PREQVECA INTERNATIONAL INVESTMENT FORUM

November 16, 2023
Belgrade
Hotel Mona Plaza (Cara Urosa 62-64, Belgrade)

Agenda

PREQVECA INTERNATIONAL INVESTMENT FORUM (16.11.2023)

09:00 - 09:30 Registration, welcome coffee

09:30 - 09:45 Welcoming addresses

Sergey Lyalin, Founder, Cbonds

Oleg Jelezko, Founder and Managing Partner, Da Vinci Capital Management

David Schoch, President, Serbian Private Equity Association

09:45 - 11:05 Global Investment Map: How to invest in the current macroeconomic and geopolitical environment

Moderator: **Aleksandr Panov**, Senior Partner, VERBA LEGAL

Oleg Jelezko, Founder and Managing Partner, Da Vinci Capital Management

Mikhail Taver, Founder and Managing Partner, Taver Capital

Evgeny Podlesny, Investment Director, CEECAT Capital

Stefan Dobric, Director, Adval Capital

David Schoch, President, Serbian Private Equity Association

Egor Savvin, Partner, Alfin Ventures

Questions to discuss:
▪ PE&VC cycles: the right time to launch a new fund
▪ How GP adds value to the LPs across the PE&VC spectrum
▪ SEE institutional allocations for global tech funds and direct investments
▪ Which sectors will receive the most significant investment?
▪ How do we see the global economic situation developing in 2023-2025? Which investment strategies will prove to be winning?

11:05 - 11:25 Coffee Break

11:25 - 12:40 M&A Trends and Investment Opportunities: 2023-2025

Moderator: **Suren Gortsunyan**, Partner, Rybalkin, Gortsunyan, Dyakin and Partners

Denis Belyaev, Counsel, NEXTONS

Boris Popovski, M&A Director, Dr.Max Pharmacy Chain

Denis Surovtsev, Director, M&A, Kept

Roman Kremers, Director Global M&A, Castolin Eutectic

Olga Sorokina, Managing Partner, O2 Consulting

Sergey Dergach, Executive Director, SberDevices

Questions to discuss:

- Current M&A landscape and recent investment activity
- Future trends driving M&A deals for 2023-2025
- Regional corporate buyers: opportunities they see in the SEE market
- International investors: sectors of interest
- In an era of increasing volatility, how do companies adapt their approach to creating value through M&A?

12:40 - 13:20 Tax Trends 2023-2025: How they will affect the market

Moderator: **Mikhail Orlov**, Partner, Head of Tax and Legal Department, Kept

Arevik Agasian, Director, International Tax Planning and Restructuring, Kept

Nina Stevanovic, Senior Tax Advisor, Tenet Group

Questions to discuss:

- International Tax Trends and How they Affect PE Structuring
- Features of Tax Structuring of Transactions through Serbia

13:20 - 14:20 Lunch

14:20 - 15:50 VC in Volatile Times: Emerging Trends and Opportunities

Moderator: **Ville Korpela**, CEO, Prometheus Capital Group

Arseniy Dabbakh, CEO, Innotechnics

Davor Sakac, CEO, TS Ventures Fund

Victoria Fedorova, Partner, M2 Capital Partners

Vlad Lurye, Managing partner, EXPANSE Capital

Milos Matic, Founding Partner, Omorika Ventures

Mark Liepinsh, Managing Director, Pulsar Venture Capital

Mikhail Taver, Founder and Managing Partner, Taver Capital

Questions to discuss:

- Which are the most important trends you see happening with the VC industry at the moment?
- What is your perspective on the current valuation levels of late-stage rounds?
- Which sectors do you see as the most promising at the moment?
- Is AI the real thing or will AI be another bubble?
- What is your own current focus with investments and do you see any shift in the next 12 months?

15:50 - 16:10 Coffee Break

16:10 - 17:10 FI Markets: Investment Ideas

Moderator: **Sergey Lyalin**, Founder, Cbonds

Sergei Karykhalin, Portfolio Manager, Opportunity Global

Alexander Viner, Head of Portfolio Management, Wise Wolves Group

Boris Ginzburg, Head of Corporate Finance and Structured Products, DPRG Investment Management

Questions to discuss:

- Has the approach toward investing in fixed income instruments in emerging markets changed in 2023 compared to previous years? What are the strategies for coping with regulatory and policy uncertainty in emerging markets?
- Analysis of the risk-return ratio of investments in financial instruments with fixed income during the current period of economic instability.
- What are the promising markets for fixed income investment: are there any changes to the allocation strategy? Which countries/regions present special opportunities for fixed income investments in 2023-2024?
- Highlighting investment ideas for the global fixed income investment market
- How should international fixed income portfolios be structured to manage inflation risks (given the potential for higher inflation in 2024)?

17:10 - 17:30 Pawnshop industry: Opportunities for investors

Aleksej Lazutin, General manager, MGKL

17:30	Reception, networking