



## Balkan Venture Forum Bosnia and Herzegovina | 15 & 16 May 2014

[www.vibeproject.eu/BkVF](http://www.vibeproject.eu/BkVF)

[www.balkanventureforum.org](http://www.balkanventureforum.org)

[www.e-unlimited.com/BkVF](http://www.e-unlimited.com/BkVF)

### ABOUT THE FORUM

#### International Investors discover 40 emerging Balkan Startups

On 15 & 16 May, 2014, the 5<sup>th</sup> edition of the **Balkan Venture Forum (BkVF)** will take place at the Termag Hotel, situated in the centre of the Jahorina Mountain Olympic Ski Centre in Bosnia and Herzegovina.

At the two-day forum, up to 40 most promising startups will present their businesses to an Expert Jury of VCs, corporate investors and business angels. Added to this will be 3 Plenary Discussion Sessions, 2 Keynote speeches and a High Level Policy Meeting, including a public working session. Furthermore, marathon networking and idea sharing will go on beyond the breakout rooms, in personalised one2one meetings, over coffee in the corridors, lunch and dinner. There will be a rather hands-on and informal setting to improve collaboration, innovation and prosperity for everyone.

### ORGANIZERS



### FACTS & METRICS

- 5<sup>th</sup> edition of the BkVF
- Upcoming 40 startups filtered from over 100 applications
- 30 VCs, corporate investors and business angels
- 120 attending delegates consisting of corporate representatives, academics, industry experts, financial advisors, academics and innovation enthusiasts
- The forum is an official qualifier of the **European Venture Contest**, where the 25 % best-rated companies from the Balkan will be selected;
- The highest-rated (25%) companies receive a guaranteed place in the **European Venture Summit**, an annual finale event in December 2014 showcasing over 100 companies;
- Extensive networking opportunities to create vital relationships

### INDUSTRY SECTORS

#### ICT

Media  
Mobile services  
Software  
Electronics  
Mobile apps  
Communications  
Internet

#### Clean Tech

Wind and wave power  
Solar energy  
Energy efficiency and storage  
Water and air purification  
Biomass  
New materials and recycling  
Nanotechnology

#### Life Science

Therapeutic  
Diagnostics  
Enabling platforms  
Drug discovery  
Medtech  
E-healthcare  
Food & nutrition



## PRESENTING COMPANY

The **Balkan Venture Forum** will give the most promising companies the chance to present their businesses to international investors and thereby raise funding or engage in partnerships. Moreover the award winners will get direct access to the **European Venture Summit (EVS)**, the continent's biggest venture marketplace.

Two previous Award Winners of the Balkan Venture Forum have also been announced Award Winners of the **EVS**:

- **Ljupcho Antovski**                      **iVote**                      (BkVF - Tirana)
- **Asparuh Koev**                          **Transmetrics**              (BkVF -Sofia)

### Who should apply?

- An independent company with operational headquarters in the Balkan;
- Active in the previous mentioned industry sectors, and
- Seeking growth funding in the next 24 months.

### How should you apply:

- Complete online personal & company profile by **31 March** [www.vibeproject.eu](http://www.vibeproject.eu)
- If selected, be ready to present at the Balkan Venture Forum on 15 & 16 May, in English

### Participation is FREE-of-charge if selected!

- Prestigious presenting opportunity
- Networking with corporate contacts, VCs & fast-growing companies
- Visibility through website & Company Profile
- Get you short profile published on the VIBE-database
- Free access to a half-day **coaching session** at the [Venture Academy](#)

## VENTURE ACADEMY



On **Wednesday 14 May**, the day prior to the Forum itself, all interested companies will have the opportunity to join the **BkVF Venture Academy**. It is an effective, highly interactive half-day event aimed at helping entrepreneurs, to prepare for their pitches and meetings with investors.

Experienced coaches from the relevant industry areas will work pragmatically with the entrepreneurs in honing the selling proposition and fine-tuning business model and pitch delivery.

## ONE 2 ONE MEETINGS

An opportunity to engage in peer-to-peer networking with the investors or industry experts of your choice. From a wish-list of 10 potential One2One partners, up to 4 pre-arranged meetings will be scheduled.



## EXPERT JURY

Expert Jury evaluates and grades the presenting companies on the basis of their business potential, team, technology, competitive position, investment potential, project and presentation quality. Expert jury also acts as a selection committee prior to the forum to filter the best 40 applications through online reviews.

### Who can join the Expert Jury?

- Venture Capitalists
- Corporate Investors/representatives
- Business Angels
- Industry expert or seasoned entrepreneur

### Benefits include

FREE entrance to a 2 day Forum as a member of the Expert Jury!

- Discover 40 promising start-ups
- Free access to the business profiles of the presenting entrepreneurs prior to the event
- Visibility on the event website and at the event in the conference binder
- Get your short profile published on the VIBE-database
- One2one meetings with entrepreneurs

## HIGH LEVEL POLICY MEETING

The High-Level Policy Meeting is a closed session for senior policy representatives to discuss the topic of structuring (cross-border) financial instruments that fit for the Balkan.

## PUBLIC WORKING SESSION

The meeting will be followed by a public working session with relevant information for entrepreneurs from the region on how to gain financial support from the public and private sector.

## PROGRAMME HIGHLIGHTS

- Keynote speakers addressing burning issues
- Discussion panels offering industry insights and future trends
- Five sector-focused presentation sessions where selected entrepreneurs pitch their businesses in front of a jury of investors
- Pre-arranged One2One meetings between entrepreneurs and investors
- Plenty of time for networking during lunch, coffee breaks and drinks
- Networking dinner after day-long forum
- Venture Academy prior to the forum
- High Level Policy Meeting (HLPM)



## MORE INFORMATION

### General Information & Investor Liaison:

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### Presenting Companies & Entrepreneurs Liaison:

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## VENUE

### Termag Hotel

Poljica bb,

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*Balkan Venture Forum in Sarajevo is one of the main objectives of the SEE Programme project VIBE (Venture Initiative in Balkan Europe) and is being co-financed by European Union. VIBE is a regional eco-system accelerator that takes on the challenge of developing the innovation and entrepreneurship system in the SEE. It does this through high-impact actions that enable a key financing process for innovation and entrepreneurship, which is crucial to the development of a knowledge-based economy in the SEE region.*