EUROPEAN**PIONEERS**

D 4.3.2

Report on Events and Workshops with Venture and Startup Scene in Y2

June 2nd, 2016

This document briefly summarizes setup and current work in Task 4.3 and reports on events and workshops with venture and startup scene in Y2.

PU - Public

SEVENTH FRAMEWORK PROGRAMME

FUTURE INTERNET PPP

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1 INTRODUCTION

In Year 2, EuropeanPioneers had already established a well-known brand among the startup ecosystems in Europe. The communications strategy therefore focused on communicating success stories, activating influencers close to EuropeanPioneers (e.g. mentors) & alumni of the 1st batch as well as reaching out to new entrepreneurs to promote the 2nd open call for funding through the FIWARE program EuropeanPioneers. Events in various forms still provided a suitable and successful communications instrument.

During the second accelerator period (June 2015 – May 2016), the EuropeanPioneers team with its five consortium partners (European Innovation Hub/etventure, Fraunhofer IAIS, Thoughtbox, Weblify and F-Secure) therefore attended or organized several events to raise further awareness of the FIWARE program and its benefits. EuropeanPioneers and the partners also gave workshops and sessions outlining how to develop successful business models based on FIWARE technology.

2   EVENTS AND WORKSHOPS IN THE STARTUP SCENE DURING YEAR2

Following the communication strategy that was developed for the accelerator, the consortium partners of EuropeanPioneers attended and organized various events in order to liaise with interested applicants, to promote the 2nd open call and educate European entrepreneurs regarding FIWARE and its potential.

During the events, FIWARE technology was promoted and distributed to relevant target groups, questions were answered, the whole 8-months acceleration program was presented as well as all details about the application process and the future of FIWARE within the newly formed FIWARE Foundation. By attending existing events and organizing small events, EuropeanPioneers also established a sustainable and open dialogue with entrepreneurs in the European digital ecosystem to understand upcoming trends, tech needs and to see how and where FIWARE can support in developing a strong IT-infrastructure in future. Those events took place in cities such as Barcelona, Berlin, Dublin, Tel Aviv and London, where the startup scene is perceived to be flourishing and flooding with investors. Capturing the attention of individuals in those cities was essential to ensure strong word-of-mouth communications.

In Year 2 the partners ensured to engage as many EuropeanPioneers startups as possible as testimonials and best practice cases.

All events attended or organized throughout Year 2 can be clustered as followed:

1. Events organized by EuropeanPioneers
2. Presentations or Workshops presented by EuropeanPioneers
3. Events attended by EuropeanPioneers

2.1 Events Organized by EuropeanPioneers

A number of own **flagship events** were organized by the consortium itself and served as educational and promotional workshops to highlight the second open call, starting in May 2015:

- On May 27th, EuropeanPioneers hosted a one-day **Techcamp in Dublin**. The event was supported by FIWARE by sending the two FIWARE coaches Thierry Nagellen and Joel Riga. Startups from the Irish digital ecosystem and CTO's who are discovering different API platforms to base their technologies on, attended the Techcamp to be educated and informed about FIWARE. The day started out with an introduction by Cristina Luminea, founder of Thoughtbox, on FIWARE and the acceleration program. Following that, Thierry Nagellen and Peter Muryshkin (Fraunhofer IAIS) gave sessions on the different FIWARE technologies and applications such as cloud hosting and FIContent. The startups had the chance to ask questions when needed. Furthermore, usheru, the cinema app startup from Dublin and EuropeanPioneers' first batch winner, presented their business as a case study for FIWARE. The event was followed by a networking session.

- After the success of the Dublin Techcamp, the consortium partners in Poland decided to carry out a FIWARE Techcamp aimed at the Polish and eastern European tech ecosystem. The Techcamp in Warsaw over the course of one day included talks from accelerator projects such as EuropeanPioneers, Impact and INCENSe and from SMEs that already get funding from the program. The day provided an overview of the FIWARE/FIWARE Lab/FIWARE Ops features and services available to SMEs, web entrepreneurs and Future Internet Accelerator projects.

- Finally, to answer all FIWARE questions especially before the close of the second Open Call, the consortium partners conducted two **webinar sessions** to allow entrepreneurs and CTO's to clear any concerns about the technology.

- On July 8th, EuropeanPioneers celebrated the first 12 startups supported by EuropeanPioneers at a special **Demo Day** at The Factory in Berlin. 300 international guests attended to watch the startups present their progress of the 8-months-program. The international crowd included investors, European Commission representatives and proactive pioneers in the startup scene. The Demo Day concluded the first round of funding at the EuropeanPioneers accelerator which started in December 2014.

- From 11th till 13th of August 2015, EuropeanPioneers kicked of the second Batch of EuropeanPioneers during a 3-day Welcome event, so called **Welcome Days**. The teams as well as more than 20 mentors met in Berlin for the first time. Startup specialists from the consortium as well as other experts from the Berlin startup community gave special training lectures on how to talk to mentors, on design thinking methodologies and building innovative business model, on FIWARE and finally on how to build good UX/UI. Mentors included representatives from the largest German venture capitalists, such as High-Tech Gründerfonds, hub:raum, Techstars METRO Group and many other key players in the startup scene.

- On September 30th, EuropeanPioneers invited all its Berlin batch members to a so-called '**CityHub Meeting**' in Berlin: All entrepreneurs from the first and second batch located in Berlin meet for an afternoon to exchange ideas and discuss best-practice.

- From October 19th to 22rd, 2015, the second **Training Days** of EuropeanPioneers took place in Tel Aviv. On the first day, the EuropeanPioneers teams connected with corporates and investors like PayPal Consumer Product Center (ex Ebay Innovation Center) and their person in charge Erez Dickman, Amir Gelman (Program Manager at the Junction) and Barak Rabinowitz (Partner at Genesis Partners), who showed the group The Junction and SOSA. On the second day, they met Gilad Nass and worked at the MindCET Education Accelerator. Mentors included startup experts such as Joe McCormack, Oren Simanian, Jeremie Kletzkine, Yoav Vilner, Orly Amrany and Guy Bauman. Gili Golander talked about Growth Hacking and Yaniv Tross about startup marketing strategies. On 21st of October, EuropeanPioneers was invited by Dov Rozenberg to GKH Law in the Azrieli Tower, where entrepreneur Nimrod May shared his bootstrapped marketing campaigns which he used at Get Taxi in order to build up a strong community. Yoav Fisher and Andrew Geller were showing how to value your startup properly, an important session to have the right answers when talking to investors. On the last day, more than 20 investors joined the group for a small Demo Day at Google Campus.

- In December, the last **Training Days** event in 2015 took place. From December 1st till 3rd, all teams as well as the consortium partners, mentors and selected investors met in London and visited Bloomberg in its headquarter. In London, EuropeanPioneers partnered up with Wayra, Telefonica's in-house accelerator. Training sessions were on "Real leadership skills for CEOs" with the coach Yifhat Arnstein and "Metrics for successful Startups" by the coach Uri Gonda.

- In February 2016, the final **Training Days** event took place in Berlin. It was the last event before the Demo Day in April 2016, where the teams came together to work on their ventures and exchange information. 20 mentors and coaches (e.g. from Berlin Startup Consulting, Sport 1, RWE and Metro) supported the EuropeanPioneers startups in finalizing their business models, in finding the right way to test their products thoroughly and in presenting compelling pitch presentations for the upcoming Demo Day in Berlin. On February 13th, investors and corporates joined the teams to exchange further information. Fraunhofer IAIS did a workshop with all teams to collect feedback on FIWARE and to discuss ideas for improvements.

- The final event of Year 2 has been the **Demo Day in Berlin**. On April 14th, all EuropeanPioneers teams from five countries, mentors, coaches and consortium partners came together to celebrate the success of the second and final batch of the accelerator program powered by FIWARE. More than 250 people attended a special night at the coworking space Ahoy!Berlin, among them investors from Redstone Digital, b-v-d, Westtech Ventures as well as Angel investors and serial entrepreneurs like Eran Davidson and Thomas Hessler, that also hold the keynote at Demo Day. Christoph Sollich, renown pitch specialist, set the mood by presenting Berlin from a startup perspective. Bogdan Florin Ceobanu, Entrepreneurship & Innovation at

European Commission, represented FIWARE. The event was documented by photo and video.
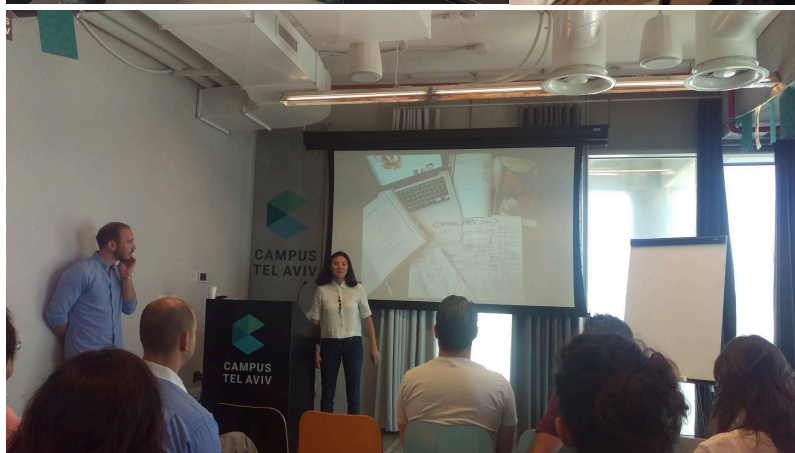
- On April 12th and 13th, the 13 startups also attended an intense **pitch training** and presented their ventures in a **special press breakfast** to German and international editors: 12 journalists from dailies, blogs, news agencies and startup magazines attended, among them editors from BILD, Die Welt, dpa, Silicon Allee, Berlin Valley and Dataconomy.
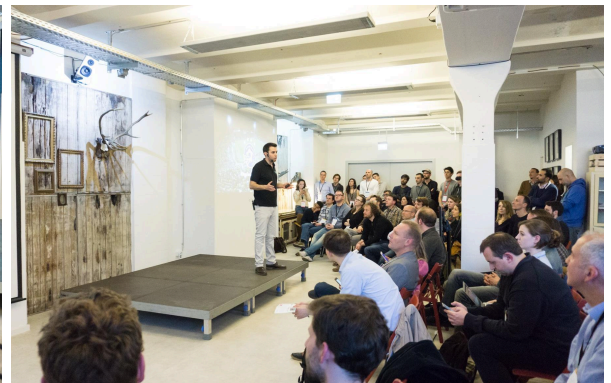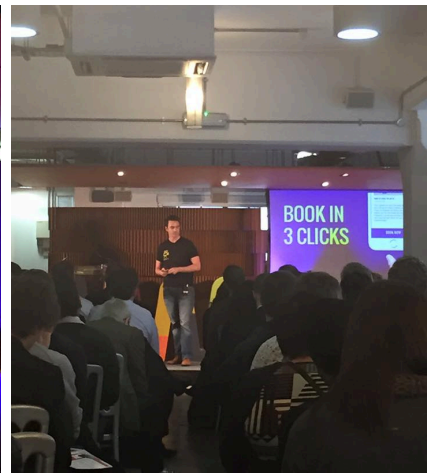
Table 1: Activities and events organized by EuropeanPioneers and consortium partners in Y2

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, Demo Day...etc.)	Target Group of Event and Attendance	Size of event	Event Organizers and Role
Tech Camp Warsaw, Warsaw, Poland, 9 June 2015	Techcamp	Startups, Entrepreneurs (E.g. iGenerate, VYBE Map)	Medium, ~200 people	**Weblify** – Organizer; **Fraunhofer IAIS** presented FIcontent and co-presented FIWARE
EuropeanPioneers / FIWARE Webinars, Internet, 18 + 19 June 2015	Webinar	Startups (mainly CTO's), Entrepreneurs, SMEs	Small, ~40 people	**Fraunhofer IAIS** organized and moderated the 2 webinars
Demo Day, Berlin, Germany, July 8th, 2015	Demo Day	EuropeanPioneers startups, editors, investors, European Commission representatives and experts from the international startup community	Large, ~300 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - presented FIcontent and FIWARE Lab & assistance for organization
FareWell Dinner, Berlin, Germany, August 10th, 2015	Dinner	EuropeanPioneers startups batch 1 +2	Small, ~40 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - present **Fraunhofer IAIS** – present
Welcome Days, Berlin, Germany, August 11-13, 2015	Training Days	EuropeanPioneers startups, mentors	Small, ~40 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - presented FIcontent and FIWARE Lab & assistance for organization
CityHub Meeting Berlin, Germany, September 30th, 2015	Meetup	EuropeanPioneers startups + one selected speaker	Small, ~25 people	**European Innovation Hub/etventure** - Organizer

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, Demo Day...etc.)	Target Group of Event and Attendance	Size of event	Event Organizers and Role
Training Days, Tel Aviv, Israel, October 19 – 22, 2015	Training Days	EuropeanPioneers startups, investors, experts from the international startup community	Small, ~50 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - mentoring on FIWARE and reviewing progress
Training Days, London, UK, December 1 - 3, 2015	Training Days	EuropeanPioneers startups, investors, experts from the international startup community	Small, ~50 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - mentoring on FIWARE and reviewing progress
Training Days, Berlin, Germany, February 12 – 14, 2016	Training Days	EuropeanPioneers startups, investors, experts from the international startup community	Small, ~50 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - mentoring on FIWARE and reviewing progress
Press breakfast, Berlin, Germany, April 13th, 2016	Press	EuropeanPioneers startups, selected media	Small, ~30 people	**European Innovation Hub/etventur**e - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - present for questions on FIWARE
Demo Day, Berlin, Germany, April 14th, 2016	Demo Day	EuropeanPioneers startups, editors, investors, European Commission representatives and experts from the international startup community	Large, ~300 people	**European Innovation Hub/etventure** - Organizer **Thoughtbox** - assistance for organization **Fraunhofer IAIS** - assistance for organization

Impressions of the Training Days and the EuropeanPioneers demo day

2.2 EuropeanPioneers presenting at external startup/ecosystem events

EuropeanPioneers also attended events to present the accelerator and FIWARE. To reach as many influencers as possible and encourage them to spread the word, the partners connected with organizers of established events to get speaking opportunities or to attend and network on an individual basis and on a high level. In the events highlighted in the table below, EuropeanPioneers had an active part by either giving lectures/talks or joining panels on the FIWARE accelerator program or by supporting EuropeanPioneers startups during the event.

Table 2: Activities and events where EuropeanPioneers and consortium partners attended and presented EuropeanPioneers during Year 2

Event Name, Location and Date	Type of event (conference, hackathon, techcamp...etc.)	Target Group of Event and Attendance	Size of event	Event Organizers and Role
Tech All Stars, Brussels, Belgium, June 16 – 17th, 2015	Conference	Startups and entrepreneurs (potential EP applicants) representatives of the European Commission (e.g. Bogdan Florin Ceobanu, Entrepreneurship & Innovation at European Commission)	Around 200 attendees	Tech All Stars is a program chartered by the European Commission to connect the 12 best European startups and take them to Europe's hottest startup events each summer. In 2015, Martin Weber, Program Manager of EuropeanPioneers joined the jury. One of the pitching startups received a wild card into the accelerator. Watly won this competition and became a valuable member of the accelerator family
Innovation Collaboration with Europe – a Transatlantic Symposium, Toronto, Canada, June 25th, 2015	Conference	Entrepreneurs, academia, FIWARE accelerators (e.g. INiTs, SpeedUP!Europe), representatives of the European Commission (e.g. Mario Campolargo, Director NetFurtures, DG Connect)	Around 100 attendees	Laura Kohler, Director of EuropeanPioneers, presented the FIWARE accelerator in two panels. Besides the conference and special workshops, the event also featured an engaging "Innovation Alley," where entrepreneurs and researchers demonstrated their products and technologies that are of direct interest to Canada/Europe collaboration.

Event Name, Location and Date	Type of event (conference, hackathon, techcamp...etc.)	Target Group of Event and Attendance	Size of event	Event Organizers and Role
Young Leaders Club, Sibiu, Romania, July 2015	Startup Week	Startups and entrepreneurs (potential EP applicants)	Around 30 attendees	YLC is an organization of students and entrepreneurs dedicated to finding the most promising graduates and startups and help them achieve their potential by leveraging a global network of amazing people. Martin Weber, Program Manager of EuropeanPioneers, mentored startups at YLCs annual 10-day-startup program.
Workshop: Open Source Frameworks und Plattform-entwicklungen für das Internet der Zukunft – Lösungen, Praxis-erfahrungen, Perspektiven, Berlin, Germany, September 14ᵗʰ, 2015	Conference	FIWARE experts/Accelerators, representatives of the European Commission (e.g. Peter Fatelnig, Abteilung E3 „Netzinnovation", DG CONNECT), German decision makers	Medium, ~100 people	The conference aimed to highlight the role of open source platforms such as FIWARE for the German and European market. Laura Kohler, Director EuropeanPioneers as well as Adnan Cisija presented best practice in the workshop: "Open Source from a startupperspective – the eloptico showcase"
StartupSafary, Berlin, Germany, October 29ᵗʰ, 2015	Meetup	entrepreneurs, influencer from the Berlin community	Small, ~30 people	Etventure/ European Innovation Hub represented EuropeanPioneers as best practice
European Conference on the Future Internet & European Entrepreneurship Summit (ECFI), Hamburg, Germany, November 4ᵗʰ-7ᵗʰ, 2015	Conference	Accelerators, startups, VCs, developers/ FIWARE community	Large, ~500 people	Laura Kohler, Director European Pioneers participated in two panels; Peter Muryshkin, Fraunhofer IAIS hosted a technical FIWARE session
Talk on "Connecting Entrepreneurs and Corporates through Events", Berlin, Germany, February 25, 2016	Meetup	EuropeanPioneers startups, entrepreneurs, Investors, corporate representatives, Accelerators	Medium, ~100 people	Laura Kohler, Director of EuropeanPioneers, presented best practice on how EuropeanPioneers startups cooperate with companies strategically

Event Name, Location and Date	Type of event (conference, hackathon, techcamp…etc.)	Target Group of Event and Attendance	Size of event	Event Organizers and Role
Digital Spree, Berlin Germany, March 17 – 18, 2016	Conference	EuropeanPioneers startups, Students from ESCP, entrepreneurs, Investors, corporate representatives, Accelerators	Medium, ~150 people	Student conference organized by ESCP. EuropeanPioneers startup presented as role models and the EP team presented the accelerator as one way to foster entrepreneurship, Q&A session with startups at European Innovation Hub
Meetup "Smart Mobility", Berlin, Germany, April 12th, 2016	Meetup	EuropeanPioneers Startups, entrepreneurs,	Small, ~50 people	Meetup co-organised by Balazs Szabo, founder of EuropeanPioneers startup Konetik and supported by EuropeanPioneers
Womenize Berlin, Berlin, Germany, April 21st, 2016	Conference	entrepreneurs, Investors, corporate representatives, Accelerators	Medium, ~200 people	Laura Kohler, Director EuropeanPioneers, explained the differences between accelerators & incubators and highlights the success factors using the case EuropeanPioneers
LA Meetup, Berlin, Germany, May 9th, 2016	Meetup	EuropeanPioneers Startups, entrepreneurs, investors (potential EP applicants)	Small, ~50 people	Michael Ronen, founder of EuropeanPioneers startup Splash, and Kalam Ali from EuropeanPioneers talked at the first event of Digital LA in Berlin, to discuss Berlin's growing tech scene in music, entertainment, fashion and fintech, and learn about LA's tech scene and how both can work together and plan for the 50th anniversary of the LA - Berlin Sister City status next year.
Stargate Innovation Day, Vienna, Wien, May 23rd, 2016	Conference	EuropeanPioneers startups, FIWARE experts/Accelerators, representatives of the European Commission	Medium, ~100 people	At the special Stargate Innovation Day hosted by the accelerator network iHub, 4 EuropeanPioneers startups pitched on stage.

2.3 Events attended by EuropeanPioneers

The team also reached out to entrepreneurs, media, corporates and investors at events to encourage entrepreneurs to explore FIWARE technologies and raise awareness among investors, corporates and media. By talking to all kind of different stakeholders, the consortium partners were also able to get valuable feedback from stakeholders.

Table 3: Activities and events EuropeanPioneers and consortium partners attended during Y2

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, etc.)	Target Group of Event and Attendance	Size of event	Partner who attended
People in Beta Festival, Berlin, Germany, August 29th, 2015	Conference	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community, mentors of EuropeanPioneers	Large, ~200 people	Etventure/ European Innovation Hub represented EuropeanPioneers
Startup Ole, Salamanca, Spain, September 9th – 11th, 2015	Conference	800 attendees from 44 different countries, including 100 startups, 26 investors and 40 corporates	Large, ~800 people	Startup Ole is an international startup conference, supported by BISITE Accelerator, IEEE Spain and the WELCOME Project as part of Startup Europe, a European Commission´s initiative to promote tech entrepreneurship across Europe. The EuropeanPioneers attended to connect with the international startup ecosystem.
Innovation Weekend, Berlin, Germany, November 25th, 2015	Conference	EuropeanPioneers startups, entrepreneurs, corporate representatives	Small, ~70 people	EuropeanPioneers startup Infarm attended the weekend and won an award. Infarm was supported by team members from EuropeanPioneers at etventure.
Wayra UK DemoDay, London, UK, November 25th, 2015	Conference	EuropeanPioneers startups, entrepreneurs, corporate representatives, investors, media, influencer from the London community	Large, ~300 people	EuropeanPioneers startups DooWapp and ChangeAlert pitched on stage supported by EuropeanPioneers Project Manager Martin Weber

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, etc.)	Target Group of Event and Attendance	Size of event	Partner who attended
12min.me - Ignite Talks Vol. #1, Berlin, Germany, December 12th, 2015	Meetup	entrepreneurs, investors, media, influencer from the Berlin community	Medium, ~100 people	Networking events with the startup community in Berlin in Factory, one of Berlins most known coworking spaces.
HR-Workshop at ESCP, Berlin, Germany, January 11th – 13th, 2016	Meetup	Students, prospective employees of EP and the EP startups	Small, ~50 people	Networking events with students to present hiring options at the EP startups and the consortium
Silicon Allee Breakfast, Berlin, Germany, February 2nd, 2016	Meetup	entrepreneurs, investors, media, influencer from the Berlin community	Small, ~70 people	Networking event with the startup community in Berlin in St. Oberholz, one of Berlins most frequented coworking spaces.
Silicon Allee Dinner, Berlin, Germany, February 2nd, 2016	Dinner	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community	Large, ~200 people	Networking event organized by Silicon Allee, one of the biggest tech blogs in Berlin, with influencers and mentors of EuropeanPioneers.
D-RAFT Executive MeetUp, Berlin, Germany, February 4th, 2016	Meetup	EuropeanPioneers startups, entrepreneurs, corporate representatives, Accelerators	small, ~50 people	Representatives from EuropeanPioneers talked with the investor company D-Raft to explore cooperation option for the European-Pioneers teams from batch 1 & 2.
New Years reception of New Thinking, February 11, 2016	Dinner	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community	Large, ~100 people	Networking event with the organisers of re:publica, droidcon and buzzwords and the editors of Netzpolitik.org, one of the biggest societal blogs on Germany.
Mobile World Congress & 4YFN Startup conference, Barcelona, Spain, February 22 – 24, 2016	Trade fair/ conference/Festival	EuropeanPioneers startups, entrepreneurs, corporate representatives	Large, ~120,000 people	Several EuropeanPioneers startups presented on stage & talked with investors, e.g. Doowapp, BeaconInside & Dignisen. Laura Kohler, Director EuropeanPioneers, & colleagues scheduled talks with investors & media.
EIT Digital Accelerator meets Berlin Start-up Scene, Berlin, Germany, February 29th, 2016	Meetup	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community	Large, ~150 people	Networking events with the startup community in Berlin and selected representatives of the EC.

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, etc.)	Target Group of Event and Attendance	Size of event	Partner who attended
IoT Berlin meets Bosch, Berlin, Germany, March 8th, 2016	Meetup	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community	Large, ~150 people	Networking events with the startup community in Berlin and selected representatives of Bosch
Mondelez FutureShoppers Event, Berlin, Germany, March 9th, 2016	Meetup	EuropeanPioneers startups, entrepreneurs, corporate representatives	Small, ~70 people	The international brand started its new accelerator FutureShoppers also supported by EuropeanPioneers, Axel Springer Plug & Play, Evol8tion, Hub:Raum and High-Tech Gründerfonds in Germany. Two EuropeanPioneers startups attended the kick-off and might join the program.
SXSW, Austin, Texas, March 11 – 20, 2016	Conference/festival	EuropeanPioneers Startups	Large, ~5000 people	Michael Ronen, founder of EuropeanPioneers startup Splash, presented Splash at the VR Competition. The team of EuropeanPioneers supported from Berlin by coordinating communications and growth hacking.
Startupbootcamp Istanbul Fasttrack, Berlin Germany, March 14th, 2016	Pitch event	International startups, mentors and investors /represenatives from Startupbootcamp	Small, ~30 people	Maren Lesche from EuropeanPioneers has been part of the jury of the fast track pitching.
CeBIT, Hanover, Germany, March 14 – 18, 2016	Trade fair/conference	EuropeanPioneers startups, entrepreneurs, corporate representatives, media	Large, ~120,000 people	Several EuropeanPioneers startups talked with investors, e.g. BeaconInside & Konetik. Yannick Müller & Maren Lesche from European-Pioneers scheduled talks with corporates, investors & media. Andreea Wade from Irish project partner Thoughtbox promoted EuropeanPioneers at the booth of the EC.

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, etc.)	Target Group of Event and Attendance	Size of event	Partner who attended
Fireside chat with Google for Entrepreneurs Director Mary Grove, Berlin, Germany, March 16th, 2016	Meetup	startups, Investors, entrepreneurs, corporate representatives, media	Large, ~200 people	Etventure/ European Innovation Hub represented EuropeanPioneers and connected with EP supporters and mentors
DemoDay Axel Springer Plug & Play, Berlin, Germany, April 6th, 2016	Meetup	startups, Investors, entrepreneurs, corporate representatives, media	Large, ~300 people	Networking event at one of Berlins oldest Accelerators with the startup community in Berlin and selected investors from the UK, e.g. Seedcamp UK.
"Technology M&A Trends Spotlight on mobile payments", Berlin, Germany, April 7th, 2016	Meetup	startups, corporate representatives	Small, ~30 people	Mark Johnson from EOC Partners and the Dentons Venture Technology Group gave the latest update about Technology M&A Trends. Kalam Ali and Berkay Kabay attended on behalf of EuropeanPioneers
StartupCamp Berlin, Berlin, Germany, April 8 – 9, 2016	Conference	EuropeanPioneers startups, Investors, entrepreneurs, corporate representatives, media	Large, ~1,000 people	Event with Conference, Pitch Marathon, Expo and Office Hours.
Hannover Trade Fair, Hanover, Germany, April 25 – 29, 2016	Trade fair, conference	EuropeanPioneers startups, entrepreneurs, corporate representatives, media	Large, ~190,000 people	3 EuropeanPioneers (Infarm, BeaconInside, Watly) startups exhibited at a special booth of Google4-Entrepreneurs. Further teams reached out to potential corporate partners, investors & media. Maren Lesche & Berkay Kabay from European Innovation Hub attended on behalf of EuropeanPioneers.
Corporate VC Dinner at Redstone Digital, Berlin, Germany, April 28th, 2016	Dinner	Investors, corporate representatives, media, selected startups	Small, ~30 people	Small networking event with one of Berlins most active Venture Capitalists, Yannick Müller from European Innovation Hub attended on behalf of EP

Event Name, Location and Date	Type of event (conference, hackathon, techcamp, etc.)	Target Group of Event and Attendance	Size of event	Partner who attended
Re:publica, Berlin, Germany, May 2 – 4th, 2016	Conference, festival	Blogger, politicians, entrepreneurs, corporate representatives, media	Large, ~10,000 people	Maren Lesche presented EuropeanPioneers at re:publica by talking to selected editors and corporates, e.g. Dataconomy, Bild, Microsoft
GTEC Blockchain award ceremony, Berlin, Germany, May 17th, 2016	Meetup	entrepreneurs, corporate representatives, investors, media, influencer from the Berlin community	Medium, ~100 people	Networking event with the startup community in Berlin and EuropeanPioneers startup Konetik & Yannick Müller from etventure/ European Innovation Hub representing EP
Pioneers Festival, Vienna, Austria, May 24 – 25, 2016	Conference	EuropeanPioneers startups, entrepreneurs, corporate representatives, media	Large, ~2,500 people	3 EuropeanPioneers (Infarm, Dignisen, Watly) attended EuropeanPioneers team from etventure. Infarm and Watly took part in the special pitch competition of Pioneers. Infarm reached the final and highlighted European-Pioneers as a strong partner. Yannick Müller and Maren Lesche talked to investors and media, e.g. Vodafone, Hubraum, CP Ventures, XL health, Wired, tech.eu, dataconomy

3 SUMMARY

As a result of the activities organized and attended with the startup scene during Year 2, EuropeanPioneers and the consortium partners experienced a growing interest in the acceleration program. The interest was also reflected in many requests regarding a future Open Call for the program and the other FIWARE enablers.