

Workshop on Investment Readiness of Innovation Projects in South East Europe

ZAGREB

4-5 July 2018

Venue:

**Faculty of Mechanical Engineering and
Naval Architecture, University of Zagreb**



WORKSHOP ON INVESTMENT READINESS OF INNOVATION PROJECTS IN SOUTH EAST EUROPE

Wednesday 4 July 2018 Overview

08:30 - 09:00	Registration and welcome coffee
09:00 - 10:00	Opening speeches
10:00 - 10:20	Presentation of the workshop's position paper on investment readiness
10:20 - 11:40	Addressing Investment Readiness Gaps
11:40 - 12:00	Coffee break
12:00 - 13:15	Implementing the Scaling-Up Process
13:15 - 14:15	Midday break
14:15 - 15:30	Financial (and other) Instruments for supporting Scale-ups
15:30 - 16:45	How to build up capacities setting the ground for successful scaling-up
16:45 - 17:15	Coffee break
17:15 - 18:15	Open Discussion on Instruments for Scale-Ups in the Western Balkans region
18:15 - 19:00	Lab Tour, Faculty of Mechanical Engineering and Naval Architecture
20:30 - 22:00	Gala Dinner



OPENING SPEECHES

Wednesday 4 July 2018

From 9:00 to 10:00

Dubravko Majetić, *Vice-Dean for Science and Dean-elect, Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb*

Tome Antičić, *State Secretary for Science and EU Funds, Ministry of Science and Education, Croatia*

Vjeran Vrbanc, *President of the Management Board, Croatian Agency for SMEs, Innovations and Investments (HAMAG-BICRO)*

Mirka Jozić, *Head of the City Office for Economy, Energetics and Environment Protection, City of Zagreb*

Sanja Damjanovic, *Minister of Science, Montenegro*

Viktor Nedović, *Assistant Minister in charge of international cooperation and European integration* & **Saša Lazović**, *Assistant Minister in charge of technological development, technology transfer and innovation system, Ministry of Education, Science and Technological Development, Serbia*

Stefano Fantoni, *President, European Science Open Forum Trieste 2020*

Charlina Vitcheva, *Deputy Director-General, Directorate-General Joint Research Centre, European Commission*



PRESENTATION OF THE WORKSHOP'S POSITION PAPER ON INVESTMENT READINESS

Wednesday 4 July 2018

From 10:00 to 10:20

Investor Readiness in the Western Balkans: challenges, opportunities and practical experiences (by DG JRC with EU4TECH Consortium)
Andrea Basso, *MITO Technology*



ADDRESSING INVESTMENT READINESS GAPS

Wednesday 4 July 2018

From 10:20 to 11:40

Moderator: Dr. Zdenko Franić, *Institute for Medical Research and Occupational Health and Member of JRC Board of Governors*

Vedrana Jelusic Kasic, *Director for Croatia, Slovenia, Hungary and Slovakia, European Bank for Reconstruction and Development (EBRD)*

Todor Milchevski, *Private Sector Specialist, World Bank*

Pablo Millan, *Head of Division, Mandate Management Equity, European Investment Fund (EIF)*

Riccardo Honorati Bianchi, *International and European Affairs Senior Advisor, CDP-Cassa Depositi e Prestiti*

Atanas Kochov, *Faculty of Mechanical Engineering University St Cyril and Methodius of Skopje*

Paris Kokorotsikos, *Chairman & CEO, Euroconsultants SA / Member of the Board of Directors, i4G Incubator, Thessaloniki, Greece*

This panel aims at presenting ongoing policy initiatives that directly or indirectly support the growth and scaling up of European technology-based enterprises.



IMPLEMENTING THE SCALING-UP PROCESS

Wednesday 4 July 2018

From 12:00 to 13:15

Moderator: Petra Karanikić, *Head of TTO, University of Rijeka*
Assistant Professor, Department of Biotechnology, University of Rijeka

Vlatka Petrovic, *Head of TTO, University of Zagreb*

Ivona Jerković, *Senior Analyst, Support innovation system Unit, Croatian Agency for SMEs, Innovations and Investments (HAMAG-BICRO)*

Stephen Taylor, *Director, Innovation and Complex Systems Department, AREA Science Park, Trieste*

Gordana Danilovic Grkovic, *Acting Director, Science Technology Park Belgrade*

Bojan Jerbić, *Department of Robotics and Production System Automation, Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb*

The goal of this panel is to share experiences among the various enablers of the innovation ecosystem, as well as to gather insight from practitioners on what are the mechanisms for successfully supporting the scaling-up of early stage companies.



FINANCIAL (AND OTHER) INSTRUMENTS FOR SUPPORTING SCALE-UPS

Wednesday 4 July 2018

From 14:15 to 15:30

Moderator: Ivan Fischer, Editor in Chief, Novac.hr

Mislav Jurišić, Head of Grants Division – Research, Development and Innovation Access to Finance, Croatian Agency for SMEs, Innovations and Investments (HAMAG-BICRO)

Stefan Tzalov, Investment manager, European Investment Fund (EIF)

Domagoj Oreb, Partner, South Central Ventures, Regional Fund through the Enterprise Innovation Fund (ENIF)

Luigi Amati, Chairman, Business Angels Europe

Josip Josipović, Director EU funds and special financing arrangements, Unicredit Zagrebačka banka

This panel will explore those instruments that support scaling-up and linking Proof of Concept to later stages of development.



HOW TO BUILD UP CAPACITIES SETTING THE GROUND FOR SUCCESSFUL SCALING-UP

Wednesday 4 July 2018

From 15:30 to 16:45

Moderator: Dario Miočević, *Faculty of Economics, Business and Tourism, University of Split*

Ernest Vlacic, *Novamina d.o.o., The national innovation ecosystem*

David Smith, *Managing Director, Ruđer Bošković Institute*

Jernej Pintar, *Community Creator/Builder, Technology Park Ljubljana*

Andrea Basso, *Representative of the EU4TECH Project (Technology Transfer Capacity Building in the Western Balkans), Component on Investment Readiness*

Goran Krajačić, *Head of international cooperation committee (Smart specialisation and EU Funds for Innovation), Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb*

Barbara Salopek, *CEO, VINCO -Norway*

The aim of this panel session is to explore various difficulties and come up with solutions based on practitioners' experience on building capacities for scaling-up



OPEN DISCUSSION ON INSTRUMENTS FOR SCALE-UPS IN THE WESTERN BALKANS REGION

Wednesday 4 July 2018

From 17:15 to 18:15

Moderator: Elena Andonova, *Policy Officer, Directorate-General Joint Research Centre, European Commission*

Bruno Radojica, *Head of Unit - Research, Development and Innovation Support Measures, Sector for Innovation Policy, Directorate for Investment, Industry and Innovation, Ministry of Economy, Entrepreneurship and Crafts (MINGO), Croatia*

Ivan Rakonjac, *Managing Director, Innovation Fund, Serbia*

Tanja Ilijevska, *Associate for implementation of programs, Fund for innovation and technology development, The former Yugoslav Republic of Macedonia*

Ivan Rakonjac, *Managing Director, Innovation Fund, Serbia*

Darko Petrušić, *Director-General, Ministry of Science, Montenegro*

Ammar Miraščija, *Head of Department for Science, Ministry of Civil Affairs, Bosnia and Herzegovina*

Fis Malesori, *VentureUP, University of Prishtina, Prishtina*

Open discussion introduced by a panel consisting of experienced practitioners, policy makers, funders and other relevant stakeholders outlining possible options.



WORKSHOP ON INVESTMENT READINESS OF INNOVATION PROJECTS IN SOUTH EAST EUROPE

Thursday 5 July 2018
Overview

08:30 - 09:00 Registration

09:00 - 09:30 Keynote speech

09:30 - 10:30 Real case studies

10:30 - 11:00 Coffee break

11:00 - 12:30 Start-up Ecosystem in South East Europe: Challenges and Opportunities

12:30 - 13:00 Closing session

13:00 - 14:00 Midday break

Student Innovation Exhibition



KEYNOTE SPEECH

Thursday 5 July 2018

From 09:00 to 09:30

Michela Magas, *Founder, Music Tech Fest (SE)/Croatian Cultural Alliance (HR)*



REAL CASE STUDIES

Thursday 5 July 2018

From 09:30 to 10:30

Moderator: Nina Anticic, *Director of Centre for Technology Transfer, Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb, Croatia*

Branka Zlatkov, *CEO, Genos Glycoscience Ltd.*

Mate Knezović, *CFO & Strategic Partnerships, Agrivi Ltd.*

Jeta Zagragja, *Chief Business Development Officer, Cactus J.S.C.*

Bojan Pećnik, *CEO, Hipersfera*

This panel consists of entrepreneurs and spin-out managers who will share their experiences, opportunities and challenges when starting up companies.



START-UP ECOSYSTEM IN SOUTH EAST EUROPE: CHALLENGES AND OPPORTUNITIES

Thursday 5 July 2018

From 11:00 to 12:30

Moderator: Eva Baltar, *Policy Officer, Directorate-General Joint Research Centre, European Commission*

Tome Antičić, *State Secretary for Science and EU Funds, Ministry of Science and Education, Croatia*

Matijana Jergović, *Head of Risk Assessment and Logistics Division, Andrija Stampar Teaching Institute of Public Health*

Dan Enache, *Head of CTTM - Center for Technology, Transfer and Marketing, IFIN-HH, Romania*

Robert Bush, *Investor and Advisor to technology companies*

Renzi Fabrizio, *Director of Technology, University and Research, IBM*



CLOSING SESSION

Thursday 5 July 2018

From 12:30 to 13:00

Giancarlo Caratti, *Head of Unit, Intellectual Property and Technology Transfer, Directorate-General Joint Research Centre, European Commission*

Nina Anticic, *Director of Centre for Technology Transfer, Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb, Croatia*

