



10:00 **EU-Startups' Founder & CEO - Thomas Ohr:** Official Welcome.



10:15 **Malta's Prime Minister - Robert Abela:** Opening Keynote.



10:30 **Amazon's CTO & Vice President - Werner Vogels:** Fireside chat about innovation at Amazon and beyond.



11:00 **Malta's Enterprise's CEO - Kurt Farrugia / Malta's Minister of Economy - Silvio Schembri / ESNA's Executive Director's - Arthur Jordão:** Panel Discussion on Startups vs. Policy: How to boost startup ecosystems.



11:35 **Storyblok's Co-founder & CEO - Dominik Angerer:** Insights from building and scaling Storyblok in a fully remote set-up.
Storyblok stands out as a headless CMS that simplifies content delivery across various digital platforms. Dominik's talk will not only cover the technical and operational aspects of running a fully remote company but also the cultural implications that have guided Storyblok's growth.



11:55 **Haut.AI's Founder & CEO - Anastasia Georgievskaya / Merantix Momentum's Founder & CEO - Nicole Buttner / Vaayu's Co-founder & CEO - Namrata Sandhu / Contents.com's Founder & CEO - Massimiliano Squillace:** Panel Discussion on the Future of AI.



To discuss the future implications of AI on stage during this year's EU-Startups Summit, we invited some of Europe's most exciting AI-based and AI-enabled startups. Understanding the fundamentals of AI can be pivotal for startups in gaining traction and establishing a competitive edge.



12:40 **Proxify's Founder & CEO - Viktor Jarnheimer:** Insights on the future of distributed work.
Founded in Stockholm in 2018, Proxify's mission is simple, to connect the world's best developers with opportunities they deserve. Attendees can expect practical advice on navigating the complexities of remote work, along with ideas to enhance productivity and empower team collaboration.

13:00

Lunch Break & Networking



14:10 **Casavo's Founder & CEO - Giorgio Tinacci:** Navigating market cycles as a fast-growing startup and how Casavo is pioneering change in the real estate market.



14:25 **Sendcloud's CEO - Rob van Den Heuvel:** Crafting a No Bullsh*t Culture: Building High Performance, Funding, Product-Market Fit.



15:00 **Plan A's Founder & CEO - Lubomila Jordanova:** Entrepreneurial Insights on building one of the world's fastest-growing GreenTech companies.

Plan A is at the forefront of providing corporate carbon accounting, decarbonization, and ESG reporting software solutions. Lubomila will offer a deep dive into how startups can become leaders in sustainability and tackle some of the most pressing environmental issues of our time.



15:20 **Seedrs' Investment Director - Clem Bigot / Novicap's Founder & Executive Chairman - Federico Travella / European Innovation Council's Board Member - Bart Becks:** Alternative Funding Strategies for Startups: Equity crowdfunding, revenue-based financing, loans, and public grants.



16:00 **Refurbed's Founder & CEO - Kilian Kaminski:** Insights from refurbished's growth journey, how it's enabled by a purpose-driven company culture.
Kilian Kaminski is one of the three founders of refurbished, the fastest-growing online marketplace for refurbished products in Europe. Kilian was Head of the Amazon Certified Refurbished Program and Key Account Manager for the largest electronics retailers at Amazon Germany.



16:15 **WeRoad's CEO - Andrea D'Amico:** The Power of Community: How the transformative potential of community-building has propelled WeRoad to become Europe's hottest adventure travel scale-up.
WeRoad has raised an impressive €36 million in funding and is renowned for its innovative approach to group adventure travel. Andrea has held key leadership roles, like Vice President of Booking.com.



16:35 **EIT Digital's CEO - Federico Menna:** Embracing Risk: The need to bet big on innovation and take the necessary risks to win in the long term.



16:50 **PlanRadar's Founder & CEO - Sander van de Rijdt:** Scaling B2B SaaS from 0 to €100 million ARR – Learnings and Inflection Points.
PlanRadar has emerged as a leading player in the construction and real estate project management software industry. Sander will offer insights into the journey of scaling a B2B SaaS company from the ground up to achieving €100 million in annual revenue.



17:10 **Investor on the Stage:** Featuring 15 of Europe's leading investors, presenting their VC firm and investment focus



09:30 **RAISE Side Event:** Invitation-only event / final gathering of the EU-funded RAISE project.



12:00 **EU-Startups' Startup Analyst - Tea Vrcic:** Growth Stage Opening.



12:05 **Builders Studio's Co-founder & Managing Director - Sharon Klaver:** Shortcut Your Startup: Speeding Up the Building Process.



12:30 **Deloitte's Voice for Innovation - Lara Sophie:** How to win the LinkedIn game and boost the visibility of your brand/startup.



12:55 **10x Founders' - Founding Partner & GP - Jan Reichelt:** The human side of capital: Cultivating eye-to-eye VC-founder relationships.



13:20 **Trind VC - Investment Associate - Iryna Krepchuk :** Quantify the Story - How to Sell Your Vision with Data?



13:45 **The Launch Code's Founder & Startup Mentor - Zoltan Vardy:** \$2 Billion Mindset: How I learned to sell and why you must too.



14:10 **ACM Works' Serial Entrepreneur & Angel Investor - Anna C Mallon:** The Anatomy of a Winning Pitch: Insights from Launching 130+ Startups.



14:35 **PIABO's Founder & CEO - Tilo Bonow:** How to build trust and drive growth: Storytelling Strategies for Tech Innovations!



15:00 **Airwallex's Head of SME - Immy Spence:** How to Avoid Financial Hiccups When Scaling Internationally.



15:25 **Efino's Founder & Business Angel - Brigitte Baumann:** Things I wished I knew before starting to raise funding: Business/personal readiness, governance, investor pipeline.



15:50 **Allied for Startups' Board Member - Lucien Burn:** Why European startups are still less likely to create the next Big Tech giant - and how to scale in and out of Europe.



16:15 **StartupGuide's Founder & CEO - Sissel Hansen:** How startups will play a key role in solving the climate crises and how they can successfully collaborate with cities and governments.



16:40 **DevRev's Founder & CEO - Dheeraj Pandey:** Staying Power in Company Building - Your Runway is Everything.



16:50 **Startups Pitches:** 6 pioneering startups of Plug and Play Malta's Accelerator powered by Malta Enterprise.



10:00 **EU-Startups' Founder & CEO - Thomas Ohr:** Welcome Day 2.



10:05 **Wunderflats' CEO - Jan Hase:** Default Alive: Building a company that survives and thrives amidst economic turbulences.
Jan stands at the forefront of Europe's mid-term furnished housing market with Wunderflats, a company he co-founded with Arkadi Jampolski in 2015. The Berlin-based scale-up has already raised about €31 million in venture capital and is expanding internationally.



10:20 **Bolt's President - Jevgeni Kabanov:** Keynote about how to use AI to grow your business.
Bolt is one of Europe's most successful unicorns and a leading urban mobility company in Europe and Africa. Jevgeni also was the founder and CEO of ZeroTurnaround, a development tools company with 10s of millions of revenue acquired by Rogue Wave.



10:45 **Zenjob's Founder & CEO - Fritz Trott / TestGorilla's Co-founder & CEO - Wouter Durville / WorkMotion's Co-founder - Felix Steffens:** Panel Discussion about future of work.
We have brought together leading innovators shaping the Future of Work to discuss how and why attitudes to work have changed and how companies can stay ahead of the curve to better align with their employees' needs and wants. The future of work is a hot topic of discussion right around the world, shaping new trends and attitudes across industries.



11:20 **Freepik's Co-founder & CEO - Joaquín Cuenca:** How generative AI can help startups and scaleups to improve processes, services and products.
Freepik has emerged as a global powerhouse in the digital content space, boasting a rich repository of over a million graphic resources. This session promises to be a treasure trove of insights, drawing from Joaquín's extensive experience in leveraging AI.



11:40 **Malta Enterprise's Head Startup Support - Audrey Caruana / R3VOX's Managing Director - Ruben Cuschieri / Aqua Spark's Investment Manager - Chen Zhu / HelioRec's Founder & CEO - Polina Vasilenko :** Blue Economy Panel - Ocean-focused Innovators making Big Waves.



12:15 **Pitch Competition: First batch - 9 finalists**

13:00

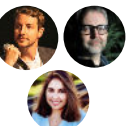
Lunch Break & Networking



14:10 **Pitch Competition: Second batch - 6 finalists**



14:40 **Investors on Stage: Featuring 15 of Europe's leading investors,** presenting their VC firm and investment focus on stage.



15:10 **EU-Startups' Founder & CEO - Thomas Ohr / Tech Crunch's Editor at Large - Mike Butcher / Tech Funding News' Founder & Editor in Chief - Akansha Dimri:** Panel Discussion on the Startup Media Landscape and PR Tips and Tricks.
For early-stage startups, getting noticed and getting media attention can be a crucial part to getting off the ground. Media coverage can help startups to get on the radar of early adopters, future team members and investors alike. This session will draw some attention to Europe's startup publications – sharing who are the key players in this sector and how to get featured.



15:45 **Global Savings Group' Co-founder & CEO - Gerhard Trautmann:** Fireside chat about building a successful global platform that empowers consumers to make confident shopping decisions.
GSG, operating in over 20 markets, and under Gerhard's leadership, GSG has grown consistently in terms of size and impact. Gerhard will delve into GSG's contribution to enhance the digital shopping experience on a global scale.



16:20 **Included VC's Co-founder & CEO - Nikita Thakrar / AllWomen's Co-founder & CEO - Laura Giménez:** How to empower women and underrepresented minorities to take a lead in tech, startups and VC.



16:50 **European Commission's - Eoghan O'NEILL:** The Digital Markets Act and what it means for startups.



17:00 **KoRo's Founder & CEO - Constantinos Calios:** Insights from his entrepreneurial journey with KoRo: The importance of transparency in business practices.
Founded with a mission to make high-quality food accessible to everyone at fair prices, KoRo stands out in the industry for its innovative approach. Under Constantinos leadership, KoRo has grown to a team of about 300 dedicated professionals, generating over €87 million in revenue in 2022.



17:20 **Flight Story's CEO - Oliver Yonchev:** How AI is changing everything faster than you think: pay attention or die!
Flight Story keeps brands at the cutting edge of marketing and communication. With a career spanning over a decade, Oliver has provided guidance to the management teams of global giants such as Amazon, Apple, Coca-Cola, TikTok, Twitch, Disney, and Uber.

17:40 **Closing remarks & Pitch Competition winner announcement**



10:00 **EU-Startups' Startup Analyst - Tea Vrcic:** Growth Stage Opening.



10:05 **Essence App' Co-founder & CEO - Elina Valeeva:** Turning advisors into angel investors.



10:30 **SeedLegals's Founder & CEO - Anthony Rose:** How to get investment ready, find investors, value the company and close your next funding round.



10:55 **AirDNA's Former Chief of Staff & Startup Coach - Lauren Basler:** The Trust Advantage: How to Supercharge Startup Success by building trust.



11:20 **Nordic Secondary Fund's Founding Partner - Peter Sandberg:** Navigating Secondaries: Unlocking Liquidity Options for Startup Stakeholders.



11:45 **Aerospace Xelerated's Investment Principal - Jacqueline Davidson:** AI-Driven Innovation: Challenges, Triumphs & Lessons from the Aerospace Industry.



12:15 **Plug and Play Ventures' Partner - Thomas Bigagli:** The inner workings of VC firms, uncovering how VC funds are started and operated.



12:35 **Remap's Co-founder - Maya Raichoora:** High-Performance: How founders & CEO's can become the top 1% in their field without burning out.



13:00 **RISE's High Performance Coach & Biohacking Expert - Augusto Marolla:** How founders can hack their biology to manage stress and pressure.



13:25 **Nuumani.com's Book Author & Entrepreneur - Murielle Marie:** Get Unstuck: How founders and startup teams can increase productivity.



13:50 **Best3Minutes' Pitch Coach - David Beckett:** Why investors say No - and how to get them to Yes!



14:15 **BCOACHED's Co-founder & CEO - Danielle Francis:** From Friction to Flow: Navigating growth pains within startup teams with strategic precision.



15:00 **Innovation Radar Bridge:** Side event which focuses on the interception between startups vs. policy. EU-funded innovators, investors, corporates, policymakers, and media will convene to explore novel approaches to address policy-related challenges and opportunities impacting startups across Europe.