

8-9 November 2023 | Vienna, Austria + online

Wolves Summit

VIENNA

2 days of high-quality networking,
startups, and investor receptions
organised in the heart of Europe.

Wolves Summit in numbers



51 294 meetings
32 156 overall attendees
3 792 investors
6 012 executives
10 538 startups
90 countries

Wolves Summit

is back in Vienna!



On **November 8-9th 2023** we are returning for the second time with the next edition of the largest event connecting startups with investors in the **heart of Europe**.

What to expect in Vienna?

1.



1:1 MEETINGS

2.



THE GREAT PITCH CONTEST

3.



WORKSHOPS

4.



2 DAYS OF INTENSIVE AGENDA

5.



EXPO PAVILIONS & CHILLOUT ZONE

6.



VIP EVENING, NETWORKING PARTY

Relevant 1:1 meetings

Matchmaking Arena is a place **where business happens**.

All our attendees use Brella, the AI-driven matchmaking app, to fill their calendars with 1:1 meetings on-site and online. Here is how you can benefit from getting involved in this part of Wolves Summit Vienna:

- Schedule **dozens of meetings before the event** with promising startups, investors and potential business partners.
- Gain the “Matchmaking Arena Sponsor” title, with extended exposure both on the social media & on-site throughout the event.

Acceptance rate
(from request
to meeting)

35%

each active participant
can be sure of dozens
of meetings

The Great Pitch Contest

Become a part of the **most exciting Startups Showcase in Europe.**

- **Become a Mentor** and join our Jury to position yourself as an industry expert and get your personal brand exposure.
- Curate a dedicated Showcase Session and become a **name partner of the track**. All pitching sessions are streamed worldwide.
- Sponsor benefits for Startups taking part in the competition; offer a fast-track to your programme, discount for your services and become the **Prize Partner**.
- During the previous editions of Wolves Summit we had a total of **8556 Startups** attending and presenting in front of the audience of international Investors, corporate representatives and tech-enthusiasts.

Number of startups selected for the competition

75

out of 2000+ applicants during the previous edition

Workshops

Host a dedicated workshop to **share your expertise** and present your detailed offer to your target group

- **Become a host of an interactive workshop** in a dedicated room for a limited number of hand-picked attendees
- Get the extended promotion with the **dedicated mailing campaign** distributed to profiled attendees as well as the follow-up e-mail with your presentation to those who attended the workshop.
- **Gain your exposure and cement your brand as an industry leader**

Number of booked seats at the workshops

1104

during the previous edition of Wolves Summit

Main Stage & Agenda

Get exposure at the Main Stage and become an integral part of Wolves Summit Vienna.

- Present a **keynote**, participate in a **fireside chat** or a moderated **panel discussion** with other industry experts.
- Host an interactive **workshop**, roundtable or mentoring session.
- Curate a **themed track** of Wolves Summit Vienna agenda to maximize the exposure of your brand and promote your input in the tech ecosystem.

The total duration of the agenda content was

23h

during the previous edition of Wolves Summit

Expo zone

Host your branded booth on-site & **increase your visibility** among all participants and generate new leads to find future partners and clients.

- Host an **on-site booth in the EXPO zone**, one of the most crowded areas of the venue to showcase your product, service and create connections with the festival attendees.
- Book an extended EXPO zone to accommodate **multiple stands** or a more complex construction (e.g. for your portfolio Startups, Partners, etc).

Number of booths at
the previous event

75

including partners
and startups

VIP & Networking party

Showcase your brand by powering our evening activities:

Networking party – open to all attendees including startups.

VIP party – exclusive for Investors, Corporate representatives, Government representatives, policy-makers, as well as our key Partners.

- Become the **VIP Party or Networking Party titular patron** and get promoted among all attendees as well as via our website and social media channels.
- Host an **Opening Speech** or curate a short agenda segment at one of the parties to share your message with all the on-site and online attendees.
- Sponsor food & beverages for the attendees joining the evening activities.

During every edition of Wolves Summit the VIP Party gathers over

250

guests including investors, ecosystem players, corporate, business & government representatives, policy makers, selected startups & media partners.

Trusted by leading organisations



Want to know more about the previous edition?

[Partners' & Investors' Book](#)

[Photos from the festival](#)

[Startup list](#)

[Recordings](#)

Get in touch with us



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VP of Sales

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[Book a call with Tomasz](#)

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Find out more about startups
participating in Wolves Summit

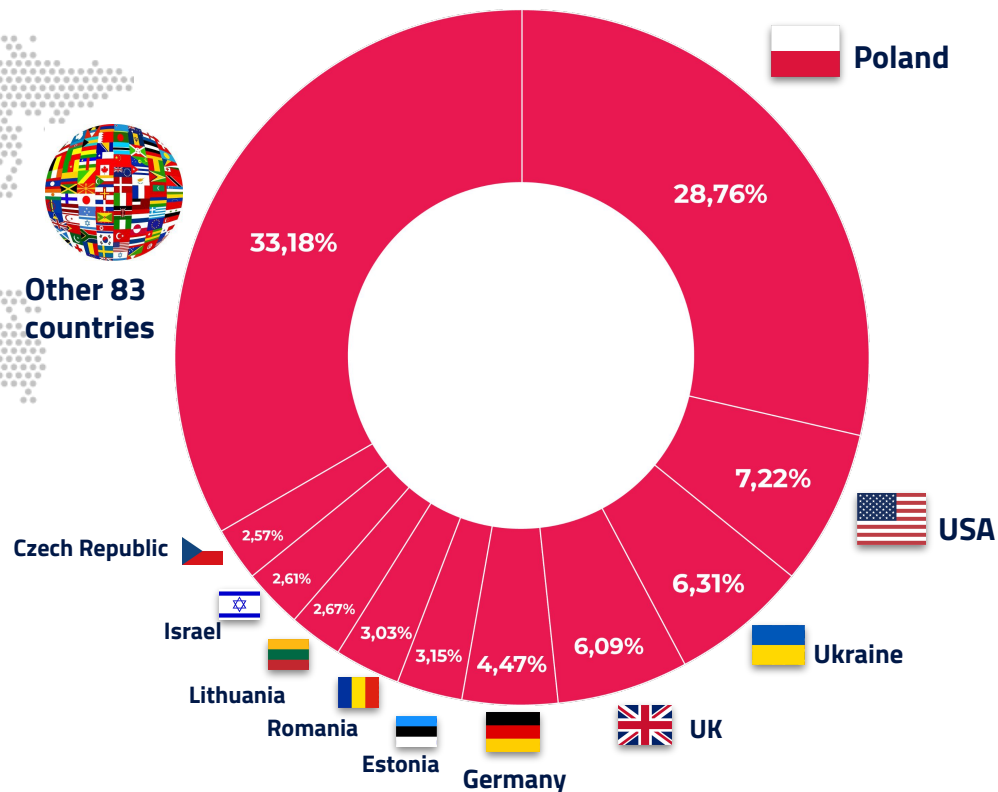
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Startups from 93 countries



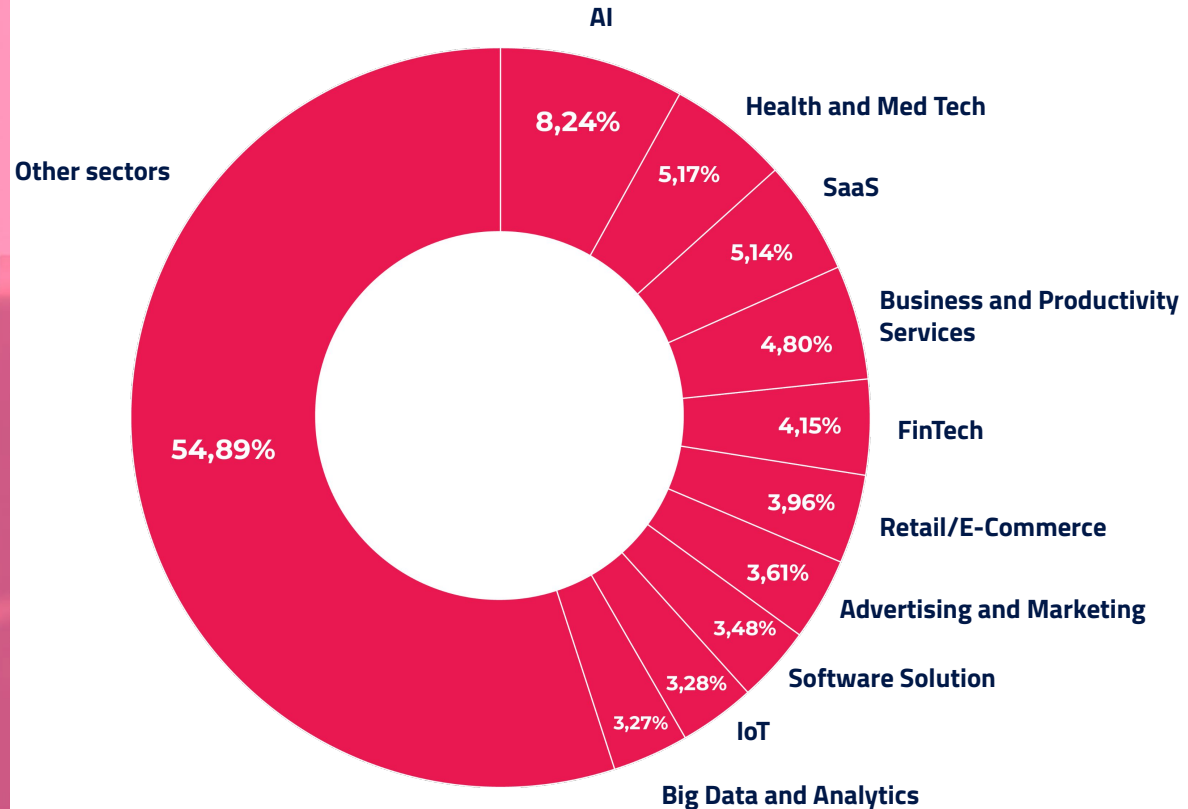
Other 83 countries

Other countries: Austria, India, Italy, Spain, Latvia, Turkey, Netherlands, Hungary, France, Finland, Croatia, Slovakia, Switzerland, Sweden, Singapore, Russia, Portugal, Belgium, Belarus, Bulgaria, Greece, Ireland, Slovenia, Serbia, Denmark, Macedonia, Cyprus, Armenia, Norway, Georgia, Luxembourg, Pakistan, Bangladesh, Japan, South Korea, United Arab Emirates, Canada, Taiwan, China, Azerbaijan, Kosovo, Albania, Moldova, Hong Kong, Iran, Indonesia, Australia, Bosnia And Herzegovina, Kazakhstan, Vietnam, Lebanon, Malta, Thailand, Nigeria, Egypt, Brazil, Bahrain, Mexico, Monaco, Philippines, Iceland, Malaysia, Montenegro, Ghana, Algeria, Zimbabwe, South Africa, Jordan, Jamaica, Uzbekistan, Argentina, Peru, Colombia, Bolivia, Sri Lanka, Costa Rica, Chile, Morocco, Haiti, Kenya, Ecuador, Rwanda

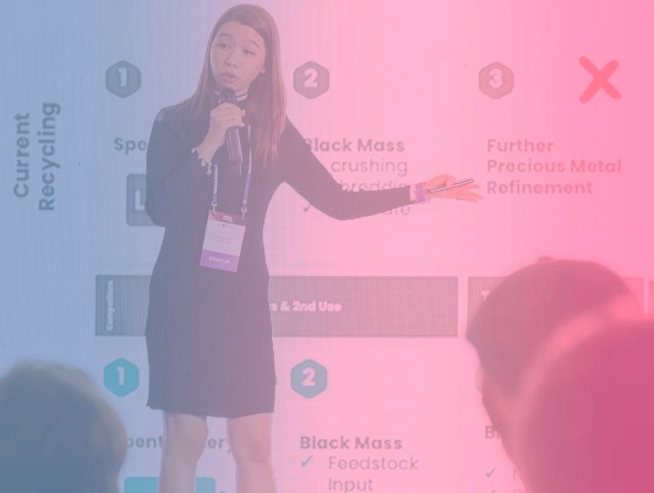


*Data above includes the participants from 2021-2023.

Top Startup Sectors



Disrupting Supply Chain to Improve



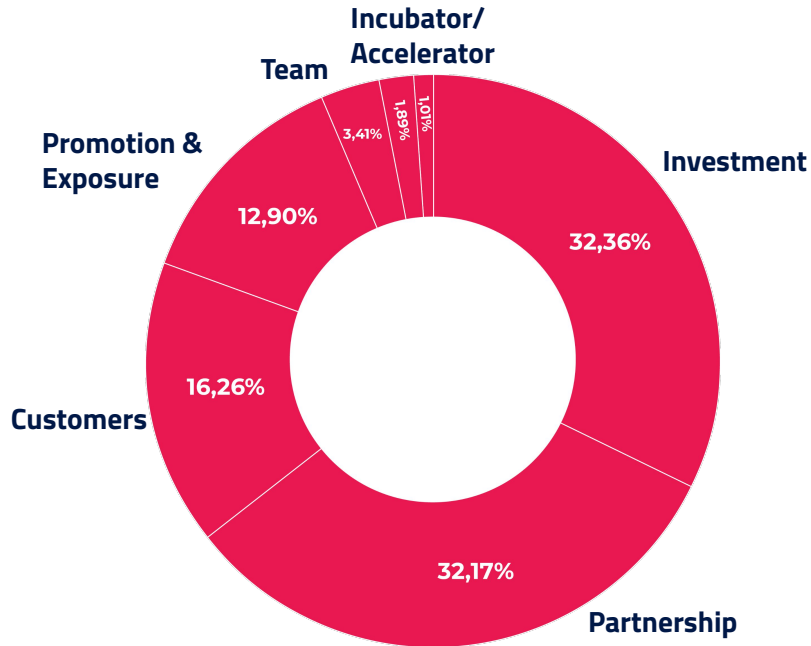
Other sectors: Agriculture, Sharing economy and Social sharing, CleanTech, Property, Sports and Recreation, Automotive, Life Sciences, Biotechnology and Pharmaceuticals, Wellbeing, Art and Design, Transportation, Manufacturing, Music and Entertainment, Mobility, Consumer Electronics Cybersecurity and Security, Telecommunication, Navigation and Mapping, Aerospace, Construction and Civil Engineering, Robotics, Security and Defense, Materials, Clothing and Apparel, Insurance, Chemistry, Language Recognition and Translation, Image and Face recognition, Gadgets and Wearables, Legal, 3D Printing, Nanotechnology.

*Data above includes the participants from 2021-2023.

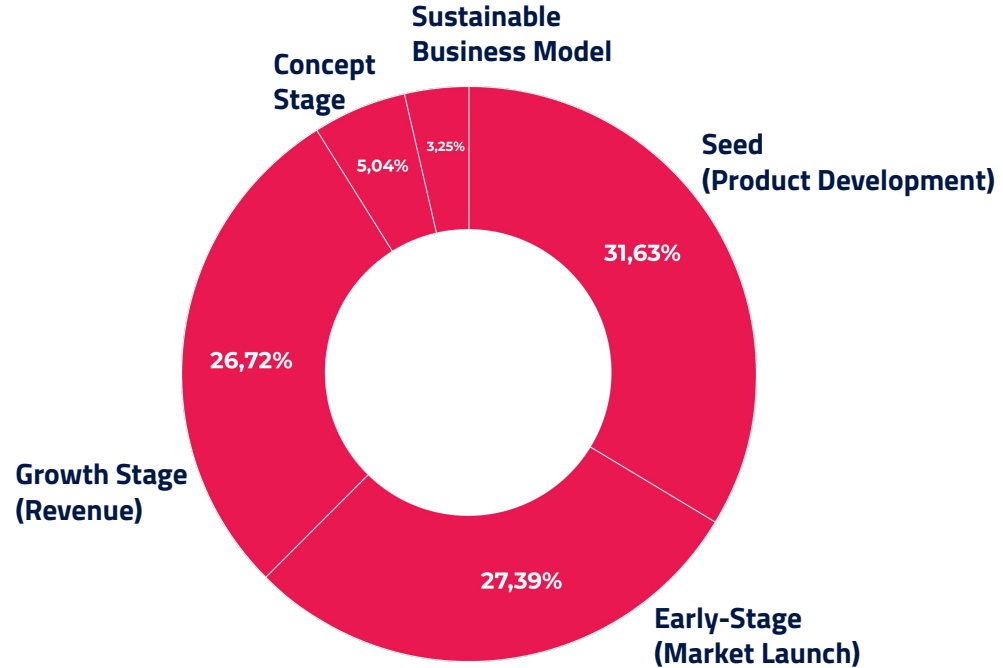
Startup profiles

BUSINESS MODEL: B2B 59%, B2C 32%, B2G 9%

WHAT ARE THEY LOOKING FOR?



STAGE OF DEVELOPMENT



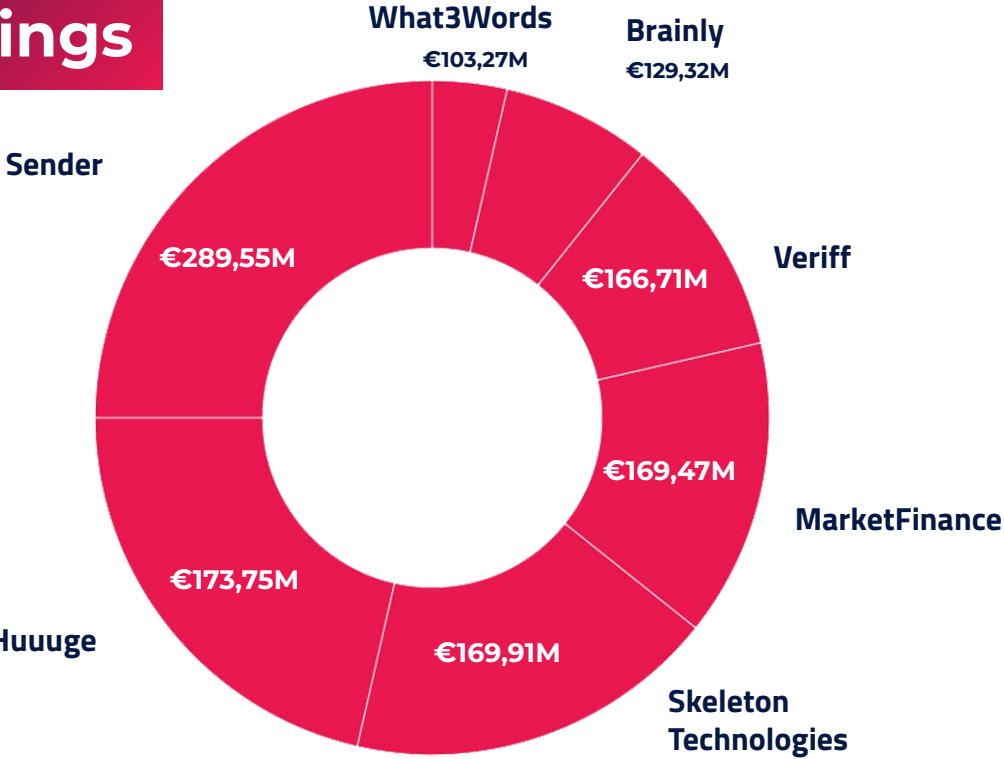
*Data above includes the participants from 2021-2023.

Investments after 1:1 meetings

The highest investment rounds raised by the Startups attending Wolves Summit (the Great Pitch Contest finalists):



5,61B EUR total capital invested



& others

*Data above includes 1767 startups out of 5466 that participated in Wolves Summit 2016-2021 events

Our ecosystem

We are your partner for growth through innovation, anchored in our three pillars:

1.



EVENTS

2.



WOLVES DIGITAL

3.



Wolves^x

Things that we can do together

Blending two distinct business cultures can present challenges and there isn't a universal solution.

At **Wolves Summit**, we understand the hurdles that may impede startup-corporate collaborations. Therefore, we offer flexible, yet comprehensive services to our partners - designed to overcome these challenges.

In addition we are actively engaged in innovation programmes, grants, and startup acceleration. **This multi-faceted approach ensures that we are at the forefront of industry advancements.**

We can collaborate in:

- **Grants and tenders**
- **Challenge shaping**
- **Scouting-as-a-service**
- **Acceleration programmes**
- **Digital event management**

Recent corporate engagements

Helping LG's Future Home Venture Client Unit identify startups and select strategic pilots for a better, healthier, and more connected future

In 2022, LG Electronics launched its Future Home Venture Client Unit to tackle strategic challenges in the home appliances and air solutions sectors. In less than five weeks, **WolvesX sourced 139+ potential partners from 30+ countries.**

12 startups were selected to pitch in a dedicated LG pitching track at Wolves Summit 2022 from which the company aims to select 1-3 for PoC.

Besides the scouting, the company received extensive media coverage as well as stage time at both Alpha Wolves and Wolves Summit 2022 events.



Mapping the Central Eastern Europe Climate Tech ecosystem together with PwC to advance collaboration between stakeholders

To map the Central Eastern Europe (CEE) Climate Tech scene, Wolves Summit partnered with PwC. In under 10 weeks, the Wolves X team sourced 183 applications from 20+ countries, culminating in an event in Vienna where the selected 50 Climate Tech companies were invited to present their technology to impact investors. The results of this extensive study were revealed during a live panel discussion, leading to significant media coverage.

The full report is available to read [here](#).



Grants & ecosystem development

Ventures Thrive

<https://www.venturestrive.eu/>

Introduction:

A pan-European venture builder with €1.5 million in funding is made available for 30 participants, accompanied by a comprehensive acceleration programme.

Funding organisation: [The European Commission \(HORIZON Europe\)](#)

Consortium partners: [Acceler8](#) (Malta), [Anthology Ventures](#) (Bulgaria)

Scope: The widening countries

Number of startups accelerated: 32

Region Up - Innobooster

<https://innobooster.wolvessummit.com/>

Introduction:

A scale-up programme for 15 V4-based and Ukrainian businesses enables them to grow within and beyond the region.

Funding organisation: [The International Visegrad Fund](#)

Consortium partners: [ISE](#) (Ukraine), [Startup Campus](#) (Hungary), [DEX Innovation Centre](#) (Czechia)

Scope: Hungary, Czechia, Poland, Ukraine, Slovakia

Number of startups accelerated: 15

MoldoInnova - Connect4Growth

<https://www.connect4growth.eu/>

Introduction:

An accelerator for Moldovan and Ukrainian businesses aims to incorporate Polish know-how into the Moldovan technology ecosystem.

Funding organisation: [UNDP - The Polish Challenge Fund](#)

Consortium partners: [Moldova Innovation Technology Park](#)

Scope: Ukraine, Moldova, Poland

Number of startups accelerated: 12

