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EEL Events
Intelligent investment
in emerging markets

SOUTHEAST - EUROPE PRIVATE EQUITY AND M&A FORUM 2025

The premier event to discover the winning strategies and critical insights you need to thrive in today's competitive M&A landscape.



10th June 2025



Metropol Palace, Belgrade

Associated Sponsors:



Are you ready to dive into the heart of investment opportunities and industry insights? The SEE Private Equity and M&A Forum is back in Belgrade in June 2025, and it's your chance to be part of something big!

Since 2012, the event has been a pivotal gathering for private equity funds, corporates, leading investment banks, and M&A professionals to discuss mergers and acquisition topics and best practices in SEE. It's where the brightest minds come together to review the past year and strategize for the future of PE/VC investments and M&A opportunities both domestically and overseas.

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Don't miss your chance to network, learn, and propel your business forward. Book your spot now and ensure you're at the forefront of the industry's next big moves!

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ABOUT THE CONFERENCE

The 2025 forum will provide insights into the M&A deal market outlook and explore private equity opportunities in Southeast Europe. With a special focus on inbound and outbound deals, we'll discuss strategies that transcend borders and open new avenues for growth. Discover the latest on exit strategies and the innovative approaches to financing business acquisitions in 2025. We'll also spotlight hot sectors like TMT and fintech, which continue to drive transformation and offer lucrative opportunities.

Key Themes To Be Explored:

- M&A Sentiment and Readiness in the SEE
- Current Trends in PE and VC
- Industry-Specific Consolidations
- Effective Strategies for Navigating Uncertainty
- Identifying Hot Sectors in SEE M&A
- TMT M&A: Navigating Opportunities and Challenges
- Industry-Specific Trends: healthcare, energy, fintech
- Value Creation
- Deal Structuring and Financing



Contact us:

EEL Events is a dynamic information intelligence and networking opportunities conference provider, backed by 20 + years of experience and focusing on intelligent investment in emerging markets of CEE/SEE, Turkey and the Baltics - Nordics region.

To find out more about speaking and sponsorship opportunities, please contact:

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ABOUT PARTICIPANTS

A broad range of professionals involved in private equity and M&A fields are present at the forum. This includes individuals from funds, individuals within corporations responsible for M&A activity, M&A advisors and bankers actively involved in deal structuring, valuation, and execution and more.

- Private Equity Professionals
- Limited Partners
- Corporate Development Executives
- Investment Bankers
- Legal Professionals and Industry Consultants
- Financial Advisors
- Family Offices
- Fund Managers

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Van Campen Liem
Wolf Theiss
Zagrebačka Ban

We are beginning to assign speakers to our panel discussions, and I wanted to ask would the session on "Ef

Meet our speakers

We are excited to announce an lineup of speakers at the SEE Private Equity and M&A Forum. This year's event will showcase industry leaders and experts who will share their insights and experiences on the latest trends and opportunities in the market.



EVENT CHAIRWOMAN

Mirna Marovic
President, **CVCA**
Managing Director
VentureXchange



Ersida Docaj,
Co-Head of TMT
Investment, **EBRD**



Zhanina Panova
VP of Sales
Datasite



Andrija Garofulic
Partner, **Forvis**
Mazars



Jaroslava Korpanec
Partner, Head of CEE,
Energy Infrastructure
Actis



Kasper Taczek
Investment Director
PPF a.s.



Marko Mitrovic
Partner, **Accession**
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Dr. Ronald Seelinger
President & CEO
Hemofarm / FIC Serbia
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Aleksandar Dragicevic
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Evgeny Podlesny
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CEECAT Capital



Ivailo Gospodinov
Managing Partner
Black Peak Capital



Christian Roy
Head of CEE, **Amber**
Infrastructure



Tomislav Tomljenovic
Regional Director, Adria,
Enterprise Investors



Marko Jović
Director of Regulatory
Affairs & Wholesale
AI / FIC Serbia

Welcome

Conference Programme

We are excited to unveil a highly anticipated draft agenda for the SEE Private Equity and M&A Forum 2025 which promises to be a must-attend event for mergers and acquisitions professionals interested in the region. The draft agenda is subject to change and will be adjusted as necessary to accommodate the flow of the meeting and discussions.

09:00 Registration & Welcome Coffee

09:30 Chairwoman Opening Remarks



Mirna Marovic

President, **CVCA**; Managing Director, **VentureXchange**

09:40 **Current Trends in Private Equity and VC in Emerging Markets**

- Overview of market trends affecting private equity
- Key sectors attracting investment
- Impact of economic factors on investment strategies
- Predictions for the future landscape

10:20 **M&A Sentiment and Readiness in Southeast Europe**

Let's delve into the current state of the M&A market in the SEE region. We will explore the prevailing sentiment among potential buyers and sellers, examining factors influencing their willingness to engage in M&A activity. The session will cover: an analysis of recent M&A deal flow, including transaction volumes, deal sizes, and key sectors experiencing the most activity, examination of emerging trends shaping the landscape and assessment of the preparedness of companies in SEE for engaging in M&A activity.

11:00 Networking Break

11:30 **TMT M&A: Navigating Opportunities and Challenges in a Dynamic Landscape**

The TMT sectors in Southeast Europe are experiencing a dynamic transformation, characterized by rapid technological advancements and evolving market demands. This panel discussion will provide an in-depth overview of notable M&A transactions, highlighting the unique opportunities, emerging trends, and significant challenges faced by businesses in the region. There will be also an analysis of the motivations behind these deals, including strategic objectives such as market expansion, technological innovation, and competitive positioning.

12:10 **Effective M&A Strategies for Growth**

In today's dynamic business environment, effective dealmakers are adeptly managing both uncertainty and emerging opportunities.

- In uncertain times, how do the most savvy dealmakers deal with opportunities and uncertainty?
- Are there ways to protect deals against sudden economic, regulatory, or geopolitical events?
- Can more effective strategies be used to ensure M&A performance?
- In the process of M&A, are there any noteworthy changes developing?
- Is there anything preventing dealmakers from realizing value at the moment?

13:00 Networking Lunch

14:10 **Uncovering Hidden Gems: Identifying M&A Targets**

Learn how dealmakers pinpoint attractive takeover candidates, identify promising M&A targets to decide what fit them best. This session offers insights into dealmakers' strategies for identifying companies based on strategic and financial criteria.

15:00 **Industry-Specific Consolidations**

The session will explore the trends and drivers behind consolidation in key sectors across SEE. We'll analyze recent activity within specific industries, identifying the factors fueling consolidation and the implications for investors and businesses. We'll discuss the strategic rationale behind these deals, examining the benefits and challenges associated with consolidation in different market contexts. Specific industry examples, including case studies of successful and unsuccessful consolidation strategies, will be used to illustrate key themes. The discussion will also address the future outlook for consolidation in Southeast Europe.

16:00 Closing Remarks and Key Takeaways



Mirna Marovic

President, **CVCA**; Managing Director, **VentureXchange**

16:10 Networking Drink Reception