WELCOME TO THE THIRD CEE IMPACT DAY

WE ARE HERE TO CELEBRATE IMPACT INVESTING FOR BLENDED VALUE.

This day is about the power of investment strategies that generate financial return and improve social and environmental conditions. Call it the perfect mix – or Wiener Melange, as we do here in town.

The idea of impact investing is increasingly appealing for both social ventures and investors in Central and Eastern Europe.

However, to achieve the perfect mix, the sector still needs to develop the right recipes. Financing solutions and innovative business models need to blend well together. The ecosystem has to be developed further to support the diverse needs of entrepreneurs creating impact.

This is why, today, at the third CEE Impact Day, we want to provide space for the diversity of this sector, from private and institutional investors to entrepreneurs and all the supporting organizations between them.

You can expect different session formats and exciting locations that enhance deep conversations and support best practice sharing.

We would like to thank our partner organizations OeKB, ERSTE Bank and Toniic for sharing our ambition and co-hosting this day with us.

WE ARE LOOKING FORWARD TO AN EXCITING DAY!

MAY THE PERFECT BLEND BE WITH YOU.

WE ARE HERE TO CELEBRATE IMPACT INVESTING FOR BLENDED VALUE.
CONTRIBUTORS

AC & FRIENDS
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BUSINESS ANGELS
MICHAEL ALTRICHTER
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ERSTE BANK
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NEW VENTURE SCOUTING
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WILLOW INVEST
STEPHEN BRENNIKMEIJER

WWF
PAUL CHATTERTON

INVESTMENT READY PROGRAM
ALEXIS EREMIA
LENA GANSTERER
NIKOLAUS HUTTER
CLEMENS STIFT

VENUE:
ERSTE BANK

BREAK-OUT SESSIONS 1 – 3

BREAK-OUT SESSION

1
INTRODUCTION TO IMPACT INVESTMENT

Impact investing is bridging the world of investing for profit and for desired social and environmental outcomes and is attracting a diverse group of impact investors. But how did this growing sector emerge? What is impact investment and what is it not? What are best-case practices? What does it mean to be an impact investor and how is it relevant for you? These and more questions will be answered in this introductory session to impact investment, hosted by seasoned impact investors.

1 / JULIA BALANDINA JAQUIER
FOUNDER JBJ CONSULT

Impact investment expert and founder of JBJ Consult, advising major high net worth families, private foundations, the Swiss Government and international banks. / guidetoimpactinvesting.net

2 / STEPHEN BRENNIKMEIJER
FOUNDER & PRINCIPAL
WILLOWS INVESTMENTS

Seasoned impact investor Chairman of the Social Stock Exchange and serving on the Board of several organisations e.g.: responsAbility, Grassroots Business Fund. / willows.uk.com
Crowdfunding and Crowdfunding are democratizing capital and offer new opportunities for (social) entrepreneurs and investors. Oliver Gajda will give a short overview of the European Crowd-funding activities and developments and how it is used to fuel the impact economy. Hosted by Valentin Kassin, OeKB, the purpose of this session is to bring together different stakeholders (banks, investors & social enterprises) and discuss the next developments.

**3 / OLIVER GAJDA MSC.**
Co-Founder
**EUROPEAN CROWD-FUNDING NETWORK**
Co-Founder and Chairman of the European Crowdfunding Network. / europeccrowdfunding.org

**4 / VALENTIN KASSIN**
OeKB – OESTERREICHISCHE KONTROLLBANK AKTIEN-GESellschaft CAPITAL MARKET SERVICES
Specialist in Business Analysis and Risk Management. Providing assistance to OeKB’s idea of supporting Crowdfunding. / oekb.at

**5 / KAROL SACHS**
Advisor of the Chairman
**CRÉDIT COOPÉRATIF**
Honorary Chairman of European Federation of Ethical and Alternative Banks – FEBEA. / credit-cooperatif.coop

**6 / MICHAL RADZIWILL**
CEO TISE
TISE is a Social and Economic Investment company and the only Polish representative in the European Federation of Ethical and Alternative Banks. / tise.pl
AGENDA

10:00 OPENING REMARKS
MICHAEL SASSE, OeKB

10:05 KEYNOTE
Insights into practices of action-oriented impact investors and the global impact investment sector
CHARLY KLEISSNER, Toniic

10:30 IMPACT INVESTMENT ESPRESSO TALKS
Sharing of different experiences from investors, intermediaries, entrepreneurs
LISA KLEISSNER, Toniic
STEPHAN DERTNIG, Business Angel
FRANZ-KARL PRÜLLER, ERSTE Foundation
and more

10:45 Impact Investment in Practice
Live interviews on stage with active impact investors
JULIA BALANDINA JAQUIER, JBJ Consult
MICHAEL ALTRICHTER, Business Angel
CHRISTOPHER GRABHER, AC&Friends
and more
Moderated by MORIZ PIFFL, Gebrüder Stitch

11:00 Break-out Sessions

14:00 BREAK-OUT SESSIONS

1. INTRODUCTION TO IMPACT INVESTMENT
JULIA BALANDINA JAQUIER, JBJ Consult
STEPHEN BRENNIKMEIJER, Willow Invest

2. CROWDINVESTING FOR IMPACT
OLIVER GAJDA, European Crowdfunding Network
VALENTIN KASSIN, OeKB

3. IMPACT BANKING
KAROL SACHS, Credit Cooperatif
MICHAL RADZIWILL, TISE

4. INVESTING IN ENVIRONMENTAL IMPACT
WERNER WUTSCHER, New Venture Scouting, AAIA
PAUL CHATTERTON, WWF

5. GOING ALL IN – THE 100 % NETWORK
CHARLY KLEISSNER, Toniic

6. EARLY STAGE IMPACT INVESTMENT – THE ROLE OF BUSINESS ANGELS
LISA KLEISSNER, Toniic

16:00 KEYNOTE
PETER BOSEK, Member of the Board, ERSTE Bank

16:15 PANEL DISCUSSION & WORKING SESSION
Finding solutions for more impact

17:45 CLOSING ADDRESS
LISA KLEISSNER, Toniic

18:00 NETWORKING

18:45 INVESTMENT READY COMMUNITY CELEBRATION
Awards & Graduation of the third Investment Ready Academy Cohort
BREAK-OUT SESSION

4 INVESTING IN ENVIRONMENTAL IMPACT

Investing in environmental impact (agriculture, energy, other climate related areas, sustainable consumer goods): Werner Wutscher and Paul Chatterton will kick-off a discussion to learn what challenges and opportunities in the environmental sector are. Is there a best way to bring these sectors to the next level and to drive social and economic development?

7 / WERNER WUTSCHER
CEO NEW VENTURE SCOUTING
Business Angel and expert in sustainability, retail and green tech. / nvs.co.at

8 / PAUL CHATTERTON
DEPUTY LEADER OF FOREST & CLIMATE WWF
Thoughtleader in environmental issues, specialist in scalable solutions for low carbon development and environmental sustainability. / wwf.panda.org

BREAK-OUT SESSION

5 GOING ALL IN – THE 100% NETWORK
(FOR ADVANCED INVESTORS)

Seasoned impact investor Charly Kleissner is not only the founder of many initiatives like Toniic that foster the development of impact investment, he has also recently launched The 100% Network: a group of investors who aim to invest 100% of their portfolio in impact across all asset classes. Learn from Charly how this is possible and what it means to rethink modern portfolio theory.

9 / CHARLY KLEISSNER
CO-FOUNDER KL FELICITAS FOUNDATION, THE 100% NETWORK & TONIIC LLC
Pioneering international impact investor and philanthropic entrepreneur, serving on several advisory boards, e.g. Acumen Capital Markets and Impact Hub. / toniic.com
BREAK-OUT SESSION

6 EARLY STAGE IMPACT INVESTMENT – THE ROLE OF BUSINESS ANGELS

Early stage impact investment is crucial in order to support innovative social ventures and ultimately to advance the whole impact investment sector. Business angels play an important role for this segment and even the European Business Angel Network (EBAN) has created its own Impact Investment Committee. The aim of this session is to gather collaborative efforts and discuss good case practices amongst each other.

SELECTED VENTURES

from the INVESTMENT READY PROGRAM

CONSULTACLICK (RO), DAJDAJ (RS), ETRI (SI), FRAGNEBENAN (AT), IMAGINECARGO (CH), MARIJA HAND MADE (RS), SPENDLESS ENERGY (SI), TALENTIFY (AT), ZADRUGA DOBROTE (SI), ZERO WASTE JAM (AT)

10 / LISA KLEISSNER
PRESIDENT KL FELICITAS FOUNDATION, CO-FOUNDER TONIIC LLC & SOCIAL IMPACT INTERNATIONAL

Expert on leveraged and holistic approaches to philanthropy and impact investing, supports social entrepreneurs to grow economically sustainable. / toniic.com
INVESTMENT READY PROGRAM (IRP) is an accelerator program for social entrepreneurs from Central and Eastern Europe aiming to scale their ventures. / investment-ready.org

OESTERREICHISCHE KONTROLLBANK AKTIENGESELLSCHAFT (OeKB) is Austria’s main provider of financial and information services to export industry and the capital market. OeKB offers a wide range of specialised services to companies in all sectors, including financial institutions and Austrian government agencies. OeKB acts as a central hub in the markets, operating impartially and in accordance with its sustainability policy. / oekb.at

ERSTE BANK DER OESTERREICHISCHEN SPARKASSEN AG, together with the Sparkassen, forms one of the largest banking groups in Austria. In the core business areas – depositing and lending – emphasis is put on private customers, business customers and public authorities. Erste Bank Oesterreich is the leading institution for the Austrian Sparkassen. / sparkasse.at/erstebank

TONIIC is an international impact investor network promoting sustainable global economy by investing in entrepreneurs, enterprises and funds seeking to change the world for the better. / toniic.com