

OPEN EVENT
LANGUAGE:
RUS/ENG

AEB Finance and Investments Committee's conference

May 28, 2025
14:00 – 20:00

AT THE CROSSROADS: RUSSIAN M&A MARKET OUTLOOK FOR 2025

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

PROGRAM

13:30 – 14:00 REGISTRATION AND WELCOME COFFEE

14:00 – 14:15 OPENING REMARKS

Tadzio SCHILLING, CEO, AEB

Andrey ZHARSKIY, AEB Finance and Investments Committee Chair

14:15 – 15:15 SESSION 1. M&A MARKET IN RUSSIA – RESULTS AND TRENDS FOR 2025

Moderator: **Alexander LOBAKOV**, Managing Partner, Novus Capital

Speakers:

David POGOSYAN, CEO, Insight Investment Group LLC

Denis MOISEYCHEV, Director for Key Investment Projects, S8 Capital

Bulat ZHAMBALNIMBUEV, Partner, Better Chance

Topics for discussion:

- Overview of the M&A market in Russia in 2024 and 2025, trends, prospects and new opportunities
- Update on approval process for M&A deals and dividend distribution
- New structures and instruments for M&A deals (private funds, CIEF (ЗПИФ))
- Retention and incentivisation of key personnel in M&A deals

DISCUSSION. Q&A SESSION

15:15 – 15:30 COFFEE-BREAK

15:30 – 16:45 PLENARY SESSION. REGULATORY ISSUES OF M&A TRANSACTIONS INVOLVING FOREIGN COMPANIES: SALE OF ASSETS AND POTENTIAL RETURN OF FOREIGN INVESTORS TO RUSSIA

Moderators: **Tadzio SCHILLING**, CEO, AEB
German ZAKHAROV, Partner, ALRUD Law Firm

Speakers:

Ivan CHEBESKOV, Deputy Minister of Finance of the Russian Federation (*online*)

Aleksey MATUSHANSKY, Head of Department of Strategic Development and Corporate Policy, Ministry of Industry and Trade of the Russian Federation (*online*)

Vitaly ZHIGULIN, Partner, Kesarev

DISCUSSION. Q&A SESSION

AEB Sponsors 2025

B1 • Bank Credit Suisse • Colgate-Palmolive • ING • Kept • Lemana PRO • MB RUS • Merck • METRO Cash&Carry • Oriflame • Procter & Gamble • Raiffeisenbank • SOGAZ Insurance Group • TotalEnergies EP Russie • VEGAS LEX • Zetta Life

Association of European Businesses
Russia, 127055 Moscow,
Butyrsky Val St. 68/70, bld. 1

Tel.: +7 (495) 234 27 64
E-mail: info@aebrus.ru
www.aebrus.ru

16:45 – 17:00 COFFEE-BREAK

17:00 – 18:00 SESSION 3. SUCCESSFUL M&A AND JV DEAL: HOW TO AVOID RISKS

Moderator: Ivan FRYSHKIN, Counsel, Better Chance

Speakers:

Olga PANKOVA, Expert, Mergers and Acquisitions Department, PJSC Gazprom Neft

Alexander MAKAROV, Head of Direction, Rowan Financial Management

Kristina AKALOVICH, Senior Associate, ALRUD Law Firm

Alexey STERLIKOV, Senior Counsel for M&A, Kismet Capital Group

Topics for discussion:

- Key issues to avoid/mitigate risks within M&A and JV transactions
- Recent court practice and practical tips for sellers and buyers (representations, damages, limitation of liability)
- Protection of interests of foreign shareholders and management (M&A deals, existing JVs)

DISCUSSION. Q&A SESSION

18:00 – 18:10 CLOSING REMARKS

Andrey ZHARSKIY, AEB Finance and Investments Committee Chair

18:10 – 20:00 RECEPTION & NETWORKING

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

Contact persons: **Registration:** Polina Skorovarova, Events Coordinator, tel.: +7 965 216 43 59, e-mail: polina.skorovarova@aebrus.ru

Program: Anna Tsiulina, AEB Committee Coordinator, anna.tsiulina@aebrus.ru

Gold sponsors:

ALRUD

**BETTER
CHANCE**
ЛУЧШИЙ ВЫБОР

Sponsors:

KESAREV

10 лет успеха в M&A
NOVUS CAPITAL

AEB Sponsors 2025

B1 • Bank Credit Suisse • Colgate-Palmolive • ING • Kept • Lemana PRO • MB RUS • Merck • METRO Cash&Carry • Oriflame • Procter & Gamble • Raiffeisenbank • SOGAZ Insurance Group • TotalEnergies EP Russie • VEGAS LEX • Zetta Life

Association of European Businesses
Russia, 127055 Moscow,
Butyrsky Val St. 68/70, bld. 1

Tel.: +7 (495) 234 27 64
E-mail: info@aebrus.ru
www.aebrus.ru