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10th

INTERNATIONAL VENTURE CAPITAL FORUM

Tackling the crisis through
private equity investments



16 & 17 June 2009
Athens Hilton Hotel
Greece

TUESDAY 16 JUNE 2009

09:30 – 10:00 Registration

10:00 – 11:00 **Introduction**
Dimitrios Pazaitis - Chairman & CEO, Invest in Greece Agency

The importance of venture capital for society
Yannis Papathanasiou - Minister of Economy and Finance

Resizing the financial crisis
Nikolaos Haritakis - Vice Chairman & CEO, TANEQ

Public policy initiatives in UK. Responding to the Credit Crisis. Capital for Enterprise
Earley Rory - CEO, Capital for Enterprise

11:00 – 11:20 **Synopsis of investment activity – Regulations issues – The role of HVCA**
Vassilis Takas - President & CEO, Thermi Ventures, Vice Chairman HVCA

11:20 – 12:20 **Emerging opportunities for investments**

The current financial crisis has led to the creation of a unique investment environment in more ways than one. Investors have become more adverse to risk and companies are facing a credit crunch. As a result investment activity declined—initially. Nature, however, hates vacuums – and so do markets. Investors are now seeking out safer but still profitable investment opportunities –and these do exist. And companies are investigating the use of alternative financial instruments—and these do exist as well. Where are these new investment opportunities to be found? Which are these new financial instruments? Is private equity and venture capital industry in a position to seize the opportunity and contribute to this development, while obtaining satisfactory returns for investors?

Panel Discussion
Pantelis Vernikos - Vice Chairman & Managing Director, Alpha Ventures
Paschalis Bouchoris - Venture Partner, NBGI
Spyros Papadatos - CEO, IBG Management
Ioannis Pantousis - CEO, LogoVentures
Stavros Siokos - Chairman, Piraeus Capital
Manthos Tziamourtas - CEO, New Mellon Asset and Wealth Management
Moderator: Zois Tsolis - Journalist

12:20 – 12:45 Coffee break

12:45 – 13:45 **The crisis and its aftermath: Creative or downright destruction?**

The financial as well as the real economy crisis has had a negative impact on the financial standing and the market prospects of most companies. Identifying the multi-diverge impact of this crisis and formulating distress strategies is now essential for investment managers. What are the developments in these two interrelated fields? Where and how has this crisis impacted most? How does the market plan to assist and deal with companies already or potentially in portfolios? What are the critical characteristics of a company that is likely to survive and even become stronger after the crisis—provided it receives equity investment? Are mergers and/or acquisitions a useful instrument to overcome certain financial difficulties –mainly through the (re)establishment of economies of scale? Does “the market” consider the current situation as a great chance for realistic valuations and profitable investments? Is cherry picking harder or easier today?

Panel Discussion
Yannis Papadopoulos - CEO, Attica Ventures
Menelaos Tassopoulos - Head Private Equity, EFG
Spyros Martsekis - Director, KPMG
Spyros Trahanis - Director, Oxygen Capital
Zaharias Palexas - Managing Director, Parthenon Trust
Moderator: Charalampos Papadimitriou - Journalist

13:45 – 14:45 Lunch

14:45 – 15:00 **Entrepreneurs & Investors: Aligning Expectations to Close Deals**
Ed Frank - Founder, Boot Camp Ventures

15:00 – 15:45 **Success venture capital stories**
Panel Discussion
Markos Veremis - Chairman, Upstream
Constantine Polychronopoulos - Founder & Chief Technology Officer, Bytemobile
Moderator: Antonis Kefalas - Journalist

15:45 – 16:45 **Time for partnerships**

Greece is a relatively small and inward looking country. Does it offer significant potential for investments – and if yes of which kind? Are the financial instruments in place considered to be adequate for modern business? Do we witness encouraging initiatives both from the private and the public sector but, we fail to measure their effectiveness and their positive impact on the entrepreneurial community or not? Is part of the problem that everyone in Greece has adopted a “go it alone” attitude? Are conditions conducive for an effort to streamline interests? Collaborate in order to create multiple opportunities built on the totality of each separate and unique expertise. Would such a development offer new and multidimensional focuses?

Panel Discussion
Christos Tsangos - CEO, Microsoft Hellas
Vassilios Makios - General Director, Corallia Clusters Initiative
Nikolaos Haritakis - Vice Chairman & CEO, TANEQ
Nikos Domenikos - Chairman, TEMPME
Yannis Tsakiris - Head of SE Europe RBD, European Investment Fund
Vassilis Tsakalos - Coordinator, PRAXI/HELP-FORWARD Network
Moderator: Eleftherios Stavropoulos - Special Secretary for Competitiveness, EPAN

16:45 – 17:00 **Supporting entrepreneurship**
Kostis Hatzidakis - Minister of Development

17:00 – 17:30 Coffee break

17:30 – 18:30 **Easy steps for an SME to overcome crisis**
Seminar
Sponsored by KPMG

18:30 – 19:30 OpenCoffee session

WEDNESDAY 17 JUNE 2009

09:00 – 20:00 Prearranged bilateral business meetings
(by invitation only)