

Private Capital

A Source for Economic Growth

in Austria and CEE



AVCO ANNUAL CONFERENCE 2019

October 3rd 2019 @ Park Hyatt Vienna

AVCO
AUSTRIAN PRIVATE EQUITY AND VENTURE CAPITAL ORGANISATION

- Economic relevance of VC/PE
- VC/PE in the CEE region
- Austria as location for VC/PE funds
- Reform plans of the Austrian government
- Current development of national and EU fund initiatives

KEYNOTES & SPEAKERS



Michael Altrichter
Business Angel
& Impact Investor



Christoph Boschan
Chief Executive Officer,
Vienna Stock Exchange
(Wiener Börse)



Jean-Marc Bourez
Directeur Général,
EIT Health France



Gernot Heschl
CEO
VBV-Pensionskasse AG



Thomas Lanyi
Chairman,
Singapore Venture
Capital & Private
Equity Association



Antonella Mei-Pochtler
Former Head of Strategy
Unit & Special Advisor to
the Austrian Chancellor,
Senior Advisor, BCG

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08:20 - 08:50	Registration & Coffee
08:50 - 09:20	Welcome Note Rudolf Kinsky, Executive Chairman, AVCO, Ingo Bleier, Member of the Management Board, Erste Group Bank AG, Frank Lang, Senior Manager, Research & Market Analysis Division, European Investment Fund (EIF)
09:20 - 09:40	Keynote 1: Potential for the Development of Austria's Ecosystem Michael Altrichter, Business Angel & Impact Investor
09:40 - 09:55	Startup 1: Prewave – Harald Nitschinger, Co-Founder & Managing Director 
09:55 - 10:45	Keynote 2: Austria, the Land of Underappreciated Technology Champions Christian Helmenstein, Chief Economist, Federation of Austrian Industries / Industriellenvereinigung Panel I Christian Helmenstein, Chief Economist, Federation of Austrian Industries / Industriellenvereinigung Daniel Horak, Co-founder & Managing Partner, CONDA Crowdinvesting Austria GmbH Frank Lang, Senior Manager, Research & Market Analysis Division, European Investment Fund (EIF) Meinhard Platzer, Co-CEO, LGT Bank Österreich
10:45 - 10:55	Presentation: Matching Platform for the AVCO Community Christian Kaltenecker, Managing Partner, CPI-Invest GmbH, Rudolf Kinsky, Executive Chairman, AVCO
10:55 - 11:25	<i>Coffee break</i>
11:25 - 11:40	Keynote 3: One Year "direct market". Is there a Natural Link between VC and the Stock Market? Christoph Boschan, CEO, Vienna Stock Exchange
11:40 - 11:55	Startup 2: Contextflow – Julie Sufana, CMO 
11:55 - 12:45	Keynote 4: The Role of Institutional Investors in PE/VC Gernot Heschl, CEO, VBV-Pensionskasse AG Panel II Andreas Zahradnik, Partner, DORDA Rechtsanwälte GmbH (<i>Moderator</i>) Jean-Marc Bourez, Managing Partner, EIT Health France Gernot Heschl, CEO, VBV-Pensionskasse AG Christian Keuschnigg, Team Chair, Prof. for Public Economics, University of St. Gallen Martin Prohazka, Managing Director & Co-Founder, LLB Private Equity GmbH
12:45 - 13:00	Startup 3: 4tiitoo – Tore Meyer, Founder & Managing Director  & Sandra Berkson, CEO, Saber GmbH
13:00 - 13:15	Startup 4: zerolens – Mirko Vodegel, Co-Founder & CTO 
13:15 - 14:15	<i>Lunch</i>

	Stream 1: Austria as a Hub for VC and PE - the GP Perspective	Stream 2: Funding - the Perspective on Providing Access to Finance	Stream 3: Private Capital in Austria & CEE <i>(hosted by Erste Group Bank AG)</i>
14:15 - 15:15	VC: The Austrian Ecosystem for Startups. What is there? What is missing? How competitive is it?	Attitude of Austrian Institutional Investors towards PE/VC	Growth Investing in Central Europe (AT & CEE) – Players, Dealflow & Key Drivers?
15:50 - 16:50	PE: Equity Capital for Growth and Competitiveness of SMEs	Fundraising Concepts for Growth Capital Sponsors	Attractiveness and Depth of Private Capital Markets in the Region – Challenges & Opportunities?
17:10 - 18:00	Creating Values – Development of Portfolio Companies for a Profitable Exit	Investing in Healthcare Opportunities in Europe	Capital Market Ecosystem in Central Europe – Interplay of Private & Public Markets?

Stream details on the next page

18:00 - 18:20	Closing Keynote: Crossborder Investments Austria/CEE - Asia Thomas Lanyi, Chairman, Singapore Venture Capital & Private Equity Association
18:20 - 18:40	Closing Remarks – Ulrike Hinrichs, Executive Member of the Board, BVK – German Private Equity & Venture Capital Association
18:40 - 19:00	Closing Remarks – Antonella Mei-Pochtler, Former Head of Strategy Unit & Special Advisor to the Austrian Chancellor, Senior Advisor, BCG
19:00 - 19:30	Cocktails

Stream 1

14:15 - 15:15

Austria as a Hub for VC and PE - the GP Perspective

VC: The Austrian Ecosystem for Startups. What is there, what is missing? How competitive is it?

Moderator: **Thomas Trettnak**, Partner, Cerha Hempel Spiegelfeld Hlawati Rechtsanwälte GmbH
Panelists: **Carlos Fernández de Retana**, CFO & Start Up Consultant, INiTS – Innovation into Business
Alexander Groll, Investment Manager, Elevator Ventures Beteiligungs GmbH
Martina Hölbling, Director Western Europe, Financial Services, ABA – Invest in Austria
Peter Lasinger, General Partner, capital300 GmbH
Markus Wanko, Managing Partner, IST CUBE Management GmbH

Coffee break

15:15 - 15:50

15:50 - 16:50

PE: Equity Capital for Growth and Competitiveness of SMEs

Moderator: **Roman Rericha**, Partner, Brandl & Talos Rechtsanwälte GmbH
Panelists: **Maria Marinova**, Director, Bulgarian Private Equity & Venture Capital Association
Raffael Rupprechter, Partner & CFO, Cross Equity Partners AG
Fritz Schweiger, Founder, CEO & main shareholder, QC Ventures
Mathias Weidner, Senior Partner Business Development, DPE Deutsche Private Equity

Coffee break

16:50 - 17:10

17:10 - 18:00

Creating Values – Development of Portfolio Companies for a Profitable Exit

Moderator: **Paul Koppenwallner**, Partner, WMWP Rechtsanwälte GmbH
Panelists: **Helmut Kogler**, Executive Director & Founding member, Pallass Capital
Markus Linder, Angel Investor & Founder of zoovu (formerly SMARTASSISTANT)
Robin Mürer, Partner, FSN Capital
Gregor Zach, Director & Head of M&A, PwC Austria

Stream 2

14:15 - 15:15

Funding - the Perspective on Providing Access to Finance

Attitude of Austrian Institutional Investors towards PE/VC

Moderator: **Andreas Hampel**, Senior Manager Financial Advisory, Deloitte
Panelists: **Christian Böhm**, Member of the Executive Board, APK Pensionskasse AG
Lukas Euler-Rolle, Senior Partner, VMS Value Management
Robert Firlinger, Managing Partner, Firlinger Wirtschaftsprüfung GmbH
Clemens Gartner-Zehentner, Investment Manager, Bank Gutmann AG

Coffee break

15:15 - 15:50

15:50 - 16:50

Fundraising Concepts for Growth Capital Sponsors

Moderator: **Stefan Haubner**, Founder & Managing Partner, APEX Ventures GmbH
Panelists: **Annemarie Dalka**, Investment Director, PFR Group
Robert Manz, Senior Advisor, Enterprise Investors
Chris Miess, Founder & CEO, ICONIC Capital
Katharina Poeter, Relationship Manager, Palico SAS

Coffee break

16:50 - 17:10

17:10 - 18:00

Investing in Healthcare Opportunities in Europe

Moderator: **Jean-Marc Bourez**, Managing Director, EIT Health France
Panelists: **Gordon Euller**, Partner Digital Health, APEX Ventures GmbH
Craig Marshall, CEO, OrganOx Limited
Patrick Pfeffer, Managing Director, aescuvest GmbH
Andreas Schmidt, CEO, Proteona

Stream 3

14:15 - 15:15

Private Capital in Austria & CEE

Growth Investing in Central Europe (AT & CEE) – Players, Dealflow & Key Drivers?

Moderator: **Brian Wardrop**, Managing Partner, ARX Equity Partners
Panelists: **Oliver Holle**, Managing Partner, Speedinvest
Deimante Korsakaite, Executive Partner & IC member, INVL Baltic Sea Growth Fund
Pekka Mäki, Managing Director, 3TS Capital Partners
Andreas Nemeth, CEO, UNIQA Ventures GmbH
Christian Stix, Partner, Head of Investor Relations, Mezzanine Management GmbH

Coffee break

15:15 - 15:50

15:50 - 16:50

Attractiveness and Depth of Private Capital Markets in the Region – Challenges & Opportunities?

Moderator: **Phillip Dubsy**, Equity Partner, Herbst Kinsky Attorneys
Panelists: **Thomas Bobek**, Head Portfolio Management & PE, Erste Asset Management GmbH
Emmanuel Daull, Investment Director, CVI Dom Maklerski sp. z o.o.
Clemens Philipp Schindler, Founding Partner, Schindler Attorneys
Thomas Spring, Partner & Investment Committee member, Syntaxis Capital
Gabriele Todesca, Head of Division, Mandate Management – Equity, European Investment Fund (EIF)

Coffee break

16:50 - 17:10

17:10 - 18:00

Capital Market Ecosystem in Central Europe – Interplay of Private & Public Markets?

Moderator: **Günther Artner**, Head of Corporate Capital Markets, Erste Group Bank AG
Panelists: **Tomasz Czechowicz**, Managing Partner & Founder, MCI Capital S.A.
Gerhard Hirczi, Managing Director, Vienna Business Agency
Roel Janssen, Senior Vice President, Rocket Internet
Karl Lankmayr, Managing Director, aws Fondsmanagement

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TICKETS & REGISTRATION

Regular Ticket

600,- incl. 20% VAT

Group Ticket -30% for 3 persons or more

420,- pp incl 20% VAT

Partner Ticket -30% (with partner code)

420,- pp incl 20% VAT

AVCO Members are entitled to 1 free ticket.

Ticket price for further employees of AVCO Members: EUR 420,- incl. 20% VAT

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