



# Baltic M&A and Private Equity Forum 2021

**26.05.2021**  
online

The annual Baltic M&A and Private Equity Forum will take place virtually on 26th of May 2021. The Baltic M&A and Private Equity Forum has become the main networking event for the Baltic M&A industry and market participants interested in the region. We welcome representatives of private equity and venture capital funds and investment banking, consultants, lawyers, investors, and other representatives of the financial sector, as well as interested business executives and owners.

Baltic M&A and Private Equity Forum offers a platform for establishing new contacts, finding new business opportunities, sharing experience, and spending time with peers.

This year the Forum will focus on the following key topics:

- Baltic transaction market: M&A in the time of a pandemic;
- Mergers and acquisitions as a strategic tool for business development;
- The global and local economy: what to expect in 2021-2022;
- The huge number of case studies from recent transactions in the Baltics (of both pandemic and pre-pandemic transactions; from PE to PE sale, to IPO);
- Does it cost or pay to be sustainable?
- Discussions on Environmental, Social, and Corporate Governance topics;
- Sustainable finance and its impact on the financial sector;

The Forum will also feature the Baltic M&A and Private Equity Awards and multiple networking opportunities.

The forum is organised by **Sorainen** and **Verslo žinios** (Lithuania) in partnership with the Baltic business dailies **Äripäev** (Estonia) and **Dienas Bizness** (Latvia), the **Latvian, Lithuanian and Estonian Private Equity and Venture Capital Associations**.

**TARGET AUDIENCE:** Private equity and venture capital funds, investment bankers, advisers and consultants, company managers and shareholders.

**LANGUAGE:** English

*The agenda may change/be continuously updated up to the conference*

## PROGRAMM

### 26th of May

08:30 - 09:00

#### ○ **Welcome!**

We encourage you to arrive to our virtual event early, for your best experience. Take a half an hour for sound and video adjustments

09:00 - 09:10

#### ○ **Conference opening remarks. Welcome!**



**Ugnius Jankauskas** CEO at Verslo Žinios

Will M&A ever be the same?

09:10 - 09:30

#### ○ **The global and local economy: what to expect in 2021-2022**



**Lars Christensen** Economist, Markets & Money Advisory founder and CEO (Denmark)

09:30 - 09:35 ○ Q&A

09:35 - 09:50 ○ **M&A as means for exit: European trends**



**Elžbieta Lukenskaitė** CFA, Vice President at Morgan Stanley, Investment Banking Division (UK)

09:50 - 09:55 ○ Q&A

09:55 - 10:10 ○ **M&A Baltics 2020 in a nutshell**



**Šarūnas Skyrius** Partner at Superia (Lithuania)

10:10 - 10:15 ○ Q&A

10:15 - 10:50 ○ **DISCUSSION: M&A in COVID-19 times & what's next?  
Scenarios and strategies from M&A leaders**



**Priit Koit** CEO at Utilitas (Estonia)



**Simonas Gustainis** Managing Partner at BaltCap (Lithuania)



**Valērija Lieģe** Partner at Oaklins Baltics in Riga (Latvia)



**Šarūnas Šiugžda** Founder & Managing Partner at LitCapital (Lithuania)

moderator: Šarūnas Skyrius, Partner at Superia

10:50 - 11:15 ○ **Coffee break**

11:15 - 11:30 ○ **Case studies: session 1**



**Kornelijus Čelutka** Partner at Baltcap (Lithuania)



**Nerijus Drobavičius** Partner at INVL Baltic Sea Growth Fund (Lithuania)



**Kęstutis Broniukaitis** CEO and minority shareholder at InMedica (Lithuania)

The deal between Investment Funds: faster, easier, and more convenient for the minority shareholder.  
InMedica case study

11:30 - 11:35 ○ Q&A

11:35 - 11:50 ○ **Case studies: session 1**



**Kaido Veske** Co-founder at Livonia Partners (Estonia)

Case study: Thermory, and building Baltic companies globally

11:50 - 11:55 ○ Q&A

11:55 - 12:05 ○ **Case studies: session 1**



**Sergei Anikin** Chief Technology Officer of Pipedrive, one of the Estonian Unicorns (Estonia, USA)

Pipedrive case study: How do unicorns grow?

12:05 - 12:10 ○ Q&A

12:10 - 12:30 ○ **Case studies: session 1**



**Niels Peter Pretzmann** Owner of Asgaard A/S (Denmark)



**Šarūnas Šiugžda** Founder & Managing Partner at LitCapital (Lithuania)

2020 Best Investment in CEE by Real Deals' Private Equity Awards: Baltik Vairas and LitCapital Case Study

12:30 - 12:35 ○ Q&A

12:35 - 13:20 ○ Lunch

13:20 - 13:40 ○ **Case studies: session 2**



**Tomas Okmanas** Co-founder of Tesonet (Lithuania)



**Laimonas Skibarka** Managing Partner at Sorainen (Lithuania)

Interview: How to scale your business fast?

13:40 - 13:45 ○ Q&A

13:45 - 14:00 ○ Case studies: session 2



**Māris Simanovičs** Chairman of the Board of Eco Baltia (Latvia)

Case study: The implication of institutional investors joining the business

14:00 - 14:05 ○ Q&A

14:05 - 14:20 ○ Case studies: session 2



**Jonas Rimavičius** Head of Corporate Finance at Ignitis Group (Lithuania)

What didn't fit into the press release of the biggest IPO in the Baltics? Ignitis case study

14:20 - 14:25 ○ Q&A

14:25 - 14:40 ○ Case studies: session 2



**Oliver Kullman** Partner at BaltCap (Estonia)

Qualitas / Unimed case study: building an Estonian healthcare champion

14:40 - 14:45 ○ Q&A

14:45 - 15:05 ○ Case studies: session 2



**Gerd Pleuhs** Executive Vice President Corporate & Legal Affairs and General Counsel at Mondelez International (USA)



**Jonas Bružas** Vice President & Chief Counsel Global Law, IP & Operations at Mondelez International (USA)

M&A as one of the main strategies for growing business

15:05 - 15:10 ○ Q&A

15:10 - 15:30 ○ Coffee break

15:30 - 15:45 ○ ESG session



**Patric Gresko** Head of Division - Innovation and Technology Investments at European Investment Fund (Luxembourg)

ESG and what do investors think about it – EIF's perspective

15:45 - 15:50 ○ Q&A

15:50 - 16:05 ○ ESG Session



**Justė Galvydytė** Assistant Vice President, Regulatory Change Project Manager (Sustainable Finance) at Credit Suisse (Switzerland)

Sustainable finance and its impact on the financial sector

16:05 - 16:10 ○ Q&A

16:10 - 16:45 ○ **DISCUSSION: Situation getting better: women in Private Equity and Venture Capital in the Baltics**



**Sandija Kulbe** CFO at Livonia Partners (Latvia)



**Monika Nachyla** Partner and Head of IR and ESG at Abris Capital Partners (Poland)



**Heidi Kakko** Partner of BaltCap Growth Fund (Estonia)



**Karina Andriukaitienė** Investment Funds Lawyer / Initiator of the project Women in Private Equity and Venture Capital in the Baltics (Lithuania)

Moderator:

Karina Andriukaitienė, Investment Funds Lawyer (Lithuania)

16:45 - 17:05 ○ **Interview: Does it cost or pays off to be sustainable?**



**Rob Genieser** Managing Partner at ETF Partners (UK)



**Rokas Pečiulaitis** Managing Partner at Contrarian Ventures (Lithuania)

17:05 - 17:15 ○ Closing remarks

17:15 ○ M&A awards

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## LISAINFO

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### Osalemise tingimused

Palume teatada mitteosalemisest kirjalikult vähemalt 10 tööpäeva enne ürituse toimumist aadressil [registreerimine@aripaev.ee](mailto:registreerimine@aripaev.ee). Sellisel juhul tagastame laekunud osalustasu või tühistame veel tasumata arve.

Kui teatate mitteosalemisest 5-9 tööpäeva enne konverentsi kuulub tasumisele 50% arvest.

Kui teatate mitteosalemisest hiljem või unustate teatada, osalustasu ei tagastata ja tasumisele kuulub 100% arvest.

Korraldaja võib üritusel teha pilte, videoid ja helisalvestisi ning jagada neid nii osalejatega kui ka avalikes meediakanalites, samuti kasutada sarnaste ürituste turundamiseks.

Täpsemat teavet andmete kasutamise kohta leiab Äripäeva [Privaatsustingimustest](#).

### Reklaam

Kui soovite tutvustada oma ettevõtet konverentsil, siis võtke ühendust [sponsor@aripaev.ee](mailto:sponsor@aripaev.ee) või 667 0105.