

15. SECA Private Equity & Corporate Finance Conference

Wednesday, 6 July 2016

Speaker overview

Keynote Speakers

12.45 – 14.30 / Room Exchange



Paros Capital AG

Bernd Pfister, Paros Capital AG (Chairman SECA)

Bernd Pfister is Managing Director of Paros Capital AG, a Swiss private equity firm focussed on small and midmarket buyouts. The company invests capital from a limited number of family offices. He was founder and for twelve years managing director of Invision Private Equity AG. Bernd is founder of Aureus Private Equity AG and build up a corporate private equity programme for the Metro Holding AG, Zug. He worked for Schroders PLC. In various positions in the Asian investment banking business. Bernd holds a degree in finance from St. Gall University (lic. oec. HSG) and a doctoral degree from St. Gall University. He graduated in the European Ph.D. Programme on Entrepreneurship and Venture Management at Durham University, which a European Erasmus Scholarship.



Swiss Exchange

Valeria Ceccarelli, SIX Swiss Exchange

Valeria Ceccarelli is Head of Origination in the Issuer Relations team at SIX Swiss Exchange. Before joining SIX Swiss Exchange in 2013, she worked for more than eleven years in the Investment Banking division at Morgan Stanley in London and Milan, where she was Executive Director. She worked in all areas of Corporate Finance (M&A, IPOs, bond issues and financing) in different countries and different industries. Subsequently she worked for about three years as Investment Manager at private equity firm Ambienta SGR. She graduated in Management Engineering at Politecnico di Milano.



Suzi LeVine, U.S. Ambassador to Switzerland and Liechtenstein

Suzan "Suzi" LeVine took up her position as the United States Ambassador to Switzerland and Liechtenstein in June 2014. At the outset of her Ambassadorship, she conducted a lengthy listening tour to understand the opportunities and areas for growth in the relationship. Building on those conversations, she and the Embassy team collaborated closely with their Swiss counterparts to drive outstanding economic results, increase a long-term focus on global security, and raise awareness and appreciation for the countries' respective policies, values, and cultures. Among the many achievements resulting from that collaboration are the first-ever bilateral White House company roundtable, at which eight Swiss companies announced \$ three billion in investments in the following year alone; cooperation on an initiative with a broad array of Swiss companies to implement Swiss-style apprenticeship programs in the United States; and support for funding efforts to launch GCERF (The Global Community Engagement and Resiliency Fund), a multi-lateral organization aimed at countering violent extremism. What prepared Suzi for her role as Ambassador was her diverse and non-linear career focusing on education, technology, community, innovation, travel, social responsibility, and youth outreach. In a professional capacity, she worked at Microsoft as a Director and at Expedia as a Vice President. Twice during her career, she was a stay-at-home mom, during which time she co-founded two non-profit organizations – an innovative Jewish community model, The Kavana Cooperative, and an advisory board for an early learning research institute at the University of Washington, ILABS – the Institute for Learning and Brain Sciences. Suzi is a graduate of Brown University with a Bachelor of Arts in English and a Bachelor of Science in mechanical engineering with aerospace applications. She and her husband have two children, with whom they enjoy hiking, biking, traveling and playing with their dog. She can be reached on Facebook & @AmbSuzi on Twitter.



Alexander Stoeckel, b-to-v Partners AG

Alexander Stoeckel is a Partner and Board Member at b-to-v. He had joined the firm in 2007. Alexander has studied international business administration at the European Business School (ebs) in Oestrich-Winkel and Paris, and at the International School of Management (ISM) in Dortmund and San Diego. He holds an MBA from the University of Oxford. Prior to b-to-v, Alexander has worked as fund-of-fund manager for Hauck & Aufhäuser Private Bankers, and as Assistant Executive Manager for KPMG. Since May 2015, Alexander is a Board Member for the Seed Money & Venture Capital Chapter of the Swiss Private Equity & Corporate Finance Association (SECA). Alexander was born and raised in Berlin. He is married and has two kids. He and his family live in St. Gallen.



Mukund Mohan, Investor, Napkin Stage; ex-head Microsoft Ventures

Mukund Mohan, was the global head of Microsoft Ventures in Seattle. Before that he ran the Microsoft Accelerator in Asia, and prior to that served as EVP of sales and products at Karna Global Technologies, a leading healthcare technology company. Prior to Karna, Mukund ran product marketing and management teams as the Senior Director at Mercury Interactive (acquired by Hewlett Packard). He has taught at University of California Santa Cruz and also ran product teams as the Director at Asera. He has been an entrepreneur several times as founder of Vangal, and founder CEO at Jivity and BuzzGain (Sold to Meltware). He also has been an advisor to SignEasy and Leschi Labs Inc. He began his career at Cisco Systems as a Senior Software Engineer following his education at University of Maryland and University of Mysore. Mukund is currently pursuing his main love in life as an angel investor, mentor, advisor, speaker and globe-trotting tech expert in SaaS and cloud based technologies and novel new age business models. He has invested in hundreds of startups on behalf of Microsoft and other corporate entities, and manages his own portfolio of technology startups. He has a global audience who follow his thoughts, and is regularly consulted by the world's leading venture firms for their technology strategies. Mukund was already a panelist at our 2013 SECA Kongress, and has agreed to join us again to share his visions for the future of technology.

Morning Session I

Panel I – Global Factors & Trends; European Mid-Markets; Emerging Markets Startups

09.15 – 10.30 / Room Exchange



ROCK LAKE

John Cook, Rock Lake Associates

John Cook is Chairman of Rock Lake Associates and Director of KCL Invest. Rock Lake Associates is a Swiss-based investment advisory firm focused on private equity, venture capital, real estate and direct investments. The firm works actively with private, institutional and corporate clients in Europe, Asia, the U.S. and the Middle East. Additionally, John is a director of KCL Invest (Mauritius), Wishpoint, Inc (Delaware) and Teritree Technologies (Bangalore); and a co-founder of ACS Venture Capital Partners (Vienna), and Kyron Global Accelerator (Bangalore). John previously held senior positions with International Harvester, Univestors S.A., Merrill Lynch International, Security Pacific Merchant Bank and WJ Hopper & Co. He is on the advisory boards of Auxesia Holdings (Vietnam), Sustainia (Copenhagen). He is also active in a variety of thought leadership organizations including Thunderbird School of Global Management, Horasis, EVCA and SECA. John is the founder and Chairman Emeritus of the Thunderbird Global Private Equity Centre, was awarded the Thunderbird Jonas Mayer Award, is a distinguished member of the Thunderbird Global Council and past president of the European Thunderbird Alumni Association. He has a BSIM cum-laude (1974) from the Krannert School at Purdue University, an MBA from Thunderbird School of Global Management (1979), and has completed advanced management studies at Oxford University (England) and the University of Washington (Seattle). John lives in Zurich with his wife Tania and their daughter is based in Seattle, Washington.



Relational Analytics

Prabhu Guptara, Relational Analytics

Prabhu is currently Distinguished Professor of Global Business, Management and Public Policy at William Carey University (Meghalaya, India), publisher of the global magazine The International Indian, and Director of King's Kurry, the best-known Indian food company in Switzerland. Born and educated in India, Prabhu spent fifteen years as Executive Director, Organizational Development for Wolfsberg (a subsidiary of UBS). He has also served as a governor of the Polytechnic of Central London and as a member of the Council of the British Institute of Management. He has contributed widely to radio and television in the UK and other countries, and has written for The Financial Times, The Guardian, The Times and other publications. He is included in Debrett's People of Today and in Who's Who in the World.



THE ROHATYN GROUP
Investing in Emerging Markets

Colin Clark, The Rohatyn Group

Mr. Clark is based in London and leads TRG's Private Equity activities across Central and Eastern Europe, Middle East and Africa ("CEEMEA"). Mr. Clark has extensive investment experience across consumer, healthcare and TMT transactions with the majority of TRG's CEEMEA investment activity being in Central and Eastern Europe and Turkey. Prior to joining TRG, Mr. Clark was a Partner in Citi's Emerging Markets Private Equity group Citi Venture Capital International ("CVCI") from 2003 to 2013, prior to the merger of CVCI into TRG in 2013. Prior to joining CVCI, Mr. Clark originated and structured project finance transactions for Citi across the CEEMEA region. Mr. Clark began his career with Bank of Scotland in Edinburgh in various positions in project finance and acquisition finance across Western Europe. Mr. Clark has a bachelor's degree in Accountancy and Management from the University of Dundee, Scotland and is a qualified Chartered Accountant and a member of the Institute of Chartered Accountants of Scotland.



seedstarsworld*

Charlie Graham-Brown, CFO of Seedstars World

Charlie started out as a mechanical engineer and thought that working on projects like the A380 at Airbus would keep him entertained but quickly realised it wasn't for him. He jumped tracks by going through an MBA at the Collège des Ingénieurs in Paris that led to Geneva and into impact investment management with BlueOrchard. The emerging and developing market focus got Charlie traveling and closing deals in 20+ countries across Africa, Asia and MENA. Still being an engineer at heart, with a love of building things, he started his own company before connecting with Seedstars World, which had just done its first year and knew that was his calling! Charlie is now managing the strategy and operations of the company through its incredible growth phase from just 20 countries when he joined to over 65 in 2016. Responsible for the startup screening, analysis and the growth program, he has accumulated deep knowledge of trends in technology in emerging markets.

Morning Session I
Panel II – Research and Allocations
10.40 – 11.50 / Room Exchange



ROCK LAKE

John Cook, Rock Lake Associates

John Cook is Chairman of Rock Lake Associates and Director of KCL Invest. Rock Lake Associates is a Swiss-based investment advisory firm focused on private equity, venture capital, real estate and direct investments. The firm works actively with private, institutional and corporate clients in Europe, Asia, the U.S. and the Middle East. Additionally, John is a director of KCL Invest (Mauritius), Wishpoint, Inc (Delaware) and Teritree Technologies (Bangalore); and a co-founder of ACS Venture Capital Partners (Vienna), and Kyrion Global Accelerator (Bangalore). John previously held senior positions with International Harvester, Univestors S.A., Merrill Lynch International, Security Pacific Merchant Bank and WJ Hopper & Co. He is on the advisory boards of Auxesia Holdings (Vietnam), Sustainia (Copenhagen). He is also active in a variety of thought leadership organizations including Thunderbird School of Global Management, Horasis, EVCA and SECA. John is the founder and Chairman Emeritus of the Thunderbird Global Private Equity Centre, was awarded the Thunderbird Jonas Mayer Award, is a distinguished member of the Thunderbird Global Council and past president of the European Thunderbird Alumni Association. He has a BSIM cum-laude (1974) from the Krannert School at Purdue University, an MBA from Thunderbird School of Global Management (1979), and has completed advanced management studies at Oxford University (England) and the University of Washington (Seattle). John lives in Zurich with his wife Tania and their daughter is based in Seattle, Washington.



LGT Capital Partners
your partner for alternative investments

Jürg Burkhard, LGT Capital Partners

Jürg Burkhard (Swiss) has joined the firm in Pfäffikon (Switzerland) to lead the firm's private equity portfolio and risk management activities. Jürg previously worked at the private equity fund of funds Adveq in a similar role and nine years at Ernst & Young and Credit Suisse. He holds a Master in Economics and Econometrics from the University of Zurich.



Cyril Demaria

A renowned international private equity expert, Cyril Demaria combines his in-depth academic knowledge with practical expertise. His extensive knowledge of the asset class spans 16 years during which he has held positions at: a large Swiss bank, Chief Investment Office - where he was in charge of private markets research (buy-side); as founder and managing partner of a venture capital fund; as founder and Chief Investment Officer of Tiaré Investment Management AG, as an associate and portfolio manager at a private equity fund of funds, and at an insurance group. He began his career as an analyst, at a venture capital fund in the US and Europe. Cyril lectures at EADA, ESCP-Europe, HEC Paris and EDHEC. He has authored best-selling books on private equity including "Introduction to Private Equity" (Wiley) running its second edition and has been translated into French (5th ed), Spanish, Portuguese, Mandarin; and "Private Equity Fund Investments" (Palgrave).



INVEST EUROPE
THE VOICE OF PRIVATE CAPITAL
VENTURE CAPITAL
PRIVATE EQUITY
INFRASTRUCTURE
LONG TERM INVESTORS

Cornelius Müller, Invest Europe

Dr Cornelius Mueller joined Invest Europe (formerly European Private Equity and Venture Capital Association, EVCA) in 2011. As research director he is responsible for coordinating the collection, audit and communication of pan-European private equity industry statistics. Cornelius liaises with private equity professionals, policy makers, data suppliers and academics in order to improve the availability and accessibility of private equity data in Europe. Cornelius holds a PhD from Durham University (UK) that investigated venture capital financing and performance of university spin-outs and has also previously worked as research associate at the university's Policy Research Group analysing business performance and economic impact. He has extensive academic expertise and operational experience in managing international research teams and projects for data collection and analysis of Private Equity and Venture Capital activity.

Morning Session II – Young SECA

The great ecosystem for Swiss startups & some new kids on the block

09.15 – 11.50 / Room Auditorium



Alan Frei

Alan Frei hat einen Bachelor der Universität Zürich (UZH). Nach dem Studium gründete er mehrere Unternehmen, darunter Nachhilfeportal.de und war der Geschäftsführer des Gründerzentrums der Universität Zürich. Er ist Mitgründer der E-Commerce-Shops Amorana und Looksoflove.



Mike Baur, Swiss Start Up Factory

Mike spent almost 20 years in Swiss Private Banking and made his way up from a commercial apprentice at UBS to an executive board member of a large Swiss Private Bank. In 2014 at the age of 39, Mike started his entrepreneurial journey and founded together with his two partner the Swiss Start up Factory which is the No1 independent and privately financed early stage ICT Startup Accelerator in Switzerland. Mike invests a lot of time in the Swiss youth entrepreneurship and supports various Swiss Startups both financially and as a mentor. He is also Co-Founder and Director of the Swiss Startup Association. Mike holds a MBA from University of Rochester New York as well as an Executive MBA from University of Berne.



Matthias Gerber, Carhelper.ch

Matt was always a car nerd. Back in his childhood, when everybody else was reading Disney comics, Matt read car magazines and became a little car encyclopedia. Instead of going to University (like his parents wanted to see him) he did his apprenticeship as a car mechanic. Over the years he improved his marketing knowledge with several further educations and worked for many years in marketing agencies - mostly for car manufacturers and car retailers. The disruptive power of the digitalisation always interested him and 2015 he took a much deeper dive in the topic with his postgraduate in online marketing. Because of his knowledge, he was in charge of the most digital projects at his last employer AMAG Automobil- und Motoren AG (biggest car importer and retailer in Switzerland). In 2016, he founded Carhelper AG because he realised the huge potential of disrupting the car aftersales market. Carhelper.ch let car drivers compare prices for car services and repairs and let them rate their garages.



Jean-Pierre Vuilleumier, Swiss Startup Invest

After his Master Degree in Business Administration at the University of Fribourg (CH) he became Professor for Finance at the University of Applied Sciences in Bern (for 10 years). / From 2000-2002 he was CEO of a Swiss Venture Capital Company / In spring 2002 he joined CTI Start-up as Project leader Financial and Investor Support for Start-up Companies (www.cti-startup.ch) until Fall of 2014 / In addition, in spring 2003 he became Managing Director of CTI Invest, now Swiss Startup Invest (www.swiss-startup-invest.ch) and is still in charge. / He was also teaching Entrepreneurship classes at the Venturelab program (www.venturelab.ch) and at ETH Zurich for more than 10 years. / In 2009 he was appointed Managing Director of the W.A. de Vigier Foundation, which he led until mid 2015. A few years ago he also initiated the News channel startupticker.ch and is still Vice-Chairman. Beginning for 2016 he became Managing Partner at the Swiss Startup Factory (www.ssuf.ch).



Teddy Amberg, CreditGate24

Teddy Amberg, geboren 1981, arbeitete mehr als acht Jahre bei der auf Privatmarktanlagen spezialisierten Partners Group AG, wo er zunächst als Analyst für Private-Equity-Investitionen, dann als Berater für institutionelle Anleger und schliesslich als Teil des Managements der globalen Marketing- und Vertriebsseinheit als Senior Vice President tätig war. Er verfügt über einen Master of Arts in Banken und Finanzen der Universität St. Gallen (HSG).



Patrik Schär, Selma Finance

Patrik Schär is CEO and Co-founder of Selma Finance, an online wealth management company. Patrik has more than 10 years of experience in private banking, portfolio management and banking related IT-projects. Before Co-founding Selma he has worked on several innovation and digitalization projects and advised startups at Startupbootcamp in Copenhagen. Patrik holds a BSc in Finance from the University of Northwestern Switzerland (FHNW) an MSc in Business, Language and Culture from Copenhagen Business School and is a CFA charterholder.



Ben Boesch, Joixes

Ben Boesch is a Co-Founder and Managing Director of Joixes Ltd.(www.joixes.com). Joixes is a Zurich-based startup that builds a revolutionary new search engine providing more relevant results by capturing and learning from your aesthetic taste. Ben holds a B.A. in Business Administration and a M.A. in Banking and Finance from University of St. Gallen (HSG) with exchange terms in Buenos Aires, Los Angeles and Singapore. He started his career at Roland Berger Strategy Consultants, covering Aviation, Automotive and Tourism verticals. Before founding Joixes in 2015, he held responsibility for M&A, Joint Venture, Digitalisation and Strategy projects at Kuoni Travel Holding.

Track I – Private Equity

Real estate is priced differently than 2007: Where are the opportunities?

15.00 – 16.00 / Room Exchange



Lucerne University of Applied Sciences and Arts
HOCHSCHULE LUZERN
Wirtschaft
Institut für Finanzdienstleistungen Zug
IFZ

John Davidson, Hochschule Luzern / IFZ

Prof. Dr. John Davidson, CAIA, ist seit 2009 am Institut für Finanzdienstleistungen Zug, ein Institut der Lucerne University of Applied Sciences and Arts (Hochschule Luzern – Wirtschaft) im Bereich Real Estate und Private Equity als Dozent und Studienleiter MAS Immobilienmanagement tätig. Zudem ist er bei der Deutschen Finance Group, einem Real Estate / Infrastructure FoF auf dem Asset Management Board. Zuvor war John Davidson von 2005 bis 2009 bei der Swiss Re für den Aufbau und das Management eines globalen indirekten Real Estate Immobilienportfolios mitverantwortlich. Neben der Auswahl und Fund Due Diligence vertrat er die Swiss Re auf verschiedenen Advisory Boards und an Investmentkonferenzen. Von 2002 bis 2005 war John Davidson bei UBS Asset Management im Bereich Private Equity tätig. John Davidson promovierte an der Universität Zürich zum Thema „MBO mittels Private Equity“. Zudem ist er seit 2009 Mitglied der CAIA (Chartered Alternative Investment Analyst) - Association. Seine neusten Publikationen sind „Private Equity Real Estate“ und „Indirect Real Estate Investments“, welche 2011/2014 im SECA Verlag publiziert wurden.



DIENER | SYZ
REAL ESTATE

Jürg Syz, Diener Syz Real Estate AG

Juerg Syz is partner at Diener Syz Real Estate and has 15 years of experience in banking, real estate, and risk management. Before co-founding Diener Syz Real Estate, he worked for Credit Suisse and later as member of the senior management for Zurich Cantonal Bank, heading the department for real estate research, risk modeling and investment product development. Juerg Syz holds a PhD in Finance from the University of Zurich, a CFA Charter and an MBA from INSEAD. He publishes regularly in internationally renowned journals and lectures on Real Estate Finance at the University of Zurich.



Michael J. Larsen, Harbert Management Corporation

Michael Larsen is responsible for sales and marketing from our office in London. Prior to joining HMC in November 2004 he spent more than 24 years in the financial services industry in a variety of senior sales and management roles, with more than 15 years in Europe, including two years as Executive Director and Head of Sales and Marketing at a leading Swiss alternatives manager. Prior to that Michael was a Business Manager for Citigroup Asset Management, with responsibility for a number of markets. Michael's career with Citigroup and Citicorp spanned 20 years, with positions in New York, Bahrain, London, Zurich, and Geneva. He received a Bachelor of Arts degree in Economics from Boston University. Michael is registered with the UK Financial Conduct Authority and holds his FINRA/NASD Series 7 and 63 licenses.

Track I - Private Equity

Apax Global Alpha - learning from the best

16.30 – 17.30 / Room Exchange



Deloitte.

Marcel Meyer, Deloitte

Marcel leads the Deloitte's Investment Management practice for Audit& Advisory in Switzerland. He has more than 13 years of experience in auditing and advising domestic and international clients in the Investment Management industry. Marcel has worked extensively with regulated Swiss and Liechtenstein clients as well as alternative investment fund structures such as Private Equity and Hedge Fund managers and companies in Russia and Eastern Europe.



Apax
PARTNERS

Ralf Gruss, Apax Partners LLP

Ralf Gruss is Chief Operating Officer of the Apax Group and a partner of Apax Partners. He is a former member of the Apax Group's Financial & Business Services team. Ralf also leads the investment advisory activities for AGA and is a member of the AGA Investment Committee. He joined the Apax Group in 2000 and is currently based in London, after previously been based in Hong Kong and Munich. Ralf has both led and participated in a number of deals, including Kabel Deutschland, LR Health and Beauty Systems and IFCO Systems. He has served as adviser and non-executive board member to a number of the Apax Funds' portfolio companies including LR Health and Beauty Systems. Prior to joining the Apax Group he was a consultant with Arthur D. Little International Inc., where he specialised in advising clients in the financial services sector. Ralf holds a diploma in industrial engineering and business administration from the Technical University in Karlsruhe. He also studied at the University of Massachusetts and the London School of Economics.

Track II – 4th Industrial Revolution

Artificial Intelligence – Trends, outlook and expectations, with a particular focus on Switzerland

15.00 – 16.00 / Room Auditorium



Klaus-Christian Glückert, Creathor Venture

Klaus-Christian is Investment Manager at Creathor Venture focusing on companies in the technology sector. He holds a diploma in experimental psychology with focus on human-computer interaction and statistics and studied at the University of Constance, Yale University and Stanford University. Before joining Creathor Venture, he helped build start-ups for Rocket Internet as a product manager and also worked with data science teams to build machine learning models to predict merchant payment transactions. At Creathor Venture he is responsible for portfolio companies such as mila.com (acquired by Swisscom), joiz.ch and easybooking.at. Besides working for Creathor Klaus-Christian is a passionate kite-surfer and musician.



Harald Nieder, Redalpine

Harald is a Partner at early-stage Venture Capital firm Redalpine, investing in European Life Science and ICT start-ups. Prior to that he worked in various roles at banks BNP Paribas and Bank of America Merrill Lynch. He holds a PhD in Theoretical Physics from Vienna University of Technology and an MSc in Financial Economics from Oxford University.



Rasmus Rothe, Merantix

Rasmus Rothe has worked in the space of artificial intelligence and machine learning for more than 10 years. Earlier this year, he launched howhot.io, a website utilizing artificial intelligence to predict age, gender and attractiveness of a person. The website attracted more than 1m unique visitors in the first twelve hours after launch and more than 100m uploads to date. It received coverage on TechCrunch, Washington Post, Business Insider and Product Hunt. While still in high school, he won the Robocup Junior world cup, and later studied Computer Science with a focus on (deep) machine learning at Oxford, Princeton and ETH Zurich. In 2014, he founded HackZurich, and developed it into Europe's largest hackathon with more than 500 participants. In early 2016, he founded Merantix, a company leveraging artificial intelligence, deep learning and computer vision to tackle problems in fields ranging from health to banking and beyond.



Jürgen Galler, 1plusX AG

Jürgen Galler is co-founder and CEO of 1plusX AG, a Zürich based software startup using artificial intelligence technology for its data management & predictive marketing platform. Before starting 1plusX in 2015 he was Chief Strategy Officer and member of the executive team of Swisscom (2012-2014) and member of the European Management team of Google, leading Google Search and YouTube for Europe, Middle East and Africa (2007-2012). Jürgen has a broad experience in digital product development (web and mobile) and led the market introduction of over 100 different digital products throughout Europe while working for Bertelsmann, Google and Swisscom. He enjoys entrepreneurship and working with international teams to deliver products that truly innovate and provide clear benefit to consumers and/or businesses. Jürgen lives with his family in Switzerland and holds a PhD from University of Saarland.



Manish Singhal, pi Ventures

Manish is a keen technology, people and business leader. He brings in over 23 years of operating and advisory experience across different sectors. He is the Founding Partner of pi Ventures, a venture fund focussed on Machine Learning, Artificial Intelligence and IoT based out of India. He has been actively involved in the startup eco-system in India for the last few years. He co-founded LetsVenture.com and led it to become the leading marketplace for startups & early stage investors in India (enabled 15 startups raising their rounds) within a very short span of time. He is a keen mentor of startups and loves working with them as an advisor and an angel investor. Recently he was rated as one of the top angel investors in India by VC Circle. He is on the boards of several startups. Before LetsVenture, he was the India country manager for Sling Media Inc, a silicon valley based consumer electronic startup. He built the R&D and product team in India from scratch and took it to a successful acquisition. He is also a founder-mentor for an initiative called Women Entrepreneur Quest, which is an annual event for recognizing and rewarding women entrepreneurs in India. This initiative was founded in 2010 and will be hosting its fifth later this year. After doing his engineering from IIT Kanpur in 1992, he has been instrumental in building several products and teams in different startups and established organisations like Sling Media, Ittiam Systems and Motorola. He has contributed to the standardisation of MPEG-4 standard as well and holds couple of video technology patents to his name. He has experience in building hardware standalone products as well as cloud enabled software products. He is a keen sports enthusiast and a published wild life photographer.

Track II – 4th Industrial Revolution

Live presentations of start-ups

15.00 – 16.00 / Room Auditorium



Alexander Stoeckel, b-to-v Partners AG

Alexander Stoeckel is a Partner and Board Member at b-to-v. He had joined the firm in 2007. Alexander has studied international business administration at the European Business School (ebs) in Oestrich-Winkel and Paris, and at the International School of Management (ISM) in Dortmund and San Diego. He holds an MBA from the University of Oxford. Prior to b-to-v, Alexander has worked as fund-of-fund manager for Hauck & Aufhäuser Private Bankers, and as Assistant Executive Manager for KPMG. Since May 2015, Alexander is a Board Member for the Seed Money & Venture Capital Chapter of the Swiss Private Equity & Corporate Finance Association (SECA). Alexander was born and raised in Berlin. He is married and has two kids. He and his family live in St. Gallen.



Klaus Kummermehr, GoBeyond

Klaus is partner with Go Beyond and responsible for Corporate Clients with our Innovation and Venture management services. He did spend most of his career in consulting, Cap Gemini 9 years and Deloitte 13 years. He became equity partner at Deloitte and was member of the industry executive board (UK and CH). After he left Deloitte in 2010, he co-founded the Swiss based start-up Aspediens (recently acquired by CSC), attracted by the emerging possibilities of web technology. He is confirmed Deal Lead for some investments of Go Beyond, where he support the startups either as advisor or board member. Klaus is on a voluntary basis founding and board member of the Swiss Finance & Technology Association (www.swissfinte.ch). Klaus studied information technology and business administration. When his commitments allows, Klaus enjoys sailing, paragliding and all sorts of biking.



Steffen Wagner, investiere.ch

Steffen is the CEO and co-founder of investiere. Since the mid Nineties, Steffen has researched and worked in the interface of financial markets and private sector development: as the founder of two successful companies (a technology venture in Berlin and a dried fruit producer in Uganda), as a management consultant for financial institutions (Accenture, b&m management and PricewaterhouseCoopers) and as a business development consultant in Africa (UNDP). He is also the author of various studies on financial markets and small and medium-sized businesses and currently acts as the Swiss correspondent manager for the Foundation of German Business. Steffen holds an MBA and has an academic background in Economics and Philosophy (Freie Universität Berlin and Carlos III de Madrid). Steffen enjoys the complexity and passion in jazz and classical music, the togetherness with close friends and the solitude of ski mountaineering.



Lukas Weber, investiere.ch

Lukas is CTO and co-founder of investiere. As such he is in charge of all things IT. He is also the President of investiere's Board of Directors. He has an academic background in computer science (ETH Zurich and Ecole Nationale Supérieure des Télécommunications in Paris) and is an experienced management consultant in the financial services industry (b&m management and PricewaterhouseCoopers). He started his career at Goldman Sachs (London) and previously founded a web application company (divested) and online retailer Pexton GmbH (golfshop-online.net, stargolf.ch). He is also involved in various other web projects. Lukas enjoys unusual ideas and the thought of creating "something new". He is very fond of music and plays the piano and guitar.

Track III - Legal & Tax

The current hot topics in a nutshell

15.00 – 16.00 / Room Bid & Ask



bratschi
wiederkehr
& buob

Hannes Glaus, Bratschi Wiederkehr & Buob

Hannes Glaus (Dr.iur.; LL.M) ist Partner im Anwaltsbüro Bratschi Wiederkehr & Buob. Er ist im Wirtschaftsrecht, vor allem in den Gebieten Asset Management und Private Equity, tätig. Im Asset Management Bereich befasst er sich unter anderem mit der Strukturierung von Anlagen für institutionelle Anleger, dem Kollektivanlagerecht und der Finanzmarktregulierung; im Bereich Private Equity mit Rechtsfragen bei Beteiligungen an KMU's und Start-up Unternehmen sowie Private Equity Kollektivanlagegefass. Seine Klienten sind Manager von Kollektivanlagegefass, Private Equity und Hedge Funds, Pensionskassen, Banken, Finanzintermediäre und KMU-Unternehmen. Im Zusammenhang mit seinen bevorzugten Tätigkeitsgebieten engagiert sich Hannes Glaus im Vorstand (bzw. Fachausschuss) der folgenden Verbände.

- SECA, Swiss Private Equity and Corporate Finance Association: Vorstandsmitglied und Präsident des Legal & Tax Chapters;
- SFA, Swiss Funds Association: Mitglied der Fachausschüsse Alternative Investments und Private Markets;
- SVUE, Schweizer Verband Unabhängiger Effekthändler: Präsident des Vorstands;
- Einlagensicherung der Schweizer Banken und Effekthändler: Vorstandsmitglied.

Hannes Glaus wuchs in Zürich auf. 1982 schloss er mit dem Prädikat magna cum laude und dem Dokortitel das Jura-Studium an der Universität Zürich ab. Nach der Schweizer Anwaltszulassung absolvierte er 1984/85 ein Masters Studium an der Harvard Law School und die Anwaltsprüfung in New York. Es folgten Praxis-Jahre in New York und Zürich. Seit 1989 ist er als selbstständiger Rechtsanwalt in Zürich und Zug tätig. Hannes Glaus spricht Deutsch, Englisch und Französisch.



pwc

Dieter Wirth, PwC

Professional and Business Experience - Dieter Wirth joined PricewaterhouseCoopers in 1998 and first focused on M&A and international reorganisation transactions and then on the financial industry where he became tax partner in 2006. He is both a certified tax advisor and an attorney-at-law with extensive experience of many of the largest financial institutions domiciled in Switzerland. Dieter has a wide range of working knowledge in capital market transactions, on tax due diligence and international tax structuring projects in the finance sector in general. Dieter leads the Financial Service Industry Team of PwC Switzerland. He is further a board member of SECA (The Swiss Private Equity & Corporate Finance Association).



LENZ & STAEHELIN

Beat Kühni, Lenz & Staehelin

Expertise: Beat Kühni is an expert in corporate, M&A, private equity, banking and finance, real estate matters and corporate & regulatory investigations. **Practice Areas:** Corporate and M&A, Private Equity, Commercial and Contracts, Banking & Regulatory, Corporate Finance, Structured Finance, Real Estate and Insolvency & Restructuring. **Education and Professional Experience:** 1995 Admission to the Bar / 1996 Joined Lenz & Staehelin / 1998 University of Chicago Law School (LL.M.) / 2003 Partner at Lenz & Staehelin



Blum & Grob
RECHTSANWÄLTE

Christian Koller, Blum&Grob Rechtsanwälte

Christian Koller ist Partner bei der Rechtsanwaltskanzlei Blum&Grob in Zürich. Zu seinen Tätigkeitsgebieten gehören, neben dem allgemeinen Gesellschafts- und Vertragsrecht, das Banken- und Finanzmarktrecht, wo er sowohl in privatrechtlichen als auch regulatorischen Fragen berät und seine Klienten gegenüber den Aufsichtsbehörden vertritt. Sodann berät er in private M&A und Private Equity Transaktionen sowohl käufer- als auch verkäuferseitig und unterstützt bei der Strukturierung geeigneter Anlagevehikel. Zu seinen Klienten gehören u.a. regulierte Finanzdienstleister, unabhängige Vermögensverwalter, ausl. Fondsanbieter sowie Venture / Private Equity Investoren. Christian Koller wurde am 2. Juni 1970 in Zürich geboren und hat nach dem Abschluss des Jura-Studiums an der Uni Zürich das LL.M. Programm der New York University absolviert. Er ist seit 2001 als Anwalt tätig. Christian Koller ist anerkannter Vertreter (Listing Agent) der SIX und Mitglied des Legal & Tax Chapters der SECA. Er tritt regelmässig als Sprecher an Fachveranstaltungen auf und publiziert zu finanzmarktrelevanten Themen.

Track III – Corporate Finance

“Now I have to work for the money I earn.” - Why it makes sense to get your hands dirty

16.30 – 17.30 / Room Bid & Ask



Philipp Dialer, EY Switzerland

Philipp Dialer is Manager in the Transaction Advisory Services Department (TAS) in Zurich. He joined EY in 2012 from UBS Investment Bank. Philipp is a member of TAS Business Development Team focusing on deal intelligence and origination across all industry sectors in Germany, Switzerland and Austria. As a deal scout, Philipp maintains a network of private equity firms, investment bankers, family officers and corporate executives in order to source, validate and distribute upcoming deal opportunities. Philipp started his career as assistant to CEO & COO of UBS Investment Bank in Switzerland. Prior to that he held part-time positions at SECA Swiss Private Equity & Corporate Finance Association and at Investment Banking Department (IBD) of UBS Investment Bank. Philipp holds a Bachelor of Science in Business Administration with Specialization in Finance and Banking. He is trained in military intelligence, currently holding the rank of a Captain, by the Swiss Armed Forces.



Ronald Sauser, Head EY M&A Switzerland

Ronald Sauser is Head of the M&A Team Switzerland at EY. Prior to joining EY, Ronald was CEO and Chairman of Leonardo & Co. Switzerland. Until 2011 his team operated under the brand Sal. Oppenheim Corporate Finance Switzerland. Earlier in his career, he held various senior positions in several prestigious financial institutions and advisory firms such as Arthur Andersen, UBS und Credit Suisse. Ronald is a highly experienced advisor with a long standing track record in the European M&A market. He has successfully supported over one hundred domestic and international transactions in different industries, including several high-profile deals. Ronald holds a Master's degree in Business Administration.



Fabian Denneborg, EY M&A Switzerland

Fabian Denneborg is Executive Director of the EY M&A Team in Zurich since 2015 and responsible for transactions in the Retail & Consumer Products space. Before joining EY, he was at Leonardo & Co. Switzerland in the position of Executive Director and at Sal. Oppenheim Corporate Finance in the position of Vice President. Prior to his move to Switzerland, Fabian worked in Frankfurt in ECM/M&A at JPMorganCazenove and in the Corporate Finance team of Deloitte. He can rely on many years of experience in advising international and national clients on the execution of mainly cross-border M&A transactions. Fabian is project leader with wide expertise in the areas of process and negotiation strategies, valuation and due diligence for buy- and sell-side transactions. He holds two Master's degrees in Business Administration and Philosophy and is Certified Public Accountant (CPA).



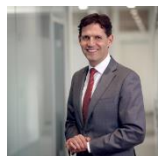
Frank Becker, Invision Private Equity AG

Frank Becker joined Invision in 2000. His investment interests include opportunities in education, information technology and innovative services business concepts. He is responsible for the investments in Swiss Education Group, Vantage Education, Kraft & Bauer Holding GmbH and Parkresort Beteiligungs AG and serves on these companies' boards. Before joining Invision, Frank Becker was the CFO of Compaq Computer Switzerland, where he was instrumental in the post merger integration of Digital Equipment Corporation. During his time at Compaq, Frank Becker also served as the President of the Compaq Pension Fund Board. Prior to Compaq, Frank Becker was a consultant with The Boston Consulting Group, advising clients on strategic, organizational and operational issues. Frank Becker holds an MBA from Stanford Business School and graduated in electrical engineering at the Swiss Federal Institute of Technology, Zurich.



Philippe Stüdi, Equistone Partners Europe

Philippe Stüdi joined Equistone Partners Europe as a Director in March 2006 to build and expand our Swiss business. Philippe has over twenty years corporate finance experience. He was previously a Partner at Fincor Finance SA, an internationally oriented corporate finance and asset management boutique. He also gained experience with Apax Corporate Finance and with a corporate finance company he subsequently founded and sold. He started his career as Project Manager at Gemini Consulting. Philippe holds a Master's Degree in Strategy & Organisation from the University of St Gallen.



Ralph M. Wyss, Gilde Buy Out Partners

Ralph M. Wyss has over 25 years of private equity and structured lending experience, having worked in Switzerland, the United Kingdom and The Netherlands. Since moving to Gilde in 1996, Ralph has been instrumental in the success of the Gilde Buy-Out Funds I, II, III and IV and serves on the board of a number of portfolio companies. In 2004, Ralph established the Zurich office. Ralph heads the DACH offices and is Chairman of the Partnership. Prior to joining Gilde, Ralph worked for Citibank in London as a senior transactor and originator for LBOs and structured finance. Ralph received a Masters Degree in Finance & Accounting from the University of St. Gallen (Switzerland).