



# DEALMAKING IN **CENTRAL** AND **EASTERN EUROPE**

MATURING MARKETS WITH HIGH POTENTIAL FOR US STRATEGIC AND FINANCIAL BUYERS – A LUNCHEON SEMINAR HOSTED BY NÖRR STIEFENHOFER LUTZ AND DROEGE & COMP., INC.

---

**Speakers Include:**

**Vladimír Dlouhý**

Former Deputy Prime Minister of Czechoslovakia, International Advisor for Goldman Sachs

**John Kornblum**

Former US Ambassador to Germany, former Chairman of Lazard Germany

**Karsten Langer**

Head of Origination Europe, The Riverside Company

---

To register please click [here](http://www.droege-noerr-ny.com) or go to [www.droege-noerr-ny.com](http://www.droege-noerr-ny.com)

## EVENT DESCRIPTION

---

### Dealmaking in Central and Eastern Europe

As the countries in Central and Eastern Europe have gained more economic stability and produced attractive growth rates, this region has gained ever greater attention from companies and investors due to its access to the markets of the EU, a developing infrastructure, its skilled workforces and its large number of potential consumers. This event will highlight the major economic and legal characteristics of investing in the region, including the new EU member states and the Russian Federation.

Thursday, April 10, 2008

The Lotos Club

5 East 66th Street

New York, NY 10065

## PROGRAM

---

11:45 Registration and Networking

12:15 Luncheon Seminar

### Introduction

John Kornblum, former US Ambassador to Germany and former Chairman of Lazard Freres Germany

### Keynote Address: Successful Investing in CEE

Vladimír Dlouhý, International Advisor, Goldman Sachs

### Deal Origination in Central and Eastern Europe

Karsten Langer, Head of Origination Europe, The Riverside Company

### Economic and Legal Environment: Recent Experiences

Prof. Dr. Jörg Menzer, Managing Partner in Bucharest, Nörr Stiefenhofer Lutz

Dr. Ilja Ratchkov, Corporate Attorney in Moscow, Nörr Stiefenhofer Lutz

Dr. Björn Röper, Head of Private Equity Practice, Droege & Comp.

### Q & A Session

2:30 Post Presentation Networking

## SPEAKERS

---



**John Kornblum** has served for many years in Europe both as a diplomat and as a businessman. He is recognized as one of the most eminent American experts on Europe, in particular Central and Eastern Europe. He served as the US Ambassador to Germany from 1997 to 2001. Before that he served in a number of high level diplomatic posts including Assistant Secretary for European Affairs, Special Envoy for the Dayton Peace Process, Ambassador to the Helsinki Process (OSCE) and deputy US Ambassador to NATO. From 2001-2008, he was chairman of Lazard Freres Germany. He has also served on a number of supervisory and advisory boards including Thyssen-Krupp, Technologies AG, Bayer AG, Russell Reynolds and Motorola Europe.



**Vladimír Dlouhý** has been active in both the public and private sector in the Czech Republic. Since 1989 Mr. Dlouhý has been Deputy Prime Minister of the Czechoslovak Government, Chairman of the State Planning Commission, and founder of the Ministry of Economy. After the break-up of Czechoslovakia, Mr. Dlouhý was nominated for Minister of Industry and Trade of the Czech Republic, responsible for setting policies for industry, fuels and energy, metallurgy, construction, and international trade among others. In 1996 he was elected to the Czech Parliament. Since 1997, Mr. Dlouhý has been an International Advisor with Goldman Sachs International.

**Goldman Sachs** is a leading global investment banking, securities and investment management firm. It provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals.



**Karsten Langer** manages Riverside's European transaction origination activities. He joined Riverside in 2006 and is based in Brussels. From 2000 to 2006, Mr. Langer was Managing Partner of M&A International, S.A., an independent corporate finance firm in Brussels. In this role, he identified and advised on numerous transactions across Europe for a client base of blue-chip multinationals and private equity firms. Prior to that, Mr. Langer spent five years in senior line and staff management positions with GE Capital Europe, where he served as Chief Operating Officer of GE TIP Europe and GE Modular Space Europe, and was responsible for the implementation of GE's Six-Sigma program. He was an early member of GE Capital Europe's Business Development team, where he identified and negotiated business acquisitions in France, UK, Portugal and Germany.

**The Riverside Company** is one of the leading private equity firms investing in premier companies at the smaller end of the middle market, focusing on industry-leading companies valued under \$150 million. In its 19-year history, The Riverside Company has completed over 150 acquisitions: nearly 60 platform companies and 50 add-ons in the US and Europe combined. The firm currently has 150 professionals at 16 offices across Europe, the US and Asia with nearly \$2 billion in capital under management.

Riverside's activities in Europe began in 1990 with advisory services to assist clients in privatizing and restructuring companies in Central Europe. In 1997 Riverside raised its first European private equity fund. In Europe the firm has invested in 19 companies, including 1 add-on – all market leaders in their niche.

## SPEAKERS

---



**Prof. Dr. Jörg Menzer** is Managing Partner of the Bucharest office of NÖRR STIEFENHOFER LUTZ. He is also responsible for the coordination of the firm's CEE practice for international clients. He specializes in advising M & A transactions and concentrates on structuring major foreign investments in Romania. In recent years the corporate and M & A team coordinated by Prof. Dr. Menzer has handled some of the largest transactions in Romania and advised internationally-known investors entering the Romanian market. The team handled some of the largest Greenfield/Brownfield investments amounting to a total of over one billion EUR.



**Dr. Ilja Ratchkov, LL.M.** is a leading corporate attorney and local partner at the Moscow office of NÖRR STIEFENHOFER LUTZ. With more than 12 years of experience in international commercial law, he successfully represents investment funds and international companies on their M&A projects and direct investments in Russia, particularly in the real estate, natural resources and automotive sectors. Dr. Ratchkov is involved in an increasing number of important transactions of the Moscow office (including private and public acquisitions). He also represents some of the leading foreign and local real estate development companies in their acquisitions and developments in Russia.

**NÖRR STIEFENHOFER LUTZ** is an international partnership of lawyers, tax advisors, and auditors. More than 410 professionals advise companies, financial institutions, wealthy individuals, and public-sector entities in all areas of commercial law. The size of companies relying on our comprehensive and client-oriented services ranges from medium-size businesses to international corporate groups.

NÖRR STIEFENHOFER LUTZ has twelve offices in the major commercial centers in Germany and Central and Eastern Europe. Professionals in the New York representative office serve as first point of contact for our clients in the United States. For more information please contact Sandra Sophia Bormann or Ronald Frohne at 212 - 433-1396 or visit our website at [www.noerr.com](http://www.noerr.com).



**Dr. Björn Röper** is the head of Droege & Comp's Private Equity Practice. He has over a decade of experience working with Private Equity clients to maximize their return on investment. He joined Droege & Comp. from A.T. Kearney where he was a Manager in the Corporate Finance and Strategy practice. Björn's expertise is in the Private Equity and Venture Capital fields, as well as communication, technology, pharmaceuticals and other industries. His functional experience includes strategy development, corporate finance and post-merger integration. Björn completed his doctorate on Corporate Venture Capital, and also holds a graduate business degree in Business Administration and Economics from the European Business School (EBS), Oestrich-Winkel.

**DROEGE & COMP.** is a top management consultancy that operates globally and is focused on implementation-oriented consulting with a bottom-line impact. Having emerged from 20 years of dynamic growth, DROEGE & COMP. is the second-largest international management consulting firm of German origin, and is recognized as one of the pioneers of return on consulting. DROEGE & COMP.'s principle of "transforming action" stands for a focus on bottom-line results and quantifiable client benefits. Through active cooperation with management and creation of actionable implementation steps, DROEGE & COMP. achieves high levels of internal acceptance and fast, successful results.

DROEGE & COMP.'s international clients include Fortune 500 as well as mid-size firms, many of whom consider DROEGE & COMP. to be a strategic and operational thought-partner. DROEGE & COMP. continues to enhance its position as an elite consulting firm with an approach that is implementation-focused and high-impact. More can be found on the website at [www.droege.com](http://www.droege.com).

**EVENT:**

---

**Dealmaking in Central and Eastern Europe**

April 10, 2008 at 12:00 pm  
The Lotos Club, 5 East 66th Street  
New York, NY 10065  
Cost \$90

To register please click [here](#) or go to [www.droege-noerr-ny.com](http://www.droege-noerr-ny.com)

**Contact information:**

Droege & Comp., Inc.  
Chrysler Building  
405 Lexington Avenue, 35th floor  
New York, NY 10174  
Phone: +1 212 557 7616  
Fax +1 212 557 6788  
[www.droegeusa.com](http://www.droegeusa.com)

Nörr Stiefenhofer Lutz  
375 Park Avenue, Suite 2608  
New York, NY 10022  
Tel +1-212-433-1396  
Fax +1-212-310-0133  
[www.noerr.com](http://www.noerr.com)

BERLIN

BRATISLAVA

BUCHAREST

BUDAPEST

DRESDEN

DÜSSELDORF

FRANKFURT / M.

KIEV

MOSCOW

MUNICH

NEW YORK

PRAGUE

WARSAW

[NOERR.COM](http://NOERR.COM)