



CONGRESS

GENT, 7-8 November 2019

MAKING OUR EUROPEAN ANGEL MARKET STRONGER
Top players talk key ingredients and recipes to strengthen European angel investing

BAE, BAN Vlaanderen and Be Angels to organise first integrated International Congress

The first European angels congress offers a unique platform to discuss market trends and key ingredients to strengthen our European market – from framework conditions for angels and innovative companies, to top practices among our networks, fresh insights into our ecosystems, new forms of cooperation and international ventures. It will provide new understandings, based on analytical data and latest research results, bringing together movers and shakers, inspiring speakers to feed directly into the daily work of our networks, investors and stakeholders. The two-day event proposes a practical approach to take stock on both Belgian and European angel investing in a global world and shall tackle the many challenges angels are facing.

Thanks to our integrated approach and special partnership with BAN Vlaanderen, Be Angels and the City of Gent, our event is embedded in the local ecosystem. Together we make the Belgian Angel Day of 7th November accessible to international investors and partners from Europe at large, US, Canada and Asia – a special opening for our debates, providing unparalleled access to start-ups, investors, decision-makers, BAN managers and their partners (incubators, VCs, bankers, crowd-funders, lawyers, etc.).

BAE Congress is first and foremost an international event bringing global perspectives to Europe for European angels to consolidate their market effectively. To that effect we have built a clinic and workshop day on 8th November for participants to share practical tips and benchmark effectively.

Throughout the Congress, discussions will be practice orientated and built around numerous sessions in lively formats, involving a targeted audience of 100 international guests and 200 local players.

Your contacts

at BAE:

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At Be Angels:

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PROGRAMME

DAY 1 THURSDAY 7 NOVEMBER 2019
ANGEL INVESTING IN EUROPE - MAKING A DIFFERENCE IN A GLOBAL WORLD
Venue: *Old Fish Market, 5 Sint-Veerleplein, 9000 Gent*



MORNING DAY I

9:30 *Registration / welcome coffee*

10—12:00 **BELGIAN ANGEL DAY part I**

BeBan Mercato featuring top investable start-ups

- *Start-ups encounters at private table in Forum / Mercato format
30-35 companies sourced by BAN Vlaanderen and Be Angels*
- *Crowd: Key Belgian players (key investment partners and stakeholders of BAN Vlaanderen and Be Angels plus BAE international contacts, investors and partners in early stage investment).*

Meet the 200 people who matter on the Belgian angel / start-up scene, their partners and stakeholders, local and international investors at the BELGIAN ANGEL DAY

12-13:30 **BELGIAN ANGEL DAY CONTACT LUNCH - BELGIAN ANGEL DAY part II**

Networking / follow-up with target companies

WELCOME LUNCH for BAE Congress guests

13:30 *Coffee*

AFTERNOON DAY I

INTERNATIONAL BAE CONGRESS – BELGIAN ANGEL DAY part III

GOING STRONG! GROWING MORE! HOW TO FURTHER INCREASE POTENTIAL FOR THE EUROPEAN ANGEL MARKET?

Moderator: Suyin AERTS, Journalist, Kanaal Z-female entrepreneur

14:00 **OPENING**

Mathias DE CLERCQ, Mayor, City of Gent

Reginald VOSSSEN, President BeBan and General Manager BAN Vlaanderen

Claire MUNCK, CEO Be Angels

Luigi AMATI, President BAE

14:20 **MARKET TRENDS – DO ANGELS FLY BEYOND FADS and FASHION?**

- **Inspirational speech: Hendrik ISEBAERT, SVP Sales, Showpad – a success story born in Gent. Angel support to scale and to market innovation**
- **Follow-up panel discussion on global angel market trends and the challenges for Europeans vs other regions. Speakers: Linda L. SMITH ACA Chair Emeritus, François GILBERT, Président-Directeur Général Anges Québec. What is hot? What happened in the market these past 5 years? How does Europe really evolve today?**
- **Taking the pulse of our European market: presentation of the BAE - EBAN barometer with latest findings on angel investing. Speakers: Luigi AMATI, BAE President, Peter COWLEY, EBAN President**

- **Corporate venturing, the next thing?** Omar MOHOUT, Entrepreneurship fellow at Sirris (Collective Center for and by technological industry)
- **Growth finance in Europe: situation, progression, pressure points**
Sophie MANIGART, Professor at Vlerick Business School and Ghent University
Julio SUAREZ, Director of Research, Association for Financial Markets in Europe (AFME) – insights into the AFME report on Capital Market Union progress; special focus on pre-IPO market.

15:15 TAX AND BORDERS – TO BE OR NOT TO BE - CAN EUROPE HAVE ITS ANGEL MARKET?

- The **journey of an angel supporting invested start-ups, and crossing borders** - testimonial by lead international angel investor: **Cindy NAEGEL**
- **Incentivising schemes:** start-ups and investors beyond borders. Inspiration to exploit the European market - the case of Italy: **Ernesto LANZILLO, Partner, Deloitte Italy**
- **What start-ups need and why ecosystems matter!** Benedikt BLOMEYER, Manager European Affairs, Allied For Startups
- **Supporting the European Angel Market:** Mihail DRAGOTA, Policy Officer, Unit: Financing of innovation, competitiveness and employment policies, Directorate-General: Economic & Financial Affairs European Commission.

Discussion with the audience

Time to unleash single market potential! Can we deliver?

*How to build a safe haven for European innovators and work towards **mutual recognition** for individual investors in Europe?*

15:50 IMPROVING OUR MARKET(s) / GROWING, GROWING, GOING INTERNATIONAL

Where are the truly VIRTUOUS CIRCLES for OUR ECOSYSTEMS? What works in 2019? Where does Europe need to take a leap to remain attractive?

Angel debates and lively **exchanges with the audience**

Interview format

- Angels and banks: **Tanguy de la FOUCHARDIERE**, Business Angel, BAE Club Co-ordinator
Jérôme BAREL, Direction des affaires internationales et européennes, BPI France
- Cooperation between angels and angel co-investment funds **Jan VORSTERMANS**, angel, manager Ark Angels Activator Fund
- Angels collaborating with accelerators and student-entrepreneur incubators: **Hubert BROGNIEZ**, VentureLab, entrepreneur and business angel; **Luc JACOBS**, Venture Acceleration Manager, IMEC
- Angels entrepreneurs: **Ron SCHUERMANS**, Business Angel, **David DE WEVER**, CEO PlayPass
- Angels working with VCs and local authorities: **Eva OGRISEK**, CEO, Tyrol Business

17:00-18:30 NETWORKING COCKTAIL - Closing reception day I at Old Fish Market

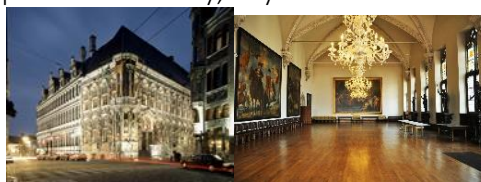
Address by Deputy Mayor in charge of Economic Affairs: Sofie BRACKE

Short walk to City Hall



19:00-22:30 EVENING RECEPTION & WALKING DINNER at Ghent City Hall

Welcome address by Brecht LOOTENS, Team coach spearhead clusters - startup & scaleup ecosystem
Department of urban development – Economy, City of Ghent



Luigi AMATI, President, BAE

DAY 2 **FRIDAY 8 NOVEMBER 2019 – STRENGTHENING OUR ECOSYSTEMS**

Venue: *NH HOTEL BELFORT GENT, Hoogpoort 63, 9000 Gent.*

SPECIAL ON SITE INTERVIEWS: Invitation to join Vlerick research on investment decision making, all day at the hotel

9h00 **Registration / welcome coffee**

Moderator: Marie-Elisabeth RUSLING, CEO, BAE

9h30 **Introduction to EIT HEALTH initiative: opportunities, instruments**

10h00 **Keynote address**

Nuno QUENTAL, Policy Officer, European Commission - DG Research & Innovation
European Innovation Council Task Force / Financial instruments.

How the European Commission is supporting innovative early stage companies.

Update on European initiatives for Innovation, instruments and programmes for business angels.

Short exchange with the audience

10h30 **KNOWLEDGE TRANSFERS - INTERNATIONAL ESIL ANGEL CLINIC**



Looking at key success factors to improve early stage investing and BA network development / consolidation. This clinic will discuss trends and best practices in a hot format: *the speaker makes his / her case for the audience to react.*

Introduction to the ESIL project

10h40 **FACTOR IMPACT:**

- ✓ Specialising angel investment for increased impact - best practices from angels going sectorial or thematic – **Alain PUJOL**, Board Member, Angels Santé
- ✓ Social investment with **CROWDFUNDING PLATFORMS** - **Léo GARNIER**, Director for LITA.co Belgium, a social investment platform

11h15 **FACTOR DIVERSITY**

Engaging with **WOMEN ANGEL INVESTORS**

Florence RICHARDSON, Chair, Femmes Business Angels

11h35 **FACTOR NETWORK**

Building capacity in structured NETWORKS

Philippe GLUNTZ, Honorary President BAE

12h00 **FACTOR INTERNATIONALISATION**

GROWING COMPANIES ACROSS EUROPE and BEYOND with local BA support.
Keys for success: sharing perspectives from the **US, Israel and China** -
Linda and Paul SMITH, US investors;

Avi FOGEL, Managing Director, Majorlee Investments;

Xi MAO, Assistant Representative, Shenzhen's European Office.

13h00 **Networking lunch at NH Belfort Gent**

- 14h00 EIT HEALTH PANEL DEBATE**
Crossing borders, the last frontier;
Speakers: EIT Health representatives and Regional managers?
Reginald VOSSSEN, Alain PUJOL
- 15h00 THE INNOVATION RADAR PLATFORM:**
The best Innovations and Innovators from the European Research Programmes on display
Presentation by Luuk BORG, Policy Officer, European Commission, Directorate-General for Communications Networks, Content and Technology, Digital Single Market - Digital Innovation and Blockchain
- 15h20 PEER TO PEER SESSIONS**
- 15h20-15h55 Quality standards**
Session led by David OVENS, Chief Operating Officer, Archangels
In this session, we will explore the fundamental drivers of this asset class and why quality standards matter. We will examine the role of the BANs and angel syndicates, as well as BAE and EBAN in ensuring best practice is applied consistently across the asset class.
- 16h00-16h35 Partnerships with authorities**
Session led by Reginald VOSSSEN, President BeBan and General Manager BAN Vlaanderen
In this session, we will explore the benefits of entering partnerships with local authorities and how cooperation forms have evolved over recent years. Is the role of angel networks now different? What new benefits and leverage do our start-ups enjoy from the partnerships? Where and how can partnerships be enhanced further?
- 16h40-17h15 Co-investment**
Session led by Claire MUNCK, CEO Be Angels
Limited ticket size, lack of financial support to scale-up, risk of losing our best nuggets to other shores... Europe may still be struggling with well-documented issues that characterize our market, yet co-investment is growing and opening fresh opportunities, which this session will explore, looking at real cases.
- 17h15 Wrap up session: take-aways - conclusions and recommendations from the workshops**
- 17h25 CLOSING SESSION**
Concluding remarks by Luigi AMATI, President, BAE
- 17h30 End of Congress**