



**“MBI & MBO Club” Meeting Thursday, 27<sup>th</sup> September 2012**

Venue: Crowne Plaza  
Address: Hodžovo nám. 2, Bratislava, Slovakia.  
Meeting room: Paris

Please confirm attendance by September 24, 2012 to Sune Christiansen at:  
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**Agenda**

17.45 – 18.00	Registration
18.00 – 18.15	News from the MBI & MBO Club and Pedersen & Partners <b>Sune Christiansen</b> , Senior Consultant and Country Manager, Slovakia, Pedersen & Partners
18.15 – 18.30	News from Enterprise Investors <b>Robert Manz</b> , Managing Partner and Board Member, Enterprise Investors <b>Ivan Jakubek</b> , Country Manager for Slovakia and Czech Republic
18.30 – 18.50	Presentation "Retail vs. E-tail = multichannel, Nay's experiences and plans" <b>Emil Huraj</b> , Marketing Director at Nay a.s.
18.50 – 19.15	Open discussions
19.15	Drinks, buffet, networking

**MBI & MBO CLUB** The Club is sponsored jointly by Enterprise Investors and Pedersen & Partners. It focuses on the issues and challenges facing ambitious managers who would like to become or already are company owners, through a management buy-in (MBI) or management buy-out (MBO). The Club operates as an informal network of a select group of successful top managers from the countries of Central & Eastern Europe and is a forum for identifying opportunities, exchanging ideas, and developing contacts. Club meetings take place usually two times a year in each of the affiliated countries. They combine opportunities for informal networking with structured presentations that are designed to help members realize their MBI or MBO plans. By joining the Club, members gain access to an extensive network of useful contacts and advisers. There is no membership fee.

**NAY** Company has been active in the Slovak market for 21 years positioned as the biggest retailer of consumer electronics, providing the largest assortment of world brands in white, black and IT goods, along with a wide range of related services portfolio. Company began its activities in early 90ties as regular distributor of electronic world brands. Since 1992 company has been building its own large-scale retail network. In 1998, company has built up a concept of large-scale retail shops under the registered trade mark NAY Elektrodom that slowly expanded throughout the whole Slovakia. The first and the biggest NAY Elektrodom opened in Zlate piesky in Bratislava. Currently runs 28 large-scale retail shops in 23 towns in Slovakia. As of the last year company has achieved turnover of 154,118 Mil. Euro and is the electronic market leader in Slovakia. More information on company you find at [www.nay.sk](http://www.nay.sk)

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