

European Venture Debt Summit

AGENDA

28 March 2019 | European Investment Bank, Luxembourg

09:30 – 10:00	Registration and welcome coffee	
10:00 – 10:30	Opening session Werner Hoyer , President, European Investment Bank Jean-Christophe Laloux , Director General of Operations, European Investment Bank	EIB Venture Debt presentation, video
10:30 – 11:30	Panel I – State of European Venture Debt Market Moderator: Hristo Stoykov , Head of Growth Capital and Innovation Finance Division, European Investment Bank Luca Colciago , General Partner, KreosCapital Nooman Hague , Managing Director, Silicon Valley Bank Jerome Fonteneau , Director, Harbert Management Corporate Edouard Guillet , Managing Director, IPF Partners Arno Fuchs , CEO, FCF Fox Corporate Finance GmbH	Some of the key venture debt providers across Europe will discuss how they see the market evolving over the last year. This can include: <ul style="list-style-type: none"> • Size of transactions, geographical & sector diversification • Evolution of the terms & conditions of the transactions • Challenges ahead – Brexit, regulation, over liquidity
11:30 – 11:45	Coffee break	
11:45 – 12:00	Keynote Address: “How to become an entrepreneur and founder of an own business – what key obstacles need to be addressed” Nora Khaldi , Founder and CSO, Nuritas	
12:00 – 13:00	Panel II – The challenges to scale up a business venture Moderator: Felicitas Riedl , Head of Life Science Division, European Investment Bank Joao Garcia da Fonseca , CEO, Biosurfit Stefan Weber , CEO, Newron Geraldine O’Keeffe , CIO, Software Group Viktor Kovacs , Chairman of the Board, Clavister	The different companies will be asked to share with the audience “their” growth story highlighting potential pitfalls and lessons learned. Challenges can be related to: <ul style="list-style-type: none"> • Adapt the manufacturing capacities to industrial scale • Technical failures during development • Set up distribution networks etc.
13:00 – 14:00	Networking lunch - Foyer Belvédère	
14:00 – 14:30	Keynote Address and Award Ceremony Ambroise Fayolle , Vice-President, European Investment Bank	Handover of tombstones to new EIB Venture Debt Clients, followed by a group photo.
14:30 – 15:30	Panel III – Exits for European venture debt /growth capital – patterns and challenges Moderator: Marguerite Pennisi , Head of Quasi-equity and Subordinated debt Unit, European Investment Bank Kinga Stanislawska , Founder, Experior Venture Fund Rami Fital , Partner and CFO, 83 North Fund Antoine Papiernik , Managing Partner and Chairman, Sofinnova Partners Carlalberto Guglieminotti , CEO, ENGIE Eps Didier Le Normand , CFO of Minoryx	The session will aim at sharing and comparing companies and investors views on the topic of exits from a number of angles, including MAR issues and alignment of interests. This could include: <ul style="list-style-type: none"> • how venture debt complements venture capital and the capital structure of the company, supporting growth and successive investment rounds until the exit; • dealing with the differences by structure, geographies and sectors; and • issues related to the equity component of such loans
15:30 - 16:30	Break-out sessions Session 1: Cleantech investment frontier – from prototype to commercialisation Moderator: Pilar Solano Head of Infrastructure New Products & Special Transactions, European Investment Bank Carl-Erik Lagercrantz , Chairman of the Board, Northvolt Frank Averdung , CEO, Oxford PV José Miguel Pinheiro , Project Director, Windfloat Atlantic	This break out session will highlight the different technologies and identify the markets’ needs. It will try to answer the questions, how to emerge from “the valley of death”, how to fund the innovation in the different stages of development, while analysing the available sources at each stage. There will be explications, how to combine the different funding types (equity, grants, debt) and the participants will hear about the role of public institutions and policy makers, while emphasising the EIB’s added value. In the end of the session, we will try to have your feedback and identify further needs.
15:30 – 16:00	Session 2: Innovation Finance Advisory: “How can we help you” Interactive, moderated panel featuring advisors, clients and open to questions from the audience. Moderator: Paulina Brzezicka , Advisor, Thematic Finance Advisory Unit, European Investment Bank Antonio Capristo , CEO, Newlisi Alexandra Sombsthay , Director of Governmental Affairs, Solar Impulse Foundation Jason Leoussis, Alessandro de Concini, Surya Fackelmann , IFA Advisors	
16:00 – 16:30	Session 3: “How EIB and the European Commission join forces to fight against infectious diseases” “IDFF activities reporting” “Case study : F2G financing” Moderator: Gergely Krajcsi , Investment officer, Innovation Finance Unit, European Investment Bank Ralf Schmid , CFO, F2G Jens Hoegel , Policy Officer, European Commission	
16:30 – 16:35	Closing remarks Adrian Kamenitzer , Director of Equity, New Products and Special Transactions, European Investment Bank	
16:35	Closing Cocktail	