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Обновлено - с информацией о новых докладчиках!



Mergers & Acquisitions in Russia

23rd & 24th June 2004
Marriott Grand Hotel, Moscow

With key contributions from:



Kris Sliger, *EVP, Strategy & New Project Development, TNK-BP*



David Geovanis, *Managing Director, Basic Element*



Pavel Skitovich, *VP, Corporate Structures, Power Machines*



Vladimir Preobrazhensky, *CFO, Wimm-Bill-Dann*



Frank Graves, *Chief Operating Officer, Ilim Pulp Enterprise*



Vitaly Podolsky, *Finance Director, Perekriostok*



Alex Knaster, *Member of the Board, Alfa Bank*



Geir Nesheim, *Vice President, M&A, Carlsberg*



Alexei Mischenko, *1st Vice President, Vimpelcom*



Ilya Sherbovich, *President, United Financial Group*



Ann Bengtsson, *Senior Vice President, SUAL-Holding*



Слияния и поглощения в России

23 -24 июня 2004 г.
Мариотт Гранд Отель, Москва

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Over 30 cutting-edge case studies from Russia's most powerful corporates!



Day One: Wednesday 23rd June

08:15 Registration and Coffee

09:00 Chairman's welcome and introductory remarks: **Roger Munnings**, Managing Partner, **KPMG Russia**

09:10 Session 1: Current market status and outlook for M&A growth

- Streamlining the requirements of the government concerning mergers and acquisitions. What can be expected?
- Highlighting those sectors that are ripe for consolidation and M&A activity. Opportunities for strategic western investors
- Evaluating how recent M&A activity is shaping the Russian corporate landscape
- Main trends in the development of the M&A market in Russia: a comparison with global market trends
- Overview and prospects for the Russian M&A market in 2004-2005
- **Ilya Yuzhanov**, Minister of Anti-Monopoly Policy of RF*
- **Alex Knaster**, Member of the Board, **Alfa Bank**
- **Mikhail Tsarev**, Managing Partner, Financial Advisory Services, **KPMG**
- **Ilya Sherbovich**, President / Head of Investment Banking, **United Financial Group**

10:50 Questions and answers

11:00 *Morning refreshments*

11:30 Session 2: Highlighting the M&A strategies of key corporates

- Can a wave of divestments be expected as major corporates seek to focus on core activities
- A comparison of conducting M&As in Russia with other global markets: Carlsberg experiences to date
- The outlook for the continued growth of cross-border M&A
- Creating an efficient and transparent corporate structure in order to prepare for an IPO
- Developing a strategic investment policy to achieve the greatest value for shareholders
- **Kris Sliger**, Executive Vice President, Strategy & New Project Development, **TNK-BP**
- **Geir Nesheim**, Vice President, Mergers & Acquisitions, **Carlsberg**
- **David Geovanis**, Managing Director, Development Projects, **Basic Element**
- **Frank Graves**, Chief Operating Officer, **Ilim Pulp Enterprise**
- **Kirill Komarov**, 1st Deputy General Director, **RENOVA**

12:45 Questions and Answers

13:00 *Luncheon*

14:30 Session 3: Practicalities and legal aspects

- Have we seen the peak of hostile takeovers? Appraising their impact on a company's day-to-day operations and investment strategies
- Addressing the key legal challenges when making acquisitions in Russia and the CIS
- Ensuring the quality and transparency of your corporate legal standards when expanding your company's international presence
- Practical aspects of the acquisitions process in Russia: an expert opinion

* Minister Yuzhanov has confirmed his participation. However as the brochure was going to print, his new position in the government had yet to be confirmed. Please visit our website for the latest information on government participation.

- Key legal issues to address when acquiring a company: due diligence, conditions to closing and protecting your investment – a look at both Russian and non-Russian acquisitions
- **Viktor Pleskachevsky**, Chairman, Property Committee, **State Duma**
- **Oleg Moubarakshin**, General Legal Counsel, **Sun Interbrew Company** / Managing Partner, **Bumizdelia and Moscow Fat Combine**
- **Vladimir Khazanov**, President, **Vector Management Company** / Managing Partner, **Bumizdelia and Moscow Fat Combine**
- **Laura Brank**, Partner, **Chadbourne & Parke LLP**

15:45 Questions and Answers

16:00 *Afternoon Refreshments*

16:30 Session 4: Appraising financing options

- Managing a diversified portfolio of investments to ensure you create value and are able to build market leaders in their respective sectors
- Defining the role of the CFO in the M&A decision-making process - the importance of due diligence
- Accessing the domestic and international bond markets as a key method of raising finance for acquisitions
- Innovative financing solutions to support rapid corporate growth through acquisitions
- The growing sophistication of LBOs and acquisition financing for Russian companies
- **Alexei Buyanov**, 1st Vice President, Finance & Investment, **Sistema**
- **Vladimir Preobrazhensky**, Chief Financial Officer, **Wimm-Bill-Dann**
- **Leonid Rozhetskin**, Deputy Chairman of the Board, **Norilsk Nickel**
- **Andrei Slivchenko**, Director of Corporate Finance, **Pharmacy Chain 36.6**
- **Konstantin Ryzhkov**, Managing Director, Investment Banking, **Vneshtorgbank**

17:45 Questions and Answers and Chairman's Summation of Day One

18:00 *Gala Cocktail Reception*

Following an intensive and productive first day, join the speaker faculty and your fellow delegates to continue discussions in a more informal setting.

As Sergei Sulimsky of Clifford Chance put it at last year's Corporate Takeovers in Russia conference: "A very good opportunity to discuss further perspectives, a good start in cooperation"





Day Two: Thursday 24th June

8:30 Registration and coffee

9:00 Chairman's introductory remarks

9:10 Session 5: Where the growth is - domestic and cross-border deals

- The situation on the M&A market in Russia, analysing the results of 2003 and highlighting the lack of transparency in M&A processes
- International acquisitions as a means to develop a foothold in strategically important markets
- Specific challenges of expansion in the regions – identifying pitfalls
- Strategies for developing a nationwide presence. Experiences of working with municipal authorities to deliver strategic projects
- The practical realities of conducting M&As in Ukraine: a case study from the fast-growing retail sector

- **Anton Smirnov**, Editor-in-Chief, **Mergers & Acquisitions**
- **Igor Shlyonsky**, Director of Investment Policy, **RAO UES**
- **Alexei Mischenko**, 1st Vice President, Regional & Business Development, **Vimpelcom**
- **Alexander Bazhenov**, Director, Strategic Development, **Russian Communal Systems**
- **Roman Lunin**, Chairman of the Supervisory Board, **Velika Kishenya supermarket chain / Kvisa Trade**

10:45 Questions and answers

11:00 Morning Refreshments

11:30 Session 6: Pre- and post-merger operational issues

Special address: The role of cultural due diligence in mergers & acquisitions with a specific focus on Russia

Ann McDonagh Bengtsson, Senior Vice President, HR & Social Policy, **SUAL-Holding** and the author of 'Managing mergers & acquisitions - a European perspective'

- Identifying the key challenges at the post-merger stage – integration, restructuring, management culture
 - Strategies to increase cost efficiency post acquisition
 - Ensuring the appropriate balance between acquisitions and organic growth
 - The role of due diligence in successful M&A transactions
- **Erik Sandberg**, General Director, **Dirol Cadbury**
 - **Alexander Pilipenko**, Director, Corporate Rights & Investments, **Industrial Union of Donbass**
 - **Piotr Khaspekov**, General Director, **SUEK**
 - **Thomas Dix**, Partner, Transaction Services, **KPMG**

12:45 Questions and Answers

13:00 Luncheon



14:15 Session 7: Corporate governance and working with shareholders

- M&A as an important tool in developing economies of scale, greater access to credit and building stronger brands
- Addressing the concerns of shareholders: ensuring a clearly conceived expansion strategy to gain the support of shareholders
- Highlighting key tools for risk management and mitigation
- A case study of Perekriostok's landmark acquisition of Spar Middle Volga and how the issues of minority shareholders were addressed

- **Pavel Skitovich**, Vice President, Corporate Structures, **Power Machines**
- **Vadim Badekha**, Head of Corporate Asset Management, **RENOVA**
- **Vitaly Podolsky**, Finance Director, **Perekriostok**

15:45 Questions and Answers and Chairman's Summation of Day Two

16:00 Close of conference

Indemnity: It may be necessary for reasons beyond the control of the organisers to change the content or timing of the programme, the speakers or the venue.

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Further speakers to be announced on
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What your peers say!

Over 10 years the annual Adam Smith Conferences have become traditional meeting-places for a wide range of Russian industries, including banking, energy, metals, pharmaceuticals, pulp & paper, automotive, FMCG, transport and telecoms.

In July 2003 the Corporate Takeovers in Russia conference began our series on M&As in Russia and here are what a few of the 200 attendees had to say:

"Excellent presentation of issues, together with in-depth and focused perspectives on solutions and practical problems"

Richard Dean,
Managing Partner,
Coudert Brothers

"A very professional job, I was particularly impressed with the high quality of the other speakers and delegates"

David Griffiths, Senior
Managing Director, New
York Stock Exchange

"The best event of its kind that I have ever attended"

Ian Hague, Partner, Firebird Fund
Management