

## High-growth technology business forum Growth-financing

**Tuesday 15 March 2022**

**17.00-18.00 CET**

**(Plus, optional 60 minutes “Meet the Speakers”)**

### **17.00 Introduction**

**Thomas Bereuter**, programme area manager, Innovation Support, European Patent Academy, EPO

**Dana Colarulli**, Executive director, LESI

### **17.05 Growth-financing forum**

Live case study presenter: **Alessio Lorusso**, CEO & Founder at Roboze (Italy)

Expert panel chair: **Willem Bulthuis**, Founder and CEO, Corporate Ventures Advisory GmbH (Germany)

Expert panel representative Asia: **Sung-wook Kim**, Partner Attorney, NAM & NAM (South Korea)

Expert panel representative Europe: **Robert Gallenberger**, General Partner, btov Venture Capital (Germany)

Expert panel representative North America: **Ted Sichelman**, Professor, University of San Diego School of Law (USA)

### **18:00 Meet the speakers (optional)**

### **19:00 End of the event**



## **Alessio Lorusso – Live case study presenter**

CEO & Founder at Roboze  
Houston, USA and Bari, Italy

Alessio Lorusso was born in Bari in 1990. CEO & Founder at Roboze, included in the Forbes 30 under 30 list 2018 as one of the most talented 30 European managers in the “Industry” category, entrepreneur and visionary in the additive manufacturing field who won the “Entrepreneur of the Year” award by Ernst & Young

When he was only 17, he built his first “beltless” 3D printer dedicated to SMEs and in 2015 he founded Roboze, doubling its turnover year after year.

His goal is to bring, through advanced additive manufacturing solutions, the value of producing at the point of use in favour of not only economic advantages, by reducing warehouse and shipping costs, but also of environmental and social advantages, through a new model of distributed manufacturing throughout the world. This can overturn the classic approach of decentralized manufacturing, reducing CO2 emissions and increasing engineering skills in the area, which consequently stimulate the birth of new professionals.

With headquarters in Italy and Texas, the company aims at making the offices of Bari and Houston among the most important 3D Printing Hubs in the world.

### **Live case study description**

Roboze is re-shaping the manufacturing industry and revolutionizing the world of 3D printing. The company's high-precision technology is capable of processing super polymers and composite materials into finished functional parts for use in the most extreme conditions and sectors. Through its Roboze 3D Parts global service network, the company enables the production of custom finished parts On-Demand and Just-in-Time, enabling its customers to reduce cost and time by shortening the steps in their supply chain and digitalising their inventory.

Alessio Lorusso, the CEO and Founder of Roboze, will discuss how he expanded the company from a small shop-floor project in Bari, Italy, into a global operation. He will elaborate on the role of IPR in securing growth funding. Alessio will also discuss the differences in fund raising in Europe versus the USA, where he opened a new headquarter to be closer to key markets and investors.

#PrintStrongLikeMetal #OnDemand

[www.robوزه.com](http://www.robوزه.com)



**Thomas Bereuter**

Programme manager, Innovation Support  
European Patent Academy, EPO  
Munich, Germany

Thomas Bereuter manages the Innovation Support programme area of the EPO's European Patent Academy. He is a Certified Licensing Professional (CLP) with more than 20 years' experience in the international commercialisation of early-stage technologies. He has successfully managed international licensing and technology divestment deals and has founded and supported high-tech start-ups and spin-offs as CEO, advisor, and coach. Thomas gained initial experience of technology commercialisation as an inventor, founding a venture capital-financed start-up. Leading the business incubation and technology transfer waves in Austria, he established an internationally recognised academic incubator as well as a technology exploitation office. Thomas lectured at several universities before joining the EPO in 2013.



**Dana Colarulli – Host**

Executive Director at LESI  
USA

Dana is an attorney and senior government affairs professional with more than two decades of experience working on legal-related technology policy and intellectual property issues in and with the private sector, the Executive Branch, and the U.S. Congress. He is currently serving as the Executive Director of the Licensing Executive Society International (LESI), a global organization of 33 national and regional associations throughout the world and as a Partner at the DC-Based Consulting firm the American Continental Group (ACG).

Most recently, he served as the Director of the Office of Governmental Affairs as a member of the Executive Management team at the U.S. Patent and Trademark Office (USPTO) from 2009 - 2019. Prior to that role, Mr. Colarulli served as Director of Government Relations and Legislative Counsel for the Intellectual Property Owners Association (IPO). He was born in Rhode Island and is a member of the Massachusetts Bar.



**Willem Bulthuis – Expert panel chair**

Founder and CEO, Corporate Ventures Advisory GmbH  
Munich, Germany

Willem has been working over 30 years in the global High-Tech industry, at companies like Philips Electronics, NXP Semiconductors, Giesecke & Devrient, and secunet AG. He has held Executive positions as Global Sales Executive, CTO and Member of the Board of Management. He always has been focused on bringing innovations to market. During his career, in Europe and Silicon Valley, he has negotiated complex patent-related deals with globally leading high-tech corporations and was granted with several patents himself.

Currently based in Munich, Willem is founder and CEO of Corporate Ventures Advisory, offering curated matchmaking between global B2B ventures and Corporate Customers as well as Investors. He is also co-founder and board member at several high-tech and sustainability start-ups. He has worked as venture partner and investment manager at VCs and is on the Board of the Business Angel Network Germany (BAND).

Willem is promoting the importance of IPR for start-ups and their investors regularly, e.g. at the High-Growth Technology Business Conferences of the EPO, where he is on the Steering Committee.



**Sung-wook Kim – Expert panel representative Asia**

Partner Attorney, NAM & NAM

Seoul, Korea

Sung-wook Kim is a partner patent attorney at Nam & Nam, which is an IP law firm located in Seoul, Korea having the longest history in Korean IP field. He has represented a number of companies from America, Europe, and China before Korean Intellectual Property Office over 13 years and has handled multiple patent dispute cases for domestic and multinational companies.

He has been in charge of technology commercialization projects for Korean SMEs and research institutes for overseas market. During the projects, he was chosen as an IP expert by International Technology Transfer Network established by Chinese government. While working closely with Korean start-ups for IP related matters, he participated in Korean Startup Forum as one of patent expert members.

Sung-wook Kim has given lectures on topics related to IP and technology commercialization for domestic/multinational companies and universities. He has been selected as one of the World's Leading Patent Professionals by IAM Patent 1000 since 2019.



**Robert Gallenberger – Expert panel representative Europe**  
General Partner btov Venture Capital  
Munich, Germany

Robert Gallenberger joined btov Partners in 2016 and is one of the partners responsible for the btov Industrial Technologies Fund, a €100mio early stage Venture Capital fund dedicated to innovation along the industrial value chain as well as horizontal technologies like Quantum Computing, Electronics, Photonics.

Robert's focus lies on hardware & software investments in the fields of Industry 4.0 & Industrial IoT, Additive Manufacturing, CAD-CAM software, Robotics & Automation and Data-analytics / AI for Industrial Process Optimisation. He currently holds board positions at the portfolio companies Dyemansion ([www.dyemansion.com](http://www.dyemansion.com)), Cybus ([www.cybus.io](http://www.cybus.io)), Headmade Materials ([www.headmade-materials.de](http://www.headmade-materials.de)) and Threedy ([www.threedy.io](http://www.threedy.io)).

Prior to btov Robert spent 6 years in Venture and Growth Capital at Belgium investment firm Gimv where he was responsible for several investments across Europe, including McPhy (Euronext: MCPHY.PA), Luciad, Govecs, Openbravo and others. Before that he worked for the Boston Consulting Group in London, gathered first VC experience at DFJ Esprit and 3i and originally started his career as a production engineer at the BMW Group in Munich. Robert graduated in Mechanical Engineering from Technical University Munich, holds a Master of Science from Ecole Centrale Paris, and earned an MBA from London Business School.



**Ted Sichelman – Expert panel representative North America**

Professor, University of San Diego School of Law  
San Diego, USA

Professor Ted Sichelman is a Professor of Law at the University of San Diego School of Law. Prof. Sichelman is also the Director of Corporate Tech and Intellectual Property Externship and Director, Center for Intellectual Property Law & Markets, at the USD School of Law. He is co-author of one of the most-cited law articles on startups and intellectual property. Recently, he has participated in several inter parties reexaminations on behalf of a technology startup. Before becoming a law professor, Prof. Sichelman started and ran a venture-backed software company and has extensive experience with many other startup companies.