

Private Capital

A Source for Economic Growth

in Austria and CEE



# AVCO ANNUAL CONFERENCE 2019

October 3<sup>rd</sup> 2019 @ Park Hyatt Vienna



- 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







**Regina Hodits**  
Managing Partner,  
Wellington Partners  
Life Sciences



**Thomas Lanyi**  
Chairman,  
Singapore Venture  
Capital & Private  
Equity Association

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08:20 - 08:50	<b>Registration &amp; Coffee</b>
08:50 - 09:20	<b>Welcome Note</b> 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	<b>Keynote 1: Potential for the Development of Austria's Ecosystem</b> Michael Altrichter, Business Angel & Impact Investor
09:40 - 09:55	<b>Startup 1: Prewave – Harald Nitschinger</b> , Co-Founder & Managing Director 
09:55 - 10:45	<b>Keynote 2: Austria, the Land of Underappreciated Technology Champions</b> Christian Helmenstein, Chief Economist, Federation of Austrian Industries / Industriellenvereinigung <b>Panel I</b> Regina Hodits, Managing Partner, Wellington Partners 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	<b>Presentation: Matching Platform for the AVCO Community</b> Christian Kaltenegger, Managing Partner, CPI-Invest GmbH, Rudolf Kinsky, Executive Chairman, AVCO
10:55 - 11:25	<i>Coffee break</i>
11:25 - 11:40	<b>Keynote 3: One Year "direct market". Is there a Natural Link between VC and the Stock Market?</b> Christoph Boschan, CEO, Vienna Stock Exchange
11:40 - 11:55	<b>Startup 2: Contextflow – Julie Sufana</b> , CMO 
11:55 - 12:45	<b>Keynote 4: The Role of Institutional Investors in PE/VC</b> Gernot Heschl, CEO, VBV-Pensionskasse AG <b>Panel II</b> N.N. Jean-Marc Bourez, Managing Partner, EIT Health France 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	<b>Startup 3: 4tiitoo – Tore Meyer</b> , Founder & Managing Director 
13:00 - 13:15	<b>Startup 4: zerolens – Mirko Vodegel</b> , Co-Founder & CTO 
13:15 - 14:15	<i>Lunch</i>

	<b>Stream 1:</b> <b>Austria as a Hub for VC and PE – the GP Perspective</b>	<b>Stream 2:</b> <b>Funding - the Perspective on Providing Access to Finance</b>	<b>Stream 3:</b> <b>Private Capital in Austria &amp; CEE</b> <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	<b>Closing Keynote: Crossborder Investments Austria/CEE - Asia</b> Thomas Lanyi, Chairman, Singapore Venture Capital & Private Equity Association
18:20 - 18:40	<b>Closing Remarks – Ulrike Hinrichs</b> , Executive Member of the Board, BVK – German Private Equity & Venture Capital Association
18:40 - 19:00	<b>Closing Remarks – Antonella Mei-Pochtler</b> , Former Head of Strategy Unit & Special Advisor to the Austrian Chancellor, Senior Advisor, BCG
19:00 - 19:30	<b>Cocktails</b>

### 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  
**Maria Marinova**, Director, Bulgarian Private Equity & Venture Capital Association

*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, Pallas 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: **N.N.**  
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 Daul**, 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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Private Capital: A Source for Economic Growth in Austria and CEE



## 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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