



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.



## What is 2013 all about?

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 stakeholders 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?**

## Ways to register:

**Online:**  
[www.eeevents.co.uk](http://www.eeevents.co.uk)

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**Delegate registration**  
[hannah.ogun@eeevents.co.uk](mailto:hannah.ogun@eeevents.co.uk)



## Feature speakers

Ivan Vrdoljak, Minister, **Ministry of Economy**, Croatia tbc

HM Ambassador David Slinn, **British 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

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

Dimitter 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

Dimitar 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 PE/VC 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

Panellists:

Yannis Tsakiris, European Investment Fund, Luxembourg

Troy Weeks, EBRD, United Kingdom

Baris Gen, IFC, Turkey

Dinko Novoselac, Allianz ZB, Croatia

Matjaz Scholl, Franklin Templeton Investments, Austria

### 12:40 Networking lunch break

## 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 structural 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

Successful 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

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# Opportunities

Speaking, sponsoring and exhibiting

Our Annual SEE Private Equity & Venture Capital Forum will provide the most up to date developments and challenges in this increasingly important sector.

#### Our events enable you to:

- Promote your expertise and organisation
- Have focused discussions with, and influence industry leaders and decision makers
- Generate lasting business relationships
- Win new business

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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### LPs and Institutional Investors\*

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\*\*Applicable only to Corporate and Private Pension Funds, Insurance Companies, Funds of Funds, Investment Banks, Endowments and Foundations, Sovereign Wealth Funds, HNWI and Family Offices.

### Regional representatives \*

Full fee- £390

\*\*Only valid to representatives from Albania, Bosnia & Herzegovina, Bulgaria, Croatia, FYR Macedonia, Montenegro, Kosovo, Romania, Serbia and Slovenia

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## Terms and Conditions:

Registration Fee:  
Registration fee together with service charges includes attendance at all sessions, documentation, access to speakers' presentations, brochures, refreshments, lunch and entry to social functions, cocktail receptions and gala dinners when organised. A 10% service charge and VAT (when VAT is payable) will be added to all conference fees. This is inclusive of programme materials, luncheon and refreshments. Following completion and return of the registration form, full payment is required within 7 days from receipt of invoice. All bookings carry cancellation liability (as defined below) immediately after a sales contract has been received by E.E.L. Events Ltd.

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