November 11th 2025 | Park Hyatt Vienna

Financial Services Dealmakers Summit

9th edition | DACH & CEE's leading event for financial services dealmakers

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Agenda

08:00 Doors open – Welcome coffee

08:45 Opening remarks | **Gerald Eibisberger**, Partner & Deals Leader, PwC Austria

09:00 **Keynote** | **Philipp Wackerbeck**, Partner Strategy& Germany, Global Head of FS Strategy& and PwC's EMEA banking and capital markets Leader

09:30 **Panel A | M&A in Financial Services: Challenges & opportunities in the DACH & CEE Market**

As we approach the end of 2025, financial services M&A continues to be a vital tool for firms adapting to ongoing macroeconomic uncertainty, geopolitical tensions, and margin pressures. Dealmaking enables companies to reshape their business models, pursue growth, and respond to evolving client demands and technological change. Looking ahead, acquisitions will focus on boosting innovation—especially through fintech partnerships—and enhancing revenue and margins. At the same time, divestitures are expected to accelerate, helping firms streamline portfolios and invest capital in more profitable, future-oriented areas.

Philipp Gamauf, CFO, ING Bank Romania
Razvan Munteanu, CEO, AikGroup
Georg Ruckenbauer, Head of Mergers & Acquisition, Corporate Development Division, Erste Group
Moderated by **Christoph Baertz**, Partner & FS Deals Leader, PwC Switzerland

10:30 Coffee break

11:00 **Keynote** | **Martin Neisen**, Partner PwC Germany, Head of EBA/SSM Office and EMEA FS Risk and Regulation Leader

11:30 **Panel B | Asset Quality: Navigating economic and regulatory shifts**

Despite expectations for increased restructuring in the banking sector, measures such as asset divestments and management of non-performing loans (NPLs) have been more limited than anticipated. While banks have maintained asset valuations and solid capital buffers, ongoing economic pressures risk eroding asset quality. Additionally, heightened ESG standards and the impending Basel IV regulations intensify demands for sustainable risk management and stricter capital requirements. Volatility in real estate markets further compounds these challenges, adding complexity to banks' balance sheet health and risk profiles.

Mircea Busuioceanu, CRO, Raiffeisen Bank Romania
Damien Charron, Head of Credit Risk Management Erste Group
Sebastian Firlinger, CRO/CFO, Kommunalkredit Austria
Stefan Selden, Board Member, Wiener Privatbank SE
Martin Neisen, Partner, Head of EBA/SSM Office and EMEA FS Risk and Regulation Leader, PwC Germany
Moderated by **Michael Lackner**, Partner and Risk & Regulation Leader, PwC Austria

12:30 Lunch break

13:30 **Panel C | Real Estate market: Driving growth in turbulent times**

Most jurisdictions across Europe, including DACH and CEE, have experienced stress in various segments of the real estate market, with commercial real estate (CRE) being a particular area of concern for investors, operators, and policymakers. The panel will discuss the key causes behind these shifts, including macro-economic and geopolitical influences shaping demand across the broader real estate sector. It will also explore strategies for managing distressed assets and highlight opportunities within the current real estate landscape to help navigate these challenging times effectively.

Günther Artner, Head of Group Commercial Real Estate, Erste Group
Florian Nowotny, Group Chief Financial Officer, Indotek Group
Michael Weitersberger, Group Head Commercial Real Estate, Raiffeisen Bank International
Moderated by **Marius Richter**, Partner and Real Estate Leader, PwC Austria

14:30 Coffee break

15:00 **Panel D | Alternative Credit Investments: Trends and potential of the private debt market in CEE & wider Europe**

The NPL sales market has recently slowed due to limited primary stock from banks, yet investor activity remains strong in secondary portfolio trades, particularly in major CEE and European markets. This panel will explore the current dynamics of the NPL market, including the growing significance of single-ticket CRE NPL sales. We will also discuss the rapid rise of private credit as a powerful alternative to traditional bank lending, highlighting opportunities through bespoke debt financing, forward flow funding, and partnerships with banks. Additionally, the evolving role of AIF platforms will be examined as key facilitators in structuring and managing these investments.

Viktor Levkanic, Founding Partner, Valori Capital
Vlad Teodor Micu, CEO, Inno Investments S.A.I. S.A. (Banca Transilvania Group)
Cătălina Porojan, Global Head of Special Exposure Management, Raiffeisen Bank International
Maria Kamdina, NPE Transactions Manager, UniCredit Group
Moderated by **Panos Mizios**, Director Private Credit Advisory, PwC UK

16:00 Closing remarks

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