TWIST ROADSHOW FOR STARTUPS
INSPIRATIONAL ISLAND

EUROPEAN INVESTMENT TRENDS
DIFFERENCES & OPPORTUNITIES

A panel with
Atlantic Labs, PiCampus, Ariadne Capital and Lventure Group

Roma, 6 luglio 2015
Ara Pacis

TWIST
DIGITAL

Agenda

16:00   Registration

16:30   Welcome - *Michela Michilli* TWIST Lazio Innova

16:45   Intro – *Augusto Coppola* LUISS EnLabs

17:00   European Investment Trends: differences and opportunities
- *Dario Galbiati Alborghetti* (Atlantic Internet)
- *Marco Trombetti* (PiCampus and Founder of Translated)
- *Andrea Febbraio* (Ariadne Capital Partner and CoFounder of Teads)
   Moderatore: LVenture Group

17:45   Startup Pitches + Q&A, with:
- *wineOwine*
- *Gamepix*
- *Tutored*
- *Wanderio*
- *ChupaMobile*

18:45 Wrap-up and closing

19:00 Networking Buffet

Dario Galbiati Alborghetti

Dario Galbiati Alborghetti is co-founder of VIEWS, which he founded in June 2012 together with Hermann Frank and Lukasz Lazewski.

With an international business background Dario is responsible for the operations and the expansion of VIEWS in different cities.

Before VIEWS Dario started another startup, Phlur, which was his first experiment in the social e-commerce field.

Dario studied in different universities in Italy, Canada and France.

Atlantic Labs

Is a venture firm based in Berlin focused on delivering 3 products:
- Unlocking digital growth opportunities: identify models, build teams, create products & companies and support entrepreneurs becoming successful.
- Creating globally leading tech firms: help create global champions coming out of Berlin who are solving hard problems with real IP.
- Bridging the capital gap: get companies started where capital invested comes at pre-seed and seed stage, and at later stages teams are actively supported to raise money from 3rd parties.
- **It has invested in:**
  SoundCloud, EyeEm, GoEuro, Clue, Phonedeck, Mimi Hearing Technologies, Klara, MEDIGO, Monoqi, Vimcar, LOCK8, Blloon
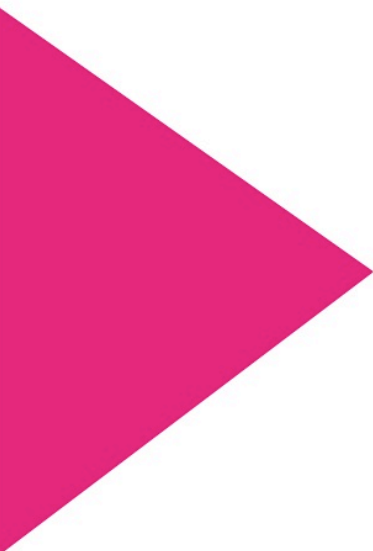
Marco Trombetti

Marco has 10 years of experience in the areas of e-business, information retrieval and artificial intelligence.

He founded and led Translated, a translation and localization company that serves 7,000 clients, among which are multinationals and innovative start-ups. In 2007 he created the Pi Campus, a design of an "ideal work environment", where the Memopal team works to create a new archiving system.

Rotary Award for entrepreneurship and nomination for the WWW Sole24ore award. Today Marco leads Memopal towards establishment in a global context.

PiCampus

Is a venture accelerator firm based in Rome focused on delivering a complete solution:

- Co-working spaces: is located in the Eur green area in Rome, Italy. Our offices are close to the Eur lake. The location has been selected superimposing different layers on a Google Maps: low noise, low pollution, easy parking, 5 min walk to public transport, 5 min drive to highways and 20 minute drive to both Rome airports.
- Seed capital: companies get started and capital is invested ranging from €10k to €500k.
- **It has invested in:**
  Translated, Memopal, ntrack, Clickmeter, Glamoo, iFixiPhone, ElasticDo, Chupamobile, News@me, Wanderio, OrienTechnologies, Spotonway, Celeste, Filo

Andrea Febbraio
Venture Capitalist, Investor, Internet entrepreneur, International Speaker and Book Author with 15+ years of experience in AdTech & Digital Advertising.
#1 Co-Founder of Ebuzzing (now Teads), growing from 0 to $100M revenues in 4 years and scaled the business across 25 offices and 18 countries.
#2 Founder of Promodigital, sold for 4x Revenues after 2 years
#3 Co-Author of the book "Viral Video: Content is King, Distribution is Queen", (2013) & Co-Author of the book "Buzz Marketing Nei Social Media", Lupetti (2009)

Ariadne Capital Partners
Ariadne Capital was founded in December 2000 to bring the model of "Entrepreneurs Backing Entrepreneurs" to the UK and Europe.
Ariadne Capital completed a first close of its debut venture capital fund, the Ariadne Fund I in December 2011, which is a target £50 million fund. We focuses on late stage seed (post product beta with early revenues of on average £250,000) VC investments in "Digital Enablers" (B2B Saas) and AdTech startups.
Ariadne works with game-changers and companies at the heart of new ecosystems, and has advised Barclays, British Telecom, Carphone Warehouse, CISCO, EMAP, IBM, Monitise, Orange, Paddy Power PLC, Sage Group PLC, Skype, Zopa Limited.
It has invested in: Money Dashboard, Medikidz, Quill Content, Clickslide

LVenture Group

LVenture Group was born at the end of 2012 from the repeated attempts to prize open the Italian innovation market.

LVenture Group has successfully and actively participated in the creation of a solid ecosystem which is ever more capable of supporting startups and the equity investment industry.

Lventure Group has developed important partnerships with academia (LUISS University), business development enterprises (LUISS EnLabs), and a vast corporate reality encompassing behemoths like Microsoft, Google and Amazon Web Services, to Deloitte, Accenture, and others, creating an investment flow among the 20 most active in Europe (according to CBS Insights).

It has invested in: AppEatIt, wineOwine, Voverc, Cocontest, Atooma, Verticomics, Le Cicogne, Gamepix, Tutored, TiAssisto24, Moovenda, Brave Potions, Majeeko, Netlex, Qurami, and more.

wineOwine

wineOwine is the easiest way to find high quality wines produced by small and exclusive canteens, carefully selected by a team of enologists and sommeliers. Every two weeks you can find new labels, with information on the area of production, the cellars and the stories and legends that hide their names.

Gamepix

GamePix is an aggregator and distributor of video games that can be used on all devices, from different channels, and which provides brands, hardware manufacturers, websites and media companies, gaming platforms through which to increase user engagement and generate new models of monetization. With more than 15,000 games, it has already entered partnerships with Microsoft, Nokia, Kaspersky, Miia and many others.

Tutored

Tutored is a platform that helps students find in a practical and easy way, the right tutor for private lessons, both for university exams and school subjects. With Tutored it is possible to arrange private or group tutoring sessions, both offline and online.
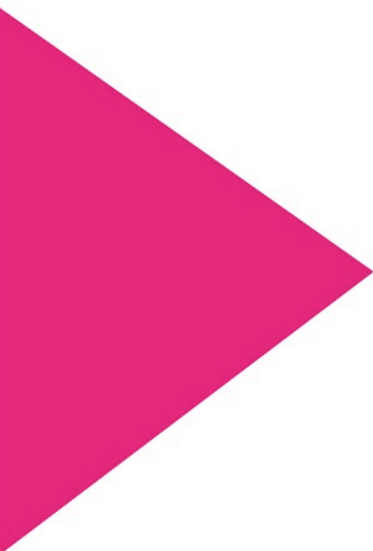
Wanderio

Wanderio takes travel booking to the next level, a one stop website to make all reservations from doorstep to final destination.

Wanderio is a web application that completes your online travel experience, taking care of you from doorstep to final destination. We compare flights, trains, ferries and ground transportation, sorting alternatives by price, travel time, and CO_2 emissions to let you choose and book the solution that suits you best.

Chupamobile

ChupaMobile is the marketplace where mobile developers buy and sell cutting edge source-code and components for mobile development.

Chupamobile is the leading App and Game Templates Marketplace where anyone, even with small or no coding experience, has the opportunity to buy professional Apps and Games, ready to be customized and distributed on the App Stores. We allow everyone to have his own app or game in the App stores in no time even without any design or development skills.

Where do we start to figure out the cultural and productive identity of a complex and multifaceted Region as it is Lazio? Maybe it is not wrong to define it as the most known and unknown Region in Italy.

Everybody knows that Lazio is the Region of Rome, but it is more difficult to find a key to understand, a guideline to tell the different souls, the diverse cultural backgrounds, the different approaches to the same development and innovation ideas. The chance to let this holistic vision of the Lazio system emerge comes from a call launched by the Lazio Region on the occasion of EXPO Milano 2015.

The **Call4Innovators** aimed at identifying the excellence of the territory in different sectors – manufacturing, tourism, social and cultural, research and innovation. This is why the call was targeted to innovative ideas, proposing innovation projects, coherent with the Expo theme – Feeding the planet, Energy for life. Companies, startups and fablab, social sector associations, international voluntary work, foundations, research and training institutes,representatives from the tourism and agrifood sectors: for them the unique

chance to introduce them and to meet worldwide realities has been offered.

Once the Call4Innovators helped to identify those realities, they were showcased but also put in a network, in order to compare experiences. And this is why Lazio Region, Roma Capitale and Unioncamere Lazio, with the organization of Lazio Innova and the coordination of Universities and Research Centers, organized a series of thematic events to communicate and promote each single theme. Events will be open in order to involve and include a wide audience about the Expo thematics.

Besides workshops, the audience will deepen – in the thematic stands set up in the meeting locations – the different themes, through an "interactive" showcase with the promoter of the projects.

Today's meeting, organized by Lazio Innova, wants to offer the Scenario of European Investments.
Lazio Innova is the coordinator of **TWIST - "Transregional Web Innovative Services for Thriving Digital and Mobile Entrepreneurship"**- a European project co-finances by the European Commission under the umbrella of the Startup Europe Partnership, the EU program which aims at supporting the growth of the best European startups.

TWIST project aims connects four existing local web entrepreneurship startup ecosystems and hubs, providing new services and instruments aiming at scaling up and competing in the global market.

TWIST partnership includes four cities and respective regions with complementary profiles and assets: Rome, Warsaw, Lille Metropole and Stockholm.

TWIST provides a wide range of specialized services and supportive instruments dedicated to startups, including:

mentoring and coaching services for better understanding business models, financial technicalities and for accessing finance for growth, also giving attention to a sectoral approach (vertical mentoring);

the organization of challenges for startups with the involvement of Large Companies and Public Administrations;

the organization of road shows and pitching events with investors and international experts;

a wide dissemination and interaction on social media and with leading sector blogs to multiply the TWIST impact and intercept new technological trends in mobile sector.

Coordinator: Lazio Innova

Partners:
o Luiss Enlabs (Rome) - Accelerator - www.luissenlabs.com
o Euratechnologies(Lille) - Accelerator - www.euratechnologies.com/
o Media Deals (Paris - Investor - www.media-deals.org/
o Springfellow (Stockholm) - Investor - http://springfellow.com/
o More Time (Stockholm) - Accelerator - http://www.moretime.se/in-english/
o Metagroup Polska (Warsaw) - Investor - www.zernikemetaventures.com