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with Europe's boldest entrepreneurs

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TECHTOUR
**GROWTH FORUM
& AWARDS**
MARCH 17 - 18, 2016

TECHTOUR

GROWTH FORUM & AWARDS

GENEVA
LAUSANNE

MARCH 17 & 18, 2016

THE **EUROPEAN TECHNOLOGY COMPANIES**
WITH THE **HIGHEST GLOBAL IMPACT POTENTIAL**
MEET **INVESTORS, CORPORATE LEADERS** AND EXPLORE
FUTURE MARKET AND **BUSINESS OPPORTUNITIES**



www.TECHTOUR.COM

Simon Clark

Senior Advisor
Generation
Investment
Management
Co-President

**George Coelho**

Managing Director
Good Energies
Co-President

**Jean-Michel Deligny**

Managing Director
Silverpeak LLP
Vice-President
Selection Committee



Every year on the shores of Lake Geneva the Tech Tour Growth Forum brings together **Europe's boldest CEOs** – the entrepreneurs with the vision to found, build and drive game changing business.

We start the meeting with a closed series of **CEO only workshops** - facilitated by McKinsey's fast-growth company team- where successful entrepreneurs can share ideas amongst their peers in **a spirit of collaboration and trust**.

We are then joined by Europe's leading technology investors and their advisers for a gala dinner, the annual **Tech Tour Growth Awards ceremony** and on day two for a deep dive into the **latest trends, coolest companies and hottest sectors in European Tech**.

It's my pleasure this year to lead a selection committee made up of some of **the world's most talented investors** backing European Tech businesses.

Through a rigorous quantitative process we have identified over 200 European growth company leaders.

The selection committee will judge these companies based on their **revenue growth, innovation potential, management team quality**, and overall **pedigree** to form this year's **Tech Tour Growth 50** who will be honoured at the Growth Forum and showcased via the Tech Tour Growth 50 website.

Two days to bring together the best entrepreneurs in Europe, their investors, partners and international media

March 17th Day

Exclusive closed sessions for CEOs with parallel sessions for investors



Grow fast or die slow: Peter Weed, McKinsey, leads the SaaS session

March 17th Evening

Gala dinner and 10th Tech Tour Growth Award ceremony – the ultimate in fast growth networking



Barry Smith, Skyscanner, picks up the 9th Tech Tour Growth Award

March 18th Day

Investors and CEOs deep dive into the coolest companies and hottest sectors



Mike Lynch, Britain's most successful entrepreneur, on making it big

Thursday March 17th: CEO Day

10:30	COFFEE & REGISTRATION				
11:00	WELCOME: Remy Best, Managing Partner, Pictet & Cie				
11:10	INTRODUCTION: Peter Weed, Global General Manager Growth Tech Practice, McKinsey & Company				
11:50	BREAK OUT WORKSHOPS				
	B2B SaaS	Consumer Internet	Fintech	Big Data	Digital Health
13:00	LUNCH				
14:00	BREAK OUT WORKSHOPS				
	B2B SaaS	Consumer Internet	Fintech	Big Data	Digital Health
15:15	WORKSHOP WRAP UP				
15:45	TRANSFER TO LAUSANNE				
16:30	SPECIAL ACTIVITY EVENT, hosted by Pictet & Cie				
19:00	CHAMPAGNE RECEPTION				
20:00	EVENING DINNER & AWARDS Dinner Speech: Paul Harvey, Head of Technology Investment Banking Europe, Bank of America				

*Agenda subject to change

Thursday March 17th: Investor Sessions hosted by the International Venture Club

13:30	COFFEE & REGISTRATION
14:00	WELCOME: Klaas de Boer, Managing Partner, The Entrepreneurs Fund
14:10	The Tech Tour Growth 50 2016 – Key Findings for Investors by James Burnham, Strategic Adviser, Tech Tour
14:25	Latest Findings from McKinsey & Company on Fast Growth Companies by Peter Weed, Global General Manager Growth Tech Practice, McKinsey & Company
14:50	The Changing Landscape for Investors – "What is the data telling us?" by Jean-Michel Deligny, Managing Director, Silverpeak
15:10	Panel Discussion: Unicorns, Dragons and Godzillas – How should success in Europe be measured and championed?
16:00	Transfer to Lausanne for Tech Tour Growth Forum
17:45	IVC Annual General Meeting
19:00	CHAMPAGNE RECEPTION
20:00	<p>EVENING DINNER & AWARDS</p> <p>Dinner Speech: Paul Harvey, Head of Technology Investment Banking Europe, Bank of America</p>

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Friday March 18th: Conference for Investors and Entrepreneurs

08:30	COFFEE & REGISTRATION at the OLYMPIC MUSEUM
09:00	President's Address: Simon Clark, Senior Advisor, Generation Investment Management
09:10	Welcome by Raphael Conz, Canton Vaud
09:25	The Tech Tour Growth 50 2016: William Stevens, CEO, Tech Tour
09:40	Keynote Presentation: A Connected World, Young Sohn, Chief Strategy Officer, Samsung
10:00	SCALE UP PANEL: A connected world of humans, cars & things
08:30	NETWORKING COFFEE BREAK
11:20	SCALE UP PANEL: Growth in convergence areas
12:00	SCALE UP PANEL: From good to great, From growth to hyper-growth
12:40	NETWORKING LUNCH
14:00	SCALE UP PANEL: The importance of crossover investors for European growth
14:40	SCALE UP PANEL: The Role of Large Corporations in hyper- growth companies
15:20	CLOSING KEYNOTE PRESENTATION
15:40	Closing Remarks: George Coelho, co-President, Tech Tour Growth Forum
16:00	CLOSE OF FORUM

*Agenda subject to change

What some of the CEOs are saying about the 2015 Forum



“ Amongst all the tech events in Europe, the Tech Tour Growth Forum is my favourite: Decision-makers talking business. ”

Bernard Lukey, General Director, Yandex



“ Winning the Innovation Award was very gratifying after 15 years of hard work ”

Alex Wang, Founder, Shazam



“ Great people, great investors, it's a privilege to be part of this event ”

Noam Schwartz, Head of Innovation, SimilarWeb



“ The reason I'm here is that I keep coming across great companies. ”

Mike Lynch, Founder: Autonomy, Founder: Invoke Capital

What some of the CEOs are saying about the 2015, closed CEO workshops led by McKinsey



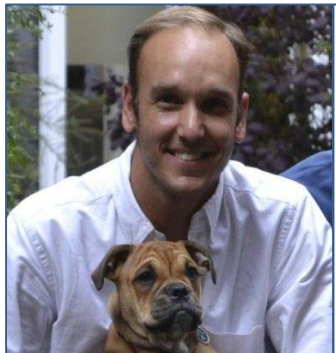
“ Great facilitation and advice on how to reduce the crunch rate and use partnerships. The other CEOs gave me some great ideas that could have a major impact ”

Jurgi Camblong, CEO, Sophia Genetics



“ A great chance to meet fellow entrepreneurs, get the energy for new ideas and share battle experiences ”

Pere Vales, CEO, ScytI



“ One of the few times entrepreneurs can get together and speak with each other about the challenges of scaling their companies. ”

Ivan Retzignac, Founder & CEO, MedicAnimal.com



“ A great forum, the CEO day was incredible ”

Antoine Fatio, CEO, SpeedLingua

The Tech Tour Growth and Innovation Awards

Now in its 10th edition the Tech Tour Growth Awards, formerly "Entrepreneur of the Year Award", names the European Technology Entrepreneur of the Year. The Growth and Innovation awards are presented and the Tech Tour Growth 50 are honoured at the Growth Forum Gala Dinner.

This prestigious award has a long history of recognising European companies that make the biggest impact, on the largest number of people, in the least amount of time. Many past winners have gone on to become leaders in their field and household names.

Past winners include:

OPENETKlarnabetfairQlikTech™MySQL™wonga.comGAMEFORGEParallels®SHAZAM®skyscanner

2016 Selection
Committee**Jean-Michel Deligny***Managing Director**Silverpeak LLP**Vice-President Selection Committee**Tech Tour Growth Forum 2016*

Bankers & Advisors

Venture &
Growth Equity
Investors

Amadeus Capital

Corporates, Research &
Global Organisations

Company Selection Criteria & Process



The Tech Tour Growth 50 identifies, analyses and shines a bright light on Europe's potential future billion dollar businesses



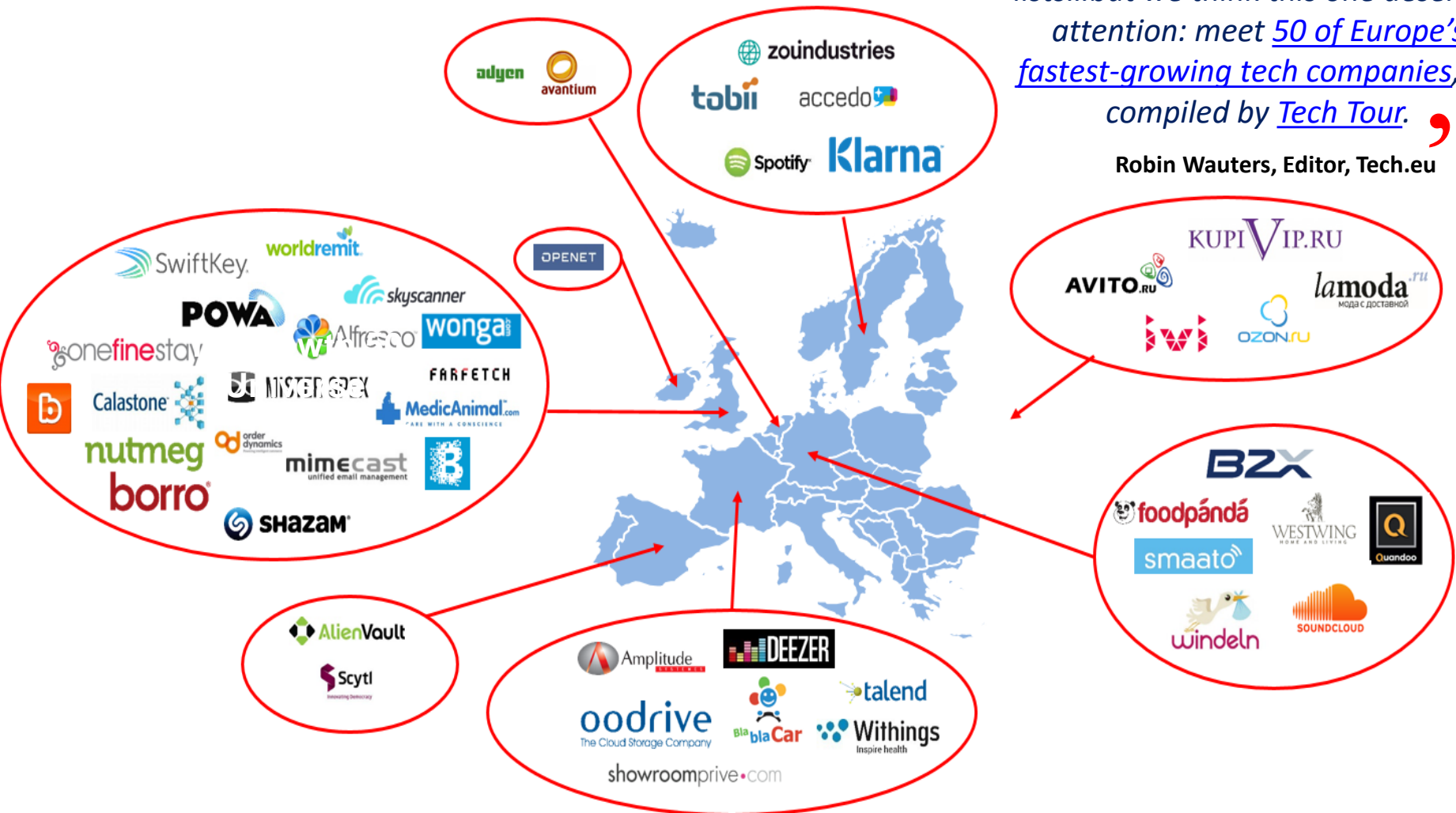
TT Growth 50
Universe

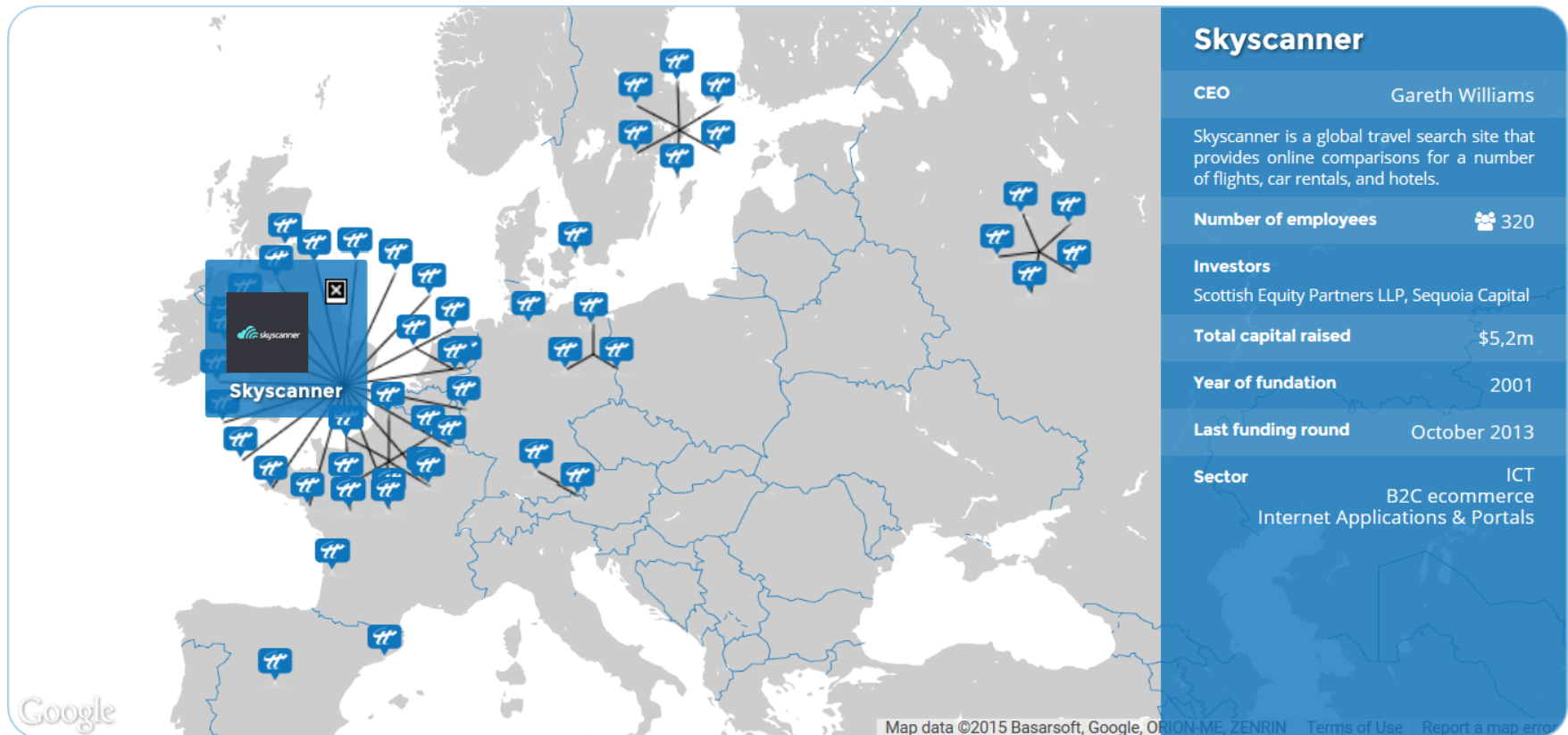
- \$1 billion “unicorns” are just the tip of the iceberg. They are well known and already frequently cited in the press.
- Many investors have already exited these businesses.
- TT Growth 50 lists the top 50 investor backed high-growth companies over a rolling three year period.
- The list is based on value, not just valuation, with growth metrics revenue combined with the judgement of leading investors in the selection committee
- CEOs are invited to, and celebrated at, the Tech Tour Growth Forum
- The companies are profiled on www.techtourgrowth50.com all year round with attracting significant media coverage

The 2015 Tech Tour Growth 50

“ It’s healthy to remain wary of lists...but we think this one deserves attention: meet 50 of Europe’s fastest-growing tech companies, as compiled by Tech Tour. ”

Robin Wauters, Editor, Tech.eu



www.techtourgrowth50.com

Key Facts - Tech Tour Growth 50 2015

- ❖ TTG50 Companies raised over \$5 Billion
- ❖ TTG50 Companies created over 15,000 Jobs
- ❖ 75% of the TTG50 companies were founded in the last 10 years
- ❖ The median year of company foundation is 2007
- ❖ The average time from company foundation to first funding round is 3 years 6 months and from first funding round to most recent funding round is almost 4 years
- ❖ The mean number of funding rounds is 4
- ❖ 223 different investors backed the 50 companies
- ❖ 83% of investors are in just one TTG50 company
- ❖ Mean number of investors per company is 5
- ❖ 47 of the 50 companies have at least one US investor
- ❖ 28 companies are Tech Tour “alumni”, presenting at past Tech Tour events

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