



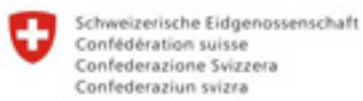
BALKAN VENTURE FORUM

BELGRADE | SERBIA | 22 & 23 NOVEMBER 2012

Organized by



Partners



Supported by



BALKAN VENTURE FORUM

IS THE LARGEST VENTURE CAPITAL AND PRIVATE EQUITY INVESTMENT FORUM IN THE REGION CREATED TO FACILITATE ACCESS TO FINANCE, TO IMPROVE INVESTOR READINESS, TO CATALYZE INNOVATION FOR BALKANS' REGION BUSINESS COMMUNITY AND TO FOSTER ENTREPRENEURSHIP DEVELOPMENT

MORE THAN FORTY OF INVESTORS, WITH INVESTMENT PORTFOLIO OF OVER THREE BILLION EUROS WILL COME TO BELGRADE FOR TWO DAYS.

INVESTORS COVERING THE WHOLE ECOSYSTEM - FROM SEED, START-UP AND ANGEL TO REAL HEAVY WEIGHTS IN VENTURE CAPITAL AND PRIVATE EQUITY ARE COMING TO BKVF TO SCOUT FOR MOST PROMISING INVESTMENT OPPORTUNITIES.

BKVF WILL DEFINE FUTURE TRENDS AND DEVELOPMENTS IN VC AND EQUITY FINANCING AND NETWORK CREATION IN BALKANS.



BALKAN VENTURE FORUM

ORGANIZED BY:

Balkan Unlimited is a regional network of organizations dedicated to:

- Supporting innovation and entrepreneurship development in the Balkans
- Promoting economical and cultural connections, community and network building in Balkans and South East Europe
- Supporting social innovation

As a grass-root initiative backed by entrepreneurs, investors, academics and policy makers, from all Balkan countries, it is uniquely positioned as a truly open regional organizational framework for the integrated development of innovation and entrepreneurship culture.

Balkan Unlimited Foundation from Skopje is the initiator and promoter of this regional network, while the Belgrade edition of Balkan Venture Forum introduces Balkan Unlimited Serbia as a new regional member and lead organizer of the event.



ORGANIZING PARTNER

EUROPE UNLIMITED PROVIDES CRITICAL BUSINESS RESOURCES AND DELIVERS INDEPENDENT AND NEUTRAL NETWORKING TO ENTREPRENEURS, INVESTORS, CORPORATIONS, POLICY MAKERS, RESEARCHERS AND ADVISORS, ALLOWING THEM TO SUCCESSFULLY DEVELOP THEIR BUSINESS

Europe Unlimited

- Helped SMEs raise over 1.5 billion euro
- Managed over 130 events
- Promoted more than 5000 entrepreneurs
- Gathered 12500 key industry players

Europe Unlimited serves the entire innovation community in Europe

- VC and corporate investors
- SME and start up community
- National and Regional governments and clusters

Check Europe Unlimited track record here!



VALUE PROPOSITIONS

BALKAN VENTURE FORUM IS A UNIQUE EVENT IN THE REGION BY ITS MULTIPLE VALUE STREAMS FOR ALL OUR TARGET AUDIENCES.

entrepreneurs

Pitch your company to investors' audience representing few billions in funds. Increase your investment readiness. Acquire experience. Develop professional network. Find strategic partners. Learn of newest development in policy and market trends. Experience firsthand how business community breaths.

investors

Increase your deal flow. Access to partnership and potential co-investors. Meet most innovative and fast-growing companies from all countries in the Balkans.

partners, supporters and donors

Connect with Europe's main innovation initiative and gain access to the largest Pan European active database of start-ups. Access to high quality investor ready companies, prominent investors,

policy and decision makers, industry experts. Make your presence visible. Strengthen your positions and achieve goals much easier.

government representatives

Network efficiently with the reference players in the industry. Capture the emerging businesses and trends. Establish communications with prominent investors and business community members in order to promote your environment

corporate venture arms

Meet innovators at an early stage, reach out to venture capital and peer investors for partnering and investment opportunities.

innovators

Increase your business skills and access investors. Capture the emerging technologies.

academia

Access to innovators, researchers and investors, with potential for joint research or commercial projects.

PROGRAM

Belgrade edition of Balkan Venture Forum aims to raise awareness regarding different approaches for financing enterprise growth.

BkVF promotes venture capital and equity based models, angel capital, start-up and seed funds, as well as the concepts of acceleration, technology transfers, and importance of intellectual property.

We believe that there is huge untapped potential in this region for private sector development through VC and equity financing. Opportunities for investors already exist and will emerge in the next few years.

Balkan Venture Forum has a vision of integrated investment area and will give its best to contribute to better understanding of concepts, community building, networking, exchange and sharing.

WE PLAN OUR PROGRAM ACCORDINGLY.



CONFERENCE LANE

09.30 – 11.30

TOP REPRESENTATIVES OF PUBLIC AND PRIVATE SECTOR FROM SERBIA, BALKANS AND EUROPEAN UNION WILL DISCUSS CURRENT INITIATIVES IN BUILDING SUSTAINABLE COOPERATION AMONGST THE VARIOUS NATIONAL AND REGIONAL INITIATIVES. MAIN TOPICS FOR DISCUSSION ARE:

"EFFECTIVE MULTILATERAL APPROACHES TO CREATING A THRIVING REGIONAL INNOVATION ECO-SYSTEM IN THE BALKANS"

"ESTABLISHING PRECONDITIONS FOR DEVELOPING VC, PE MARKET AND FUNCTIONAL INNOVATION/START UP ECOSYSTEM"

Ministry of Finance and Economy
Ministry of Trade and Telecommunications
European Commission – DG Enterprise and Industry
European Bank for Reconstruction and Development
European Investment Bank
European Investment Fund
GIZ - Deutsche gesellschaft für internationale zusammenarbeit
SDC – Swiss Development Corporation
World Bank Group
International Financial Corporation
Innovation Fund
Republic of Serbia Securities Commission
Serbian Investment and Export Promotion Agency
National Agency for Regional Development
Private sector representatives (Investors and Entrepreneurs)
Venture Capital, private equity and business angels associations
Integrated Innovation Support Program
Improved SME Competiveness and Innovation Project

11.30 – 12.30

REGISTRATION AND WELCOME COFFEE

12.30 – 13.30

OFFICIAL OPENING - KEYNOTE ADRESSES

Government of Serbia High Representative
Strategic partner representatives
Branko Milutinović - CEO @ Nordeus

Announcer:

Miloš Došen - Executive Director @ Balkan Unlimited Serbia

**THURSDAY
22ND NOVEMBER**

13.30 – 14.15

PANEL 1 : INVESTMENT & GROWTH OUTLOOK IN THE BALKANS

SENIOR REPRESENTATIVES OF THE INVESTMENT COMMUNITY DEBATE AS TO WHERE THEY SEE THE INVESTMENT AND GROWTH OPPORTUNITIES ACROSS SECTORS AND REGIONS IN THE BALKANS

Yannis Tsakiris - Head of Region, Regional Business Development European Investment Fund

Božidar Đelić - Former Vice President of Serbian Government and Minister of Science

Michael Gold - CEO @ Crimson Capital

Nikola Stefanović - SPEA and SEAF

Representative of Ministry

Moderator:

William Stevens - CEO and Founder, Europe Unlimited

14.15 – 15.00

REVERSE PITCHING – INVESTORS' PROFILES (RP PITCHING 1)

3 TO 5 MINUTES PRESENTATIONS OF THE FOCUS AND ACTIVITIES OF PRESENT PRIVATE EQUITY AND VC FUNDS' REPRESENTATIVES

15.00 – 15.30

COFFEE BREAK

THURSDAY 22ND NOVEMBER

15.30 – 16.15

PANEL 2: HOW TO ACCELERATE IN THE BALKANS

SHOWCASING THE SUDDEN WEALTH OF ACCELERATORS IN THE BALKANS, CONTRASTING THEIR APPROACHES AND HELPING STARTUPS CHOOSE WHERE TO APPLY

Moderator:

Panelists:

Todor Breshkov - LaunchHUB

Maxim Gurvits - Eleven Accelerator

Tomaž Frelih - BoundBreaker

Geekcelerator

George Voulgaris - ColabIgniter

16.15 – 17.00

PANEL 3: INNOVATION RADAR

INSIGHT ON THE AREAS AT THE VERGE OF GREAT DISRUPTIVE INNOVATION. MOVING THE INNOVATIVE VISION BEYOND THE HORIZON OF CURRENT MARKETS AND PRODUCTS

Moderator:

Vladimir Vulić - Co-founder of Digitalizuj.Me (confirmed)

Panelists:

Heïssam Hartmann - VP Eastern Europe @ Rebate Networks GmbH (confirmed)

Petar Kocović - professor and analyst (confirmed)

Vadimir Urošević - R&D Manager, Belit doo Belgrade (confirmed)

Julia Tanasić - NetStrat Venture (confirmed)

17.00 – 17.45

PRESENTATIONS AND LECTURES

Jovan Jelovac - Founder of Belgrade Design Week
HOW TO EXPLAIN DESIGN TO A DEAD HARE

Johan Gorecki - Globe Forum

**THURSDAY
22ND NOVEMBER**

17.45 – 18.30

PANEL 4: SUCCESSFULLY RAISING MONEY

**EXPERIENCED INVESTORS, ENTREPRENEURS & ADVISORS PROVIDE RECOMMENDATIONS
HOW TO BEST RAISE START-UP AND GROWTH FUNDING FROM THE RIGHT SOURCES**

Moderator:

Srdjan Janićijević - Founder and CEO @ KomonSens doo

Maciej Zak - Investment Director CEE @ Intel Capital

Bakhrom Ibragimov - EBRD Venture Capital Facility

Marius Ghenea - Venture Connect

Vladimir Nikolić - GM and Founder @ Limundo.com

Ljiljana Kundaković - Director Serbian innovation Fund

**FRIDAY
23RD NOVEMBER**

09.30 – 10.30

PRESENTATIONS AND LECTURES

2 OR 3 KEY NOTE PRESENTATIONS DELIVERED BY HIGH PROFILED GUESTS ON INNOVATION, INVESTMENT AND ENTREPRENEURSHIP TRENDS, TECHNOLOGIES ETC.

Anouncer:

Presenters:

**Dr. Eli Opper - Former Chief Israely Scientist
TECHNOLOGY TRENDS AND FUTURE OPPORTUNITIES FOR ENTREPRENEURS**

Steve Keil - Chief Executive Mammoth at MammothDB

**Nikolas Gabrysch - Partner @ Osborne Clarke
MYTHS OF VENTURE CAPITAL AND ITS TERMS – HOW DO VCS INVEST**

10.30 – 11.00

COFEE BREAK

11.00 – 11.45

PANEL 5: TRANSFORMING SCIENCE INTO INNOVATIVE BUSINESSES

SPECIALISTS ON TECH TRANSFER, INTELLECTUAL PROPERTY, INCUBATION, ACCELERATION AND INVESTMENT-READINESS DISCUSS THE BEST STRATEGIES TO BUILD A REAL BUSINESS ON TOP OF TECHNOLOGY

Moderator:

Alex Petrović - Partner @ Joksovic, Stojanovic & Partners Law Office

Panelists:

Aly Dossa - Partner @ OshaLiang, Advocates of Innovation, Houston, USA (confirmed)

Dr. Clarisse Molad - global business consultant and scholar (confirmed)

Bratislav Stanković - Science and Tech Advisor to President of Republic of Macedonia (confirmed)

Yannis Pierrakis - Head of Investments Research @ NESTA (National Endowment for Science Technology and the Arts) and Innovation Finance Expert @ IISP

Veselin Vukotić - Rector @ University of Donja Gorica Montenegro (confirmed)

**FRIDAY
23RD NOVEMBER**

11.45 – 12.30

REVERSE PITCHING 2 – INVESTORS PROFILES

3 TO 5 MINUTES PRESENTATIONS OF THE FOCUS AND ACTIVITIES OF PRESENT PRIVATE EQUITY AND VC FUNDS' REPRESENTATIVES

12.30 - 13.45

LUNCH

13.45 – 14.30

PANEL 6: MOBILE AND MOBILITY DISRUPTING INDUSTRIES

LOCATING THE POTENTIAL FOR DISRUPTIVE INNOVATION IN THE MOBILE AND MOBILITY INDUSTRY ACCORDING TO MARKET TRENDS AND TECHNOLOGICAL INSIGHT

Moderator:

Stevica Kuharski - CEO/Co-founder @ IT4U

Panelists:

Nikola Georgiev - Chief Operating Officer @ Eferio

George Voulgaris - Operations Director @ VisionMobile

Gligor Dacevski - Founder @ Creation Result & CEO CreationPal

**FRIDAY
23RD NOVEMBER**

14.30 – 15.15

PANEL 7: LAUNCHING GLOBAL STARTUPS

UNLOCKING IMPORTANT DECISIONS ON PRODUCT DEVELOPMENT, SCALING, TEAM AND LOCATION FOR STARTUPS THAT WANT TO CONQUER THE WORLD

Moderator:

Panelists:

Branko Milutinović - CEO @ Nordeus (confirmed)

Pedro Rocha - APBA - Portuguese Business Angel Association (confirmed)

Miloš Čitaković - Founder & CEO at Poosh (confirmed)

Sava Marinković - TeleSkin (confirmed)

Matej Ftacnik - Sales & Marketing Director @ Quality Unit (confirmed)

Momir Gajić - ItsMyPlay (confirmed)

15.15 – 16.00

ANGELS IN THE BALKANS

CORPORATE INVESTORS & ENTREPRENEURS DEBATE THE BETTER APPROACHES TO GROW AND INTERNATIONALISE BALKAN-BASED BUSINESSES

Moderator:

Presenters:

Saša Cvetojević - Entrepreneur and Investor

Marius Ghenea - Venture Connect

Jurica Simunković - Director @ Novalis

Apostolos Apostolakis - Advisor and co-founder at Doctoranytime.gr

Adel Zakout - OpenBuildings, Despark

**FRIDAY
23RD NOVEMBER**

16.00 – 16.45

PANEL 8: INTERNATIONALISATION & GROWTH STRATEGIES

CORPORATE INVESTORS & ENTREPRENEURS DEBATE BETTER APPROACHES TO GROW AND INTERNATIONALISE BALKAN-BASED BUSINESSES

Moderator:

Dušan Kaličanin - Entrepreneur, Tech Culture Community Leader and Activist

Panelists:

Klaus Konrad - Investment director, Intel Capital Europe GmbH

Stefan Lazarević - State Secretary @ Ministry of Trade and Information Society

Richard Murbeck - Spintop Private Partners, Eferio, Seavus Group

Natalia Meylunas - Head of Regional Program, Small Business Support Team @ EBRD

Jure Mikuž - Managing Director and Partner; RSG Capital

16.45 – 17.00

AWARD CEREMONY

17.00

CLOSING ADDRESS

PITCHING LANE

Balkan Venture Forum is qualified as European Venture Contest 2012 - Semi final event

European Venture Contest is the leading innovation and startup award in Europe which:

- Finds, evaluates and awards world-class innovative companies with the potential to dramatically impact European competitiveness and growth
- Accelerates the growth of young innovative companies by providing access to top-level international partners, advisors and financiers
- Supports the global leaders of tomorrow at an early-stage

32 TO 40 COMPANIES WHICH ARE SELECTED BY SELECTION COMMITTEE, WILL DIRECTLY PITCH THE INVESTORS. SELECTED COMPANIES WILL PRESENT PROJECT IN 7+8 MINUTES FORMAT.

- 7 MINUTES TO FASCINATE THE INVESTORS
- 8 MINUTES TO GET THE FEEDBACK AND SEE JUST HOW FASCINATED THEY ARE

22ND NOVEMBER

EUROPEAN VENTURE CONTEST - SEMI FINALS BELGRADE

First Day

09.30 - 11.30

"DRY RUN" INVESTOR READINESS TRAINING

This event gives companies a chance to rehearse their presentation in front of other companies and investors. Experienced coaches from the relevant industry areas are working very pragmatically with the presenters to prepare them for the presentations in front of investors' jury

Announcer:

Nedeljko Milosavljević - Center for Tech Transfer of Belgrade University

13.30 - 15.15

COMPANY PITCHING COMPETITION CLEAN TECH + LIFE SCIENCE

Companies:

Investor Jury:

15.30 - 18.30

COMPANY PITCHING COMPETITION ICT

Companies:

Investor Jury:

23ST NOVEMBER

EUROPEAN VENTURE CONTEST - SEMI FINALS BELGRADE

Second Day

Announcer:

10.30 - 15.30

COMPANY PITCHING COMPETITION CLEAN TECH + LIFE SCIENCE

Companies:

Investor Jury:

13.00 - 16.00

COMPANY PITCHING COMPETITION ICT

Companies:

Investor Jury:

PARTICIPANTS & BIOS



Klaus Konrad
Investment Director, Intel Capital

Intel Capital, Intel's global investment organization, makes equity investments in innovative technology start-ups and companies worldwide. Intel Capital invests in a broad range of companies offering hardware, software, and services targeting enterprise, home, mobility, health, consumer Internet, semiconductor manufacturing and cleantech. Since 1991,

Intel Capital has invested more than US\$9.5 billion in over 1,050 companies in 47 countries.



Michael Gold
Crimson Capital

Michael Gold is a seasoned investment and commercial banker and management consultant with over 34 years of experience, the last 19 years of which have been resident in the emerging markets. His specializations include increasing access to finance, competitiveness, privatization, foreign direct investment, trade, SME development, and

legal and regulatory reform. As Managing Director of Crimson Capital, he oversees all of Crimson's international development work, including a portfolio of 18 current projects and 5 master contracts on four continents. He has achieved over \$7 billion USD in debt and equity financing, foreign direct investment, and export transactions in developing and emerging countries.



Richard Murbeck
Spintop Private Partners,
Eferio, Seavus Group

Richard is a true business visionary, committed to pushing the boundaries of new communications technology and developing exciting networks of like-minded people across the globe. He is Founder of the fast-growing Seavus Group, an ICT innovation house, which employs over 600 staff across

Europe and the Americas. Now-days Richard's focus on strategic business development of technology, media and telecommunication projects and companies', and supplies them with information and resources.



Dr. Bratislav Stanković
Science and Tech Advisor
Cabinet of the President,
Republic of Macedonia

Dr. Stankovic strives to foster improved understanding of the issues at the intersection of law, science and ethics through a variety

of means, including traditional publications and presentations, as well as providing input to government and international organizations. He has made particular contributions in the areas of international intellectual property, legislative drafting, patent and policy issues involving biotechnology or health, as well as plant molecular and space biology.

Bakhrom Ibragimov

Technology Venture Capital Facility @ EBRD

Bakhrom represents €100m Technology Venture Capital Facility at EBRD is to make direct equity investments into technology companies operating in EBRD countries of operation. Prior to this, he was working for several venture capital funds and played an integral role in many companies where the funds invested.



Božidar Đelić

Former Vice President of Serbian Government and Minister of Science

From 2008 to 2011, Mr. Djelic was Chief negotiator for the entry of Serbia into the European Union. Coordinator of all EU financial support. In charge of the elaboration of the "Serbia 2020" strategy, matching the equivalent EU plan.

In charge of the science, technology, innovation and competitiveness agenda of Serbia. Leading cabinet level efforts in the fight against poverty, sustainable development and UN Millennium Development Goals.



Yannis Tsakiris

Head of Region at European Investment Fund

Mr. Tsakiris works in venture capital markets since 2000. when he became a partner in Vectis Capital, a venture capital firm based in Athens with an investment focus in Greece and the Balkans. In 2006, he joined European

Investment Fund in Luxembourg as a Senior Officer involved in the Eco-Innovation venture capital market and in Mid Market buyout sector. He was also focusing in certain European venture capital markets under development phase. He is currently Head of SE Europe Region within the Regional Business Development division of EIF.



William Stevens

CEO and Founder Europe Unlimited

He embarked on his professional career at the European Venture Capital Association (EVCA) where he was appointed Secretary General at the age of 25. He launched several ambitious initiatives, one that led to the creation of EASDAQ

(which became Nasdaq Europe) while significantly growing revenues, profits and membership. William founded Europe Unlimited in 1998 to be a much-needed European hub for fast-growing entrepreneurs raising their profile with venture capital investors.



Johan Gorecki
Globe Forum

An entrepreneur himself, Johan Gorecki worked with the founding team of Skype, which eBay acquired for \$4.1 billion in 2005.

He also worked with the international entertainment broadcasting company Modern

Times Group (MTG). Today, as CEO of Globe Forum, he helps innovators and entrepreneurs focused on sustainability find partners and investors that will bring their ideas to life. Johan is also Founder of Globe Award – the leading sustainability prize for innovation.





Ondrej Bartos
Partner @ Credo Ventures

An entrepreneur and venture capitalist, Ondrej experienced his first successful business endeavor before he graduated from college in 1996. Several business enterprises later, he is now managing the early stage venture capital firm

Credo Ventures, which he co-founded in January 2009. Credo Ventures is a venture capital firm that focuses on early stage companies in Central and Eastern Europe across the information technology, internet, mobile and healthcare markets. Their inaugural fund, Credo Stage 1, raised €18M. Founded in 2009, Credo Ventures is based in Prague, Czech Republic.



Bogdan Iordache
How To Web

Bogdan is the engine of How to Web team. 4 years ago, How to Web was established out of the conviction that a strong international event is needed to facilitate regional start-up and tech specialists exposure in order to help them

develop better products that can address a global market. He is a Founder of TechAngels, a classic business angels network, through which entrepreneurs can present their projects and get funding for them from one or more business angels.



Mario Citelli
NEON

Mr. Citelli is venture capitalists and strategic consultant. Currently, he is a CEO of Neon - advisor company acting as an interface between a network of existing investors and the dynamic world of new Hi-Tech startup, helping them in fund raising and business development. Mario is also active in the new Italian network of Angel Investors called

Neon Club. He is also a Chief Editor of Beltel, a magazine dedicated to Information Society and Technology.



Clarisse Molad, PhD

Dr. Molad is a global business consultant and innovation scholar with over 20 years experience in leading mission critical change efforts in key multi-national infrastructure industries (engineering & construction, telecommunication, computing). She is highly skilled in

mentoring/coaching entrepreneurs, executives, and leaders. She has a proven track record in successfully initiating and developing market strategies for private-public global ventures. She has a strong ICT background with an emphasis on multi-national e-business and is a distinguished recipient of numerous awards and commendations.



Till Ohrmann
Co-Founder/CEO at Pirate Summit

Till is the co-founder and CEO of European Pirate Summit and started a few other (non-) tech companies. He's Business Development Specialist at JC Analytics, where he supports the founder with his passion for finance at their aim to disrupt

the financial information systems industry. He loves connecting people, that's why he engages himself with events like Startup Weekend & StartupDigest.

Jure Mikuž

Managing Director and Partner
RSG Capital

Jure has established the first Slovenia-based VC Fund, raising private commitments mostly from domestic industrial investors. He is actively promoting entrepreneurship and regularly holds lectures on finance and fundraising procedures for the start-up communities in Slovenia and across the Balkans. Prior to establishing RSG Capital he was a deputy head of asset management in KD Group and stock broker on the Ljubljana stock exchange.



Aly Dossa

Partner, OshaLiang, Advocates
of Innovation, Houston, USA

Aly's practice focuses on domestic and foreign patent prosecution, patent portfolio management, and intellectual property counseling. He practices in the areas of patent prosecution, trademark, IP counseling, copyright, and litigation in several innovation driven sectors. He has drafted and prosecuted patent applications and managed patent portfolios in areas of: web-based applications, graphical user interfaces, information security, financial management systems, compilers... resource management, and materials science.



Heissam Hartmann

VP Eastern Europe @ Rebate Networks GmbH

Heissman works for one of the leading operators and investors of local e-commerce platforms with unbeatable online deals. The company founds and invests in innovative enterprises all over the world. Operated from its headquarters in Berlin Germany, Rebate Networks develops global marketing and technology strategies for an international

network of high-tech e-commerce startups. On an entrepreneurial level he co-founded various companies and, as a Business Angel, advises start-ups in building and growing their businesses. Following his passion he also co-founded fashion brands and personally supported motion pictures and music projects.



Steve Keil

Chief Executive Mammoth at MammothDB

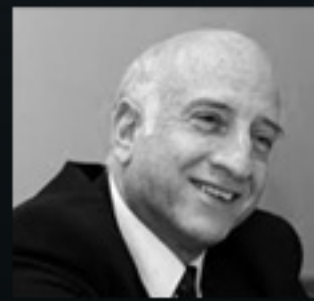
Steve Keil is a serial entrepreneur whose passion is to create companies in which people are inspired to make their mark with their ideas and imagination. He believes that business leaders are responsible for creating such an environment, by including social and environmental objectives in their personal and business ethics. He has taught at the American College, written for various publications, and currently teaches at the University of Sofia.



Dr. Eli Opper

Former Chief Israeli Scientist

When you think of the term, "Chief Scientist," you might not associate it with the commercializing and export of technology. In the case of the Office of the Chief Israeli Scientist, Dr. Eli Opper was actually a part of the State of Israel's Ministry of Industry, Trade and Labor. And his role was to help bring Israel innovation to market through. If you wonder where are the sources of Israel's impressive performance in innovation and technology commercialization, hear Mr. Opper sharing his superior experience.





Marius Ghenea
Venture Connect

Marius is a renowned Romanian serial entrepreneur. When you have a golden idea you should talk to him. He's a person to trust for guidance in case of business challenges. Marius is a business angel, investor and professor of entrepreneurship. He also supports numerous training and leadership programs for young people and for established entrepreneurs, including prestigious School4StartUps in Romania.



Imre Hild
Partner at Primus Capital Venture Fund

Imre Hild is an entrepreneur/business angel investing in mobile internet startups and projects on both an individual and co-investor basis. Currently Hild is involved as founder / owner in a number of innovative mobile internet startups, and as a member of the Board of Advisors of several others. Primus Capital enables ambitious and innovative companies in the technology and services sectors to realize their full business potential. Primus accelerates the growth of early and expansion stage enterprises by providing venture capital funding, development advice and access to international clients, partners and investors. The international fund management team of Primus Capital, based in Budapest, Vienna and Munich works in a flexible and professional partnership with entrepreneurs to create value for their founders and shareholders.



Lyuben Belov
Managing partner at LAUNCHub

Lyuben is running LAUNCHub - a 9.1 million euro accelerator and SEED fund focused on investing in the "digital domain" - consumer internet, e-commerce, digital media, mobile, SAAS, social. LaunchHub aims to help young and upcoming entrepreneurs to disrupt industries, especially banking, entertainment and education. LaunchHub investments range from 25K to 200K euro.



Peter Barta
CEO @ Post Privatization Foundation

Management professional with over 15 years of experience in both profit and not for profit sector, extensive international experience. Currently is CEO of Post Privatization Foundation (FPP), an institution jointly managed by the European Commission and the Government of Romania, aimed at supporting the Romanian small and medium-sized enterprises through financial investments.



Yannis Pierrakis
Head of Investments Research NESTA

Yannis specialises in innovation finance research and has extensively published research and policy reports on the development of private sector investments to high growth companies and the impact of the accomplished public interventions in the supply of finance. He also works as a consultant at the World Bank, Private and Financial Sector Development. Before joining Nesta in 2007, Yannis was based in Luxembourg where he managed the multimillion Innovation TrendChart project with a network of national correspondents in 39 countries. He also worked in the Innovating Regions of Europe (IRE) Network Secretariat and at the Observatory of Innovation, Cardiff Business School.

Laszlo Czirjak

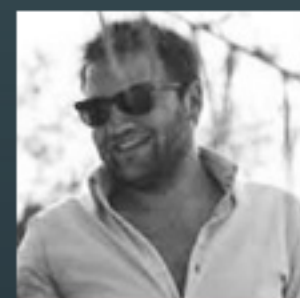
Founder and Partner, iEurope Capital LLC



Mr. Laszlo Czirjak is a Founder and Partner at iEurope Capital LLC. His transactional experience includes deals in the information technology industry, specifically software and hardware manufacturers and information technology consulting firms, telecommunications, and media companies among other more traditional industries. iEurope Capital LLC is a private equity firm specializing in growth stage investments. The firm primarily invests in private companies but may invest in public companies through public stock purchases, private placements, and recapitalization. It prefers to invest in traditional businesses that have been transformed by technology. Company considers seed investments as well as restructurings, special situations, buyouts, acquisitions and PIPE transactions.

Maxim Gurvits

Eleven Startup Accelerator, Bulgaria



Eleven was selected by EIF to manage a 12 million euro worth acceleration & seed fund with a view to making around 200 investments in innovative young businesses. Eleven has attracted Google as a technology partner, and Springboard - the London-based mentorship-led accelerator, as a strategic partner for its program. The fund opened just recently and is very eager to meet new business crews.

Todor Breshkov

Managing partner at LAUNCHub



Todor is a managing partner at LAUNCHub. He is also a Chairman of BD at Bulgarian Real Estate Fund - the largest real estate fund listed on the Bulgarian Stock Exchange - Sofia.

Saša Cvetojević

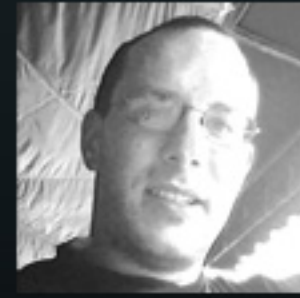
Investor and Entrepreneur



Saša is an Entrepreneur and BA Investor, member of CRANE board, President of the Pharmacist Association of HUP, former member of the Managerial Board of the Croatian Institute for Health Insurance. Saša Cvetojević owns a number of companies in the health sector, FMCG distribution sector and IT&telecom industry.

Vladimir Urošević

R&D Manager @ Belit technologies



From 2008 the Lead developer in Belit, Vladimir has been working on architecture and development of specialized enterprise software, tailored for various fields, including some major IT infrastructure systems in Serbia. Over 10 years of experience in research and development projects, funded or managed by EU (EuropeAid, IPA, CIP), UN, WHO, and supporting organizations, also contributed to current position in innovation projects development in the company, as well as extensive portfolio of industrial product designs in electronics and hi-tech, fully developed and successful on the markets of SE Europe, and more than 15 awards and honors on Serbian and international design and innovation exhibitions and competitions.



Julia Tanasić
Investment Manager –
netSTART Institut and Institute Manager

Julia is Investment Manager at netStart Insitute which acts as venture investment fund for startups in the New economy, as well as a consultant and adviser to more mature companies. Ms. Tanasic, also hold positions as founder of two start-ups worked at the World Economic Forum in Geneva and New York, where she took over the program portfolio "Geopolitics, Science & Technology". Moreover, she was also the American "Facebook of the U.S. government" in Washington DC working.



Anita Tregner Mlinarić
Operations Officer
USAID Partners for Financial Stability
Deloitte Consulting Overseas Projects

Anita has over twelve years of international experience serving as project manager on different international (UNDP, OSCE) and USAID projects. She spent four years working at the U.S. Embassy in Zagreb, Croatia, serving us an Project Manager on the New Embassy Building project with a budget of \$72 milion. Upon completion of the U.S. Embassy project, Anita was invited to join the last USAID project implemented for Croatia, which focused on development of Small and Medium Enterprises and job creation. For last 2 years, Anita is undertaking a role of Operations Officer on USAID's Partners for Financial Stability Program (which is covering Eurasia and SEE) and is acting in capacity of a project leader in activities related to access to finance working with network of investors, Business Angels and other donor projects on creating mechanisms for improvement of investments climate in the region.gionu



Mirna Marović
Croatian Private Equity and
Venture Capital Association

Mirna Marovic is the President and one of the founders of the CVCA. She is responsible for organizing all CVCA activities.



Stevica Kuharski
CEO and founder of IT4U

Stevica pitched the investors in Balkan Venture Skopje and through that forum he managed to find investors for his projects. He is developer of mobile applications for platforms like Android, and web applications for custom mobile devices.

He's co-owner of IT4U that deals with mobile and enterprise solutions.

Jovan Jelovac
Belgrade Design Week



If this would have been the middle ages, he would have surely built his own church of redemption - in his own design spirit probably a small one, "limited edition" so to say, handcrafted in wood, but still a functional church. Or thinking of it, perhaps rather a lush harem with some beautiful fountains for the public to enjoy - he never was really sure between the two, to be honest. But what he was sure about, was that the absolute imperative for him was to build a lasting educational, enlightening legacy in his battered native country of Serbia. That is how the found his absolution - by founding and curating a pro-bono conference with the most simple criteria for being invited to - belonging to "The Greatest Creative Minds of the 21st Century". Founded in 2005, as a true rarity in the world of festivals - Belgrade Design Week is the first festival of creative industries and modern business in Serbia and the South East European region, covering an area home to more than 100 million people from Milan to Istanbul.

Vladimir Vulić
Co-founder of Digitalizuj.Me



One of the pioneers of internet entrepreneurship in Montenegro. A co-founder of DownloadZone.me, the first and largest download website in Serbia and Montenegro, which is now a partner site of Crnogorski Telekom, a subsidiary of Deutsche Telekom. A co-founder of Digitalizuj.Me, a digital community trying to help citizens of Montenegro to understand and realize exciting business opportunities in the digital environment by embracing social media and new business models. A member of the Educators Board of Challenge:Future, a global youth think tank which connects 14,000 members from 964 universities from 184 countries.

Roman Tolić
Founder & CEO @ Hercules Filmnetwork



For more than 20 years Roman has worked in the field of media, has conducted various international expert workshops and is the initiator of numerous collaborative media productions. He initiated "12 Entrepreneurs" (12E) - the movement for next generation entrepreneurship, and "Digital Entrepreneurs" - a winning Big Idea for Digital Agenda. This year Roman plans to launch (after several years of R&D incl. evaluated closed beta technology) the startup "Hercules Filmnetwork" - the digital film factory - connecting film with Internet crowds.

COMPETITION

WE ARE LAUNCHING A COMPETITION FOR ENTREPRENEURS FROM BALKANS THAT WILL HELP THEM TO:

- ACQUIRE INVESTMENTS
- CONNECT TO INVESTORS' COMMUNITY
- BUILD CAPACITY AND COMPETENCES

If you have interesting and innovative project, no matter if you are just beginning or would like to expand, we invite you to register your profile and qualify for our competition.

BALKAN VENTURE FORUM IS THE SEMI-FINAL EVENT OF EUROPEAN VENTURE CONTEST.

Top companies qualify for final event European Venture Summit.

Most of financing opportunities will be in fields of ICT, life science (bio-medicine, bio-tech, health, pharmaceuticals, and medical devices) and renewable energies, energy efficiency and green ideas.

Out of all companies registered for competition, up to 45 companies will receive an Invitation to present the project directly to investors.

Selected companies will get:

- free event registration for one person and ticket discount of 50% for the rest of the team
- opportunity to meet selected group of investors individually 1-on-1
- investor readiness program (training and mentoring) for core team of presenting companies

Selected companies will present project in 7+8 minutes format.

- 7 minutes to fascinate the investors
- 8 minutes to get the feedback and see just how fascinated they are

Discount of 50% is provided for all companies that registered their profiles, but did not qualify for the Competition!

REGISTRATION IS OPEN



REGISTER YOUR PROJECT HERE

REGISTRATION FEE



**REGISTRATION
270 EUR**

PARTNER CONFERENCE

The week between 19th and 25th of November will be the week of investments in Serbia.

Belgrade Venture Forum proudly announce that its Partner Conference is

Belgrade Stock Exchange's 11th International Conference – Upgrade in Belgrade 2012

Discount of 30% is provided for participants and guests of Upgrade in Belgrade 2012

All interested delegates of Belgrade Venture Forum have the same 30% discount for registering for the Partner Conference



**UPGRADE IN
BELGRADE
2012**

**21. NOVEMBAR
2012
BEOGRAD**

BELGRADE

Belgrade is the fast growing and developing capital of Serbia. It is the third largest city in South-eastern Europe after Istanbul and Athens.

BELGRADE IS THE MAIN COMMUNICATIONS AND LOGISTICS HUB OF THE REGION, A CITY VERY WELL CONNECTED TO THE WORLD. EVERY DAY DOZENS OF DIRECT FLIGHTS CONNECT BELGRADE TO MAJOR EUROPEAN TRANSPORTATION HUBS AND CAPITALS.

Belgrade is a large industrial, commercial, tourist, cultural, educational and political centre and an important 1.7 million-customer market. The real potential of Belgrade lies in its young educated population.

Belgrade is a huge economic area, amounting to almost 50% of Serbian economy, and is abundant with business opportunities, and talented highly educated, skilled and entrepreneurial people. Belgrade contradicts declining economic trends and constantly moves forward.

BELGRADE IS SAID TO BE THE NEW CAPITAL OF COOL, THE PLACE WHERE THE BEST NIGHTLIFE IN EUROPE IS HAPPENING.



B.Jovanovic, Arhive TOS



D.Bosnic, Arhive TOS



B.Jovanovic, Arhive TOS

VENUE



METROPOL PALACE

A luxury collection hotel
Fashionable mix of style and sophistication

The hotel is located in the very heart of Belgrade, overlooking the Tasmajdan Park, offering guests a uniquely tranquil base amidst the fast paced Belgrade life.

ROOM TYPE RATE	(Single / Double)
Classic room	130/145 €
Superior room	145/160 €
Deluxe room	175/190 €
Junior suite	225/240 €



RESERVATIONS



5 - 10 minute walk from BkVF venue

HOTEL EXCELSIOR

Hotel Excelsior Belgrade offers you its newly refurbished premises. All the rooms, the lobby and the restaurant have been modernised in 2010. Keeping the rich tradition of the hotel. The façade has been given back its original 1920s Belgrade charm complimented with state of the art nighttime illumination.

The view from the hotel offers you a unique vista with the Serbian parliament, former royal palaces and the Pioneer park at your fingertips.

HOTEL SLAVIJA LUX

The hotel's location is the ideal starting point for both business and leisure visits to Belgrade.

Proximity to the railway and bus stations, bus transfers from/to the airport, with the bus stop right outside the hotel, as well as the exceptional connections to all parts of the city, are what make us unique, and you, our guests, always one step ahead of everyone else.



EUROPEAN SME WEEK 2012

ACCESS TO FINANCE!

ENABLING ENVIRONMENT!

KNOWLEDGE AND SKILLS!



EUROPEAN SME WEEK

Strategic Partners



GIZ ACCESS - Assistance to the Competitiveness and Compatibility for the EU of Serbian Small and Medium-sized Enterprises

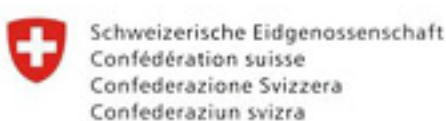
Improving the conditions for an enhanced competitiveness of Serbian SME on regional and EU markets. In order to prepare Serbia for EU-accession the program aims at enabling Serbian institutions to prepare Small and Medium-sized Enterprises (SMEs) to cope with the competitive pressure and market forces of the EU common market. In a systemic approach, the program is addressing constraints on the national level, and focus on implementation in four industrial sectors - engineering, information technologies, innovative construction materials and services, organic agriculture.

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