

2010 CEE Private Equity

30th September - Warsaw



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In partnership with



Polskie Stowarzyszenie Inwestorów Kapitałowych
Polish Private Equity Association



Key Associate



Exposing core investment opportunities in CEE

The CEE region has stayed in everyone's focus during the recession. With the downturn easing off, investors eyes are drifting ever eastwards. With the biggest deal of the year in its portfolio and ever improving fundraising climate, widening deal financing options and exit opportunities, the region clearly offers high return potential with extensive range.

Following the success of the 2009 event which attracted high industry professionals from the region, EastEuro Link is proud to announce our CEE Private Equity 2010 event in Warsaw.

The conference will provide an outlook for the Private Equity sector in the CEE region and identify the best areas for investment. Future industry trends will be discussed by seasoned industry professionals, and a macroeconomic overview will be given. You will hear an update on the recent regulatory restrictions, and answers will be given on what it takes to fundraise, investigating the biggest challenges GPs are facing in today's market.

As Poland stands resolute in the aftermath of the financial crisis, there has never been a better opportunity to invest in the region.

Join us to find out the current regulatory climate, government incentives and economic policy. Representatives from leading organisations will not only present, but offer a forum for debate and development, with open discussion sessions. Focusing on key decision makers our bespoke events are designed to allow you to meet and network with all the attendees, maximising your investment. Contact our team today for more information and start your investment plans in CEE.

Want to raise your profile in the Investment Sector?

To find out more about our dynamic sponsorship packages please contact

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Book Your Place Today!!

Contact our Delegate Team
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Key Speakers Include

Mrs Barbara Nowakowska
Executive Director
Polish Private Equity Association, Poland

Mr Marcin Hejka
Director of Strategic Investments for CEE
Intel Capital, Poland

Mr Gabor Kacsóh
Senior Vice President
Experta, Luxembourg

Mr Piotr Sadowski
Investment Manager
Mezzanine Management, Poland

Mr Sebastian Krol
Partner and Board Member
Enterprise Investors, Poland

Mr Martin Vesselinov Paev
General Manager
SORTIS INVEST, Bulgaria

Mr Jerzy Szymczak
Principal
AT Kearney, Poland

Mr. Witold Orłowski
Chief Economic Advisor
Pricewaterhouse Coopers, Poland

Media Partners





Hot Topics

- Review of current market situation
- Understanding regulatory and governmental issues
- Predicting the future direction for the market
- Raising a PE fund in a new market
- Fundraising trends
- Venture Capital - Early stage deals
- Impact of AIFM
- PE strategy - Comparison of Polish, Slovakian, Czech and Hungarian markets
- Overview of mezzanine market in the CEE
- Availability of distressed debt
- Leveraged funds
- Value creation levers in PE - Winning in the downturn



Sponsorship Opportunities

CEE Private Equity 2010 will provide the most up to date developments and challenges in this increasingly important sector. Catering to networking, participants have the opportunity to further their horizons by meeting and influencing key figures.

Our events enable you to:

- Increase your brand awareness
- Have focused discussions with industry leaders from across the sector
- Generate lasting relationships
- Promote long term partnerships

For a creative and results based approach discuss your marketing requirements with our sponsorship team today.

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Past event attendees

2B Partners
3TS Capital Partners
AIG Investments
AKJ Investment TFI
Anacap Financial Partners LLP
Aon Global Risk Consulting
Aon Romania
ARGUS Capital International Limited
Arzinger
ASB Prague, s.r.o.
AT Kearney
Atkins Limited
Bank Zachodni WBK S.A.
CB Richard Ellis
Centrum PPP
Cisco N.V.
City of Sofia Municipality
City of Warsaw Municipal Government Office
Clifford Chance - Poland
CMS Cameron McKenna
CRG Capital
CTSpace - A SWORD Group
Company
DLA Piper

EC Harris LLP
EIB - European Investment Bank
EIP - European Investments & Partners
Enterprise Investors Sp. z o.o.
Erste / Ceska Sporitelna / CSAS
Espirito Santo investment
Europa Capital
Experta
Field Fisher Waterhouse LLP
FKA Furtek Komosa
Aleksandrowicz Sp.k.
Garrigues
Gdansk Transport Company (GTC) / Skanska ID
GED Capital Development
GED Eastern Fund II
GESSEL
Goldman Sachs International
Goodman - Romania
Innova Capital Sp. z o.o.
Intel Capital
Intertoll Europe
Intrepid GEM / Tiriac Holdings
ISCS
ISI Emerging Markets

Karmar S.A.
Kommunalkredit Austria AG
Kulczyk Holding S.A.
Lithuanian Road Administration
Loyens & Loeff N.V.
Mezzanine Management Polska sp. z o.o.
Ministry of Economy and Finance-Romania
Ministry of Economy in Poland
NDI SA
Oxera Group
Planeta Marketing Institucional
Polish Bank Association - ZBP
Polish Private Equity Association
Porr
Raiffeisen Investment Republic of Turkey
Riverside
Salans
TechTeam Akela srl.
Thomson Reuters
TPA Horwath, Poland
Wardynski & Partners
White & Case

Who Should Attend

This event is designed specifically for key local and international organisations involved with the Private Equity market in CEE, including:

- Private Equity Funds
- Hedge Funds
- Venture Capitalists
- Investment Banks
- Local and International Banks
- Mutual Funds
- Funds of Funds
- Consultants
- Auditors
- Lawyers
- Risk Management Firms
- Wealth Managers
- Asset Managers
- PPP Project Managers
- Financial Consultants
- LPs
- Sovereign Wealth Funds
- Regulators



Agenda

08:30 Registration & Coffee

09:00 Chairman's Welcoming Address

Mr Martin Paev, General Manager, SORTIS INVEST, Bulgaria

Post Recession: Recovery Signs in PE

09:10 Assessing the current enthusiasm of investors for CEE and Poland

- Review of Private Equity in 2009
- Key drivers for PE in the region
- Pros and cons of CEE PE markets vs Western European PE markets

09:40 Establishing contributing factors for achieving attractive returns

- Consequences of the current climate for private equity in the short- and medium-term
- Features of private equity success stories
- Identifying the region's biggest opportunities

10:10 Venture Capital early stage deals

- Investment opportunities in CEE at the seed stage
- Recent examples of notable investments and exits in private equity and venture capital

10:40 Networking Coffee Break

Recent Regulation of PE

11:10 Panel discussion: The impact of the new EU directive for AIFM

- Pros and Cons of the creation of the Expert Group on alternative investments

Fundraising Trends in CEE

11:50 Fundraising in a new market

- Fundraising trends
- When will LPs start investing again
- Fund terms and conditions
- New ILPA Private Equity Principles
- Challenges that GPs face in the new market

12:30 Selection process of the emerging market funds with little or no track record

- Establishing success in the fundraising meeting
- Decisive points for LPs

13:00 Networking Lunch Break

Country Focus

14:00 Comparing the PE markets in each of the CEE countries

- Competitive advantage of investing in Poland, Slovakia, Czech Republic and Hungary
- Examples of latest deals and exit strategies in each of the countries

Mezzanine and Leverage Finance

15:00 Overview of the Mezzanine market in the CEE

- Typical mezzanine fund structures
- Liquidity in the mezzanine market
- Increased or reduced financing opportunities for mezzanine lenders
- Offers from mezz lenders available today
- Primary and secondary deals

15:30 Leveraged funds and their perception in today's market

- Pros and cons for leveraged funds
- Leveraged finance for mid-sized companies
- Sectors that show the greatest potential for leveraged acquisitions?

16:00 Networking Coffee Break

Distressed Securities and Distressed Debt

16:30 Availability of distressed debt in the SEE

- Hedge funds and distressed securities
- Risk assessment of distressed investments
- Distressed Buyout in the SEE
- Criteria for investment in distressed assets

17:00 What are the real distressed asset opportunities in today's market?

- Maximising the potential for distressed debt and private equity deals
- Are the best investments done during a recession?

17:30 Chairman's Closing Remarks

Mr Martin Paev, General Manager, SORTIS INVEST, Bulgaria

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www.easteurolink.co.uk/Finance-and-Investment

