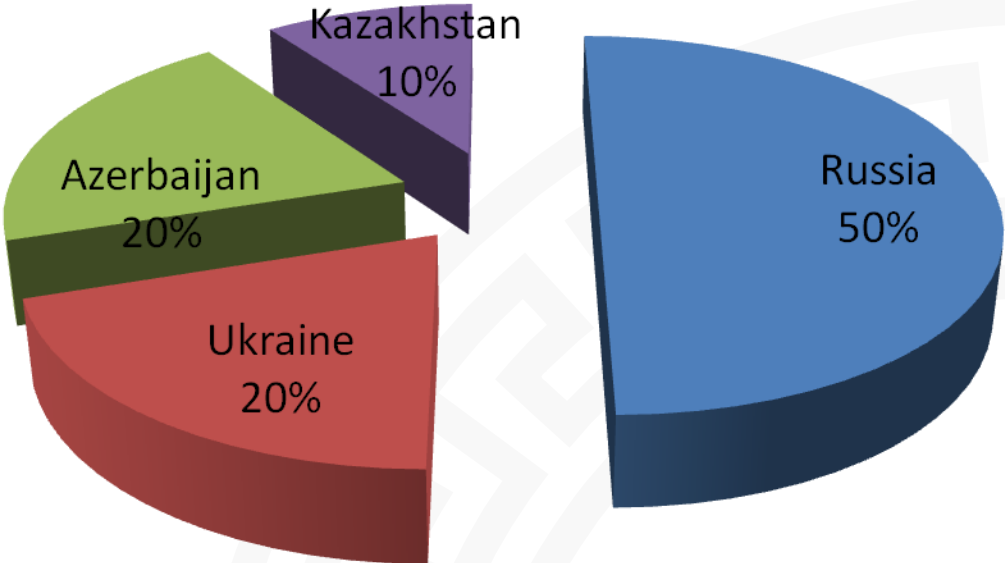
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- Helps you analyze regions (Russia, Azerbaijan, Kazakhstan, Ukraine, Belarus) and identify what works there for your particular firm/strategy/product
 - Helps you get understanding of costs and returns of developing new markets
 - Guides you through the process of preparing the tools necessary for the successful market entry (presentations, marketing materials, brochures, leaflets, email text in Russian to the prospective investors)
 - **Taps into a wide network of client/relationship banks to help you develop and efficiently execute a practical plan for client acquisition in Russia and the CIS**



- 1) Standalone service with no strings attached.** You are paying only for your main objective – acquisition of prospective clients. We would not charge you anything more or try to sell you additional bundled products like other CIGs, mainly the ones part of large banks, do.
- 2) Client introductions based on working relationships.** We initiate a dialogue between a hedge fund and an investor relying on a vast portfolio of client/relationship banks whom we have worked with and /or know personally. Our firm enjoys a much higher level of institutional investor trust than the companies in the non-financial field trying to make client introductions.

Prospective Investor Geography



Events:

One-day trip to Moscow, Kiev and Baku. One lunch and one dinner with the prospective investors in each city, hosted by the Hedge Fund and organized by Maximus.

Participants:

6 to 10 high level executives from the target bank's group (CEOs, Heads of Treasuries, Directors, Chairmen and other key decision makers)

Value:

- 1) meeting 8-10 prospects at once, while it would be challenging to attend 10 meetings in a day in the city like Moscow for the logistical reasons (huge distances, traffic jams just to name a few)
- 2) prospect are more relaxed and open to your pitch in the evening in the restaurant environment
- 3) dedicating equal amount of time to each potential investor and following up with the most promising ones the next day, if necessary

Dedication of resources: 1 full time CIG manager, CEO of Maximus personally accompanying Hedge Fund team on all trips

Project preparation:

- Presentation in Russian: Maximus will provide the translation (a certified English-Russian translator on board)
- Event venue: Maximus will organize
- Investor invitations: Maximus will coordinate
- Weekly conference calls for the duration of the project (1 month)
- Weekly update reports

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