November 12th 2026 | Radisson Blu Bucharest

Financial Services Dealmakers Summit

10th 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 | **Sebastian Mocanu**, Partner & FS Leader, PwC Romania

09:00 **Keynote** | **Dr. Philipp Wackerbeck**, Partner and Global Head of Financial Services at Strategy&, part of the PwC network

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

As 2026 draws to a close, financial services M&A remains a powerful strategic tool—but each transaction needs a clear rationale. Institutions and investors are balancing scale, market position and new capabilities against valuations, execution complexity and competing capital priorities. Across DACH & CEE, differences in financial penetration, competition and market maturity create distinct opportunities for domestic, regional and international players, extending beyond whole-bank acquisitions to specialist businesses, portfolios and partnerships. We examine what will drive the next phase of regional dealmaking: when acquisitions offer an advantage over organic growth, how buyers can deliver sustainable value, and where capital is likely to flow in 2027 and beyond.

Sergiu Manea, CEO, Banca Comercială Română (Erste Group)
Dr. Philipp Wackerbeck, Partner and Global Head of Financial Services at Strategy&, part of the PwC network
Moderated by **Sebastian Mocanu**, Partner & FS Leader, PwC Romania

10:30 Coffee break

11:00 **Panel B | Asset Quality: Navigating Economic & Regulatory Shifts**

Asset quality across DACH and CEE presents an increasingly differentiated picture. Banks generally retain strong buffers, but corporate vulnerabilities, refinancing pressures and sector-specific challenges call for close attention beyond headline NPL ratios. The strategic challenge is to identify deterioration early, support viable borrowers and act decisively where recovery prospects are weaker. We explore how banks are adapting their risk and portfolio strategies—and whether emerging pressures will translate into more restructurings, portfolio disposals and opportunities for specialist investors.

Cătălin Caragea, CRO, Banca Transilvania
Dimitar Dilov, CRO, DSK Bank Bulgaria (OTP Group)
Cătălina Porojan, Global Head of Special Exposure Management, RBI
Frank Rokers, CRO, ING Bank Romania
Moderated by **Dr. Laurențiu Mihăilescu**, Director Financial Services, PwC Romania

12:00 Lunch break

13:30 **Keynote** | **Martin Neisen**, Partner Governance, Risk and Compliance & Global Basel IV Leader, PwC Germany

14:00 **Panel C | Capital Management: Driving growth via Market Solutions**

Capital management is increasingly about creating capacity for growth, not simply meeting regulatory requirements. Across DACH and CEE, evolving capital rules and competing balance-sheet priorities are sharpening interest in market-based solutions. Significant risk transfer (SRT) can release regulatory capital without transferring the underlying loans, while forward-flow and funding partnerships can share financing commitments and credit exposure. We explore when these tools make economic sense, what banks and investors need to execute them, and how the regional market can develop on sound foundations.

Aurel Bernat, Executive Director Financial Institutions & Investor Relations, Banca Transilvania
Romulus Mircea, Head Of Treasury, Raiffeisen Bank Romania
Emil Vonvea, Director Bank Resolution Department, Romanian National BanK (BNR)
Augusta A. Vrachnou, Associate Director / Senior Banker, EBRD
Moderated by **Christoph Himmelmann**, Director, PwC Germany

15:00 Coffee break

15:30 **Panel D | Alternative Credit Investments: Trends and Potential of the Private Debt Market in CEE & Wider Europe**

Private capital is playing a broader role in European credit markets, extending beyond traditional NPL acquisitions into restructurings, bespoke financing and asset-backed opportunities. Across CEE and wider Europe, differences in portfolio supply, pricing and recovery frameworks are shaping where investors deploy capital. As banks manage exposures more selectively, opportunities increasingly require a combination of funding, servicing and hands-on asset management. We explore how investment strategies are evolving, where banks and investors can work together, and how regional alternative investment platforms can connect capital with opportunities.

Ramona Catarig, Head of Special Legal Deals, Banca Transilvania
Dana Dulciu, Head of Special Exposures Management Network & International Clients, RBI
Mihai-Alexandru Pop, Transactions Leader, APS Holding
Laurențiu Prisăcariu, Group Head of NPL Investments Strategy, KRUK S.A.
Moderated by **Bogdan Popa**, Director Financial Services Deals, PwC Austria

16:30 Closing remarks

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