

20/04 DAY 1

MAIN STAGE



April 20-21
Barcelona

10:00 - 18:00 CEST

- 10:00 **EU-Startups' Founder & CEO - Thomas Ohr:** Official Welcome
- 10:15 **Razor's Co-Founder & CTO - Shrestha Chowdhury:** The importance of technology and data in rapidly scaling businesses and how it can be leveraged to create value for customers and stakeholders
- 10:35 **Picnic's Founder & CTO - Daniel Gebler:** Early entrepreneurial failures, lessons from Picnic growth journey, and insights from recent business angel activities
- 10:50 **Wallapop's CEO - Rob Cassidy / TooGoodToGo's Co-Founder - Jamie Crummie / Glovo's Co-Founder - Sacha Michaud / Vaayu's Founder & CEO - Namrata Sandhu:** Panel Discussion about Circular Economy & Sustainable Businesses: Innovations and growth opportunities with a positive environmental impact
- 11:30 **WeRoad's Co-Founder & International Expansion Director - Erika De Santi:** Dealing with entrepreneurial challenges and bounce backs: Insights from growing Europe's hottest adventure travel scaleup
- 11:50 **Strategyzer's Founder & CEO - Alexander Osterwalder:** Beyond Lean Startup Theater - from ideology to real profession
- 12:20 **Qonto's Co-Founder & CEO - Alexandre Prot:** Fireside Chat about Alexandre's entrepreneurial journey with Qonto

12:55

Lunch Break & Networking

- 14:00 **RydeMyPony Pitch Coach & Comedian - Christoph Sollich:** A ridiculously convincing pitch
- 14:15 **Remote's SVP Finance - Pedro Monteiro de Barros / Preply's CFO - Vicky Van Asbroeck / Novicap's Founder & Executive Chairman - Federico Travella:** Panel Discussion about managing startup finances and alternative funding sources for tough times
- 14:55 **Factorial's Co-Founder & CEO - Jordi Romero:** Entrepreneurial journey of the Barcelona-based SaaS unicorn
- 15:15 **Uniphore's Co-Founder & CEO - Umesh Sachdev:** Grit, Guts and Grace: Best practices from concept to unicorn
- 15:30 **Impress's Co-Founder & COO - Diliara Lupenko:** Insights into Diliara's entrepreneurial journey with Impress, using disruptive health technologies and inspiring a new generation of female entrepreneurs
- 15:45 **Seedrs' Managing Director - Kristy Grant / Crowdcube's Co-CEO - Matt Cooper / Seedblink's CEO - Carmen Sebe / Wefunder's Head of EU - Katie Powers:** Panel Discussion with Europe's leading equity crowdfunding platforms
- 16:25 **Refurbed's Co-Founder & CEO - Kilian Kaminski:** The Refurbed growth journey and how it was enabled by a purpose/impact driven company culture
- 16:45 **Urban Sports Club - Co-Founder & CEO - Moritz Kreppel:** Insights into Moritz' entrepreneurial journey over the last 10 years of building a successful sportstech company
- 17:00 **Investor on the Stage - Featuring 15 of Europe's leading investors,** presenting their VC firm and investment focus on stage
- 17:30 **European Commission - Eoghan O'Neill / EIC Fund's Investment Manager - Rebeca De Sancho Mayoral / Presidency Board member of the European Startup Nation Alliance - Alberto Gago:** Panel Discussion about new EU policies, initiatives and funding opportunities for startups

WORKSHOP STAGE

- 10:15 **EU-Startups' Head of Content - Patricia Allen:** Workshop Stage Opening
- 10:20 **Miro's BizDev Lead Startups - Jaír Halevi:** Culture Eats Strategy for Breakfast: Hire the right people not the best
- 10:45 **AirDNA's Chief of Staff & Director of Spain - Lauren Basler:** The Heart to Lead: How to build heart-led startup cultures using 3 core tools
- 11:10 **eAgronom's Co-Founder & CEO - Robin Saluoks:** How to turn your customers and partners into your biggest investors
- 11:30 **Global Pitch Coach - Beth Susanne:** How to craft & deliver a successful pitch
- 11:55 **Decelera's Founder & CEO - Marcos Martín:** The forgotten: Founder's mental and emotional health
- 12:20 **Startup Guide's Founder & CEO - Sissel Hansen:** Thriving for a Systems Change: How startups can lead the way, optimise for impact and solve some of the world's biggest challenges
- 12:45 **Ipriq's Co-Founder - Erkki Holmila:** Trademarks & IP Law - A crash-course for startups

13:10

Coffee Break

- 13:40 **Metaverse & Web3 Pitch Competition: Featuring 10 of Europe's most promising Metaverse & Web3 startups**
- 14:30 **Springbok AI's Co-Founder & Managing Director - Victoria Albrecht:** How to leverage ChatGPT when building up a new company, is it a friend or foe?
- 14:55 **YOYABA's Founder & Managing Director - Tim Rath:** Demand Gen is the new Lead Gen: Scale revenue, not leads
- 15:15 **CEW Communications' Founder & CEO - Cathy White:** How startups master the art of PR
- 15:40 **Village Capital's Regional Director, Europe - Ben Younkman:** Unlocking capital for underrepresented founders solving the world's biggest problems
- 16:05 **Leanox Impact Capital's Founding Partner - Paulina Jänsch:** How to put VALUE back into valuation!
- 16:25 **Spinlab's Co-Founder & CEO - Eric Weber:** Personas of founders that almost always fail
- 16:50 **Nasdaq's Senior Managing Director - EMEA - Asaf Homossany:** Crash course about IPOs and capital markets for European growth companies (Europe vs US)

END OF DAY 1

Networking Afterparty at **Safari Disco Club**

Carrer de Tarragona, 141 - 19:00 - 23:00

21/04 DAY 2

MAIN STAGE

- 10:00 **EU-Startups' Founder & CEO - Thomas Ohr:** Welcome to Day 2
- 10:05 **StartupWiseGuys' Global CEO & Energy Master - Cristobal Alonso / Rockstart's Co-Founder & CEO - Rune Theill / Techstars' Managing Director - Raphael Leyendecker:** Panel Discussion with Europe's leading accelerators
- 10:40 **Red Points' CEO & President - Laura Urquizu:** The journey from startup to scaleup
- 11:00 **EU-Startups' Editorial Director - Patricia Allen / Tech Crunch's Editor at Large - Mike Butcher / Silicon Canals' Founder & CEO - Remco Janssen / CEW Communications' Founder & CEO - Cathy White:** Startup Media Panel
- 11:40 **SN Invests' Founder - Fabian Thylmann:** Fireside Chat with Fabian about his successful career as a founder and investor
- 12:15 **Pitch Competition: First Batch with some of Europe most promising early-stage startups: 9 finalists**
- 13:00 **Lunch Break & Networking**
- 14:00 **Pitch Competition: Second Batch with some of Europe most promising early-stage startups: 6 finalists**
- 14:30 **Investors on Stage - Featuring 15 of Europe's leading investors,** presenting their VC firm and investment focus on stage
- 15:00 **FC Barcelona's Innovation Hub Director - Albert Mundet / B1 SmartTV's CEO - Gerd Weiner / NativeWaves' CEO - Christof Haslauer:** Panel Discussion about future of sports entertainment
- 15:25 **Grover's Founder & CEO - Michael Cassau:** Fireside Chat about how Michael grew Grover into a unicorn that advocates for a more sustainable society
- 15:55 **Jobbatical's Co-Founder & CEO - Karoli Hindriks / Zenjob's Founder & CEO - Fritz Trott / Bolt's VP of People - Kerstin Rothermel / Talent Garden's Co-Founder - Rasa Strumskyte:** Panel Discussion about future of work. How new set-ups, work environments, and AI change the way we work
- 16:35 **Freepik's Founder & CEO - Joaquín Cuenca:** The time for bootstrapping is now
- 16:50 **Closing remarks & Pitch Competition winner announcement**

WORKSHOP STAGE

- 10:00 **Silicon Castles' Founder & CEO - Andreas Spechtler:** Unleashing Innovation: Transforming ideas into global success
- 10:10 **Silicon Castles' Senior Marketing Advisor & Ogilvie Brand Consultants Founder - Catherine Ogilvie:** Backbone for successful global strategy: How to build your company story
- 10:35 **Silicon Castles' Founder & CEO - Andreas Spechtler:** Sales in Technology Business: How to sell on a global scale
- 11:00 **Authentic Vision's CEO - Thomas Weiss:** Securing Success: The critical role of intellectual property for technology startups
- 11:30 **Target Global's Partner - Lina Chong:** The trials and tribulations of fundraising at the early stage
- 11:55 **Vanta's Head of International - Paulo Rodriguez:** Data protection & compliance crash course for startups
- 12:20 **SeedLegals' Founder & CEO - Anthony Rose:** How to get investment ready, find investors, value the company and close your next funding round
- 12:45 **From CIA to CEO's CEO & Author - Rupal Patel:** Espionage and Entrepreneurship: CIA tools for thriving as a founder
- 13:10 **Airwallex' GM EMEA - Pranav Sood:** Fireside Chat about overcoming financial barriers when scaling your business globally
- 13:35 **Coffee Break**
- 14:00 **Brainly's SVP Product - Gino Micacchi:** Product-led growth: how Brainly increased CVR to subs by 3 digits by delivering a magic experience to users
- 14:25 **Mediaforgrowth's Founder - Diana Florescu:** Media For Equity: A new venture model to meet the needs of startups and media companies
- 14:50 **EPAM France Managing Director - Nicolas Borgis:** Overcoming barriers to growth: stories from the field
- 15:15 **Thymia's Co-Founder & CEO - Dr Emilia Molimpakis:** How to set boundaries as a first-time founder
- 15:35 **Next47 Partner - Micah Smurthwaite:** How the right sales set-up will move the needle for B2B startups
- 16:00 **EU SME Centre Board of Advisors - Sara Medina:** How European SMEs and startups can expand to China
- 16:20 **Plug and Play's Partner - Thomas Bigagli:** The inner workings of VC firms, uncovering how VC funds are started and operated

END OF DAY 2

Networking Afterparty at Casa Les Punxes x Cloudworks

Avinguda Diagonal, 420 (Rooftop) - 19:00 - 23:00

HOTEL SUGGESTIONS

H10 Itaca ★★★★★

- Av. de Roma, 22, 08015 Barcelona

Distance to event location: 1,4 km

Code: EU STARTUP for 10% discount

Duration: This deal is active for the dates 19 - 23 April.

Bookings must be completed before 10 April 2023

Link to book: <https://www.h10hotels.com/>

ONIX Fira Hotel ★★★

- C. de Llançà, 30, 08015 Barcelona

Distance to event location: 0,9 km

Code: EUSTARTUPSFIRA for 10% discount

Duration: This deal is active for the dates 19 - 23 April.

Bookings must be completed before 31 March 2023

Link to book: <http://www.onixhotels.com/en/>

Hotel Recommendations Without a Deal

- **Hotel HCC Lugano:** Av. del Paral·lel, 172, 08015 Barcelona ★★★★★
Distance to event location: 700m
- **B Hotel:** Gran Via de les Corts Catalanes, 389, 391, 08015 Barcelona ★★★★★
Distance to event location: 600m
- **Hotel Miramar Barcelona:** Plaça de Carlos Ibáñez, 3, 08038 Barcelona ★★★★★
Distance to event location: 1,9 km
- **Hotel Casa Elliot:** C/ Sepúlveda 180, 08011 Barcelona ★★★★★
Distance to event location: 1,8 km
- **Hotel Casa Vilamarí:** C/ Vilamarí, 34-36, 08015 Barcelona ★★★★★
Distance to event location: 700m