Investor’s Fair
3 December 2015
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.00-9.30</td>
<td>Registration</td>
</tr>
<tr>
<td>9.30-9.35</td>
<td>Welcome</td>
</tr>
<tr>
<td></td>
<td>Guy Clausse, EIB Institute</td>
</tr>
<tr>
<td>9.35-9.45</td>
<td>Introduction</td>
</tr>
<tr>
<td></td>
<td>Hedda Pahlson-Moller, Omsint and Tiime</td>
</tr>
<tr>
<td>9.45-10.30</td>
<td>3 min Pitches</td>
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<tr>
<td></td>
<td>Hand-in-Scan</td>
</tr>
<tr>
<td></td>
<td>Tamás Haidegger</td>
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<tr>
<td></td>
<td>OrtiAlti</td>
</tr>
<tr>
<td></td>
<td>Emanuela Saporito</td>
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<tr>
<td></td>
<td>Progetto Quid</td>
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<td></td>
<td>Valentina Bedogni</td>
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<tr>
<td></td>
<td>Politeia</td>
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<tr>
<td></td>
<td>Stephanie Xydia</td>
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<tr>
<td></td>
<td>Magdas Hotel</td>
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<td></td>
<td>Gabriela Sonnleitner</td>
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<td></td>
<td>Mobilearn</td>
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<td></td>
<td>Ernest Radal</td>
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<tr>
<td></td>
<td>Blue Badge Style</td>
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<td></td>
<td>Fiona Jarvis</td>
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<td></td>
<td>Piano C</td>
</tr>
<tr>
<td></td>
<td>Riccarda Zezza</td>
</tr>
<tr>
<td>10.30-10.40</td>
<td>1 min Pitches</td>
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<tr>
<td></td>
<td>Ufeed</td>
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<tr>
<td></td>
<td>Laura Silva</td>
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<tr>
<td></td>
<td>Filisia</td>
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<tr>
<td></td>
<td>Georgios Papadakis</td>
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<tr>
<td></td>
<td>Adie</td>
</tr>
<tr>
<td></td>
<td>Marie Degrand-Guillaud</td>
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<tr>
<td></td>
<td>Mattecentrum</td>
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<tr>
<td></td>
<td>Hannah Pettersson</td>
</tr>
<tr>
<td>10.40-10.45</td>
<td>Social Entrepreneurship in Luxembourg</td>
</tr>
<tr>
<td></td>
<td>Nicolas Buck, nyuko and 1,2,3 Go Social</td>
</tr>
<tr>
<td>10.45-10.50</td>
<td>Closing words</td>
</tr>
<tr>
<td></td>
<td>Hedda Pahlson-Moller</td>
</tr>
<tr>
<td>10.50-11.00</td>
<td>Follow-up questions to entrepreneurs</td>
</tr>
<tr>
<td>11.00-12.00</td>
<td>Pre-booked meetings between Entrepreneurs and Investors</td>
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<tr>
<td>From 11.00</td>
<td>Transportation to conference</td>
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<td>Transportation will be arranged in rounds to take participants to the</td>
</tr>
<tr>
<td></td>
<td>conference on “Boosting Social Enterprises In Europe”</td>
</tr>
</tbody>
</table>
Table of contents

Agenda 2
Projects 5
Moderator 18
CounterPitchers 19
Pitch Tuning Coach 22
Speakers 23

Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Sector</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adie</td>
<td>#microfinance</td>
<td>6</td>
</tr>
<tr>
<td>Blue Badge Style</td>
<td>#disabled #inclusion #information dissemination</td>
<td>7</td>
</tr>
<tr>
<td>Filisia</td>
<td>#disabled #medical #software</td>
<td>8</td>
</tr>
<tr>
<td>Hand-in-Scan</td>
<td>#medical #hardware</td>
<td>9</td>
</tr>
<tr>
<td>Magdas</td>
<td>#refugees #hotel</td>
<td>10</td>
</tr>
<tr>
<td>Mattecentrum</td>
<td>#education #tutoring</td>
<td>11</td>
</tr>
<tr>
<td>Mobilearn</td>
<td>#refugees #migrants #information dissemination</td>
<td>12</td>
</tr>
<tr>
<td>OrtiAlti</td>
<td>#urban redesign #eco buildings #urban farming</td>
<td>13</td>
</tr>
<tr>
<td>Piano C</td>
<td>#women #eco-working #matchmaking</td>
<td>14</td>
</tr>
<tr>
<td>Politeia 2.0</td>
<td>#politics #eco-design #civic engagement #democracy</td>
<td>15</td>
</tr>
<tr>
<td>Progetto QUID</td>
<td>#upcycling #fashion industry</td>
<td>16</td>
</tr>
<tr>
<td>Ufeed</td>
<td>#social media #donations #CSR</td>
<td>17</td>
</tr>
</tbody>
</table>
An Investor’s Fair unlike any other!

The EIB Institute, in cooperation with the European Commission, welcomes you to this Social Innovation Investor’s Fair, showcasing exceptional entrepreneurs and social innovation projects.

A dozen outstanding projects have been chosen from among the 65 previous finalists of the Social Innovation Tournament and the Social Innovation Competition to exhibit European social impact projects seeking investment to reach their targets.

The Investor’s Fair 2015 is organised in collaboration with Tiime and SEAkademie, which supported the Institute in selecting the participants and leading a ‘Pitch Tuning’ workshop, where the participants were welcomed and hosted by nyuko, to prepare them for the Investor’s Fair.

The Investor’s Fair is being held as part of a two-day conference on “Boosting Social Enterprises in Europe” on 3 and 4 December, which is being organised by the Luxembourg Ministry of Labour, Employment and the Social and Solidarity Economy.

Among the participating investors and philanthropists we welcome

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![Facebook Logo](image1.png) Facebook “f” Logo RGB / .eps
@tiime_now

![Facebook Logo](image2.png) Facebook “f” Logo RGB / .eps
@seakademie

![Facebook Logo](image3.png) Facebook “f” Logo RGB / .eps
@nyuko121

![Website](image4.png)
tiimeisnow.org

![Website](image5.png) seakademie.de

![Website](image6.png) nyuko.lu
Blue Badge Style (BBS) is a Vogue/Michelin-type guide for people who want to maintain their style whatever their disability, whatever the style. This unique social network includes disabled people, their friends and families. BBS is a commercial company with a social impact - encouraging disabled people to 'enjoy life'.

Our website and app provide information on what to do, where to go and what to buy and encourage social inclusion in a number of ways. Our unique rating system awards goods and services up to three BBS Ticks for accessibility, facilities and style. This encourages providers to meet our standards, user reviews are included and ‘As Recommended by BBS’ is an aspirational sign of quality. To address the problem of anxiety when going somewhere new, BBS developed PADs (Pictorial Access Descriptions) - an online journey through a venue from the perspective of a customer with multiple disabilities. They show disabled people what to expect and encourage them to visit without fear. They are sold to venues for €200 to €10 000 and account for 50% of our revenue, along with any associated delivery fees.

Team

Marie Degrand-Guillaud

A graduate from ESCP Europe, one of the top French business schools, Marie worked for five years as a strategy consultant before joining Adie, where she now works as Marketing and Product Director. Her international background (Marie was project manager for an Indian NGO in Calcutta, junior expert in Switzerland for the International Labour Organization and a consultant in London for the Financial Reporting Council) as well as her training in social entrepreneurship (she followed the International Social Entrepreneurship Programme at INSEAD) have proved essential for her current job as Head of the Adie Social Microfranchising initiative.

Team

Fiona Jarvis

Fiona Jarvis has lived and worked in London for 30 years. She first realised she might have multiple sclerosis after falling off her high heels in a bar once too often and became progressively disabled but did not compromise on her lifestyle. She worked in sales management for various software companies, including SAP, selling multi-million pound systems to the financial sector. This involved entertaining clients, and consequently colleagues and friends consulted her on where was the latest ‘cool’ place to go. She also recorded the obstacles she might meet whilst walking with sticks and now in a wheelchair. In 2007 this became the foundation of Blue Badge Style’s website but it was only in 2013 that she started to work full-time on the project. She believes passionately that disability and style should co-exist, whether eating in smart restaurants, wearing elegant clothes or going on glamorous holidays, and she has refused to let disability define her life. Fiona embodies the Blue Badge Style spirit! As Coco Chanel said: “Fashion fades; only style remains the same”.

What we are looking for

We are looking for a donation of EUR 100 000 to finance the incubation and development of our next two microfranchise networks. We also need all the visibility we can get to find new business partners willing to join us in our venture and co-create new microfranchising networks with us.

Awards

2014 SIT Winner General Category.
Filisia (Greece)

#disabled #medical #software

Filisia uses music technology to stimulate the rehabilitation process for people with musculoskeletal, cognitive and neurological disabilities. We develop sensor-based musical devices that enable our users to express themselves creatively, while providing them with the motivation to exercise and supporting their sensory integration. Our systems combine hardware and software and engage our users by providing haptic, auditory and optical feedback. They are highly customisable to the needs and abilities of each user and support a wide range of interactions. For the past year we have been collaborating with researchers, developers, therapists and parents to develop and successfully test five generations of working prototypes. Filisia is a multifaceted team of six and has won several health and social innovation distinctions. We are currently in the beta testing phase and plan to launch our product in the UK, Germany and the Netherlands.

filisia-interfaces.com  @_Filisia  filisia.interfaces

Georgios Papadakis

Georgios Papadakis is the founder and CEO of Filisia. He oversees research and is responsible for interaction design and business development. He has a professional and academic background in interaction design, sound design and project management. He holds a BSc with honours in Music Technology and an MA in Cultural Economics and Entrepreneurship. For several years he worked as a designer of interactive systems (software and hardware) for exhibitions and the performing arts. He has conducted research on gestural interfaces and organised several related events such as conferences, debates and workshops in different countries in Europe. He has also worked with people with special needs in the past.
georgios@filisia-interfaces.com

Team

Our vision is to motivate our clients to express themselves, participate and improve their capacities. We do this by bringing our music, design and engineering backgrounds into healthcare. Filisia consists of a CEO and interactive systems designer, an embedded systems engineer, a financing and operations officer, a medical equipment mechanical engineer and two software developers. We also collaborate with therapists and educators and receive advice from business and technical mentors.

What we are looking for

We have raised EUR 80 000 through national and European awards in social entrepreneurship and EUR 70 000 via a convertible loan. What we are looking for is the opportunity to work with therapists and educators and receive advice from business and technical mentors.

Awards

Finalist 2014 SIT.

Hand-in-Scan (Hungary)

#medical #hardware

Hand rubbing with an alcohol-based solution is the most effective way to reduce the spread of germs, pathogens and other sources of infection. Proper hand hygiene reduces the risk of infection and decreases the number of casualties, thus providing big savings for the healthcare system and society as a whole. Our Hungarian team is developing, validating and commercialising an innovative hand hygiene system based on digital imaging technology — Hand-in-Scan — for the direct control of hand washing efficacy in the medical and industrial environment. Building on our device and the related online reporting system, we want to create a full-scale educational campaign and curriculum that addresses all levels and age groups in society, jointly working together with our international partners. These efforts will significantly improve the quality of life in impoverished regions by achieving better personal hygiene and will help to eradicate healthcare-associated infections (HAIs) in the Western world and stop large-scale epidemics such as SARS and H1N1 from spreading globally.

www.handinscan.com  @HandInScan  handinscan

Team

Tamás Haidegger, CEO, 10 years in medtech R&D, PhD in electrical engineering. He has been serving as CEO/CTO in the early years of the company and built up a vast network of collaboration with medical institutions and organisations such as WHO.

Péter Hóna COO, nine years in R&D project management, MSc in computer science. He joined the Hand-in-Scan founders in 2011, bringing in complementary project management and innovation financing knowledge, and has been running the business operations since he started with the company.

Csaba Hankó, more than 12 years in medtech and health sales. At 3DHISTECH Ltd., under his management, the team of six people was generating a EUR 7m turnover, serving big pharma research companies engaged in cancer research (such as MERCK, ROCHE, BAYER, BEERSDOFF) and pathology departments in hospitals.

What we are looking for

We are looking for a EUR 235 000 capital investment to conquer the European market, prepare for the US market, accelerate towards serial production and finance basic operations. Use of proceeds: (i) covering the business development costs of setting up direct sales/distributor channels in the EU. Hand-in-Scan will enter the US market within two years. With a combination of organic growth and supportive medical technologies. He is the coordinator of an international consensus group, focusing on electromagnetic tracking system assessment. Currently, he is an adjunct professor at the Obuda University, serving as the deputy director of the recently founded ABC Center for Intelligent Robotics. He is also a research area manager at the Austrian Center of Medical Innovation and Technology (ACMIT), working on minimally invasive surgical simulation and training, medical robotics and usability/ workflow assessment through ontologies. Tamás is the co-founder and CEO of a university spin-off – Hand-In-Scan Ltd. – focusing on objective hand hygiene control in the medical and industrial environment. He is working together with Semmelweis University, the National University Hospital Singapore and Hôpitaux Universitaires de Genève.

tamash@handinscan.com  +36-30-3720764

group@handinscan.com  +36-1-3690088

Awards

Winner of the 2012 SIT.

Best of Biotech: MedTech Award (Vienna, 2012).


Red Dot design award: Best Design Concept (Singapore, 2015).
Magdas (Austria)

#refugees #hotel

Austria is faced with an increasing number of refugees, who have enormous difficulties in finding a job and thus often end up in poverty and social isolation. Austrian society perceives refugees as a burden and fails to see the additional value they bring to the country. Asylum seekers are excluded from the labour market. At the same time there is a lack of qualified personnel in the tourism industry. In order to tackle both issues, Magdas developed a concept for a social business hotel run by refugees and experienced staff.

Magdas’ HOTEL is designed to serve as a role model by creating new jobs for accredited refugees. Magdas is focusing on the talents and strengths of the target group. Magdas HOTEL tries to solve social and economic problems with entrepreneurial tools. The focus is not the maximisation of profit, but the maximisation of societal benefits, humanity and openness.

A hotel, as common ground for people with different cultural, professional and social backgrounds, provides an excellent opportunity to employ and integrate this neglected target group. By cooperating with training institutions and the tourism industry we are able to give refugees proper training and later transfer them to our partners.

Gabriela Sonnleitner

Gabriela Sonnleitner started her career at the Vienna Tourist Board, where she worked in PR and advertising before moving to London to work for Marks & Spencer in Corporate Communications. Returning to Austria, she moved into the NGO sector and became Head of Communications of Caritas Austria. She oversaw the communication strategy of this organisation – one of the biggest of Austria’s non-governmental organisations – for ten years before returning to the for-profit market and working for Ketchum Publico. In June this year she was appointed CEO of magdas Social Business.

www.magdas-hotel.at @magdas_HOTEL Magdas HOTEL

Mattecentrum (Sweden)

#education #tutoring

Mattecentrum is a non-religious, non-political Swedish, Danish and Norwegian non-profit organisation offering free maths tutoring to all youngsters in Scandinavia. It was founded in 2008 and arranges tutoring sessions known as “maths labs” and online tutoring. Anyone is welcome to attend a maths lab, regardless of their knowledge, curriculum or school. Mattecentrum also runs the online tutoring site Matteboken.se. Our mission is to work for equal opportunities to learn, increase knowledge of maths and stimulate an interest in maths. All of our services are free of charge and available to all.

Today almost 350 000 youngsters throughout Scandinavia are using our services every month.

www.mattecentrum.se @Mattecentrum Mattecentrum

Hannah Pettersson

Hannah Pettersson started her journey in August 2010 at the non-profit organisation Mattecentrum, which offers free help in maths to any young people who need it. At the right hand to the founder, Johan Wendt, she has been involved in the huge growth that the organisation has experienced. She has developed one of the largest Swedish non-profit organisations, with over 250 000 different visitors every month, and started up Matematikcenter in Denmark, which is based on the same concept. Since January 2014 she has been the secretary general for the umbrella foundation Tussilago and has been working on establishing new organisations internationally, using the same concept and knowledge.

Her expertise includes leadership and organisational development.

hannah@mattecentrum.se +46 768 100 007

Team

Our team consists of unpaid volunteers with expertise in maths; they are our professionals and role models when it comes to meeting the students. We also have a back-up team, working with the administrative structures concerning the actual knowledge sharing perspective. These are individuals who love working for something more than a paycheck and have knowledge in different areas regarding organisational development, funding, volunteers and social impact.

What we are looking for

Today we have the opportunity to keep the development going internationally. We are working on our third country (Norway) and plan to open up in at least two more countries in 2016/2017 (probably Germany and Finland). We need start-up funding of around EUR 50 000 to EUR 100 000 to make this happen and give the new organisations a push in the right direction to make them sustainable in the long term. We also need partners in schools, businesses and entrepreneurship, and partners who can help us and provide us with marketing opportunities and legal assistance in each country.

Awards

Second Prize General Category in the 2013 SIT.

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Awards

Second Prize General Category in the 2013 SIT.
Mobilearn (Sweden)

Mobilearn offers a mobile phone service to promote faster integration and establishment in society. It collects and stores information from the largest government departments and authorities, translates the information into different languages and displays it on people’s mobile phones with a translation – an ‘open government platform’ – in the user’s own mother tongue. This means that immigrants from, say, the Middle East, can use their cellphones to ask directly in Arabic “How do I apply for a Swedish personal identity?” and get government information on that topic presented in Arabic, with a Swedish translation.

Mobilearn services are licensed for a limited period and are aimed primarily at new arrivals in Sweden, for example, with little, if any, knowledge of Swedish and/or Swedish social behaviour. These new arrivals may include asylum seekers, economic migrants and those joining their families in Sweden. Mobilearn provides both language and socio-behavioural support throughout the Swedish integration process. A “one-stop shop” for immigrants.

mobilearn.se  @infoMobilearn

Ernest Radal

Ernest Radal (born in 1980) has a background in marketing and sales and is a joint founder of the Mobilearn concept. He has roots in former Yugoslavia and has built up Mobilearn as a trademark on the Swedish market by cultivating politicians and other decision-makers in the field of integration over a period of three years. As a result of this work, Mobilearn has today achieved high status as a company with innovative solutions for supporting the establishment of migrants in society.

© ernest.radal@mobilearn.se claes.persson@mobilearn.com ☛ +46 (0) 722 247 750 +46 (0) 722 247 050

Team

Magnus Winterman, MD

Magnus Winterman has more than 20 years’ experience in sales and successfully setting up companies in Sweden and internationally. His most recent assignment prior to Mobilearn was as MD of Danish Internet platform provider Sitecore, establishing the company in the Swedish market by cultivating politicians and other decision-makers in the field of integration.

Claes Persson – Business Development and Product Inventor

Claes has a national and international background in IT and marketing. Claes began with sales in IT-related products in 1991 and has since worked in senior positions in stock market companies, multinationals and as CEO of software companies in Scandinavia, and later as Vice-President of Business Development and Marketing for a worldwide software group with responsibility for the whole world. With a sales and relationship focus, Claes has led large projects in the software and telecoms industries and also founded several start-ups.

What we are looking for

We need approximately EUR 250 000 for research into differences between European countries in terms of languages and immigration, together with contacts and guidance to develop this not just to a national but to an EU level. We would appreciate an office in Brussels so that we can introduce Mobilearn to the Commission and work closely with the Commissioners on a daily basis.

Awards

2012 – Jury’s Special Mention at 2012 SIT.
2014 – Winner of the 2014 “Golden Mobile” in Sweden (Guldmobilen) in the category “Innovative of the year”. Previous winners of the prestigious “Golden Mobile” include Candy Crush creator King, Spotify, Zound Industries, Skype, Wrapp, SoundCloud, TrueCaller, Telenor, Ericsson and many, many more successful Swedish companies. Among the international players successful in Sweden, the previous winners include Netflix, Samsung, Sony, Nokia, Apple and McDonald’s.

Emanuela Saporito

Emanuela graduated with honours from the Polytechnic of Turin in 2008 with a thesis on the relationship between urban design and participative decision-making. In 2013 she completed a doctorate in Spatial Planning and Urban Development at the Polytechnic of Milan, with a thesis that explores the theoretical and practical implications of pluralistic approaches in city planning.

In 2011 she was visiting scholar at the Harvard Graduate School of Design and the Kennedy School of Government. Emanuela has been collaborating with STUDIOD999 since 2008 and since 2012 has been a researcher at the Politecnico of Turin, where she works on participatory urban planning, urban regeneration and collaborative decision-making.

© emanuela.saporito@ortialti.com ☛ +39 3205729228

Team

OrtAlti (Italy)

OrtAlti originated from a rooftop garden created in 2010 in Turin, Italy. OrtAlti is a service created to design and set up farm gardens on urban buildings of public interest inhabited or used by small communities. It helps people to grow their own rooftop gardens, organise recreational and educational activities, promote benefits and create a supportive network of productive green spaces in dense urban areas.

OrtAlti addresses a wide and varied audience interested in up-to-date, hot topics such as recycling, energy saving, the “zero km” food chain, organic products, eco-sustainability and co-housing. It is a sustainable service because it can appeal to individuals, public organisations or enterprises and provides significant benefits in terms of improving one’s image and customer base growth from a relatively small and quickly amortisable investment, particularly in view of subsidies or tax relief.

OrtAlti offers a set of diversified and complementary services thanks to a multidisciplinary team of women, architects, landscapers, urban planners and urban sociologists. We boast a collaborative methodology that involves users in the design and management phases of an orchard, a network of social enterprises of gardeners employing disadvantaged people as operative partners; a leading Italian company in green roofing technology as a supplier and university departments as research and development partners.

www.ortialti.com  @OrtAlti  OrtAlti

Emanuela Saporito (vice-president), PhD, architect, researcher at Polytechnic of Turin, expert in sustainable architecture, communication and territorial marketing.

Laura Sacco (collaborator), sociologist and economist, expert in social enterprises, cooperation and social innovation.

Marta Carraro (collaborator), landscape, expert in gardening, agronomics and sustainable design.

What we are looking for

We believe that OrtAlti has the potential to become a high-quality "brand", certifying each ortaleto, its products and the activities that take place on it. In order to implement this strategy, we are working on one main pilot project with a high social and environmental relevance. OrtAlti Ozanam. To make a start with all the activities related to this plan, we are seeking a donation of EUR 10 000 to support OrtAlti Ozanam’s communication plan and develop a distribution/commercialisation strategy for the produce cultivated on the roof.

Awards

Finalist 2013 SIT
First Prize “A New Social Way II” 2014, Fondazione Italiana Accenture and Iris Network.
First Prize “Progetti delle Donne” WE-Women for Expo 2015, Fondazione Milano per Expo.
Piano C (Italy)

#women #co-working #matchmaking

Piano C is a social innovation project involving inclusion of talents marginalised by current working rules and prejudices, focusing mainly on women and parents. Piano C’s model was launched in December 2012 and piloted in Milan, where a 300 square meter space is experimenting in diversity dynamics in the workforce and generating innovation, productivity and happiness. Piano C has created a strong community of peers and in 2015 also developed a partner network of similar spaces throughout Italy involving 10 cities and the pilot programme of an online network of working women (workHer).

www.pianoc.it  @PianoC_Mil  PianoC_Milano

Riccarda Zezza

Riccarda is the co-founder and CEO of Piano C and author of maam (maternity as a master), a project that transforms motherhood skills into managerial skills. Maam is also a book and programme running in many corporations, and it has just launched a digital product to become more inclusive. Riccarda believes that it is not only that women need to engage with the economy and society but, more importantly, the economy and society need women’s skills to evolve. And that’s a good reason to be aware of and break down the “maternal wall”.

d riccarda.zezza@gmail.com

Stephania Xydia

Stephania Xydia is a cultural manager born in Athens and raised in Luxembourg. She is a European School and Cambridge University graduate and holds an MA in Cultural Policy from City University, London. Since her return to Greece in 2011, she has been developing projects that aim to reconnect the concepts “Polis – Politis – Politismos – Politiki – Politeia” (city, citizen, culture, politics, state). She previously served Greek cultural diplomacy as Managing Director of Elliniko Theatro, developing interactive theatre projects in 12 countries. She is co-founder of Place Identity NGO and works as Audience Development Manager at Future Library.

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Team

We have a great team: the people who work with Piano C believe that new models can be created and can change the world for the better. Sofia is the general manager and has a strong background in non-profit organisations. Kibra is a young talent, with a wide professional network: she is in charge of communications. Chiara is a new mum, a top media and social media expert, who comes from the biggest women’s website in Italy. Raffaele is in charge of our national partners’ network (we have partners in 10 Italian cities). I am the President: I have a dream and I am seeing it come true.

What we are looking for

We believe we can fund 50% of workHer costs with grants from sponsors, so we are looking for a donation of EUR 60 000 to spend in 2016 to take the platform to phase 2 (2017), where it will attain financial sustainability and at the same time provide networking and job opportunities for thousands of women.

Awards

Winner of the 2012 SIT.

Politeia 2.0 (Greece)

#politics #co-design #civic engagement #democracy

Politeia 2.0 is a platform for political innovation focusing on redesigning policy-making processes in Greece. Instead of a failed experiment of endless austerity, we see Greece as the testing ground for visualising, prototyping and scaling new political models based on self-government, decentralisation and citizen empowerment. We map and connect civil society initiatives that promote bottom-up problem solving at the local level. By opening up data and disseminating new knowledge, we expose the democratic deficit in the country and advocate participatory governance, while producing new and concrete experiences of political deliberation in physical space. Starting up a process for the bottom-up creation of a new constitution for Greece, we host citizens’ interactive workshops, collaborative training and interdisciplinary conferences. We network with similar initiatives internationally to exchange best practices in social and digital technologies for citizens’ engagement, as part of a global transition to the commons. Our vision is to develop “the cradle of democracy” into a living laboratory for political innovation.

d politeia2.org  @Politeia2  Politeia2

Audience Development Manager at Future Library.

Team

The project’s core team consists of three dynamic women: Stephania Xydia, a Cambridge graduate with an MA in Cultural Policy & Management, who has developed social projects in 11 countries; Mary Karatza a Strategic Designer, who has applied participatory design methodologies in large corporations and public projects; and Evika Karamagioli, a Law graduate and co-founder of Gov2u NGO in Brussels. Evika has worked on major EU e-democracy projects and currently teaches Social Media Engagement at the University of Athens. All equally passionate about systemic change and social innovation, they coordinate interdisciplinary teams of more than 50 volunteers, including lawyers, political scientists, psychologists, ICT developers and designers.

What we are looking for

We need a EUR 50 000 donation to develop our membership scheme and launch an international crowdfunding campaign, based on the proof-of-concept and dynamic network developed since 2012.

Awards

Finalists 2012 SIT.

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Awards

Winner of the 2012 SIT.
Progetto QUID (Italy)

#upcycling #fashion industry

QUID is an eco-fashion business employing disadvantaged women (women with disabilities, single mothers, former prisoners) to recycle slightly damaged textiles that cannot be used for top Italian brands into limited collections. Young emerging designers develop the styles and collections. Products are distributed in QUID flagship stores and outlets sponsored by partners. Exclusive partnerships with Italian brands and emerging stylists ensure that QUID products are highly marketable and competitive. Since it was set up QUID has opened four pop-up stores. It currently has 20 employees, 11 of whom are people with disabilities.

www.progettoquid.it  @Progettoquid  ProgettoQuid

Valentina Bedogni

Project Manager at QUID. She graduated from Bocconi University with an MSc in Public Administration and International Institutions and from Fribourg University with an MA in European Business. Following experience as an assistant policy officer in Brussels working on innovation and EU cohesion policies, she moved back to Italy, where she worked for the Department of International Development at the National Association of Small and Medium-Sized Enterprises. As Project Manager she was in charge of the internationalisation process and structural funds.

valentina.bedogni@hotmail.com  +39 333 8582317

Team

QUID has five statutory partners, with an average age of 28. There are two Directors, Anna Fiscali, in charge of supervising Partnerships and External Communications, and Ludovico Mantoan, responsible for Financial and Economic Planning. Anna graduated from Bocconi University with an MA in Management and from Sciences-Po (Paris) with an MA in Political Science. Ludovico is a chartered accountant and has a PhD in Business Administration from Verona University. Stefano Chiara is QUID’s Director of Production and worked at Moncler and Dolce & Gabbana for 10 years.

What we are looking for

QUID needs to develop its commercial branches in two ways: at an Italian (retail) and European (wholesale) level. For the former, QUID needs to invest EUR 40 000 in renting a new shop and consolidating its presence in Verona. For the latter, QUID needs to invest EUR 30 000 in developing a new e-commerce platform and EUR 60 000 in scouting for new commercial opportunities in Europe. QUID needs this money in the form of a donation for the first year (2016), while for the second year (2017) it would need to be mentored by a business angel.

Awards

Winner of the European Commission Social Innovation Award 2014.

Laura Silva

Laura studied communications in Venezuela and worked for five years in the Corporate Relations Department at Diageo. There, she developed the internal communication strategy to increase employee engagement and the company’s attachment to the community it serves. Venezuela was the most highly engaged market worldwide, and the volunteering activities organised by Laura had 64% of employees participating on average. She also contributed to developing Diageo’s PR strategy. She decided to do a master’s in Corporate Communication in Spain. While studying, she created her own social entrepreneurship combining art, food and education. The initiative participated in an incubator at the Basque Culinary Center in San Sebastian, Spain. Later, Laura joined UFEED in order to position the start-up as a reference platform in socially responsible marketing, developing the communication strategy and promoting alliances with different stakeholders.

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Team

CEO, Kasia Gozdzikowska; COO, Alejandro de Leon; CMO, Laura Cecilia Silva; GMV, technology partner.

We are proud to have built together three social business projects from scratch, with minimum or no initial funding (Tuuu Libreria, Microcredits Fund and Ufeed). Tuuu Libreria is the first bookshop in Madrid where books are worth what people are prepared to pay for them. Microcredits Fund is a fund for small-scale agriculture in Nicaragua that is constantly growing and has evolved into an independent social business (www.microwd.es). We are a business-oriented team with a strong social engagement and five years’ experience in the sector. As for Ufeed, it was selected as the top start-up by PlugAndPlay and StartUp Chile. It was invited to join these two accelerating programmes and awarded a total of USD 50 000 to expand the business. We built the app and website in only three and a half months and sold our product to 20 companies.

What we are looking for

We are seeking EUR 100 000 to improve our platform’s functionality and reach 30 000 000 people with 94 000 interactions while collecting EUR 50 000 for the participating NGOs’ projects. Our main need is to cover the team’s salary. We already have 25 paying clients and are growing at 15% a month.

Awards

Finalist 2014 SIT, StartupChile, Plug and Play Spain Alumni.
Markus Freiburg
Founder and Managing Director,
Financing Agency for Social Entrepreneurship (FASE)

Together with Ashoka, Markus has built the Financing Agency for Social Entrepreneurship (FASE) in Germany. FASE helps leading social entrepreneurs to identify appropriate financing instruments and suitable investors so that they can grow their businesses and increase their social impact. FASE offers investors access to a pipeline of leading investment-ready social enterprises (based on repayable financing instruments). So far FASE has built an open pipeline of investment-ready social enterprises and already closed nine transactions of between EUR 100,000 and EUR 500,000 and channelled around EUR 3 million’s worth of impact investments into the social finance ecosystem. FASE has built a broad network of potential impact investors and established the first social business angel club in Germany.

Markus previously worked for more than seven years as a top-management consultant for McKinsey & Company in Düsseldorf. He also gained experience as a pro bono consultant for social entrepreneurs for more than four years. Markus studied Business Administration and Economics at the University of Witten/Herdecke (Diplom-Ökonom) as well as European Studies at the University of Cambridge (MPhil). He received his PhD from the WHU - Otto Beisheim School of Management (Dr. rer. pol.). His research project analysed the investment decisions of institutional investors for private equity funds.

@fase_de www.fa-se.eu

Hedda Pahlson-Moller
CEO, OMSINT/TIIME

Hedda Pahlson-Moller is a business angel focusing on social investing.

She currently holds Board positions with the European Venture Philanthropy Association (EVPA) and the European Business Angel Network (EBAN), where she leads the Impact Investing Committee. She is Vice-Chair of the Luxembourg Microfinance and Development Fund (LMDF) and co-directs Chameleon Invest (CHI) seed capital fund and the women’s angel investing programme, Rising Tide. She represents Ashoka in Luxembourg.

Hedda is Adjunct Professor of Entrepreneurship with Sacred Heart University’s Executive MBA programme and lectures at the University of Luxembourg on Social Enterprise & Social Innovation (SESI).

OMSINT/TIIME (www.tiimeisnow.org) is an impact solutions organisation providing advocacy, advisory and investment services. Hedda co-founded the Impactory, a non-profit community-based working space for entrepreneurs and social entrepreneurs as a result of running the Luxembourg Entrepreneurship Taskforce (ETFL.lu), which has merged and evolved into nyuko.lu.

Hedda has an MBA from Copenhagen Business School, an MA in Political Economics from Lund University and an undergraduate degree from Brown University. She is an Executive Fellow at the University of Essex.

@tiime_now www.tiimeisnow.org

Moderator

CounterPitchers
Felix Oldenburg

Director Europe and Germany, Ashoka

Felix Oldenburg is one of the pioneers of social entrepreneurship, social innovation and bottom-up ideas in Europe. Ranked for the third time in Germany’s “40 under 40” list, he is a BMW Young Leader, member of the Baden-Baden CEO Conference and recipient of the German PR Award 2007. He started an internet company before graduating in philosophy (Bonn, Tübingen, Oxford) and policy management (Georgetown).

He worked with McKinsey & Company in London and later led a series of large-scale citizen participation projects across Europe before joining Ashoka as director for Germany in 2009. In this role and as European director he pioneered a number of innovations, including the first Financing Agency for Social Entrepreneurship, new Ashoka programmes in Austria, Turkey, the Netherlands and Southern Europe, and helped several governments design social innovation strategies.

Felix also serves on several boards, and speaks and publishes internationally.

@foldenburg @AshokaDE germany.ashoka.org

Candace Johnson

President, EBAN

Candace Johnson is co-initiator of SES/ASTRA and SES Global, the world’s pre-eminent satellite group. She is also the founding President of Europe Online Investments S.A., the world’s first internet-based online service and satellite broadband network, and founder of Loral Cyberstar-Teleport Europe, Europe’s first independent private trans-border satellite communications network, as well as founding President of VATM, the Association of Private Telecom Operators in Germany and founding President of the Global Telecom Women's Network (GTWN).

Candace is also President of Johnson Paradigm Ventures (JPV), which is a principal founding shareholder, along with AXA, Caisse des Dépôts, Bayerische Landesbank and SPEF, of Sophia Euro Lab, Europe’s first trans-border early-stage investment company, based in Sophia Antipolis. JPV is a principal founding shareholder in London-based Ariadne Capital, “Architecting Europe.net”, one of the earliest supporters and promoters of Skype, the global VoIP phenomenon.

Candace is a member of the Advisory Board of numerous European and US ventures, as well as a Member of the Board of Governors of EDHEC (France); the University of Haifa in Israel; Sabanci University in Istanbul; Turkey; and a Senior Enterprise Fellow at the University of Essex. She has been a featured speaker at the OECD International Entrepreneurship Forums in Shanghai, Riga and Cape Town. She holds master’s degrees with honours from Sorbonne and Stanford Universities, a bachelor’s degree from Vassar College and graduated from Punahou School, Honolulu.

@EBAN_org www.eban.org
**Pitch Tuning Coach**

**Dominik Domnik**  
*CFO, SEAkademie*

Dominik B. Domnik studied Business and Economics at the University of St. Gallen and Stockholm School of Economics. While doing his PhD at St. Gallen he worked in the curriculum reform group in charge of the Bologna Process. After university, in a family office, Dominik was personal assistant to the owner, with special responsibility for supporting and monitoring seed and venture investments. At the same time, he joined the MyHandicap Foundation as executive director. In this capacity and as a delegate of the Rector of the University of St. Gallen, Dominik was appointed to build the interdisciplinary Centre for Disability and Integration (CDI-HSG), which was formally opened in 2009 by President Bill Clinton. During that time, Dominik acted as a consultant to the Social Entrepreneurship Initiative. In 2011 he co-founded with a Swiss professor the Social Entrepreneurship Initiative & Foundation (SEIF), a capacity building and consulting organisation for social entrepreneurs based in Zurich. At the same time Dominik was invited to take care of funding and development issues at the Social Entrepreneurship Akademie in Munich, a collaboration between the four Munich universities. Currently, Dominik is CFO of Social Entrepreneurship Akademie, Social Entrepreneur in Residence with the BMW Foundation and sits on the Conference Committee of the European Philanthropy Association (EVPA) in Brussels.

Interests and expertise: teaching social innovation, start-up consulting, design thinking, pitch training, facilitating impact sessions, venture philanthropy, strategy, social entrepreneurship, financing organisations, business model innovation and funneling entrepreneurship into academic curricula.

[@seakademie seakademie.de](mailto:seakademie.de)

**Guy Clausse**  
*Dean, EIB Institute*

Guy Clausse is the Dean of the EIB Institute. Prior to joining the Institute in 2014, he was Director and Special Adviser at the European Investment Bank. Having joined the EIB in 1985, he worked as a country economist for Southern Europe, on the appraisal of priority investment projects, notably in Europe’s less developed regions, on environmental coordination issues, in the coordination of the Bank’s lending operations and, often in cooperation with other EU institutions, in the preparation and implementation of the Bank’s strategy in such fields as regional policy, SME finance, innovation finance and urban infrastructure funding. Before joining the EIB Guy Clausse lectured at Cologne University and directed a research institute in Portugal. He studied economics and business administration and holds a doctorate from the University of Cologne.

[@EIBInstitute EIBInstitute](https://twitter.com/EIBInstitute)  
[@institute.eib.org](https://www.institute.eib.org)

**Nicolas Buck**  
*Director, nyuko*

Nicolas Buck is an entrepreneur. A graduate in economics from the University of Bath, he is also an economics engineer, following his studies at the Hochschule für Druck und Medien in Stuttgart. A co-founder of Victor Buck Services, which was sold to P&T Luxembourg in 2010, he also founded Seqvoia, a start-up specialising in the manufacture and marketing of investment fund programmes. Before joining the EIB Guy Clausse lectured at Cologne University and directed a research institute in Portugal. He studied economics and business administration and holds a doctorate from the University of Cologne.

[@nyuko121 nyuko.lu](https://twitter.com/nyuko121)  
[@nyuko.lu](mailto:nyuko.lu)

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**Speakers**
The **EIB Institute** was set up within the EIB Group (European Investment Bank and European Investment Fund) to promote initiatives for the common good in Europe mostly in EU Member States. This includes reducing inequalities, enhancing knowledge, innovation and competitiveness and ensuring cohesion throughout Europe.

The **EIB Institute** supports social innovation and entrepreneurs who target social, ethical or environmental goals or seek to create and sustain social value. This is typically related to unemployment, equal opportunities, the marginalisation of disadvantaged groups and access to education and other basic social services.

Social Innovation Tournament

The Social Innovation Tournament is the flagship initiative of the EIB Institute’s Social Programme. It is organised every year in a different country to reward and sponsor European entrepreneurs whose primary purpose is to generate a social, ethical or environmental impact. Three prizes are awarded by a jury, composed of specialists from the academic and business world: General Category 1st and 2nd Prizes of EUR 25 000 and EUR 10 000 respectively and a Special Category Prize of EUR 25 000.

Projects are typically related to fighting unemployment, marginalisation of disadvantaged communities and promoting access to education in a wide range of fields, from health care to natural or urban environment, through new technologies, new systems, and new processes.

European Social Innovation Competition

The European Social Innovation Competition was launched in late 2012 by the European Commission in memory of Portuguese politician Diogo Vasconcelos. It is intended to demonstrate that social innovation not only solves societal challenges but also brings about economic benefits, such as jobs and new sources of growth. The deliverables of the Competition are threefold: (i) supporting directly the best concepts, with prizes and mentoring; (ii) showcasing the fact that social innovation works and is worth investing in; (iii) embedding social innovation in policy-making processes, whereby solutions are sourced from society. Over the three Competitions to date, more than 3 000 ideas have been received and 90 have been given specific support. The third Competition came to a close on 25 November 2015, with the award of the three 2015 prizes totalling EUR 50 000. The fourth Competition will be launched in February 2016.

Do you want to know more about the **EIB Institute**'s activities and upcoming events? Follow us on [Facebook](https://www.facebook.com/EIBInstitute) and [Twitter](https://twitter.com/EIBInstitute) and subscribe to our social platform, in order to join a network of NGO’s, Philanthropists, Entrepreneurs, Social Innovators and Microfinance stakeholders, simply email institute@eib.org.