



In partnership with



STANFORD
GRADUATE SCHOOL OF BUSINESS

Executive Education

Financing Innovation

Capitalizing on the
New Investment Landscape

December 6, 2012 | Stanford University

Homepage

Register

Conference

Agenda

Speakers

Who Should Attend

Sponsors

Venue

2011 Conference

Contact Us

About the Organisers

Financial Times Live

FT.com

Register Now

AGENDA

9:00 am-9:30 am

Registration and Networking

9:30 am-9:40 am

Introduction by Conference Chair

Conference Chair

[Richard Waters](#), West Coast Managing Editor, *Financial Times*

9:40 am-10:30 am

Panel Discussion: Financing innovative start-ups and growth companies

What do continuing low returns in the venture capital business mean for start-ups? What is the outlook for valuations? How can over-valuations be avoided in the aftermath of the Facebook IPO? What are the realities of private secondary markets?

Speaker(s)

[Juliet de Baubigny](#), Partner, *Kleiner Perkins Caufield & Byers*

[Egon Durban](#), Managing Partner and Managing Director, *Silver Lake*

[Rebecca Lynn](#), Partner, *Morgenthaler Ventures*

[Danny Rimer](#), Partner, *Index Ventures*

Moderator(s)

[Richard Waters](#), West Coast Managing Editor, *Financial Times*

10:30 am-10:50 am

Keynote Interview: The rise of mobile

Speaker(s)

[Tim Westergren](#), Founder and Chief Strategy Officer, *Pandora*

Moderator(s)

[Chris Nuttall](#), Technology Correspondent, *Financial Times*

10:50 am-11:10 am

Networking Break

11:10 am-11:40 am	Keynote Interview: Building the next enterprise tech industry
	Speaker(s)
	<u>Aaron Levie</u> , Co-Founder and Chief Executive Officer, Box
	Moderator(s)
	<u>Richard Waters</u> , West Coast Managing Editor, Financial Times
11:40 am-12:40 pm	Panel Discussion: Early-stage financing
	How can high potential start-up businesses be identified? Angels, SuperAngels, VCs, and the Crowd: What alternatives exist in early-stage financing and what are the opportunities and challenges of each funding platform? What role do incubators and academic research institutions have to play in commercialising innovation?
	Speaker(s)
	<u>Bernhard Blaettel</u> , Director of Project Mobility Services, BMW
	<u>George Foster</u> , Konosuke Masushita Professor of Management, Graduate School of Business, Stanford University
	<u>Howard Lindzon</u> , Founder and Co-Managing Member, Social Leverage and Co-Founder and CEO, StockTwits@
	<u>Naval Ravikant</u> , Co-author of Venture Hacks, and Co-maintainer, AngelList
	Moderator(s)
	<u>Richard Waters</u> , West Coast Managing Editor, Financial Times
12:40 pm-1:05 pm	Industry Innovation Trends I: The Evolution of the Cloud - A best practice case study
	Speaker(s)
	<u>Eric Kutcher</u> , Director, McKinsey and Company
	Moderator(s)
	<u>Richard Waters</u> , West Coast Managing Editor, Financial Times
1:05 pm-2:20 pm	Lunch
2:20 pm-2:40 pm	Special Global Insights I: Opportunities in China
	Speaker(s)
	<u>Richard Lim</u> , Managing Director, GSR Ventures
	Moderator(s)
	<u>Richard Waters</u> , West Coast Managing Editor, Financial Times
2:40 pm-3:30 pm	Panel Discussion: Private vs public capital
	Challenges and opportunities of financing a business through the growth stage - when is the right time to exit?

Speaker(s)

Stephen Harrick, General Partner, *Institutional Venture Partners (IVP)*

Mario Kranjac, Managing Partner, *Kranjac Manuali & Viskovic LLP*

Victoria Ransom, Founder and CEO, *Wildfire - a division of Google*

Ajay Royan, Co-Founder and Managing General Partner, *Mithril Capital Management*

Moderator(s)

Richard Waters, West Coast Managing Editor, *Financial Times*

3:30 pm-3:50 pm

Special Global Insights II: Opportunities in Brazil

Speaker(s)

Mathias Schilling, Co-founder and Managing Partner, *e.ventures*

Moderator(s)

Richard Waters, West Coast Managing Editor, *Financial Times*

3:50 pm-4:10 pm

Networking Break

4:10 pm-4:30 pm

Industry Innovation Trends II: Emerging mobile and digital innovations in commerce

Digital innovations and mobile advances are transforming business and social environments. What investment opportunities and challenges are next generation devices and technologies creating? How can mobile and digital innovations feed into the business?

Speaker(s)

Harshul Sanghi, Managing Partner, of American Express Ventures, Enterprise Growth, *American Express*

Moderator(s)

Richard Waters, West Coast Managing Editor, *Financial Times*

4:30 pm-5:00 pm

Keynote Interview: Navigating the IPO market

Speaker(s)

Pete Flint, Co-Founder and CEO, *Trulia*

Moderator(s)

April Dembosky, San Francisco Correspondent, *Financial Times*

5:00 pm-5:10 pm

Chair's closing remarks

Conference Chair

Richard Waters, West Coast Managing Editor, *Financial Times*

5:10 pm-6:30 pm

Networking drinks reception