

LIFE-CYCLE CHALLENGES OF START-UPS

November 7, 2024

09:00-14:00 hrs.

Ruen Hall, Hilton Hotel

PROGRAM	
08:00 – 09:00	Registration / Networking Coffee
09:00 – 09:15	Welcome Remarks: Borislav Boyanov, Managing Partner, BOYANOV & Co, Bulgaria Congratulatory Remarks: Petko Nikolov, Minister of Economy and Industry, Government of the Republic of Bulgaria
09:15 – 10:00	PANEL 1: Navigating the Landscape of the Bulgarian Startups Ecosystem through its Major Challenges in 2025 This panel will open the ground with a brief overview from the three leading institutional players – the fund of funds, the startup and entrepreneurial association and the investors’ association. Topics include the current status of the market, success rates of the investees and the investors and what is coming in 2025. <u>Moderator:</u> Filip Genov, CEO, F27 <u>Speakers:</u> Victoria Hristova, Executive Director and Chairman of the Board of Directors, Fund of Funds in Bulgaria (FMFIB) Dobromir Ivanov, Chairman of the Board, Bulgarian Entrepreneurial Association (BESCO) Evgeny Angelov, Chairman, Bulgarian Private Equity and Venture Capital Association (BVCA)
10:00 – 10:45	PANEL 2: Maximizing Your Opportunities – what startup entrepreneurs and investors can learn from experienced international lawyers This session will source from the experience and perspective of David O’Donnel and Louis Oudot de Dainville - two of the leading legal experts, working in the European startup ecosystem, on ways that entrepreneurs and investors can use to maximise the potential of their ventures. Topics include practical insights into advanced structures and legal methods to fund, grow and exit your startup, maximising its potential. <u>Moderator:</u> Petar Petrov, Partner, “BOYANOV & Co.” <u>Speakers:</u> David O’Donnel, Mason Hayes Curran, Dublin, Member, IBA Closely Held Companies Committee Advisory Board, LPD Council Member; Lukas Hermann, Partner, Dorda, Head of Start-Up Dedicated Industry Group, Vienna

	<p>Louis Oudot de Dainville, Partner, Gide Loyrette Nouel Law Firm, Paris</p> <p>Marc van Campen, Partner, VAN CAMPEN & Co</p>
10.45 – 11:10	Coffee/Tea Break
11:10 – 11:30	<p>TED Talk: The link between startups, corporates and academia</p> <p>Michail Petrov, CEO of Schwarz IT Bulgaria</p>
11:30 – 12:15	<p>PANEL 3: Government Programs, Grants and EU Funds in 2025</p> <p>This session will provide an overview of the performance and challenges of the current instruments, as well as the new ones to be launched in 2025.</p> <p><u>Moderator:</u> Radoslav Rizov, Director General, Directorate General European Competitiveness Funds, Ministry of Innovation and Growth</p> <p><u>Speakers:</u></p> <p>Teodor Radonov, Head of the European Investment Bank Group Office Bulgaria</p> <p>Pavel Lisev, Executive Director, Fund of Funds (Fund Manager of Financial Instruments in Bulgaria)</p>
12:15 – 13:00	<p>PANEL 4: Broadening Horizons for International Expansion of the CEE Startups and Venture Capital Fund: Lessons Learned from Experience</p> <p>This session will provide an overview of how some of the most successful companies tackled the most demanding challenge in front of the CEE startups – going international at scale.</p> <p><u>Moderator:</u> Momchil Vassilev, Managing Director, Endeavor Bulgaria</p> <p><u>Speakers:</u></p> <p>Mr. Kalin Radev, CEO, Software Group</p> <p>Mr. Ivailo Gospodinov, Managing Partner, Black Peak Capital</p> <p>Mr. Dominik Forhoelter, Director, German Trade & Invest Bureau for Bulgaria, Romania and Moldova</p> <p>Mr. Dimitar Enchev, CEO, PostScriptum Venture</p>
13:00 – 13:30	<p>Fire-side Chat: The Venture Capital Perspective</p> <p>This session will provide the angle of the VC funds, and their plans and requirements towards the investees in 2025.</p> <p><u>Participants:</u></p> <p>Mr. Max Gurvits, Managing Partner, Vitosha Venture Partners, Vice-Chairman, BVCA, Moderator</p> <p><u>Participants:</u></p> <p>Ms. Ekaterina Velkova, Managing Partner, Morningside Hill Capital Management</p> <p>Ms. Zlatolina Mukova, NewVision3, Neveq I & Neveq II</p>
13:30 – 13.45	Closing Remarks & Key Takeaways