

Mergers & Acquisitions Summit

Athens,
Wednesday June 19, 2024

agenda as of June 18, 2024

09.15 **Arrival of Guests - Registration**

10.00 **Opening Statements & Welcome Remarks**

✓ **Thelma Chatziathanasiou**, Journalist, Money Review

10.10 **Global & Local M&A Trends**

✓ **Stefanos Charaktiniotis**, Partner, Zepos & Yannopoulos

10.20 **In conversation: The art of the successful deal**

✓ **Konstantinos Alexandridis**, CFO, PPC

✓ **George Makripidis**, Partner, Advisory, Corporate Finance Leader, PwC Greece

✓ **Dimitris Delevegos**, Business Journalist, KATHIMERINI

10.40 **Can Greece emerge as the next M&A destination? Capitalizing on opportunities, overcoming challenges, fostering growth**

M&A could propel Greece's growth by injecting capital, boosting innovation through target synergies, and accessing new markets. The topic of discussion will be how Greece can unlock its M&A potential and climb further the growth ladder.

✓ **Stephanos Theodorides**, Non Executive Chairman of the BoD, Growthfund

✓ **Chrysostomos Kavounides**, Managing Director & Partner, BCG

✓ **Nikos Vettas**, General Director, IOBE and Professor, Athens University of Economics and

Business

✓ Moderator: **Dimitris Delevegos**, Business Journalist, KATHIMERINI

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11.20 Dealbreaker or dealmaker? Delineating acquisition strategies for success

Mergers and Acquisitions (M&A) offer growth opportunities but require a winning strategy. The panel will focus on important tactical questions, such as decisions concerning the picking of the right target or the benefits of prioritizing quality over speed, as well as other acquisition strategies such as acquisition as an entry point and merger with a white knight.

- ✓ **Apostolos Georgantas**, Partner, KG Law Firm
- ✓ **Andrea Foti**, Managing Director, Chief Commercial Officer EMEA | M&A and Transaction Solutions, AON
- ✓ **Ioannis Papadopoulos**, Senior Partner & Co-founder, EOS Capital Partners

- ✓ Moderator: **Eleftheria Kyriakopoulou**, Partner, Financial Advisory, Deloitte

12.00 M&A in the digital age: adapting to disruptive technologies & unlocking value through innovation

This session explores how Mergers & Acquisitions (M&A) are adapting to disruptive technologies. We'll discuss how companies leverage M&A to access innovation, navigate industry shifts, and stay competitive in a rapidly changing landscape, while also assessing how the AI frenzy boosts M&A Deal-making.

- ✓ **Theofilos Vasileiadis**, CEO, Kariera Group
- ✓ **Dimitris Kalavros-Gousiou**, Founding Partner, Apeiron Ventures
- ✓ **Myrto Papathanou**, Partner, Metavallon VC

- ✓ Moderator: **Stathis Orfanoudakis**, Partner, Zepos & Yannopoulos

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12.40 Merging worlds: mastering the integration challenge

- ✓ **Elina Litsa**, Partner, Deals Services, Grant Thornton
- ✓ **Evrikos Sarsentis**, Director, Mergers, Acquisitions and Investor Relations, OTE Group
- ✓ **Eleana Giampana**, HR Advisor, Embrace People

- ✓ Moderator: **Thelma Chatziathanasiou**, Journalist, Money Review

13.20 Networking break

14.00 In Conversation

- ✓ **George Christopoulos**, Secretary General, Ministry of National Economy & Finance, Hellenic Republic

- ✓ Moderator: **Elias Bellos**, Senior Business Editor, KATHIMERINI

14.20 Is the future of M&A green?

This session explores how Environmental, Social, and Governance (ESG) factors are shaping M&A. We'll discuss how companies are merging for "bigger with less impact," and navigate integrating ESG practices while respecting local communities

- ✓ **Dimitris Chanis**, CEO, Heracles Group
- ✓ **Theodora Antonakaki**, Director, Climate Change and Sustainability Centre, Bank of Greece

- ✓ Moderator: **Dimitris Delevegos**, Business Journalist, KATHIMERINI

14.40 Fireside Chat

- ✓ **Elenos Karaindros**, Chief Strategy and M&A Officer, Metlen Energy & Metals (previously known as MYTILINEOS)

- ✓ Moderator: **Thelma Chatziathanasiou**, Journalist, Money Review

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15.00 Regulatory constraints: friend or enemy?

This session dives into the double-edged sword of M&A regulations. We'll analyze government incentives for deals and explore the challenges posed by existing frameworks. Is regulation a friend guiding growth, or a foe hindering progress?

- ✓ **Vassiliki Lazarakou**, Chair, Hellenic Capital Market Commission
- ✓ **Athanasios Dagoumas**, President, Regulatory Authority for Energy, Waste & Water
- ✓ **Hara Nikolopoulou**, Vice President, Hellenic Competition Commission
- ✓ **Ilias Koimtzoglou**, Managing Partner, KBVL Law Firm, Member of Deloitte Legal Network
- ✓ **Anastasios Tomtsis**, Partner, Clifford Chance, LLP

- ✓ Moderator: **Evgenia Tzortzi**, Journalist, KATHIMERINI

15.50 Fireside Chat: Looking into the crystal ball

- ✓ **Nikos Stathopoulos**, Chairman, BC Partners

- ✓ Moderator: **Elias Bellos**, Senior Business Editor, KATHIMERINI

16.10 The M&A toolkit to reach the finish line: essential business and technical tools for efficient transactions

This session dives deep into securing the deal by navigating intricate payment structures and fund flows in M&A transactions. The panel will explore strategies for navigating challenges like regulatory hurdles & due diligence complexities, managing a multitude of shareholders, cross-border transactions & international considerations. The session will also consider approaches for building and leading effective M&A teams.

- ✓ **Dimitris Psarris**, Managing Partner, BAIN & Company
- ✓ **John Komninakidis**, Head of Middle East, Turkiye and Greece, Datasite
- ✓ **Costas Foulides**, Head of Investment Banking, Alpha Bank
- ✓ **Julia Pournara**, Partner, Platis Anastassiadis and Associates Law Firm

- ✓ Moderator: **Evgenia Tzortzi**, Journalist, KATHIMERINI

16.50 Closing remarks - End of Summit

- ✓ **Thelma Chatziathanasiou**, Journalist, Money Review