



OCTOBER

4-5, 2017

VILNIUS, LITHUANIA



PROGRAMME

2017-10-04

- 08:00 - 09:00 Registration, morning coffee at Radisson Blu Hotel Lietuva, Konstitucijos pr. 20, Vilnius
- 09:00 - 09:10 **Opening speeches:**
Rolandas Barysas, Editor-in-Chief at Verslo žinios
Laimonas Skibarka, Co-Managing Partner at Sorainen
- 1st SESSION: Baltic economies and transaction market: bound to grow**
Moderator: Laimonas Skibarka, Co-Managing Partner at Sorainen
- 09:10 - 09:35 **Keynote speech:** Tomasz Czechowicz, Managing Partner, Founder at MCI Capital
- 09:35 - 09:50 **Deal landscape overview: achievements of 2016-2017 and what to expect from 2018?**
Žygimantas Mauricas, Chief Economist at Luminor
- 09:50 - 10:10 **The Baltic companies with highest value added: can they impact the future M&A flow?**
Guntars Krols, EY Transaction Advisory Services Leader in the Baltic States
- 10:10 - 10:30 **The low interest rate „rut“: getting out of it and what might it mean for financial markets**
William Wells, Managing Director at Rothschild
- 10:30 - 11:10 **Discussion: What's next in the Baltics?**
Moderator: Žygimantas Mauricas, Chief Economist at Luminor
Normunds Stanēvičs, CFO at Food Union Europe, Chairman of the Board of Rīgas piena kombināts
Sebastian Krol, Partner of Enterprise Investors
Kaia Kivistik, Head of Finance at Olympic Entertainment Group
Andrius Pranckevičius, CEO at PF Kekava, Deputy CEO at Linas Agro Group
Tamas Szalai, CEE Equity Advisor Investment Director, regional private equity investor
- 11:10 - 11:15 Q&A
- 11:15 - 11:45 Coffee break
- 2nd SESSION: Consolidation trends and practice: will the pace intensify?**
Moderator: Žygintas Mačėnas, Co-founder and Managing Partner of SUMMA Advisers
- 11:45 - 12:05 **Consolidation – the main driver of the Baltic M&A market** Žygintas Mačėnas, Co-founder and Managing Partner of SUMMA Advisers
- 12:05 - 12:25 **From zero to hero – VIG in the Baltics** Nicolas Mucherl, Member of the Board of Compensa/Interrisk Vienna Insurance Group, Vilnius/Riga
- 12:25 - 13:05 **Discussion: Is there life beyond 40% of the market share?**
Moderator: Daivis Švirinas, Partner, Head of the Sorainen Competition Practice Area in the Baltic and Belarus
Šarūnas Keserauskas, Chairman of the Competition Council of the Republic of Lithuania
Žygintas Mačėnas, Co-founder and Managing Partner of SUMMA Advisers
Gunta Lokastuva, Deputy head for Legal department at the Latvian Competition Council
Külliki Lugenberg, Adviser at Estonian Competition Authority
Linas Skardžiukas, General Director of Kautra
- 13:05 - 13:10 Q&A
- 13:10 - 14:10 Lunch break

3rd SESSION: Private equity & venture capital: hunting season continues – and what about exits?

Moderator: Paulius Čiulada, Financial markets news desk editor, Verslo žinios

- 14:10 - 14:30 **Successful companies need Winner-Teams: insights from a VC investor and entrepreneur on building teams from scratch up to an exit** Klaus Konrad, Founder and Co-CEO of BrainCode, former investment director of Intel Capital
- 14:30 - 14:50 **European Venture: coming of age** Bjorn Tremmerie, Head ICT & Business Angel Investments; Head ERP-EIF Dachfonds
- 14:50 - 15:10 **Gestation in the Baltic portfolios: need for speed?** Simonas Gustainis, Baltic VCA, Partner at BaltCap
- 15:10 - 15:30 **Growing Baltic companies past fund ownership: thinking about investing from entry to exit** Kaido Veske, Co-founder at Livonia Partners
- 15:30 - 15:35 Q&A
- 15:35 - 16:00 Coffee break

4th SESSION: M&A as a strategic tool: how to use it properly?

Moderator: Jonas Jokštys, Strategy and M&A advisor

- 16:00 - 16:20 **M&A as a strategic tool: how to use it properly?** Prof. Kees Cools, Professor of corporate finance and governance at Tilburg University, Former Partner and Executive Advisor at The BCG
- 16:20 - 16:40 **How we do M&A in Invalda? Common practices** Vytautas Plunksnis, Head of Private Equity at INVL Asset Management
- 16:40 - 17:00 **The M&A Insurance Toolbox: recent trends and developments in the application of transactional insurance** Magnus Toftgård, Senior Associate at JLT Risk Solutions
- 17:00 - 17:20 **Markit case study: M&A as a strategic tool in Markit and lessons learned. Andres Agasild, CEO and Co-Founder of Markit** Andres Agasild, CEO and Co-Founder of Markit
Markit completed a management buyout of their long term equity investor and its financing through mezzanine fund. The transaction created a win-win solution for all parties. Investor timeline needing an exit, founders wanting to continue with developing the company, strategic sales not an option, company still small for a meaningful IPO, banking finance not fully available for a leverage buyout.
- 17:20 - 17:30 **Day 1 closing remarks**
- 17:30 - 18:30 **Break**
- 18:30 - 22:00 **Baltic M&A and Private Equity Awards at Lokstauk Speakeasy, Vilniaus st. 33, Vilnius**
- 22:00- ... **Afterparty at Lokstauk Speakeasy, Vilniaus st. 33, Vilnius**

2017-10-05

09:30 - 10:00	Registration, morning coffee
10:00 - 10:05	Opening remarks Sergej Butov, Partner, head of the Corporate and M&A Practice Group at Sorainen
5th SESSION: Case studies from recent transactions in the Baltics PART I	
Moderator: Sergej Butov , Partner, head of the Corporate and M&A Practice Group at Sorainen	
10:05 - 10:25	Case study: Ingredients for Project Success between Private Equity and Management Teams: Magnetic MRO case study Jonas Butautis, Chairman of the Management Board of Magnetic MRO
10:25 - 10:45	Case study: Sale of Bitè Group to Providence Equity Partners – the perspective of the company's management Nikita Sergienko, CEO at Bitè Group
10:45 - 11:05	Case study: AS Lauma International acquisition of Felina GmbH Anton Sigal, Partner at Primus, Attorneys at Law, in Tallinn
11:05 - 11:10	Q&A
11:10 - 11:30	Coffee break
5th SESSION: Case studies from recent transactions in the Baltics PART II	
Moderator: Sergej Butov , Partner, head of the Corporate and M&A Practice Group at Sorainen	
11:30 - 11:50	Case study: The anatomics of the acquisition, development and successful sale of the 45 MW wind farm (UAB „Pamario jėgainių energija“ - PJE) to IKEA group company by ORION Alternative Energy Fund Benas Poderis, Head of Investment Funds Centre at Orion Asset Management
11:50 - 12:10	Case study: TOP GEAR by EWA. From Zero to Nasdaq Baltic: How Did We Make It in Ten Years. The Story behind the EWA Team Success Gediminas Kvietkauskas, CEO at East West Agro
12:10 - 12:30	Case study: Never two of a kind: Olainfarm's M&A experience with individual pharmacies, some family-owned, all with very different approaches, practices & expectations Salvis Lapiņš, JSC Olainfarm, Member of the Board, Director of Investment and Communication Department
12:30 - 12:40	Q&A
12:40 - 13:05	Lead in Chaos Kęstutis Kilinskas, PhD Candidate at University of Vilnius, ex professional soldier, participated in military operations in Afghanistan and Iraq
13:05 - 13:10	Closing remarks
13:10 - 14:10	Lunch