






# BALKAN VENTURE FORUM – COINVEST EDITION

12-13 NOVEMBER, 2014 | EU, SLOVENIA, NOVA GORICA, HOTEL PERLA, ARENA HALL

Wednesday 12 November 2014	
9:00	<b>Registration &amp; Coffee</b>  <i>share feelings #bkvf-coinvest</i>
9:30	<b>OFFICIAL START</b> <b>Welcoming speeches</b> Janko Burgar, State Secretary, Ministry of Economic Development and Technology [Slovenia] Nataša Goršek Mencin, Head of Representation, European Commission – Representation in Slovenia [Slovenia] Matjaž Peterka, CEO, Centre of Excellence COBIK [Slovenia] William Stevens, CEO, Europe Unlimited [Belgium] Aleksandar Tasev, CEO, Balkan Unlimited [Macedonia]
9:45	<b>FOUNDERS STORIES - ON BEING ENGINEER BUILDING GLOBAL COMPANIES</b> Rok Uršič – Instrumentation Technologies & Red Pitaya [Slovenia]
10:00	<b>ATTRACTIVE AND COMPETITIVE IN NEW EUROPE</b> Jean-Noel Durvy – EBAN [France]
10:15	<b>IT'S ALL ABOUT THE EXIT – WHEN, WHERE AND HOW TO MAKE IT HAPPEN</b> Peter Globokar – Mooreland Partners [UK]
10:30	<b>HOW POLICY MAKERS CAN STIMULATE STARTUPS – UK EXPERIENCE</b> Christopher Yvon – The British Embassy Ljubljana [UK]
10:35	<b>PITCHING SESSION 1</b>
11:35	<b>Networking Coffee Break</b>  <i>share feelings #bkvf-coinvest</i>
12:00	<b>PITCHING SESSION 2</b>
	<b>(Nina Hall)</b> EU Venture Financing Day Session 1 <b>HOW TO GET EARLY STAGE INVESTMENT IN EUROPE</b> Jean-Noel Durvy – EBAN [France]
13:00	<b>CHALLENGES AND OPPORTUNITIES ON THE EUROPEAN VC MARKET</b> Ulrich Grabenwarter – European Investment Fund [Luxembourg]

13:30	<b>OPEN INNOVATION IN CORPORATIONS: INTERNAL &amp; EXTERNAL STARTUPS</b> Branislav Vujović – New Frontier Group [Austria] (Moderator) Jana Babnik Gomišček – ELES [Slovenia] Ksenija Škrlić – Cloud Competence Center, TAG [Austria] Urša Menih Dokl – Gorenje [Slovenia] Melita Balaš Rant – Faculty of Economics Ljubljana [Slovenia]	
14:10	<b>Lunch Break</b>  <i>share feelings #bkvf-coinvest</i>	
15:00	<b>PITCHING SESSION 3</b>	<b>High Level Policy Meeting</b>  <b>PROMOTING EQUITY INVESTMENT IN SOUTH EAST EUROPE</b> On invitation only
16:00	<b>BUILDING STARTUP'S BRAND</b> Ralf-Bodo Kliem – Visual Evangelist [Austria]	
16:15	<b>SCALING STARTUPS</b> Mark Turrell – THNK [Germany]	
16:30	<b>EAST COAST OR WEST COAST – WHERE IS EASIER TO FUNDRAISE SMART MONEY IN THE US?</b> David Beatty – Entrepreneur, Angel Investor [USA]	
16:45	<b>VALIDATION CANVAS</b> Yann Girard – Deutsche Telekom, Hubraum [Germany]	
17:00	<b>Networking Coffee Break</b>  <i>share feelings #bkvf-coinvest</i>	
17:30	<b>ARTIFICIAL INTELLIGENCE – PRACTICAL APPLICATIONS FOR STARTUPS</b> Marko Grobelnik – Cycorp Europe, Quintelligence, Institut Jožef Stefan; [Slovenia]	
17:45	<b>ELEVATOR PITCHES</b>	<b>(Nina Hall)</b> EU Venture Financing Day Session 2 <b>HORIZON 2020 AND COSME EQUITY INSTRUMENTS</b> Ulla Hudina – European Commission Rep in Slovenia [Slovenia]
18:15 - 18:30	<b>CONVERTING PUBLIC MONEY TO SMART MONEY FOR THE EARLY STAGE MARKETS IN SOUTH EAST EUROPE</b> Baybars Altuntas – EBAN [Turkey]	
20:00	<b>Networking Party</b>  <i>share feelings #bkvf-coinvest</i>	

**Thursday 13 November 2014**

9:00	<p><b>WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?</b>          Argyrios Spyridis – Innovation Farm [Greece] (Moderator)          Jaka Lindič – Xooltime, resident of Skydeck Berkeley [Slovenia]          Matic Bitenc – Toshl, resident of 500 Startups [Slovenia]          Matevž Petek – Povio, resident of Y Combinator [Slovenia]          Luka Pečavar – Sqwiz, resident of Wayra [Slovenia]</p>
9:30	<p><b>DISRUPTING DIGITAL ENTERTAINMENT INDUSTRY</b>          Torby Jorgensen – Federation X and the Ten Legions [Sweden]</p>
9:45	<p><b>THE REALITY OF ENTREPRENEURSHIP: LESSONS LEARNED FROM SCALING A COMPANY TO FOUR CONTINENTS</b>          Gary Whitehill – BURS &amp; Entrepreneur Week [USA]</p>
10:00	<p><b>PITCHING SESSION 4</b>          Introduction: Maja Tomanič Vidovič - Slovene Enterprise Fund [Slovenia]</p>
11:00	<p><b>Networking Coffee Break</b>   <i>share feelings #bkvf-coinvest</i></p>
11:15	<p>Keynote Speech  <b>HOW TO FUNDRAISE IF YOU ARE VC?</b>          James Burnham – Former EVCA External Affairs Director [UK]</p>
11:30	<p><b>PITCHING SESSION 5</b></p>
12:30	<p><b>HOW TO SELL SOFTWARE TO SME'S (AND LITTLE ABOUT MY 3 EXITS)</b>          Nicholas Barlett – Internet Entrepreneur, Angel Investor [New Zealand]</p>
12:45	<p><b>“KIM” AS A GAME-CHANGING INVESTMENT METHOD IN VC INDUSTRY</b>          Moshe Sarfaty – Krypton VC [Israel]</p>
13:00	<p><b>BUILD AND DISTRIBUTE PRODUCTS FOR THE INTERNET OF THINGS</b>          Samo Omerzel – Lastinski [Slovenia]</p>
13:15	<p><b>Award Ceremony</b></p>

ORGANIZED BY



SUPPORTED BY



SPONSORED BY



SUPPORT PARTNERS

