



**OPEN EVENT
LANGUAGE:
RUS/ENG**

AEB Finance and Investments Committee's conference

**May 23, 2023
10:00 – 14:00**

M&A DEALS IN RUSSIA: THROUGH DIFFICULTIES TO "COMPLETION"

AEB Conference Center
(Butyrsky Val St. 68/70
b.1, office 13)

PROGRAM

09:30 – 10:00 REGISTRATION AND WELCOME COFFEE

10:00 – 10:15 OPENING REMARKS

Tadzio Schilling, CEO, AEB

Andrey Zharskiy, AEB Finance and Investments Committee Chair / Partner,
ALRUD Law Firm

10:15 – 11:15 SESSION 1. M&A MARKET AND DEALS - TRENDS AND FORECASTS FOR 2023

Moderator: **Alexander Zharskiy**, Partner, Head of Corporate and M&A Practice, ALRUD

SPEAKERS:

Alexander Lobakov, Managing Partner, Novus Capital

Sergey Kudryashov, CFO, Stockmann / Member of the Board of Directors, Lamoda

TOPICS FOR DISCUSSION:

- Overview of the M&A market in Russia, key trends and factors affecting the M&A market, prospects and forecasts
- Withdrawal of foreign companies: sale of business and other possible strategies for the future
- Management buy-out: key issues and challenges
- Successful M&A deal: a view by investment consultants, how to avoid mistakes

DISCUSSION. Q&A SESSION

11:15 – 12:15 SESSION 2. FINANCIAL ISSUES OF M&A TRANSACTIONS AND CAPITAL FLOWS

Moderator: **Sergey Kazachkov**, Partner, Deal Advisory, Kept

SPEAKERS:

Dmitry Vodyannikov, Managing Partner, YnP Capital

Vladimir Barbolin, Partner, Better Chance

Sergey Khanaev, Partner, ALRUD

TOPICS FOR DISCUSSION:

- M&A pricing: approaches and trends
- Financing a deal – formation of a business case and other features of transactions with foreign sellers
- Dividend and loan repayments – a view of 2023
- Restructuring of financial liabilities – currency control regulation and company/management responsibility

12:15 – 12:45 COFFEE-BREAK

12:45 – 13:45 SESSION 3. M&A DOCUMENTATION: PRACTICAL ISSUES. REGULATORY ISSUES

Moderator: **Artem Tamaev**, Partner, Better Chance

SPEAKERS:

Natalia Butrina, Head of Legal, Bonum Capital

Ilya Shumov, Managing Director (Investment banking department), Russian Agricultural Bank

Vitaly Zhigulin, Partner, Kesarev

TOPICS FOR DISCUSSION:

- M&A deal structures - new aspects and challenges
- Approvals for asset sales in Russia – application of counter-measure decrees and trends for 2023
- Payment and closing conditions in M&A deals – minimising risks and finding a solution
- Protecting buyers and sellers in a transaction: current nuances and market practice

DISCUSSION. Q&A SESSION

13:45 – 14:00 CLOSING REMARKS

Andrey Zharskiy, AEB Finance and Investments Committee Chair / Partner, ALRUD Law Firm

14:00 – 15:00 COFFEE-BREAK & NETWORKING

Working language: **Russian and English.** Translation will be provided upon request.

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