

PROGRAMME



## 4<sup>th</sup> CFO Summit

EMERGING EUROPE & CIS

11-12 OCTOBER 2011, VIENNA

CONGRESS • GRAND EVENING EVENT: FINANCE AWARD "CFO OF THE YEAR"

4<sup>th</sup> CFO Summit Emerging Europe & CIS

# Inspiration for Top Financial Executives

PRESENTED BY

**FINANCE**

The Executive Magazine for Emerging Europe

[www.cfo-summit-ee.com](http://www.cfo-summit-ee.com)



**Bastian Frien,**  
Editor in Chief,  
FINANCE Emerging Europe



**Armin Häberle,**  
Managing Editor,  
FINANCE Emerging Europe

### Dear participants of the 4th CFO Summit Emerging Europe & CIS,

Where do we stand? Is this a period of recovery or of drawbacks? Where will things go from here?

Just when it seemed the worst of the global economic crisis was over, a sovereign debt crisis erupted in parts of the eurozone, sending shock waves across Europe and throwing into question the very existence of the common currency. And just when global trade seemed to recover from its deepest trough, the political upheavals in northern Africa and the catastrophic earthquake, tsunami and nuclear devastation in Japan have rendered the production sites of many internationally active companies useless, severed supply chains and disrupted confidence across the globe.

Financial executives throughout emerging Europe need two distinct kinds of maps to successfully steer their companies through these turbulent times. One is a birds-eye view of the strategic challenges and opportunities ahead. How to prepare for the unexpected, for fat-tail risks that could erupt anytime or anywhere? And how to assess the potential benefits or downsides of the eurozone, the common currency area that was intended to bring stability but ended up creating unprecedented uncertainty?

The other map is more operational, but just as important to firmly keep the company on course. How to arrange syndicated loans or acquisition finance deals in emerging Europe? Is it worth getting a corporate rating to access new sources of funding or not? How can banking relations be optimised or cross-border cash pools be set up? And how can companies assess whether a private equity or a strategic investor is the better choice? These are just

some of the pressing questions financial executives in emerging Europe are battling with these days.

This year's CFO Summit Emerging Europe & CIS does not claim to know the answers to all these questions. But it confidentially claims to provide the best pan-regional platform for discussing them. Top-level panel discussions and outstanding keynote speeches, together with a large number of hands-on workshops with in-depth case studies, will give you a unique mix of strategic insights and operational tools to steer your company through these volatile times.

In between, networking breaks and an exclusive Gala Dinner will provide ample opportunity to exchange your views with regional peers, make new contacts and share experiences and ideas.

We sincerely look forward to seeing both fresh and familiar faces at this year's CFO Summit Emerging Europe & CIS and to once again having an intense and productive, but also memorable and enjoyable time with you in Vienna.

Kind regards,

Bastian Frien  
Editor in Chief  
FINANCE Emerging Europe

Armin Häberle  
Managing Editor  
FINANCE Emerging Europe

### 11 October 2011

Registration and Coffee Reception from 9.30 a.m.

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10.15 a.m.-10.30 a.m.

#### **Welcome Address from FINANCE Emerging Europe**

Armin Häberle, Managing Editor, FINANCE Emerging Europe

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10.30 a.m.-11.00 a.m.

#### **Opening Keynote Speech**

#### **Restoring the Lustre of the European Growth Model**

Indermit Gill, Chief Economist EMEA, World Bank

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11.00 a.m.-11.45 a.m.

#### **Panel Discussion I**

#### **Fat-tail Risk – (How) can Companies Prepare for Public Turmoil, Natural Disasters and Other Unexpected Risks?**

Reinhard Bauer, CEO, Daiichi Sankyo Europe

Dr. Andre Carls, CEO, CEE Holding, Commerzbank

Peter David, CFO, EMEA Emerging Markets, SAP Deutschland AG & Co. KG

John C. Kornblum, Senior Counselor, Noerr LLP

Baris Oran, Director for Budgeting, Consolidation and Investor Relations, Sabanci Holding

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12.00 p.m.-1.30 p.m.

*Lunch Break*

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1.30 p.m.-2.30 p.m.

#### **Roundtable Session I**

- Rating – Is it Really Worth the Hassle?
- Short-term Liquidity Funds as Cash Management Solutions
- Improving Efficiency in Growing Companies
- Financing in Poland – Best Practice and Trends

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2.30 p.m.-3.15 p.m.

*Coffee Break*

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3.15 p.m.-4.15 p.m.

#### **Roundtable Session II**

- Managing Risk in a Crisis Environment
- Optimising Efficiency with State-of-the-art Banking
- Private Equity or Strategic Investors – Assessing the Options

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4.30 p.m.-5.15 p.m.

#### **On-stage Interview**

#### **Follow me? NWR's Approach to and Experience with Capital Markets**

Marek Jelinek, CFO, New World Resources

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From 5.45 p.m.

*Grand Evening with Award Ceremony*

*“CFO of the Year” at Palais Niederösterreich*

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### 12 October 2011

Registration and Coffee Reception from 8.30 a.m.

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9.00 a.m.-9.10 a.m.

#### **Welcome Address from FINANCE Emerging Europe**

Bastian Frien, Editor in Chief, FINANCE Emerging Europe

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9.10 a.m.-9.30 a.m.

#### **Keynote Speech**

##### **The Art of Restructuring Debt Under Pressure**

Jürg Fedier, CFO, Oerlikon

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9.30 a.m.-10.15 a.m.

#### **Panel Discussion II**

##### **The Eurozone – Land of Dreams or Nightmares?**

Francesco Giordano, CFO, Bank Austria, UniCredit Group

Mojmir Hampl, Vice-Governor, Czech National Bank

Simon Quijano-Evans, Head of Research and Chief Economist EMEA,  
ING Commercial Banking

Willy Van Riet, CFO, Wienerberger AG

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10.15 a.m.-10.45 a.m.

*Coffee Break*

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10.45 a.m.-11.45 a.m.

#### **Roundtable Session III**

- Funding Growth – The IPO Wave in Emerging Europe
- The Position of CFOs in Russian Joint Ventures
- Cross-Border Cash Pooling Solutions

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11.50 a.m.-12.50 p.m.

#### **Roundtable Session IV**

- Challenges in Cross-Border Corporate Acquisition Finance
- Compliance in Transition Countries – A Moving Target
- Global Markets' CEE Perception – Why it Should be on CFO Agenda

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1.00 p.m.-1.30 p.m.

#### **Concluding Keynote Speech**

##### **Home is Where the Market is – Growing in Emerging Europe and Beyond**

Peter Oswald, CEO, Europe & International Division, Mondi

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1.30 p.m.-3.00 p.m.

#### **Lunch and Final Get-Together**

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## Welcome Address from FINANCE Emerging Europe

by Armin Häberle, Managing Editor, FINANCE Emerging Europe, Germany

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### Opening Keynote Speech

10.30 a.m.-11.00 a.m.

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## Restoring the Lustre of the European Growth Model

*The European growth model has come under stress in recent years. Global growth depends increasingly on Asia and the Americas, while crises have revealed structural shortcomings in many European economies. More specifically, emerging Europe needs to find new sources of growth beyond the traditional integration with western European markets. How can Europe as a whole and emerging Europe in particular keep the attractive features of its growth model while strengthening its weaker parts? What are the new drivers of growth and how can the region make the most of them?*

#### SPEAKER



**Indermit Gill**, Chief Economist  
EMEA, World Bank, USA

**I**ndermit Gill is the chief economist of the Europe and Central Asia Region of the World Bank. Since joining the World Bank in 1993, he has worked in both the Latin America and East Asia Regional offices. He was the director of the 2009 World Development Report *Reshaping Economic Geography* and a principal author of *Keeping the Promise of Social Security in Latin America* and *An East Asian Renaissance*. Mr Gill has an M.A. in Economics from the Delhi School of economics and a Ph.D. in economics from the University of Chicago.

## Fat-tail Risk – (How) can Companies Prepare for Public Turmoil, Natural Disasters and Other Unexpected Risks?

*At first sight, the political upheavals in North Africa and the triple catastrophe of earthquake, tsunami and nuclear contamination in Japan are totally unrelated. On closer inspection, however, they have one fundamental thing in common: unexpected risks can lure in many corners and they often have “fat tails” for companies, including sales losses, disruption of value chains, destruction of production sites, or increased volatility on financial markets. CFOs need to make sure their companies remain viable and solvent in such testing times.*

### PANELISTS



**Reinhard Bauer**, CEO, Daiichi Sankyo Europe, Germany

Reinhard Bauer is chairman of the board and CEO of Daiichi Sankyo Europe. From 1976 to 1986, he held senior management positions in Bayer's Asian Pharmaceutical companies. From 1993 till 2002, he served as managing director in Bayer-Sankyo, Tokyo, Japan, followed by an assignment as president and CEO for the entire Bayer business in central and eastern Europe. With about 30,000 employees, Daiichi Sankyo generated revenues of EUR 8.55 billion in 2010.



**Dr. Andre Carls**, CEO Central & Eastern Europe Holding, Commerzbank AG, Germany

Dr. Andre Carls is responsible for the CEE activities of Commerzbank. Having studied business economics and completed a doctorate, he joined Commerzbank in 1990, with various positions in corporate finance and capital markets. Until 2008 he was member of the board of managing directors of comdirect bank, since 2004 CEO of comdirect group.



**Peter David**, CFO, EMEA Emerging Markets, SAP Deutschland AG & Co. KG., Germany

Peter David starts as CFO for SAP EMEA Emerging Markets in January 2008. Before he held several positions in Finance and Sales in SAP Germany, DCW Software and Carl Freudenberg. He is responsible for the Emerging Finance and Commercial Operations. Mr David has 20 years of experience in software industries. EMEA Emerging Markets are one of SAP's growth regions.



**John C. Kornblum**, Senior Counselor, Noerr LLP, Germany

John C. Kornblum, a leading American expert on Europe and transatlantic relations, served as US Ambassador to Germany (1997-2001) and NATO. He was deputy negotiator of the Dayton Agreement and special envoy to the Balkans. In his diplomatic role he helped to shape the enlargement of NATO and the EU. He has fulfilled several advisory mandates including investment bank Lazard & Co., Bayer AG and Noerr.



**Baris Oran**, Director for Budgeting, Consolidation and Investor Relations, Sabanci Holding, Turkey

Baris Oran started his career with PwC in Istanbul, followed by positions in audit, finance and treasury in Sara Lee Corporation, Chicago, and management positions in Ernst & Young in Minneapolis. He joined Kordsa Global, part of the Sabanci group, in 2006 as an Internal Audit Director, was appointed Global Finance Director in 2007 and served as CFO from 2009 to 2011, before becoming Director at Sabanci Holding.

## Rating – Is it Really Worth the Hassle?

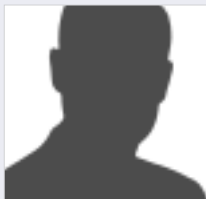
*Direct access to capital markets is ever more important in emerging Europe. For this, getting a rating is essential. Or is it? What are the costs, benefits and alternatives of getting rated?*

### PARTICIPANTS



**Ivan Crnjac**, Executive Vice President for Strategy and Capital Markets, Agrokor d.d., Croatia

Ivan Crnjac has been a member of Agrokor's Management Board since 2008. His professional career started in 2000 in CAIB Investment Banking, at that time part of the Bank Austria Creditanstalt, and today Unicredit Group. In 2005 he joined Agrokor and in 2008 he became the Executive Vice President for Strategy and Capital Markets. The Agrokor Group is the largest private company in Croatia.



The second external speaker has not been confirmed yet.



**Dominique LeMaire**, Managing Director, Head of High Yield and CEE Capital Markets, UniCredit Corporate & Investment Banking, United Kingdom

Dominique LeMaire joined UniCredit in 2010 and was previously at J.P. Morgan and at Merrill Lynch in a number of positions in both investment banking and capital markets. During the last 20 years Mr LeMaire arranged a number of landmark debt capital markets and M&A transactions for clients across Europe, CEEMEA and Latin America.



**Karim Makki**, Global Head of Equity-Linked Capital Markets, UniCredit Corporate & Investment Banking, United Kingdom

With UniCredit since 2003 and previously at Lehman Brothers in European equity capital markets, Mr. Makki has arranged some of the largest equity and equity-linked capital markets transactions in Europe during his fourteen years in investment banking. He has led convertible and exchangeable transactions among others for Celesio, TUI, Q-Cells and in CEE for companies such as Chimimport, MNV/Richter Gedeon and BMB Munai.

## Short-term Liquidity Funds as Cash Management Solutions

*Liquidity funds are an innovation beyond the traditional bank account. What are their benefits, drawbacks and limitations? Why have so many corporates invested into liquidity funds during and after the financial crisis?*

### PARTICIPANTS



**Thomas A. Woelk**, Head of Group Treasury, WackerNeuson SE, Germany

Thomas A. Woelk is responsible for all banking relationships at WackerNeuson SE. His job includes the world wide coordination of WackerNeuson's strategic decisions regarding asset, financing, cash and liquidity management, including risk management strategies. Prior to this, Mr Woelk had worked for four years for BlackRock institutional sales and established BlackRock's first branch office in continental Europe.



**George Juscak**, Vice President, Senior Sales Executive, J.P. Morgan Asset Management, Austria

George Juscak is Vice President, Senior Sales Executive for the Central and Eastern European markets for J.P. Morgan Asset Management. He has over ten years of experience working in the financial industry in the United States and worldwide. He recently relocated to the J.P. Morgan Asset Management Vienna office from New York where he worked in the investment bank for the Institutional Sales/Portfolio Strategies group.

## Improving Efficiency in Growing Companies

*When companies grow and expand, domestically or abroad, one of the hardest tasks for CFOs is keeping costs under control and reporting lines effective. After all, you do not want to lose control of your company.*

### PARTICIPANTS



**Dr. Zoltán Matos**, CFO, MOL Energy Trade Ltd, Hungary  
Dr. Matos joined MOL Energy Trade Ltd. in November 2010. He graduated at the Budapest University of Economics in 1990 and earned a doctorate in 1993. He held managerial positions, spent 11 years with E.ON Hungária, latly as member of the management board and after that held the position of Chairman at the Hungarian Energy Office before joining MOL Energy Trade Ltd.



**István Radó**, Senior Partner und Managing Director, IFUA Horváth & Partners, Hungary  
István Radó has been with Horváth & Partners since 1989 and has built up the Hungarian subsidiary. Horváth & Partners is an independent, international management consulting company with offices in Germany, Austria, Hungary, Romania, Switzerland and the United Arab Emirates.

## Financing in Poland – Best Practice and Trends

*Famously, Poland has been the only economy in Europe that kept on growing throughout the financial crisis. This not only makes it an economic powerhouse but also a front-runner when it comes to corporate financing trends and best practices.*

### PARTICIPANTS



**Przemysław Szycher**, Finance Director, PolskiBus.com, Poland

Przemysław Szycher is Finance Director at PolskiBus.com. An expert in management accounting, budget and operational planning, he has eleven years of corporate finance experience in FMCG, manufacturing, trade and logistics. He has a strong background in financial accounting and business taxation as well as a proven record of developing and implementing financial and operational controls.



**Dr. Jacek Bąk**, Partner, Noerr LLP, Poland

Dr. Jacek Bąk is partner and head of Noerr's office in Warsaw. He focuses on structured finance and reorganisation transactions for international companies. He has long standing experience in Polish cartel and media law and in corporate law, especially stock corporation law and capital markets. An expert in insolvency matters, Dr. Bąk represented numerous creditors, such as The Bank of New York, Goldman Sachs Credit Partners L.P., with a claim of over EUR 270 million.

## Managing Risk in a Crisis Environment

*In a crisis environment, a CFO has to juggle many balls at the same time. Keeping risk under control and the company successful at the same time is a daunting task for anyone.*

### PARTICIPANT



**Kim Roesink**, Global Head Client Solutions Group, ING Commercial Banking, The Netherlands

Kim Roesink joined ING Financial Markets in 1998 and currently is Global Head of the Client Solutions Group, which is a group with teams in Asia, the Americas and Europe with specialists that have an in-depth knowledge on specific asset classes in areas such as finance, asset and liability management, debt capital markets, as well as the associated legal, risk, commercial and operational issues.

## Optimising Efficiency with State-of-the-art Banking

*Banking relations – complex or basic – dominate the work of many people in financial departments. The latest banking tool, therefore, can help to reduce costs, increase efficiency and improve quality at the heart of any CFO's daily business.*

### PARTICIPANTS



**Jens Emrich**, Managing Director, Lorenz Snack-World Services Sp. z o.o. Sp. k., Poland

Jens Emrich has been Head of the Shared Service Center in Poznan/Poland for the Lorenz Snack-World Group since 2008. He has 20 years of experience in international finance and controlling related functions. Lorenz Snack-World, based in Germany, is one of the major companies in the European snack market, which offers well-known brands like Crunchips, Chipsletten, Saltlets or NicNacs.



**Ralf Hötzel**, Senior Relationship Manager International Corporates, BRE BANK S.A., Poland

Since 2002, Ralf Hoetzel has been Senior Relationship Manager International Corporates of BRE BANK S.A. in Poland. Prior to this, he has held several responsible positions within the Commerzbank Group in various countries of Eastern Europe over ten years. Ralf Hoetzel has broad experience in the international relationship management.

## Private Equity or Strategic Investors – Assessing the Options

*Getting an equity investor on board is a major strategic option for many companies in emerging Europe. But whom to opt for? Private equity and strategic investors both have their pros and cons, so making an informed choice is paramount.*

### PARTICIPANTS



As of 30 May the speaker out of Salans' clientele has not been confirmed yet. The updated programme is available at [www.cfo-summit-ee.com](http://www.cfo-summit-ee.com).



**Pirouzan Parvine**, Partner, Salans, Poland

Pirouzan Parvine is a Partner in Salans' Warsaw office. He is an avocat at the Paris Bar and a registered foreign attorney at the Warsaw Bar. He is the coordinator of the Global French Desk, with a special focus on Salans Offices located between Warsaw and Istanbul. Pirouzan Parvine advised on a number of major M&A transactions which took place following EU accession in a range of sectors as varied as defence, retail, IT and automotives.

## Follow me? NWR's Approach to and Experience with Capital Markets

*New World Resources is a young company, that is already rich in experience. It is the largest hard coal mining company in the Czech Republic and has two development projects in Poland, which form part of its regional growth strategy. NWR was listed on the London, Prague and Warsaw stock exchanges in May 2008. It was the largest IPO on the London Stock Exchange and the only one on the Prague Stock Exchange in 2008. In April 2011, it decided to reincorporate from the Netherlands to the United Kingdom through a share exchange programme.*

### SPEAKER



**Marek Jelinek, CFO,**  
New World Resources,  
Czech Republic

**M**arek Jelinek was appointed to NWR in March 2007 and has been a member of the board of directors of OKD since November 2007. Since March 2007, he has been chief financial officer of NWR. In 2007 and 2008, Mr Jelinek led the group's bond issue and the successful IPO in London, Prague and Warsaw. From 1995 to 2004, Mr Jelinek served as an analyst and associate of the corporate finance department at Patria Finance, a Prague based investment bank. With a turnover of almost EUR 1.6 billion in 2010 and more than 18,000 employees, New World Resources N.V. is central Europe's leading hard coal and coke producer.

# Grand Evening

11 October, 5.45 p.m.

at Palais Niederösterreich

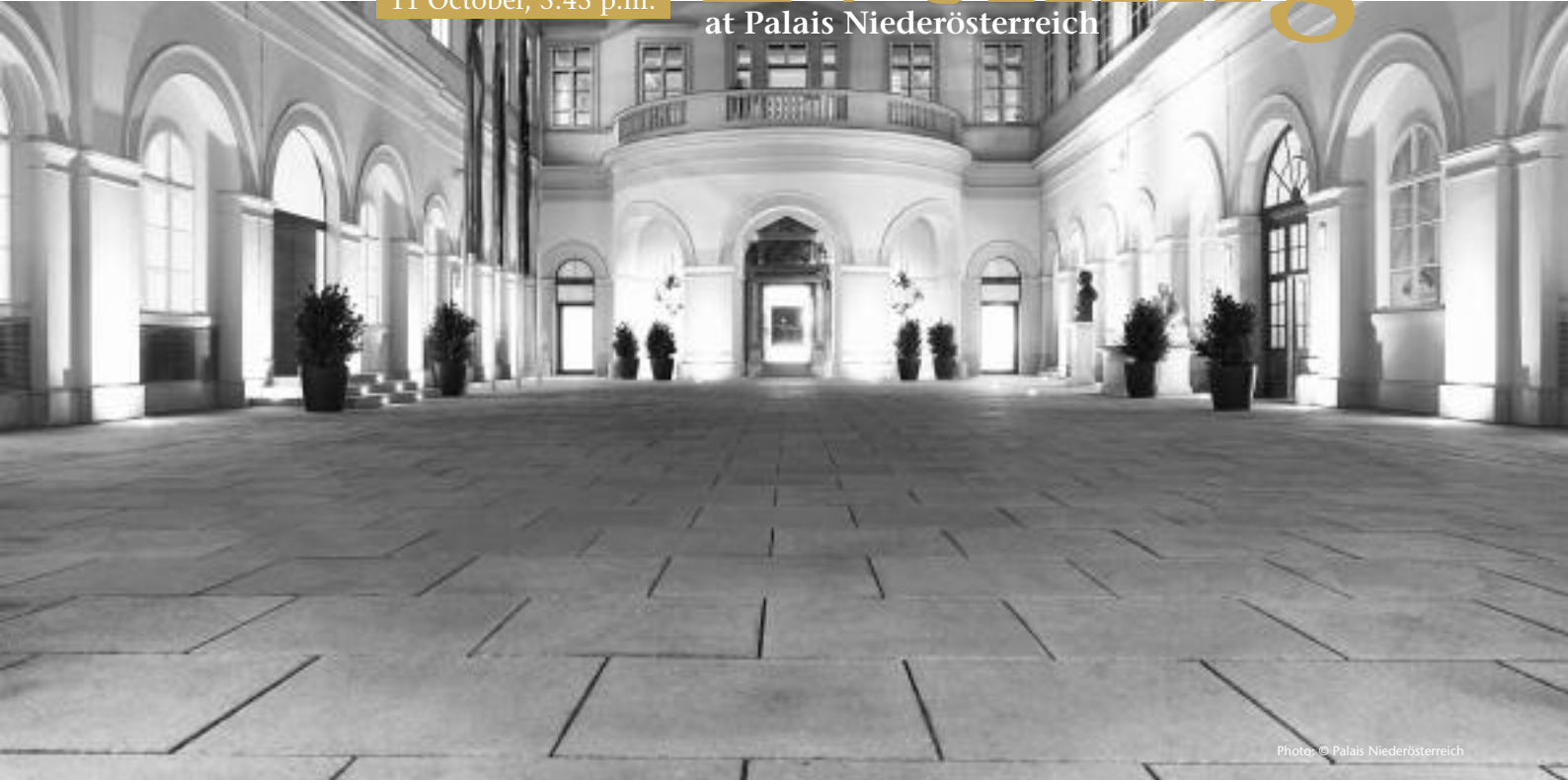


Photo: © Palais Niederösterreich

*Gala Dinner with Award Ceremony* 八  
*“CFO of the Year”*

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## Welcome Address from FINANCE Emerging Europe

by Bastian Frien, Editor in Chief, FINANCE Emerging Europe, Germany

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### Keynote Speech

9.10 a.m.-9.30 a.m.

## The Art of Restructuring Debt Under Pressure

*Oerlikon's restructuring in early 2010 was among the most prominent and complex corporate restructuring deals of the year. The package reduced Oerlikon's net debt by more than 70 per cent, strengthened the group's equity by more than CHF 1 billion (approx. EUR 0.8bn) and increased its liquidity by CHF 276 million (approx. EUR 219m). Together with operational restructurings, the financial package was essential to allow the group to continue its operations and recover from a life-threatening situation for the company. Jürg Fedier, Oerlikon's CFO, will share his personal experiences from this unparalleled restructuring deal.*

#### SPEAKER



**Jürg Fedier**, CFO, Oerlikon,  
Switzerland

Jürg Fedier was appointed chief financial officer of Oerlikon effective 1 January, 2009. He joined the Dow Chemical Company in Switzerland in 1978 and was appointed treasurer of Dow Germany in 1987 and assistant treasurer USA in 1993. Two years later he became treasurer of Dow Japan, subsequently establishing and managing the Financial Risk Center in Singapore for Dow Chemical Asia Pacific. After experiences in other companies, he returned to Switzerland in 2006 as head of finance of Dow Europe and member of the Executive Board. In March 2007, he took over as CFO of Ciba in Basel. The Oerlikon Group is a globally active, research-intensive industrial group based in Switzerland. The company's business units are active in various segments of machine and plant engineering. In 2010, more than 16,000 employees at over 150 locations in 36 countries generated sales of CHF 3.6 billion (approx. EUR 2.9bn).

## The Eurozone – Land of Dreams or Nightmares?

*For almost a decade, the eurozone seemed to be the land of milk and honey. Exchange rate risks disappeared, interest rates dropped, markets were deeper and more liquid than in local currencies. Not to mention of the political reputation of being a club member. Slowly but surely, however, tensions arose from the different economic fundamentals. The Greek crisis not only gave the shortcomings of the currency area a name, it also inflicted massive pain on the country and served as a dire warning to anyone who considered joining the club. Can countries and companies in emerging Europe benefit from joining the eurozone – or might they be better off by themselves?*

### PANELISTS



**Francesco Giordano**, CFO, UniCredit Bank Austria AG, Austria

Francesco Giordano, CFO of UniCredit Bank Austria AG, is an economist by training. After joining UniCredit in 2000, he has held various senior positions, including Chief Economist, Head of Group Planning, Research & Strategy and Divisional CFO of the Corporate & Investment Banking Division. Prior to joining UniCredit, he worked for Standard & Poor's, San Paolo Bank and Credit Suisse First Boston.



**Mojmir Hampl**, Vice-Governor, Czech National Bank, Czech Republic

In 1998, Mojmir Hampl became analyst in the monetary department of the Czech National Bank. In 2002-2004, he was engaged in macroeconomic research and research on central and eastern European financial markets at Česká spořitelna – ERSTE Group. Simultaneously, he was an external adviser to the Minister of Finance of the Czech Republic in an expert group preparing a public finance reform proposal.



**Simon Quijano-Evans**, Head of Research and Chief Economist EMEA, ING Commercial Banking, The Netherlands

Simon Quijano-Evans has been working in the area of emerging markets since the mid-1990s. He worked for the Thai Ministry of Industry in FDI promotion, at UniCredit as Director, EMEA Economics & FI/FX Strategy, and headed the EMEA Economics & Strategy at Credit Agricole Cheuvreux until April 2011, when he moved to ING where he is now Chief Economist and Head of Research, EMEA. He holds a doctorate in Economics from the University of Vienna.



**Willy Van Riet**, CFO, Wienerberger AG, Austria

Willy Van Riet started his career as an auditor and subsequently senior manager with Price Waterhouse Coopers in Belgium. He has been active in the building materials sector since 1993, first as Chief Financial Officer of Terca Bricks Industries and later Koramic Building Products. In 2004 he took over the management of Wienerberger Limited in Great Britain. He has been Chief Financial Officer of Wienerberger AG since 2007.

## Funding Growth – The IPO Wave in Emerging Europe

*For many CFOs in the region who want to take their companies to the next level, an IPO is amongst the most interesting options. But to successfully place your company with demanding equity investors, market knowledge and good preparation are essential.*

### PARTICIPANTS



**George Chiladze**, Deputy CEO, Finance, JSC BTA Bank, Georgia

George Chiladze previously served as General Director of BTA Bank since August 2005. Prior to joining JSC BTA Bank he was an executive member of the supervisory board of JSC Europe Insurance Company and a founding partner of the management consulting firm, Altergroup Ltd. He had previously worked in the US at the Program Trading Desk at Bear Stearns in New York City before returning to Georgia in 2003.



**Nathalie Bachich**, Managing Director, Head of EMEA Equity Capital Markets, ING Commercial Banking, London

Nathalie Bachich joined ING in 1998. She spent four years in corporate finance (1998-2002) in the Telecoms Media & Technology team and in the UK coverage team before moving to Equity Capital Markets in July 2002. Since joining Equity Capital Markets, Nathalie Bachich has been involved in mandates in Western Europe, Asia and Central and Eastern Europe.

## The Position of CFOs in Russian Joint Ventures

*When entering foreign markets, joint ventures are often the vehicles of choice. Russia is a case in point, but the rule applies to many countries. Understanding a CFO's position, role and restrictions is essential to making international JVs a success.*

### PARTICIPANTS



**Thomas Unger**, Senior Vice President/ CFO, Fuso Kamaz Trucks Rus Ltd., Russia

Thomas Unger is senior vice president and CFO to the 50-50 joint venture of OJSC Kamaz and Mitsubishi Fuso Truck and Bus Corporation, the primary shareholder of Daimler AG, established in 2009. Under his strategic leadership future brand and market growth is expected.



**Dr. Thomas Mundry**, Partner, Noerr LLP, Russia

Dr. Thomas Mundry has been working as a lawyer in Moscow since 1994. He has broad experience in advising on investment and other projects of western and Russian companies in the Russian Federation. He is member of the board and chairman of the legal committee of the German Business in the Russian Federation. Dr. Mundry is recognized in the area Construction & Real Estate in Russia by Who's Who Legal: CIS 2010.

## Cross-Border Cash Pooling Solutions

*Establishing feasible cash pooling systems is on the agenda of many companies in emerging Europe. While finding cross-border solutions can be a tricky task, it is by no means impossible. And the benefits easily justify the effort.*

### PARTICIPANTS



**Sonja Rossteuscher**, CFO, Tristone Flowtech Group, Germany

Sonja Rossteuscher has been CFO of Tristone Flowtech Group since September 2010. Prior to this, she worked among others for Robert Bosch GmbH. Tristone is a privately held tier one automotive supplier which develops and manufactures technical rubber and plastics products. The group has 2,100 employees and consists of ten legal entities in seven countries, including seven manufacturing locations.



**Thomas Klatte**, Team Head Corporate Banking, Commerzbank AG, Czech Republic

Thomas Klatte joined Commerzbank AG in Germany as relationship manager in 1994. He has been working in Prague branch as team head since 2008. Prior to joining Commerzbank AG, Mr Klatte had been working as technical sales manager in an international operating company.

## Challenges in Cross-Border Corporate Acquisition Finance

*Cross-border M&A is the ultimate in corporate strategy. Unfortunately, deals are not only big and rewarding. Their financial structures also complex and demanding. Getting the financing right is the precondition for any successful cross-border transaction.*

### PARTICIPANTS



**Zoran Stanković**, Vice-President Finance, Atlantic Grupa, Croatia

Zoran Stanković is the vice-president finance in Atlantic Grupa. Since his arrival in 2007 he played a key role in the company's development into a leading player in the region. Previously, he was the Director of Controlling in the Pliva Group, and earlier a Senior Audit Manager at Arthur Andersen and Ernst & Young. He is a full member of Association of Chartered Certified Accountants.



**Wilfried Senft**, Head of Corporate Structured Finance CEE, UniCredit Corporate & Investment Banking, Austria

Wilfried Senft is heading the Vienna based Corporate Structured Finance CEE team within UniCredit Corporate & Investment Banking. Mr Senft has over 15 years experience in corporate, project and acquisition finance with a focus on Central and Eastern Europe.

## Compliance in Transition Countries – A Moving Target

*Corporate compliance is never easy, but in emerging economies with quickly changing rules and practices, it can become a herculean task – and vital to the survival of a company. Often sitting with the CFO function, compliance should be on everyone's agenda.*

### PARTICIPANTS



**Dr. Otto Lose**, Member of the Management Board, Dyckerhoff AG, Germany

Dr. Otto Lose is a member of the management board of Dyckerhoff AG, an internationally operating producer of cement. Mr Lose is responsible for the company's activities in emerging Europe and was managing director of the company's subsidiary in Ukraine with more than 1,700 employees. Before joining Dyckerhoff, he studied law and economics in Hamburg, Germany, and received a PhD in social sciences in 2001.



**Gero von Pelchrzim**, Lawyer, Chief Compliance Officer PRAKTIKER, Germany

Gero von Pelchrzim is a lawyer and works as Chief Compliance Officer for PRAKTIKER. He is particularly in charge of the development of the worldwide compliance programme. Prior to this, he has been active as Corporate Compliance Manager and Compliance Officer Europe at Quimonda AG in Munich. Gero von Pelchrzim began his career as trial lawyer focusing on business law.



**Dr. Julian Ries**, Partner, Head of the Kyiv Office BEITEN BURKHARDT, Ukraine

Dr. Julian Ries is an Equity Partner and head of BEITEN BURKHARDT's Kyiv office. He particularly advises foreign investors in Ukraine on real estate, agriculture and renewable energy industries.



**Siegfried Seewald**, Partner of the Warsaw Office, BEITEN BURKHARDT, Poland

Siegfried Seewald is an Equity Partner of BEITEN BURKHARDT's Warsaw office. He is also a Member of the firms Managing Committee. He is based in Warsaw since 2000 and focuses on M&A transactions and privatisations. He advises clients on corporate, civil law, antitrust, competition and regulatory matters. Currently he is involved in a major litigation case concerning unfair competition in the DIY Sector.

## Global Markets' CEE Perception – Why it Should be on CFO Agenda

*A company can only succeed if it is perceived properly by partners and investors. Does the perception of emerging Europe matter to a single country and its companies? What are the challenges for a good equity story and corporate communications?*

### PARTICIPANTS



**David Shirreff**, European business and finance correspondent, The Economist, United Kingdom

David Shirreff has been European business and finance correspondent of The Economist since October 2010. He joined The Economist in 2001 as capital markets editor. Prior to that, he worked among others at The Wall Street Journal, Euromoney and Middle East Economic Digest. He also worked as a journalist in Turkey for Reuters, and as a teacher of English in Germany and Turkey.



**Ronald Schranz**, Partner, Brunswick Group LLP and Office Head of Vienna, Austria

Ronald Schranz is a seasoned strategy consultant specialising in communications for financial transactions, corporate reputation, political consulting and public affairs. After several years of advising in transactions in the region, he became the head of the new Austria and emerging Europe office in Vienna, where he applies his knowledge of these markets as well as 25 years of communications experience.

## Home is Where the Market is – Growing in Emerging Europe and Beyond

*Anglo American plc planted the roots of Mondi in 1967 in South Africa with the construction of the Merebank Mill. In the early 1990s, the company came to Europe, starting a period of expansion through acquisition and buying businesses in countries like Austria, Russia, Slovakia, Poland, Hungary and Bulgaria, to name but a few. The idea has always been to go where the markets are and to be ready when opportunities arose. Peter Oswald's lessons and experiences will provide unique insight for any corporate leader who plans to take their company further, too.*

### SPEAKER



**Peter Oswald**, CEO Europe & International Division, Mondi, Austria

Mondi is an international paper and packaging group, with production operations across 31 countries, 29,000 employees and revenues of EUR 6.2 billion in 2010. The group's key operations are located in central Europe, Russia and South Africa. In 2007, Mondi Packaging was integrated with Mondi Business Paper into Mondi Europe & International, which achieves with 23.000 employees in 80 plants a turnover of close to Euro 5 billion in 2010.

Peter Oswald joined the boards of Mondi Limited and Mondi plc as chief executive officer of the group's Europe & international division at the beginning of 2008, comprising all the former Mondi Packaging and Mondi Business Paper operations outside South Africa. He joined the Frantschach Group in 1992 as the head of internal audit, later becoming corporate controller before he was appointed chief executive of Mondi Converting in 1995 and of Mondi Packaging Europe in 2002, leading its subsequent integration with Frantschach into the new Mondi packaging division. He graduated in law and business administration from the University of Vienna, beginning his career with Deutsche Bank and automotive company KTM.



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### How to register for the CFO Summit Emerging Europe & CIS 2011

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#### Limited access

The event is designed exclusively for executive financial decision makers. Representatives from consulting firms, auditors, law firms or sales representatives of financial institutions will not be granted access to the conference.

Participation fee: EUR 2,100, excluding VAT

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##### Grand Evening Event Venue

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We have reserved a block of rooms under the keyword "FINANCE Magazine" for participants at our conference. For more information please visit [www.cfo-summit-ee.com/hotels](http://www.cfo-summit-ee.com/hotels)

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#### VIP Shuttle Service kindly provided by Volkswagen



To reach the summit venues, the airport and your hotel, you can use our shuttle service from 11-12 October 2011 (on-demand support). The use of the shuttle service is free of charge, however, there is a limited number of seats. You will be informed about our shuttle service in your confirmation e-mail.

#### Public transportation

The Hofburg is located in the centre of the Old Town and can be easily reached by public transportation. Two underground stations as well as bus and tram stops are within walking distance. Vienna Airport lines (Postbus) will bring you from the airport to Morzinplatz in Vienna every 30 minutes. Please use the entrance "Josefsplatz". The ride takes about 30 minutes, depending on traffic. Further information can be found at [www.viennaairport.com](http://www.viennaairport.com)

#### Taxi

Official taxi providers are located at the airport. The ride takes about 20 minutes and costs about EUR 30.

#### Contact

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**If you have any questions concerning your registration or your travel arrangements, please do not hesitate to contact:**

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