WELCOME TO THE SIXTH CEE IMPACT DAY
We are here to celebrate impact investing.

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In keeping with its 6-year tradition, the CEE Impact Day 2017 is about equipping our community of change pioneers with the tools, insights and support networks they need in order to scale impact.

Sharing best practices, learning from each other’s mistakes and engaging with international thought leaders will prepare us to be better agents of positive and impactful change.

Understanding the key challenges and opportunities within our region and positioning them within global trends will help chart the path for future action.

Celebrating the region’s diversity and forging solid connections among its stakeholders will strengthen the impact ecosystem in Central and Eastern Europe.

So let us join forces to harness the region’s impact potential and approach each other with an open mind and heart.

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

Have an impactful day!

OUR CONTRIBUTORS

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INTRODUCTION
THURSDAY
JUNE 22
Investor-only tracks and dinner at OeKB

A half-day of investor-only workshops delivered by international experts and practitioners

Location: OeKB, Strauchgasse 3, 1010 Vienna

INVESTOR AGENDA

13:30 Welcome and registration

14:00

Getting into impact investing
Why bother with impact investing?
with Rodney Schwartz (CEO and Founder of ClearlySo)

Impact investing deep dives
How to start an impact investing fund
with Cyril Gouiffes (Investment Manager, European Investment Fund) and Johannes Weber (Founder, Ananda Ventures)

Managing complexity
Impact Management - overview and workshop for practitioners
with Charly and Lisa Kleissner (Founders, Toniic, 100% Impact and KL Felicitas Foundation)

16:30

Instruments for a new world: hybrid finance
with Markus Freiburg (Founder and Managing Director, FASE) and Adrian Fuchs (Transaction Manager FASE)

Exit strategies for impact investors
with Wolfgang Spiess-Knaf! (Managing Director Next Generation Impact) and Rodney Schwartz (CEO and Founder, ClearlySo)

When the worst case scenario happens: how to deal with a business hitting rock bottom
with Moriz Piffl (Founder Gebrüder Stitch) and Nick Pöschl (Impact Business Angel)

18:30 Investor-only dinner
hosted by OeKB

Welcome by Impact Hub Vienna and OeKB
Keynotes by Paul Chatterton (Founder and Lead, Landscape Finance Lab, WWF) and Matteo Landi (Industrial development and youth employment expert, UNIDO)
Instruments for a new world: hybrid finance
with Markus Freiburg (Founder and Managing Director, FASE) and Adrian Fuchs (Transaction Manager FASE)
FASE (the Financing Agency for Social Entrepreneurship) will delve into how and why hybrid finance models respond to the needs of social enterprises and can help them scale their impact. Building on several real-life transactions conducted by FASE (e.g. Discovering Hands), you are invited to engage in a conversation about best practices and lessons learned.

How to start an impact investing fund
with Cyril Gouiffes (Investment Manager, European Investment Fund) and Johannes Weber (Founder, Ananda Ventures)
In this panel we will explore how to start an impact investing fund and what it takes to get institutional investors on-board. Cyril Gouiffes from EIF will share his experience from the Social Impact Accelerator, a recently implemented impact funds-of-funds. He will present new products by EIF to support the growth of the European impact investment scene. Johannes Weber from Ananda Ventures will share his experience in starting one of the first impact funds in Germany.

Exit strategies for impact investors
with Wolfgang Spiess-Knafi (Managing Director Next Generation Impact) and Rodney Schwartz (CEO and Founder, ClearlySo)
What comes next? In this session we dive into the question of exit strategies. Wolfgang Spiess-Knafi will present two proprietary datasets: one that includes 342 social investments and one that covers 19 intersectoral acquisitions. Rodney Schwartz, who has had a hand in several successful impact investments (e.g. The Body Shop), will also add his thoughts on adequate exit strategies.
MANAGING COMPLEXITY IN IMPACT INVESTING

As their portfolios grow, impact investors are faced with a number of complex challenges. From dealing with difficult decisions when the worst case scenario becomes reality, to measuring and consolidating impact across different asset classes, to building a 100% impact portfolio - this session will prepare you to grow your impact investing activities in breadth and in depth.

Impact Management - overview and workshop for practitioners

with Charly and Lisa Kleissner (Founders, Toniic, 100% Impact and KL Felicitas Foundation)

From intention to due diligence to term sheet to investment and exit, impact investors are now realizing that careful management from start to finish can improve both financial and impact outcomes. Join investors Lisa and Charly Kleissner as they guide you through a hands-on workshop to help you manage and grow your impact practice.

When the worst case scenario happens: how to deal with a business hitting rock bottom

with Moriz Piffl (Founder Gebrüder Stitch) and Nick Pöschl (Impact Business Angel)

What to do when a social business steers into trouble? In this session, we will conduct a conversation about the not-so-talked-about subject of dealing with adversity. Together with Moriz Piffl, founder of Gebrüder Stitch and “former” social entrepreneur-star in Austria and Nick Pöschl, one of his impact investors, we will discuss human risk factors, diverging investor and shareholder personalities and governance structures.

The conference day is dedicated to showcasing and catalyzing social impact in Central and Eastern Europe: up to 200 stakeholders will connect, debate and get inspired through thought-provoking panels, investor and venture pitches, a social enterprise fair and plenty of networking opportunities.

Location: Erste Bank Campus, Am Belvedere 1, 1100 Vienna
FRIDAY, JUNE 23

MORNING

09:30  Registration and coffee
10:00  Welcome by Impact Hub Vienna and Erste Bank
10:30  Keynote by Gayle Peterson
       (Director Oxford Impact Investing and Social Finance Programmes and
        Senior Managing Director, pfc social impact advisors)
11:00  Espresso talks
11:30  Panel: Social impact investing in the CEE Region:
       myth, magic, or reality?
       
       Ewa Konczal (CEE Manager, EVPA)
       Franz Karl Prüller (Senior adviser of the board of Erste Foundation)
       Peter Vandor (Senior Researcher, Vienna University of Economics and
        Business; Founder, Social Impact Award)
       Rodney Schwartz (CEO and Founder, ClearlySo)
       Roxana Damaschin-Tecu (Global Portfolio Director, NESsT)
       Tadej Slapnik (Secretary of State, Republic of Slovenia)

       Moderated by Bistra Kumbaroska
       (Regional Program Manager, Impact Hub Vienna)

       Introduction by Peter Vandor (Senior Researcher, Vienna University of
        Economics and Business; Founder, Social Impact Award)

13:00  Networking lunch

FRIDAY, JUNE 23

AFTERNOON

14:00  Investor pitches
       Ananda Social Venture Fund
       Bon Venture
       NesSt
       Valores CEE Fund
       Yunus Social Business Fund

14:30  Social entrepreneur pitches
       Powered by Vienna Business Agency
       BeeAnd.me (Montenegro / Austria)
       Bike Citizens (Austria)
       ConsultaClick (Romania)
       Goood (Germany v/ Austria)
       Orgalife (Macedonia)
       SugarLab (Hungary)

       Introduction by Gerhard Hirczi
       (CEO Vienna Business Agency)

15:15  Social enterprise fair
       Powered by ERSTE Gründungszentrum

16:30  Panel: The future of capital
       Alex Zhigarev (COO, CBOE Vest Technologies)
       Andreas Treichl (CEO, ERSTE Group)
       Lisa Kleissner (Co-founder, Tonic, 100% Network, KL Felicitas)
       Uli Grabenwarter (Deputy Director, Equity Investments, EIF)

       Moderated by Marcello Palazzi (Global Ambassador, B Lab;
        Chairman Social Innovation eXchange (SIX))

18:00  Closing remarks and cocktail
       Charly Kleissner (Co-founder, Tonic, 100% Network, KL Felicitas)
IMPACT HUB VIENNA / vienna.impacthub.net
is an impact driven community and space that supports enterprising ideas for sustainable impact through a collaborative working environment, curated experiences, incubation, and accelerator programs.

OESTERREICHISCHE KONTROLLBANK AG / oekb.at
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.

ERSTE BANK DER OESTERREICHISCHEN SPARKASSEN AG / sparkasse.at/erstebank
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.

INVESTMENT READY PROGRAM / investment-ready.org
is a unique 4-month program for entrepreneurs from Central and Eastern Europe creating scalable solutions to societal problems.

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

VIENNA BUSINESS AGENCY / viennabusinessagency.at
offers financial support, real estate and urban development incentives as well as free service and advice for national and international companies.

THE AUSTRIAN DEVELOPMENT AGENCY / entwicklung.at
is in charge of implementing all bilateral projects and programs of the Austrian Development Cooperation (ADC).
IMPACT INVESTING IS A POWERFUL INSTRUMENT OF CHANGE.

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