

# Summary report

Virtual PE & VC Conference - CEE Region, 25<sup>th</sup> of June 2020



# Introduction

The corona pandemic caught us all by surprise.

Suddenly, we were not able to deliver in-person conferences.

As a proud organizer of the well-known European Venture Capital and Private Equity conferences, we could not provide you with all the benefits you have enjoyed for years, including vivid networking with top notch investors.

Yet, thanks to our strong online presence, the first Virtual PE and VC conference in the CEE region has come out as a great success.

And today, we would like to thank you for that!



## Where are we heading next?

After such an unexpected positive outcome, we plan to add regular virtual conferences into our portfolio in 2020. Why?

First, virtual events require no travels, giving you more time to focus on all the important things you have to do in your everyday business.

Investors, limited partners and other PE and VC experts, basically anyone, from across the world can join instantly. Thus, you can benefit from presence of the international participants who would be otherwise difficult to reach.

And since everything is online, you make connections easily!

Do not worry, however, this will not affect our offline events. We still want to meet you in person. But after the situation around pandemic gets under control globally.

In the meantime, with virtual conferences, we can get a unique level of business experience closer to you than ever before.

Thank you for staying with us, as well as for all your support and feedback. We're looking forward to meeting you at our next virtual event!

0100 Conferences team

# Virtual PE & VC Conference - CEE Region in numbers

541

Attendees

27

Speakers

4

Keynotes

25

Nationalities

392

Companies

35

Partners & Sponsors

## Marketing reach:

16 000+

Promo emails  
sent

16

Media  
partnerships

10

Articles published

400 000+

Impressions on  
Google

100 000+

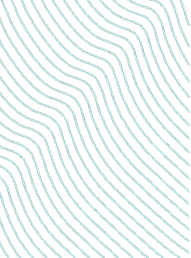
Impressions on  
LinkedIn

150 000+

Impressions on  
Facebook

12 000+

Impressions on  
Twitter



## ČSOB Match'it Making the ideal takeover target stand out!

CSOB (KBC Group) is one of the key players in the banking and structured finance industry within the CEE region. It continuously develops new products such as tailored advisory services for family owned businesses and Match'it. Match'it is an innovative M&A digital platform where buyers and companies that are looking to be taken over, can meet each other. Combining the flexibility of an online process with the expertise of offline advisers makes finding the right match a less time-consuming and labour-intensive exercise. Buyers and sellers can exchange info and embark on negotiations in total discretion. Take advantage of ČSOB's knowledge, experience and extensive network gained through many acquisitions across Europe! Match'it, it's a deal!



Slovak Business Agency (SBA) is the key and the oldest specialized non-profit organization for the support of small and medium-sized enterprises. The vision of SBA is to be the first choice for Slovak enterprises for starting and development of their business.

SBA has created National Business Centers, with the main purpose to realize the concept of a one-stop-shop, providing a wide portfolio of information and ancillary services under one roof, especially for small and medium-sized enterprises. The intention is also to support the establishment and development of new businesses and to motivate individuals to enter the business.



# Testimonials

*"In my quality of Senior Associate coordinating Mazars Financial Advisory Services activities for Central & Eastern Europe, I would like to congratulate O100 Conferences for the professional organization of the Virtual PE/VC Conference – CEE region 2020. Our international advisory firm had the pleasure to be among the event partners. I also had the privilege together with my Croatian colleague to be one of the keynote speakers, presenting the main PE market findings observed following our global survey realized in the context of the Covid-19 outbreak."*



**Adam Zohry**

Senior Associate – Financial Advisory Services,  
CEE Financial Advisory Services Coordinator  
Mazars Poland

*"O100 Conferences has a unique attendee list that never fails to impress. There are few conferences like it and I am always surprised by how much happens in such a short amount of time"*



**Lomax Ward**

Co-Founder & Partner  
Luminous Ventures

*"I've been to several O100 Conferences and was always impressed by both the diversity and seniority level of speakers covering a broad scope of investment strategies and perspectives from different countries. I enjoy seeing familiar faces as well as meeting new peers – and although the virtual conference is somewhat less personal, the smooth technical execution with networking solutions made it a great experience and a valuable use of my time."*



**Emilia Mamajova**

Founding Partner  
ESPIRA Investments

*"It helped us to understand the current capabilities of the managers to navigate the portfolio companies during crisis and future potential of the CEE region."*



**Bohuslav Lipovsky**

Managing Partner  
EIM Executive Interim Management



mBank is a leading corporate bank in Poland, supporting PE and VC funds both on the financing as well as the advisory side. In June 2020, mBank has been voted for the 4th time in a row the Best Financing Bank in Poland by the Polish Private Equity Association thanks to its achievements on the private equity/venture capital market.

mAccelerator (Future Tech Fundusz Inwestycyjny Zamknięty) powered by mBank is a venture capital fund with over €50 million under management focusing mainly on seed and early-stage investments in startups with cutting edge technological solutions that can make a powerful impact in the digital economy.

**EIM**  
EXCELLENCE IN MANAGEMENT

30.000 INTERIM MANAGERS AVAILABLE  
10.000 REALISED PROJECTS  
30 YEARS OF EXPERIENCE  
25 OFFICES  
WORLDWIDE

EIM Delivers business breakthrough differently. We provide senior Interim Executives from our nurtured knowledge Community. We partner actively with our Clients and Executives throughout the assignment to unlock performance potential. We give our best when Clients need rapid solutions, transformation or out-performing results, anywhere in the world. With a community of more than 30.000 Executives we have successfully performed over 10.000 assignments in the past 30 years. Worldwide. We are the inventors of Executive Interim Management.

# Keynote speakers



**Tim Draper**  
Founder  
Draper Associates



**Elemér Eszter**  
Chairman of the BoD  
Impact Ventures  
Founder & CEO  
PBG FMC



**Tomas Koraus**  
Head Of Structured Finance  
CSOB



**Adam Zohry**  
Senior Associate - Financial  
Advisory Services,  
CEE Financial Advisory  
Services Coordinator  
Mazars Poland



**Andrija Garofulic**  
Partner - Financial Advisory Services,  
Adria Region Financial Advisory  
Services Leader  
Mazars Croatia

# Moderators



**Michal Popiolek**  
Managing Director for Global  
and Investment Banking  
mBank SA



**Lomax Ward**  
Co-Founder & Partner  
Luminous Ventures



**Venelin Dimitrov**  
Partner & Co-Head  
of the M&A practice  
Tsvetkova Bebov Komarevski



**Vit Hanus**  
Principal  
Zero Gravity Capital



**Andrew Wrobel**  
Founding Partner  
Emerging Europe

# Speakers



**Fabian Wasmus**  
Partner  
Vitruvian Partners



**Pekka Maki**  
Managing Partner  
3TS Capital Partners



**Emilia Mamajova**  
Founding Partner  
ESPIRA Investments



**Martin Chocholacek**  
Vice President  
Enterprise Investors



**Andrzej Bartos**  
Senior Partner  
Innova Capital



**Tomasz Czechowicz**  
Managing Partner  
MCI Capital



**Vytautas Plunksnis**  
Head of Private Equity  
INVL Asset Management



**Michal Rybovič**  
Partner  
Sandberg Capital



**Przemysław Raczka**  
Investment Director  
Resource Partners



**Wojciech Jezierski**  
Partner  
ABRIS Capital Partners



**Tomas Casa**  
Investment Manager  
CEE Equity Partners



**Manuela Fumarola**  
Private Equity Associate  
& Lead of ESG  
M&G Investments

# Speakers



**Dan Lupu**  
Partner  
Earlybird



**Marcin Hejka**  
General Partner  
OTB Ventures



**Malgorzata Walczak**  
Director  
PFR Ventures



**Martin Konop**  
Investment Manager  
Rockaway Capital



**Michael Szalontay**  
Co-Founder & Managing Partner  
Flashpoint



**Nick Lyth**  
CEO  
Green Angel Syndicate



**Kriss Spulis**  
Senior Investment Manager  
EIF



**Daniel Tomov**  
Founding Partner  
Eleven Ventures

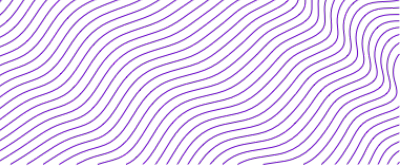


**Tomas Kebla**  
Principal  
Contrarian Ventures



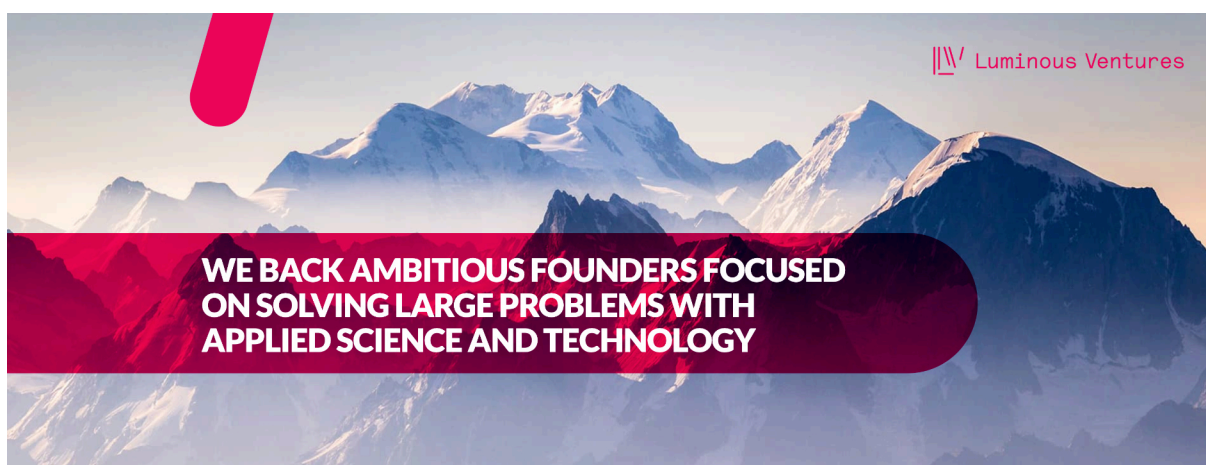
**Bohuslav Lipovsky**  
Managing Partner  
EIM Executive Interim Management





Tsvetkova Bebov Komarevski is one of the leading Bulgarian business law firms. With specialised teams practicing in areas as commercial law, corporate law, energy, real estate and construction law, banking and financial law, litigation, the firm practically covers all spheres of business law and is well suited to serve its many domestic and international corporate clients.

Our firm is well recognized on the Bulgarian legal market for its practices in financial services law and regulation, commercial law, M&A, employment law, competition law, energy law, real estate and construction law.



Luminous Ventures invests at the intersection of deep technology and human health at Seed and Series A in Europe and North America. The firm focuses on the application of artificial intelligence (AI), VR, AR, edge computing, robotics, quantum technologies and synthetic biology to healthcare, life science, nutrition, food and agriculture. Example investments include Synthace, a new operating system for laboratories, Optellum, an early stage lung cancer diagnostic, and Universal Quantum, a spin out from the University of Sussex developing a quantum computer using trapped ions.





# Agenda

What was the agenda of the day?

Conference attendees could gain insights from 4 keynote presentations:

- How to Navigate the Business / Why We Are About to See the Golden Age of Eastern Europe *by Tim Draper, Founder of Draper Associates*
- Impact Investing in the CEE Region *by Elemér Eszter, Founder & CEO of PBG FMC Ltd. & Chairman of the Board of Directors at IMPACT Ventures*
- Introducing Match'it an Online M&A Platform for Investors *by Tomas Koraus, Head of Structured Finance at CSOB*
- Covid-19 and the world of Private Equity: Mazars global PE survey findings and related market perspectives *by Adam Zohry, Senior Associate - Financial Advisory Services, CEE Financial Advisory Services Coordinator at Mazars Poland and Andrija Garofulic, Partner - Financial Advisory Services, Adria Region Financial Advisory Services Leader at Mazars Croatia*

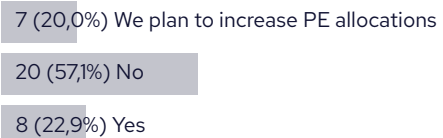
and 6 panel discussions:

- How To Achieve Operational Excellence in PE Firm During The Pandemic?
- Implications of COVID-19 on VC Investing in The CEE Region
- Fundraising & Change of LP / GP Dynamics
- ESG in The CEE Region – How to Start?
- Deal Sourcing During The Crisis
- Challenges of Portfolio Companies During The COVID-19 Outbreak

# Polls summary

During each panel discussion, our attendees could involve in polls related to some issues that are affecting the PE & VC industry. Here is what we found:

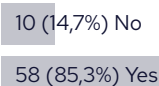
Have you increased the PE allocations with the expectation that the asset class will continue to deliver outsize returns vs. public markets over the long run?



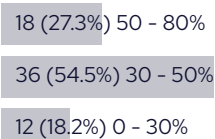
How long until the stabilization of the private equity market?



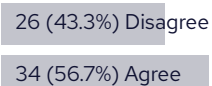
Will your company increase your online business strategy?



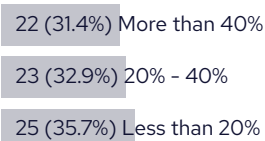
Dealmaking and lending activities will slow down in the upcoming months by:



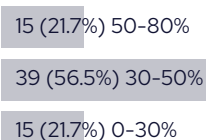
The financing situation for start-ups doesn't differ much from normal because many of them are financed in a way that they can overcome short-term loss-making.



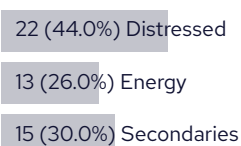
How many portfolio companies are facing an immediate liquidity crisis?



What will be the expected decline in fundraising?



Which strategies are most attractive to LPs considering fundraising?





Let's talk business. Let's talk Vienna.



Für die  
Stadt Wien

We support business, the economy and the city. The Vienna Business Agency is here for you. We support local and international companies in all phases of their business development, providing advice on all corporate issues and helping expats get up and running in Vienna.

Anyone wanting to found a company, startups, sole traders, domestic and international small and medium-sized enterprises or corporations will receive all the information they need.

If you're looking for funding, business premises, an office, free advice or workshops and want to establish new partnerships, then we're the best people to speak to.

## Capital ignition for startups.

**flashpoint**  
VENTURE CAPITAL

Flashpoint is an international technology investment firm that manages VC equity and debt funds. Flashpoint invests in international software companies with proven business models, launched by founders originating from the Central and Eastern Europe, Israel, Baltics, Finland and the CIS. It focuses on B2B/B2C SaaS solutions in the initial revenue stage (Series A). Flashpoint has already achieved 8 exits across its funds and has a number of companies that are on the right path. Flashpoint's team unites 18 professionals at local offices in London, Budapest, Warsaw, Tel Aviv and Riga.

# Thanks to our Partners

We would like to thank our partners who collaborate with us and our media partners who help us spread the word.

## GOLD PARTNER



## SILVER PARTNERS



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## SUPPORTED BY



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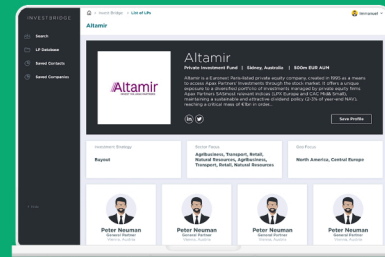
## MAIN MEDIA PARTNER



## MEDIA PARTNERS



## Discover and engage with Limited Partners in Private Equity & Venture Capital



Invest Bridge is a complete digital toolkit.

We make it easy for General Partners to identify right investors to fit their investment strategies. We know how hard fundraising is, especially in such turbulent times. That is why we have compiled a structured database of investors in private equity and venture capital so you do not have to spend extra time.

Building a network is time consuming. Knowing when and how to approach investors makes the difference. Do your homework and get to know your target investors before you connect with them.



## Fundraising Done differently.

Mountside Ventures' mission is to optimise the fundraising process between European startups and investors. We connect the most promising Venture Fund Managers with Limited Partners to promote the flow of venture capital into the European ecosystem, through our initiatives such as The Capital Behind Venture. Follow the link to register to receive the report, or to contribute as an LP.

We also support the most ambitious entrepreneurs in raising their Next Round of funding by helping them get investor-ready, introducing them to relevant investors, and supporting them at the term sheet and diligence stage.

# Interested in exploring European PE & VC?

0100 Conferences events are the gateway to meet all relevant business players from the region. If you would like to attend or cooperate with us, you can contact someone from our management team:



**Marek Zamecnik**

CEO

[Contact via email](#)

[in](#)



**Pavol Fuchs**

CBDO

[Contact via email](#)

[in](#)



**Dusan Antos**

CFO

[Contact via email](#)

[in](#)



**Natalia Jamborova**

Conference Director

[Contact via email](#)

[in](#)



**Mauro Marconi**

Key Account Manager

[Contact via email](#)

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**Jozef Biznar**

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Marketing Manager

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