



Enterprise Investors

*Pedersen & Partners*  
EXECUTIVE SEARCH

### “MBI & MBO Club” Meeting Thursday, 13<sup>th</sup> June 2013

Venue: Hotel Sheraton Zagreb

Address: Kneze Borne 2, 10 000 Zagreb, Croatia

Please confirm attendance by June 10, 2013 to Maja Zakic at:  
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#### Agenda

17.45 – 18.00	Arrival
18.00 – 18.10	News from Pedersen & Partners <b>Sanja Brkic</b> , Principal & Country Manager Croatia
18.10 – 18.25	News from Enterprise Investors <b>Michał Kedzia</b> , Vice President, Equity Investments
18.25 – 18.50	Panel discussion "Corporate growth through private equity investments" <b>Željko Zadro</b> , Viro, Virovitica President of the Management Board <b>Miro Klepač</b> , Podravka, Koprivnica, Management Board member <b>Dražen Berglec</b> , City Express, Zagreb, Management Board member <b>Michał Kedzia</b> , Enterprise Investors, Vice President, Equity Investments Moderator of the discussion – <b>Vedrana Jelušić Kašić</b> , EBRD director Croatia
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.

**VIRO SUGAR FACTORY** is one of the leading exporters and the most profitable company in the food industry. In the past nine years more than 400 million kuna was invested in modernization making Viro the most modern sugar factory in Croatia. The latest investments will provide the company with even higher competitiveness both on domestic and on foreign markets. Since its privatization in 2002, the factory achieves continuous growth of business and profit.

**PODRAVKA** is a Croatian company established in 1934 with headquarters in Koprivnica, which is primarily engaged in the production of food stuffs. Podravka food industry is one of the leading companies in the region of Southeast, Central and Eastern Europe. Podravka has companies and representative offices in 17 countries on three continents, Europe, Australia and America. Its strong distribution network spans from Adriatic to Baltic Sea, bringing it closer to its consumers on international markets.

**CITYEX** is a courier company that operates throughout the territory of the Croatia dealing in the transmission of written information and packages between businesses and citizens. The company wants to maintain the highest level of business by continuously improving the quality of operations and the application of new knowledge in their daily work and management. CityEx provides modern communication via letter post, electronic or hybrid mail services and distributes packages to the most reliable and cost-effective manner.

**ENTERPRISE INVESTORS** Since 1990 Enterprise Investors has been managing one of the largest groups of private equity and venture capital funds in the Central and Eastern European region, with capital provided by major European and US financial institutions. Total capital committed to our funds amounts to €2 billion. Over the last 20 years we have made investments €1.6 billion in 130 companies, floated 28 firms and have sold holdings in almost 100 companies at attractive rates of return. More info: [www.ei.com.pl](http://www.ei.com.pl)

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