

HOW TO RAISE CAPITAL TO FINANCE YOUR GROWTH
Bonds, private equity or stock exchange - which form of financing is
the most suitable for your company?

November 15, 2018
Swissotel, Tornimae Street 3, Tallinn, Estonia

AGENDA

15:30- 16.00 *Participants' registration*

16.00 – 16.05 **Conference Opening**

Jerzy Karasiuk – Polish Investment and Trade Agency, Head of
Vilnius branch

16.05 – 16.15 **Welcome speech**

- Izabela Olszewska – Member of the Board of the Warsaw
Stock Exchange
(5 minutes)
- Grzegorz Kozłowski – Ambassador of the Republic of Poland
to Estonia
(5 minutes)

16.15 – 16.45 **Different ways to raise capital for business development –
introduction to the panel debates**

- Market highlights - Warsaw Stock Exchange, Izabela
Olszewska – Member of the Board of the Warsaw Stock
Exchange (10 minutes presentation)
- Equity financing – Representative of PKO BP Brokerage House
(10 minutes presentation)
- Bond market update – Grzegorz Abram, *Head of DCM, Clifford
Chance Warsaw* (10 minutes presentation)

16.45 – 17.30 **Expert debate: Financing opportunities on the Polish capital
market**

*Experts: Enterprise Investors, PKO Bank Polski, Warsaw Stock
Exchange*

Main topics of the debate

- What polish financial market has to offer?
- Which enterprise has the biggest chances to get financing? What
entities are on the PE's and investment bank's radar?

- Is Polish capital market able to attract companies from new technology sectors as game developers, biotechnology, etc?
- Polish financial market outlook for 2019.

17.30-18.15

Expert debate: Successful IPO or bonds offering – preparation and execution

Experts: Clifford Chance Warsaw, PwC Warsaw, Derling Primus

Main topics of the debate

- How to prepare company for the IPO process? (legal and financial due diligence, financial statements adjustment, prospectus drafting)
- Main factor of success – reliable equity story?
- Administration process (PFSA notification, securities registration, clearing and settlement)
- Disclosure requirements (MAR directive)
- Listing (primary or in dual-listing format)

18.15 – 18.35

IPO case study - *Linus Aldonis, CEO, AB "Novaturas"*

Main topics of the presentation

- Why did they choose Warsaw Stock Exchange?
- What kind of cooperation and support could be expected from your partner during the transaction?
- What kind of experience have they gained during IPO process?

18.35 – 20.00

Buffet dinner

PARTNERS



Enterprise Investors



Bank Polski

