

# You're invited to attend M&A in Central and Eastern Europe

A Region of Opportunity

Hosted by



And



In Partnership with



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## When:

October 18, 2007

## Location:

The Union Club  
1211 Euclid Avenue  
Cleveland, OH 44115

Brown Gibbons Lang & Company, the U.S. partner in Global M&A – the world's leading partnership of independent mid-market M&A advisory firms – is hosting a U.S. road show with stops in Boston, Chicago and Cleveland for its Central and Eastern European partners.

M&A professionals from Russia, Austria, Turkey, Ukraine, Poland, Czech Republic, Estonia, Latvia, Hungary, Slovenia and Slovakia will address the opportunities and challenges of doing business in the CEE and will come prepared to discuss specific investment opportunities.

## Gain insights into key issues:

- What key industries are shaping the CEE markets?
- Will CEE economies converge with Western Europe?
- What is the influence of the Russian bear?
- How big is the wage disparity? Is it disappearing?
- What is the flat tax craze in the CEE?
- How can I take advantage of the low tax regimes?
- Are the CEE countries politically stable?
- What about worker education? Is there a "brain drain" from the region?
- What about property ownership and rights? Corruption? Legal remedies?
- Are there still opportunities for market entry? How to get in? And get out?

## Your Expert Speakers:

**Dr. Harold Klien**  
Managing Partner  
CD Invest,  
*Global M&A Austria*

**Justin Fancher**  
Vice President  
Benson Oak,  
*Global M&A Czech Republic*

**Johann Sulling**  
Co-Founder  
SP Navitas,  
*Global M&A Estonia*

**Zoltan Siklosi**  
Managing Partner  
Invescom Corporate Finance,  
*Global M&A Hungary*

**Aleksandr Lobakov**  
Associate Director  
IBS Prudentia,  
*Global M&A Latvia*

**Karlis Krastins**  
Associate Director  
IBS Prudentia,  
*Global M&A Latvia*

**Rafal Nowakowski**  
Managing Partner  
Hexagon Capital Partners,  
*Global M&A Poland*

**Charles Borden**  
Director  
Meridian Capital,  
*Global M&A Russia*

**Metin Bonfil**  
Founder  
Total Finans,  
*Global M&A Turkey*

**Ivan Belga**  
Vice President  
Sokrat,  
*Global M&A Ukraine*

**Michael Gibbons**  
Senior Managing Director  
& Principal  
Brown Gibbons Lang & Co.,  
*Global M&A United States*



## Agenda:

2:30 pm – 3:00 pm – Registration

3:00 pm – 3:30 pm – Welcome and Introductions

3:30 pm – 4:30 pm – Panel Discussion

### Taxes

- Structures to achieve low cost financing
- The flat tax craze in the CEE and what it means to investors

### Wages

- Are wages still a significant advantage in the CEE?
- How soon will investors see wages on par with Western Europe, if ever?

### Key industries shaping the market

- New developments in financial services consolidation
- Manufacturing attractiveness and Pan-European growth opportunities
- Is the region still more attractive than Asia and why?

### Transaction considerations

- Repatriation of funds
- Real Estate ownership
- Evolution of M&A and the M&A culture

### Economic Growth

- Consumer market characteristics as incoming investment drivers
- Can one apply the same classical macroeconomics analysis tool in the context of the “catching up” economies?

### Increasing education of the workforce

- Is there a deficit of workers in certain industries?
- How is labor migration and repatriation impacting the economy?

### Safety/Health standards of products

- Does EU membership ensure quality control?
- CEE vs. China

4:30 pm – 4:45 pm – Summary/Closing Remarks

4:45 pm – 6:30 pm – Global M&A CEE Deal Source/  
Cocktails/Appetizers

## Registration:

This is a complimentary event, please register with Erica Anthony at 216.241.2800 x219 or by Email to: eanthony@bglco.com.



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