

Private Capital

A Source for Economic Growth

in Austria and CEE



AVCO ANNUAL CONFERENCE 2019

October 3rd 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	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 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	Presentation: Matching Platform for the AVCO Community Christian Kaltenegger , 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 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	Startup 3: 4tiitoo – Tore Meyer , Founder & Managing Director 
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, 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

Coffee break

15:15 - 15:50

15:50 - 16:50

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

Moderator: **Phillip Dubsky**, 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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