

**SIGULER GUFF AND RUSSIA PARTNERS MANAGING DIRECTOR DREW GUFF
SPEAKS AT SOCHI INTERNATIONAL INVESTMENT FORUM**

Sochi, Krasnodar Krai – September 2011 – Drew Guff, Managing Director of Siguler Guff & Company and its Moscow-based affiliate Russia Partners Management, shared the stage with Leon Black of Apollo Asset Management and other investors at the Plenary Session of the International Investment Forum in Sochi on September 16, 2011. The Plenary Session, which focused on attracting investors to Russia, was moderated by Russian Prime Minister Vladimir Putin.



During the session, Mr. Guff emphasized the importance of private equity as a source of stable, long-term direct investment for Russia.

Despite the fact that the investment climate in Russia was not always conducive to private investment, Mr. Guff commented that “Russia has always been a core focus [for Siguler Guff]” and that when his firm “began investing in Russia, there was no term called ‘private equity.’”

Mr. Guff maintains that Russian private equity is at a turning point. “Two years ago, the government was not focused on long-term direct investment from funds. Today, it’s a reality, and the creation of the Russian Direct Investment Fund shows the importance of trying to attract long-term foreign capital.”

“Private capital is not volatile,” Mr. Guff noted. “It doesn’t leave in times of crisis. It creates jobs and helps companies to grow, prosper, pay taxes and become good corporate citizens.”



In particular, Mr. Guff focused on three companies in which Siguler Guff has invested that have created nearly 3,000 jobs in Russia. EPAM Systems, an IT outsourcing provider that had 200 software programmers in Russia at the time of Siguler Guff’s initial investment, has 2,000 employees today. E-commerce retailer KupiVIP had no employees when it was founded three years ago, but now employs 550 people. DataSpace Partners, the leading provider of high-end corporate data storage and collocation in Russia, has similarly grown from zero to 300 employees in only three years.

Siguler Guff predicts that upcoming business-friendly legislation, which will lower payroll taxes in the IT sector from 34% to 14% through 2018, will create approximately 20,000 jobs in Russia.

Siguler Guff was founded in 1991 within PaineWebber, when Drew Guff and George Siguler established the firm’s Russian investment operations. Siguler Guff went on to become an independent firm in 1995. The firm, together with its affiliates, currently has approximately \$10 billion in assets under management, more than \$1 billion of which has been allocated to investments in Russia.