

6th Annual

SEE Private Equity & Venture Capital Forum

Driving growth in emerging markets

26 September, 2013 Westin Hotel, Zagreb

Conference



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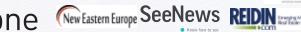




















6th Annual SEE Private Equity & Venture Capital Forum

Register your seat now and save over 20% (book before 26 August 2013)



What is new for 2013?

Longer networking sessions than previous years: make sure you have a pocket full of business cards, as this year's event boasts more than 4 hours of networking sessions, from breakfast coffee to evening cocktail reception.

Wider audience: although our annual investment event attracts attendees from all across Europe and beyond, our 2013 will cast a wider net, incorporating more dynamic views from Southeast and West Europe.

More interactive panel sessions: our 2013 event will focus on getting problems solved, with longer and more dynamic panel sessions, offering attendees the chance to quiz industry experts.



Ways to register:

What is 2013 all about?

50 EUR

Join up to 100 leading public and private experts in a dynamic networking and learning environment to debate and solve the current issues facing the Private Equity and Venture Capital markets in Southeast Europe (SEE) (Austria, Bulgaria, Bosnia & Herzegovina, Croatia, Greece, Hungary, Italy, Romania, Serbia and Slovenia).

Building on the success of our 2012 SEE Private Equity Conference in Bucharest, in partnership with the Croatian Private Equity & Venture Capital Association and VentureXchange, our 2013 SEE Private Equity and Venture Capital Forum will provide a platform for international and regional investors and market stakeholdes to meet and discuss the future of the Southeast European Private Equity and Venture Capital markets.

Through feature case study presentations from leading experts and interactive panel discussions with industry stakeholders, our **6th SEE Private Equity & Venture Capital Conference** will provide an in-depth analysis of the market discussing future trends, regulation and legislation, investment opportunities and successful fundraising strategies.

This event will unit international investors and financiers; consultants and advisors; leading law firms and many more industry experts who are looking to the unfolding opportunities in SEE in order to assess whether the potential can be realised?

Online:

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Email:

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Sponsorship and speaking: merima.dzanic@eelevents.co.uk

Delegate registration hannah.ogun@eelevents.co.uk

Feature speakers

Ivan Vrdoljak, Minister, Ministry of Economy, Croatia tbc

HM Ambassador David Slinn, Britsh Embassy Zagreb, Croatia

Rodolphe Blavy, Deputy Division Chief, International Monetary Fund, France

Katka Krosnar, Journalist, Mergermarket, Czech Republic

Cornelia Bumbacea, Partner, Advisory-Deals, PwC, Romania

Baris Gen, Senior Investment Officer, Private Equity Funds EMEA, International Finance Corporation, Turkey

1 Fig

Wilson Balachandra, Partner, TAS, Ernst & Young, Serbia

Wlodzimierz Bielinski, Director, Alternative Investment Department, PZU, Poland

Andrej Babache, Associate Director, Mid Europa Partners LLP, United Kingdom

Yannis Tsakiris, Head of Region, European Investment Fund, Luxembourg

Karen Wilson, Consultant, Structural Policy Division, OECD, Switzerland

David Schoch, Principal Founder, Orion Telekom, Serbia

Ivica Cerina, Partner, NGN Capital, Germany

Jurgis Oniunas, Managing Director, Ascendant Capital Advisors, Croatia

Robert Gebhardt, Executive Director, Nomura International Plc, United Kingdom

Mirna Marovic, President, CVCA & VentureXchange, Croatia

Valeri Petrov, Partner, Bancroft Private Equity, Austria

Troy Weeks, Senior Banker, EBRD, United Kingdom

Matjaz Schroll, Head of Private Equity CEE, Franklin Templeton Investments, Austria

Jure Mikuz, Managing Director and Partner, RSG Capital, Slovenia

Dinko Novoselac, President of the Management Board, Allianz ZB, Croatia

Martin Vesselinov Paev, Chairman, Sortis Group, Bulgaria

Dimiter Tschawow, Head of SEE, Darby Private Equity, Hungary

Dr. Paris Kokorotsikos, CEO, Euroconsultants/i4g, Greece

Mihovil Brancic, President, CRANE, Croatia

Hrvoje Bujanovic, Executive Director, Privredna Banka Zagreb, Croatia

Igor Cicak, Managing Partner, Provectus Capital, Croatia

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Agenda Investment opportunities and obstacles, Fundraising, M&A, Venture Capital and Angel Investment

08:30 Registration and coffee

09:00 Chairman's welcoming address

David Schoch, President, SPEA, Serbia

09:05 Ministerial welcoming address

Ivan Vrdoljak Ministry of Economy, Croatia, tbc

09:10 Feature welcoming address

HM Ambassador David Slinn, CMG OBE, British Embassy Zagreb Mirna Marovic, President, CVCA & VentureXchange, Croatia

Investing in Southeast Europe

09:20 SEE Private Equity and Venture Capital Attractiveness

Macroeconomic outlook for the SEE region What does Southeast Europe have to offer? Comparing national economic environments for investment Rodolphe Blavy, International Monetary Fund (IMF), France

09:40 Investment opportunities in SEE

What are the benefits and potentials of the SEE market? Opportunities for investments in SEE Identifying best Returns over the next Five Years? What sectors? PwC tbc

10:00 Panel discussion: Obstacles facing foreign investors in the region

Helping non regional investors understand markets in SEE

Understanding legal frameworks

Acknowledging different business culture and climate within the region

Is SEE ready for foreign investments?

Panel chair:

Mirna Marovic, President, CVCA & VentureXchange, Croatia

Panellists:

Wilson Balachandra, Ernst & Young, Serbia

Valeri Petrov, Bancroft Group, Austria

Andrej Babache, Mid Europa Partners LLP, United Kingdom

Martin Vesselinov Paev, Bulgaria

Dimiter Tschawow, Darby Private Equity, Hungary

11:00 Networking coffee break

11:20 SEE Private Equity & Venture Capital: Hidden potential or broken dreams?

Key drivers of activity in SEE: Beyond market size and growth, what factors determine the success, or lack of , for attracting PE/VC investors?

Supply-side & demand- side story: How many good opportunities are there? What are the estimates of investable demand?

Can public intervention jump start PEVC investments? Policy lessons learnt from public support in the region and elsewhere?

Mirna Marovic, President, CVCA & VentureXchange, Croatia

Raising capital for a fund: LP & GP Relations

LP & GP Roundtable discussion

How can GPs successfully gain commitments from LPs Which investment strategies are gaining greater footing with LPs?

Funds' availability and investors' preferences

Information exchange and relationship building between GPs and LPs while fundraising

Panel chair:

Nexus Private Equity, tbc

Yannis Tsakiris, European Investment Fund, Luxembourg

Troy Weeks, EBRD, United Kingdom

Baris Gen, IFC, Turkey

Dinko Novoselac, Allianz ZB, Croatia

Matjaz Scrholl, Franklin Templeton Investments, Austria

Mergers & Acquisitions

13:40 M&A activity in the region

M&A trends and developments in SEE: Outlook into 2013-2014

Key sectors - Buy side and sale side

Crossborder transactions Deloitte, tbc

14:00 Panel discussion: Corporate M&A – Key Deal Drivers

What's on the regulatory horizon-what does this mean for the investors Privatisation process and its influence on regional M&A landscape What regional opportunities are there for foreign investors?

Are mid-market M&A mega deals?

Panel chair:

Katka Krosnar, Mergermarket, Czech Republic

Panellists:

Wlodzimierz Bielinski, PZU, Poland tbc

Jurgis Oniunas, Ascendant Capital Advisors, Croatia Hrvoje Bujanovic, Privredna Banka Zagreb, Croatia

Igor Cicak, Provectus Capital, Croatia

Robert Gebhardt, Nomura International Plc, United Kingdom

15:00 Networking coffee break

Venture Capital & Angel Investment

15:20 Use of structural funds for seed VC and other financial engineering instruments in SEE region

Comparing the Greek experience

Funds of funds established with structual funds

Promoting innovative entrepreneurship and SME growth

Dr. Paris Kokorotsikos, Euroconsultants/i4g, Greece

15:35 Panel discussion: Venture Capital analysis and Angel Investment

Growth potential for VC and angel investment markets in SEE

Key trends and future opportunities

Challenges and opportunities for investors and entrepreneurs

key sectors for investments

Preparing for VC funding

Panel chair: EBAN, Tbc

Panellists:

Jure Mikuz, RSG Capital, Slovenia

Karen Wilson, Structural Policy Division, OECD, Switzerland

Mihovil Brancic, CRANE, Croatia

Ivica Cerina, NGN Capital, Germany

Investment Opportunities in SEE and beyond

16:30 Case study presentation: successful stories of investment Succesful investment in Serbia: The case of Orion Telekom

David Schoch, Orion Telekom, Serbia

16:45 Industry case studies and opportunities from the region

Real Estate Infrastructure Renewable energy **ICT**

tbc

17:10 Chairman's closing remarks David Schoch, President, SPEA, Serbia Mirna Marovic, President, CVCA & VentureXchange, Croatia

17:20 Networking cocktail reception

12:40 Networking lunch break

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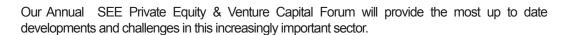
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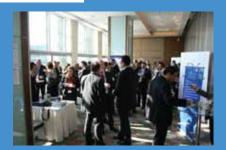
Opportunities range from supplying the pads and pens to hosting the evening cocktail reception. We have a range of packages to suit your business and budget requirements. Please contact us for a full range of opportunities or to discuss your marketing and attendance needs.



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Cocktail reception or networking break host





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This is inclusive of programme materials, luncheon and refreshments.