

MAVROVO INVESTMENT FORUM 2026

AGENDA

3 December 2026

Investment Readiness, Capital & Growth

Lakeview Hotel, Mavrovo, Macedonia

TIME	SESSION	FORMAT / SPEAKER / FOCUS
10:00–10:30	Official Opening of MIF 2026	Welcome addresses by Arben Jusufi & Borko Handjiski, MIF Co-Chairs; Prof. Dr. Nikica Mojsoska-Blazhevski, CEO, Macedonia2025; and H.E. Prime Minister Hristijan Mickoski, subject to confirmation. Short remarks, approx. 3–5 minutes each.
10:30–11:15	The Good, the Bad and the Ugly of Investing in Emerging Markets	Fireside Chat — Muhannad M. Qubbaj, Founding Partner, Olive Rock Partners. Opportunities, realities and recurring challenges of investing in emerging markets, and what makes markets attractive to serious investors.
11:15–11:35	Coffee & Networking	Informal networking break.
11:35–12:25	From Good Company to Investable Company: What Private Equity Investors Really Look For	Interactive Workshop — Gavin Ryan. How investors assess SMEs: management, governance, financial performance, growth, use of funds, ownership, valuation, exits and red flags.
12:25–13:05	The Right Capital at the Right Time	Fireside Chat — Valeri Petrov, Investments Principal, Eleven Ventures. PE, VC and strategic capital; company stage, ticket size, growth expectations, control, time horizon and investor-founder fit.
13:05–14:15	Networking Lunch	Extended lunch for interaction between companies, investors, speakers and partners.
14:15–15:00	Beyond Capital: What Changes When an Investor Enters Your Company?	Fireside Chat / Panel — Speaker(s) TBD. Governance, boards, reporting, strategic discipline and the founder-investor relationship after institutional capital comes in.
15:00–15:45	Growing Beyond Your Home Market: Building a Company Investors Can Scale Regionally	Fireside / Case Discussion — Valeri Petrov, Eleven + Amjad Mustafa, Yellowfin Capital. Scalability, repeatability, management capacity and cross-border execution.
15:45–16:10	Coffee & Networking	Informal networking break.
16:10–16:55	Inside the Deal: Valuation, Due Diligence and What Happens After the First Meeting	Practical Session — Shivendra Singh, Managing Partner at Maven Investment Partners. Valuation expectations, information requests, due diligence, term sheets, timelines, exclusivity and deal-breakers.
16:55–17:40	Tell the Investment Story: Preparing for Tomorrow's Pitch	Hands-on Workshop — Speaker TBD / potential co-facilitation with Gavin Ryan. How to communicate traction, financials, growth plan, capital ask and use of funds clearly to investors.
17:40–17:50	Day 1 Closing & Day 2 Preview	MIF Co-Chairs / Macedonia2025. Brief close and practical introduction to the Day 2 pitching and curated 1:1 investor meetings.
17:50–19:30	Break / Free Time	Check-in, refreshment and informal meetings before dinner.
19:30 onwards	MIF Fireside Dinner	Dinner by the fireplace for participating companies, investors, speakers and invited guests. Informal relationship-building and conversation.
20:15–20:30	Think Beyond Your Home Market: From a Macedonian Idea to Global Ambition	Dinner Address — Viktor Nelepa. A personal entrepreneurial reflection on building internationally, thinking beyond the domestic market and developing global ambition.

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4 December 2026

Company Pitches & Curated Meetings

Day 2 of the Mavrovo Investment Forum is dedicated to company pitches, investment opportunities and direct business connections.

15-20 selected growth-ready companies will present their businesses, growth plans and investment opportunities in front of participating investors.

Throughout MIF 2026, participants will also have opportunities for curated Business-to-Investor (B2I) and Business-to-Business (B2B) meetings, connecting companies with investors, strategic partners and other businesses based on mutual interests and potential fit.

The Forum is designed to create meaningful conversations, explore potential partnerships and move from introductions toward concrete investment and business opportunities.

The detailed Day 2 pitching schedule will be announced at a later stage.