June 30, 2016
Vienna / Austria

5 YEARS

CEE IMPACT DAY
WELCOME TO THE FIFTH CEE IMPACT DAY

We are here to celebrate impact investing.

In celebration of the CEE Impact Day’s 5th anniversary, we will reflect on where the impact community has come to and where we are likely to head to in the years to come. We will also delve deeper into tools for impact investing, impact sectors and sub-regions in CEE — mirroring how the community is developing, while continuously welcoming new members.

More than ever, we invite you to connect at an eye-to-eye level and work on solutions together, hand-in-hand.

Today is about you: participants and members of the community. It is about a growing movement, and about finding and financing solutions to “accelerate progress towards a sustainable and inclusive world”.

We thank our partners OeKB, ERSTE Bank, our content partners and contributors for their continued support and engagement!

Let us celebrate the 5th anniversary of this forum and connect around a common vision.

Have an impactful day!
The break-out sessions are designed as roundtable discussions between representatives of each respective sector and interested participants. The purpose is to enhance understanding, collaboration and innovation through best case practice sharing, inquiry and dialogue.

1 ECOSYSTEM IN THE DANUBE REGION

CHALLENGES AND OPPORTUNITIES FOR IMPACT FINANCE IN THE DANUBE REGION

The Danube Region spreads across 14 countries, nine of which are EU members. Diverse in their political and economic developments, all these countries share common patterns when it comes to challenges and opportunities for social enterprise and impact finance.

As the home to numerous committed, innovative, purpose-oriented and entrepreneurial individuals, the region is witness to the dynamic rise of social enterprise. A support ecosystem is emerging, best practices are spreading and networks are developing. At the same time, the for-profit impact finance field is nascent at best.

Through the lenses of Reach for Change and other relevant players, we will zoom in on the developments and prospects of the region.

HOSTED BY:
TATIANA BURMISTROVA, REACH FOR CHANGE / HANNA SCHNEIDER, WIEN / IMPACT HUBS IN THE REGION
2 **PAY-FOR-SUCCESS — SOCIAL IMPACT BONDS**

ARE PAY-FOR-RESULTS STRUCTURES A VIABLE OPTION TO FUND SOCIAL OUTCOMES IN CEE?

Since the introduction of the first Social Impact Bond (SIB) in the UK six years ago, governments throughout the CEE region have been familiarizing themselves with the concept and considering similar solutions. Last September, the first SIB was launched in Austria, with the aim to empower women affected by violence in Upper Austria. While it is too early to evaluate its impact, we will discuss whether SIBs have the potential to be replicated in other countries.

**HOSTED BY:**
FRANZ KARL PRÜLLER, ERSTE FOUNDATION / ULI GRABENWARTER, EUROPEAN INVESTMENT FUND / EVA MIKLAUTZ, AUSTRIAN MINISTRY OF LABOUR, SOCIAL AFFAIRS & CONSUMER PROTECTION

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3 **MOBILISING PRIVATE CAPITAL**

HOW CAN PRIVATE CAPITAL ADVANCE IMPACT INVESTING IN THE CEE REGION?

Impact investing as an investment approach that was started by visionary investors wanting to align their investments with their values. Initially, these were largely private investors and family offices — principal capital with control over the investment strategy.

Around the globe, more and more investors want to follow this approach and align their capital with their vision. This session explores how to do this — what approaches, structures and strategies are available, which are suitable, how to measure impact, and where to find like-minded peers with whom to collaborate, share and learn.

**HOSTED BY:**
EWKA KONCZAL, EUROPEAN VENTURE PHILANTHROPY ASSOCIATION (EVPA)/ CHARLY KLEISSNER, 100% NETWORK

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4 **IMPACT BANKING**

WHAT ROLE ARE BANKS PLAYING IN THE IMPACT FINANCE FIELD?

Many social ventures and non-profits’ funding needs are cases for bank finance, especially working capital loans. However, like in the SME lending field, bank finance for social ventures and non-profits in CEE is extremely hard to access. However, several mainstream banking players — from Poland over Austria to the Balkans — are active in the space and experimenting with new models.

Beyond lending, banks are also playing a role in structuring products (e.g., social bonds), or mobilizing private clients’ assets for impact-oriented products. How can banks help to mainstream impact finance?

**HOSTED BY:**
GÜNTER BENISCHEK, ERSTE BANK

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5 **EMERGING IMPACT FUNDS?**

VENTURE CAPITAL IS AN ESTABLISHED SOURCE OF FINANCE IN EUROPE, AND HAS BEEN GROWING IN CEE. HOWEVER, NOT IN THE IMPACT SPACE — WHY?

Venture capital for start-ups is now an established form of funding in Europe and has been growing in the CEE region recently. Players in CEE like Speedinvest (AT) and Neulogy Ventures (SK) are now established players and are embedded in start-up ecosystems around them. Both in the technology and impact space, start-ups are emerging and growing at an increasing rate.

At the same time as impact funds are growing in number in Western Europe (France, UK, Spain, Italy, Benelux), there is limited fund launch activity in CEE despite targeted efforts by the EIF. In this session, we explore the reasons and possible solutions.

**HOSTED BY:**
CYRIL GOUIFFES, EUROPEAN INVESTMENT FUND / MICHAEL SCHUSTER, SPEEDINVEST
**AGENDA**

**JUNE 29**
17:30 PRE-CONFERENCE DINNER

**JUNE 30**
10:00 CONFERENCE DAY

**18:30 DINNER & KEYNOTES**
ANGELIKA SOMMER-HEMETSBERGER, OEKB
ULI GRABENWARTER, EUROPEAN INVESTMENT FUND (EIF)
CHARLY KLEISSNER, TONIIC, KL FELICITAS FOUNDATION, 100% NETWORK

**10:00 WELCOME & KEYNOTES**
ALEXIS EREMIA & LENA GANSTERER, IMPACT HUB VIENNA
ULI GRABENWARTER, EUROPEAN INVESTMENT FUND (EIF)
EWA KONCZAL, EUROPEAN VENTURE PHILANTHROPY ASSOCIATION (EVPA)
CORNELIUS PIETZNER, ALTERRA IMPACT FINANCE

**10:45 BREAK-OUT SESSIONS: REGION I, INVESTMENT TOOLS & STRATEGIES**
1. ECOSYSTEM IN THE DANUBE REGION
Hosted by REACH FOR CHANGE
2. PAY-FOR-SUCCESS—SOCIAL IMPACT BONDS
Hosted by ERSTE FOUNDATION
3. MOBILISING PRIVATE CAPITAL
Hosted by EUROPEAN VENTURE PHILANTHROPY ASSOCIATION (EVPA)
4. IMPACT BANKING
Hosted by ERSTE BANK
5. EMERGING IMPACT FUNDS?
Hosted by EUROPEAN INVESTMENT FUND (EIF)

**12:15 EXCHANGE**

**12:30 LUNCH — MEET THE VENTURES**

**13:30 BREAK-OUT SESSIONS: IMPACT TOPICS, REGION II**
6. CLIMATE CHANGE & SUSTAINABILITY
Hosted by KIC INNOENERGY, CLIMATE AND ENERGY FUND
7. TECH-4-GOOD
Hosted by TECNET EQUITY
8. MIGRATION & INTEGRATION
Hosted by IMPACT HUB VIENNA
9. AGRICULTURE & FOOD
Hosted by ALTERRA IMPACT FINANCE
10. ECOSYSTEM IN THE WESTERN BALKANS
Hosted by AUSTRIAN DEVELOPMENT AGENCY (ADA)

**14:45 REFRESHMENT BREAK**

**15:00 WHERE WE’VE COME SO FAR & WHERE WE’RE HEADING TO**
A dialogue between CHARLY KLEISSNER, TONIIC, KL FELICITAS FOUNDATION, 100% NETWORK & ANDREAS TREICHL, ERSTE GROUP BANK AG
Moderated by CORINNA MILBORN, PULS 4

**17:00 CEE IMPACT DAY—5 YEAR ANNIVERSARY**

**18:00 NETWORKING & AFTER-PARTY**

**JUNE 29**
17:30 ARRIVAL & REGISTRATION

**JUNE 30**
12:00 NETWORKING & AFTER-PARTY
6 CLIMATE CHANGE & SUSTAINABILITY

HOW TO SOLVE CLIMATE CHANGE AND OTHER SUSTAINABILITY CHALLENGES THROUGH BUSINESS?

The UN Climate Change conference in Paris last December was celebrated as a success. Yet it was only the start. Governments, businesses and citizens now need to go about changing what energy sources and how much energy to use. Undoubtedly, this poses many challenges but also creates opportunities. Which are the most promising ones? How are social ventures tapping into them? And what future government support can we expect? How can innovative startups and ideas boost the energy revolution we need to become a sustainable society?

HOSTED BY:
MACIEJ MAJCHROWICZ, KIC INNOENERGY / CHRISTOPH WOLFS-EGGER, CLIMATE AND ENERGY FUND

VENTURES: AWATTAR / ICONIC / WOHNWAG-ON / ERDBEERWOECHEN

7 TECH-4-GOOD

APPLYING THE ‘DIGITAL REVOLUTION’ TO DOING GOOD

The omnipresence of smartphones paired with cloud computing, big data and the Internet have changed the way we communicate, work and produce. Digital technology is now even changing how health services and education are delivered. Technology can lead to a more inclusive world, but also poses environmental (and sometimes social) concerns.

In this session, we will discuss the potential for digital technology to deliver more “good”. What are the opportunities and limits? How can the downsides to technology be addressed and what is the key to success?

HOSTED BY:
THOMAS ECKER, TECNET EQUITY

VENTURES: COMPURITAS / FRAGNEBAN / ECOGOTCHI / FEELIF / ROBO WUNDERKIND

8 MIGRATION & INTEGRATION

WHAT CAN SOLUTIONS FOR SUCCESSFUL INTEGRATION LOOK LIKE?

Europe’s governments are struggling to devise coordinated and coherent policies towards migration and integration – issues are arising, which are leading to political tensions. Yet some entrepreneurs have spotted opportunities in this environment to create win-win outcomes. They have found means and business models that provide solutions to some of the challenges posed by migration. But what are the biggest challenges? What solutions work already? How can we scale them up?

HOSTED BY:
GEORG SCHÖN, ASHOKA / MIRIAM MLČZOCH, CARITAS / MARIE-THERES PRANIESS, DELOITTE / MATTHIAS REISINGER, IMPACT HUB VIENNA / TÜLAY TUNCSEL, VIENNA BUSINESS AGENCY

VENTURES: MAGDAS HOTEL / REFUGEESWORK.AT / YOUUNITED CULTURES

9 AGRICULTURE & FOOD

WE ARE WHAT WE EAT — IMPACT OPPORTUNITIES IN AGRICULTURE SUSTAINABLE AND FOOD CHAINS

What we eat and where it comes from has a huge impact on our environment. Food production and transport often involves the use of pesticides, combustion of fossil fuels, and touches sensitive issues like fair prices, genetic manipulation or overproduction/undersupply. More conscious businesses (and consumers) are increasingly turning to local production and consumption, investing in organic agriculture and/or cleaning up their supply chains, among others. Is that enough though? What are the challenges to get society at large to consume sustainably produced and sourced food? How can we minimize the negative footprint and integrate positive impact, both social and ecological, into our food chain?

HOSTED BY:
CORNELIUS PIETZNER, ALTERRA IMPACT FINANCE

VENTURES: HELGA / HUT & STIEL / LEBENSGUT MITEINANDER / PONNOD / ZELENOO.COM
10 ECOSYSTEM IN THE WESTERN BALKANS

THE NEW FRONTIER FOR IMPACT INVESTING IN EUROPE?

The Western Balkans (WB) is a neologism coined to describe the countries of Albania, Bosnia & Herzegovina, Kosovo, Republic of Macedonia, Montenegro and Serbia—a region in a state of transition for more than a decade. Considerable success has already been achieved in the course of democratization, economic sustainability, legal reforms and education, however much still remains to be done. Join this session to learn about the challenges and the potential for sustainable regional development in WB, and about the role social entrepreneurship and impact investing can play in developing the region.

HOSTED BY:
GUNTER SCHALL, AUSTRIAN DEVELOPMENT AGENCY / BISTRA KUMBAROSKA, IMPACT HUB VIENNA / DANIEL NOWACK, YUNUS SOCIAL BUSINESS / IMPACT HUBS IN THE REGION

SELECTED VENTURES

from the INVESTMENT READY PROGRAM, the IMPACT HUB SCALING PROGRAM, the GREENSTART PROGRAM and other Impact Hub Incubation Programs

AWATTAR, COMPURITAS, ECOGOTCHI, ERDBEERWOCHEN, FEELIF, FRAGNEBENAN, HELGA, HUT & STIEL, ICONIC, ISS MICH!, LEBENSGUT MITEINANDER, MAGDAS HOTEL, PONNOD, REFUGEESWORK.AT, ROBO WUNDERKIND, WOHNWAGON, YOUNITED CULTURES, ZELENOO.COM
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

ERSTE FOUNDATION invests in the development of societies in Austria, Central and South Eastern Europe.

erstestiftung.org

REACH FOR CHANGE is a non-profit organisation founded by the Kinnevik Group and Sara Damber to improve children’s lives.

reachforchange.org

CLIMATE AND ENERGY FUND is an impulse giver and innovation booster for sustainable energy technologies relevant to the climate.

klimafonds.gv.at

TECNET EQUITY is an investment fund from Lower Austria that supports business ideas, innovations and technologies from seed to start up stage.

tecnet.at

The AUSTRIAN DEVELOPMENT AGENCY (ADA) is in charge of implementing all bilateral projects and programmes of the Austrian Development Cooperation (ADC).

entwicklung.at/en

FOOD AND BEVERAGES PROVIDED BY: