



WBAF

World Business Angels
Investment Forum



World Congress

WBAF 2020

Swissotel The Bosphorus Istanbul

17 & 18 February 2020



WELCOME PACK FOR DELEGATES

#WBAF2020

PROGRAMME OVERVIEW

World Congress 2020

SUNDAY

16 February

Swissôtel The Bosphorus
Istanbul

9am - 11am

Global Exchange Forum

11.30am - 11.45am

WBAF Code of Conduct

11.45am - 1pm

Exclusive Workshop

1pm - 2pm

Lunch Time

2pm - 2.30pm

Interactive Round Table

2.30pm - 3pm

Grand Assembly Awards 2020

3pm - 3.30pm

WBAF Global Action Plans 2020

3.30pm - 4pm

Coffee Break & Networking

4pm - 6.30pm

International Committee Board
Meetings

8.30pm - 10.30pm

Grand Assembly Dinner 2020

The Grand Assembly
is closed to the public

MONDAY

17 February

Swissôtel The Bosphorus
Istanbul

8am - 9am

Registration

9am - 12pm

The Grand Opening Ceremony
Main Hall

12.30pm - 2pm

VIP Lunch, Fuji Hall
(by invitation only)

2.30pm - 5pm

Angel Investors Summit,
Masterclasses, Investment
Readiness Workshop for Startups

5.00pm - 5.00pm

Coffee Break & Networking

5.30pm - 6pm

Plenary Session & Closing Remarks
Main Hall

7pm - 8pm

Chairman's Reception for the
World Excellence Awards
VIP Gala Dinner

8pm - 8.30pm

Red Carpet Entrance

8.30pm - 11pm

World Excellence Awards
VIP Gala Dinner
Main Hall

TUESDAY

18 February

Swissôtel The Bosphorus
Istanbul

8am - 9am

Registration

9am - 12pm

Science, Technology &
Innovation Summit
Fuji Hall

2.30pm - 5pm

FDI Summit
Fuji Hall

9am - 12pm

Global Woman
Leaders Summit
Geneve Hall

2.30pm - 5pm

Fintech Summit
Geneve Hall

9am - 12pm

Global Startups Summit
Zurich Hall

2.30pm - 5pm

CEO Investors Summit
Zurich Hall

9am - 5pm

WBAF Business School Workshops
Luzern Hall

5.30pm - 6pm

Plenary Session & Closing Remarks
Main Hall

WEDNESDAY

19 February

9am - 5pm

THURSDAY

20 February

9am - 5pm

FRIDAY

21 February

9am - 1pm



QBAC+ QUALIFIED ANGEL INVESTOR EXECUTIVE PROGRAM (by registration only)

Swissôtel The Bosphorus Istanbul, Acacia Hall

WITH A
PROFICIENCY
TEST

Quick Tools

Official Web Site 2020 WBAF: www.wbaf2020.istanbul

Speakers: <https://wbaf2020.istanbul/Speakers>

WIFI Password: WBAF

Hashtags: #WBAF2020

Social Media Links: @wbaforum

WBAF Hotline: +90 542 809 26 88



Dear Delegate,

As an affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI), the World Business Angels Investment Forum (WBAF) is an international organisation aiming to ease access to finance for businesses from startup to scaleup to exit, with the ultimate goal of generating more jobs and more social justice worldwide. It is committed to collaborating globally to empower world economic development by creating innovative financial instruments for innovators, start-ups, scale-ups and SMEs.

The Forum interacts with leaders in all areas of society, first and foremost in business and political spheres, to help assess needs and establish goals, bearing in mind that the public interest is of paramount importance. We engage a wide range of institutions, both public and private, local and international, commercial and academic to help shape the global agenda.

We hold that, with the participation of individuals and institutions from multiple sectors and from all parts of society, real progress can be achieved.

www.wbaforum.org

Building on the success of the World Business Angels Investment Forum (WBAF) in 2019, the this forum is being held at the Swissotel The Bosphorus Istanbul on 17 and 18 February 2020, with the theme of *'Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development'* and will focus on how corporate businesses and public policy can foster open innovation and deliver more business value through partnerships with angel investors, start-ups, scale-ups and SMEs.

Full programme is available at:

www.wbaf2020.istanbul

This year's theme is particularly relevant in the current economic environment and has attracted great speakers on a wide variety of related topics. It will give us all a chance to focus on how we can develop better collaboration between private equity funds and early-stage equity markets to ease access to finance for angel investors for their second and further rounds of investments.

During the conference, 100 selected startups will have a chance to pitch their projects on the Global Fundraising Stage in front of an audience of investors, in addition to receiving training from a variety of experts on investment readiness for GFRS 2020.

Immediately after the Congress, you will have the opportunity to join the QBAC+ Qualified Angel Investor Executive Programme of the WBAF Business School on 19-21 February. The venue is the same venue as for the Congress—Swissotel The Bosphorus. This is an exclusive training programme. If you have not registered yet, please consider doing so right away.

I'm also looking forward to hosting you at the VIP Gala Dinner of the World Excellence Awards, often referred to as 'the Oscars of the World's Early-Stage Equity Markets'.

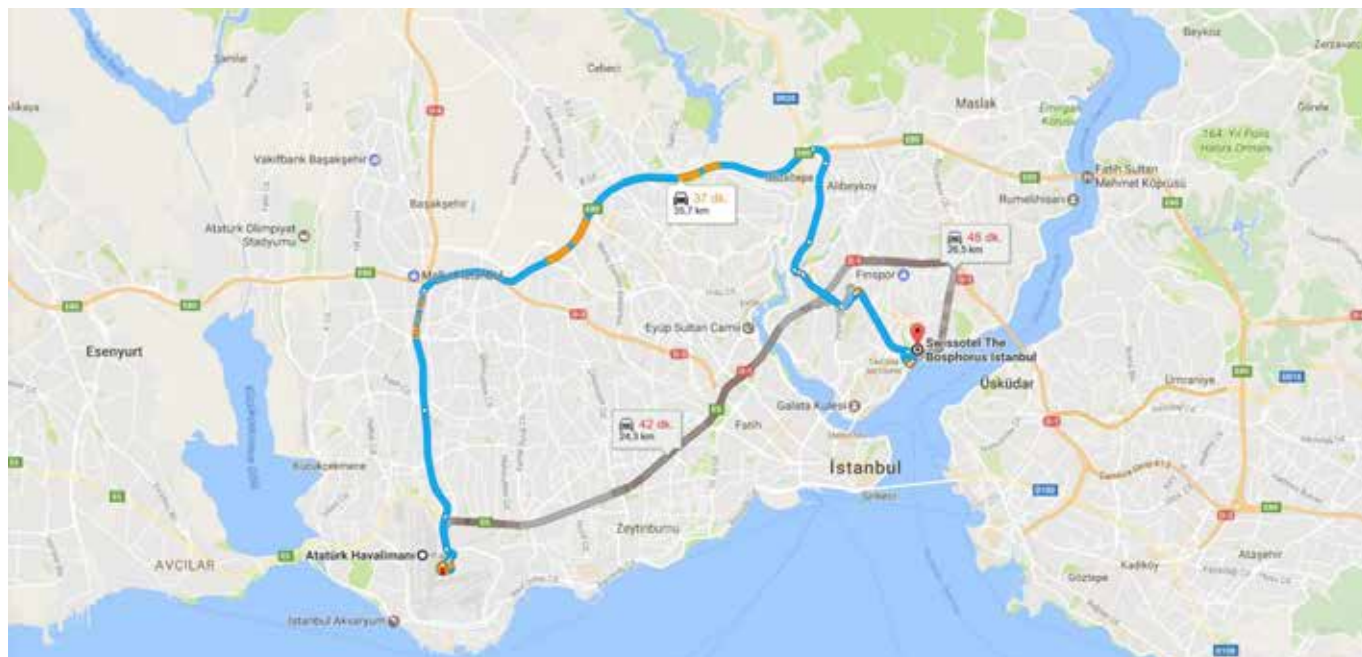
You are sure to find the 2020 WBAF a rewarding experience!

Yours sincerely,



BAYBARS ALTUNTAS
Chairman of the Board of Directors,
World Business Angels Investment Forum
wbaforum.org

Venue on 17th and 18th of February 2020 Swissotel The Bosphorus



Swissotel The Bosphorus is a unique congress venue located very close to the waterfront, just a short walk or a few tram stops from Istanbul city center. We consider Swissotel The Bosphorus as an incomparable venue for the conference due to its flexible and truly practical space solutions and sincerely helpful staff.

<http://www.swissotel.com/hotels/istanbul/>

Internet: Everyone attending the Forum is invited to use the internet for free. WIFI Info for the venue will be available at the welcome desk.

Info Desks: You can apply to the information desks for the necessary information about the Forum.

Name Badges: Upon registration at the Info Desk. All participants are kindly requested to wear their name badge when attending the sessions.

Each name badge contains a coloured icon designating your country and your role in the event. The wearing of your name badge will also assist organisers and hotel staff identify you as a Forum Delegate.

Simultaneous Translation: The forum language is English. Simultaneous translation will not be provided during the forum.

Press Room: A press center will be available to the accredited journalists throughout the forum.

Medical Support: Medical assistance will be readily available, including transportation by an ambulance of a fully equipped hospital.

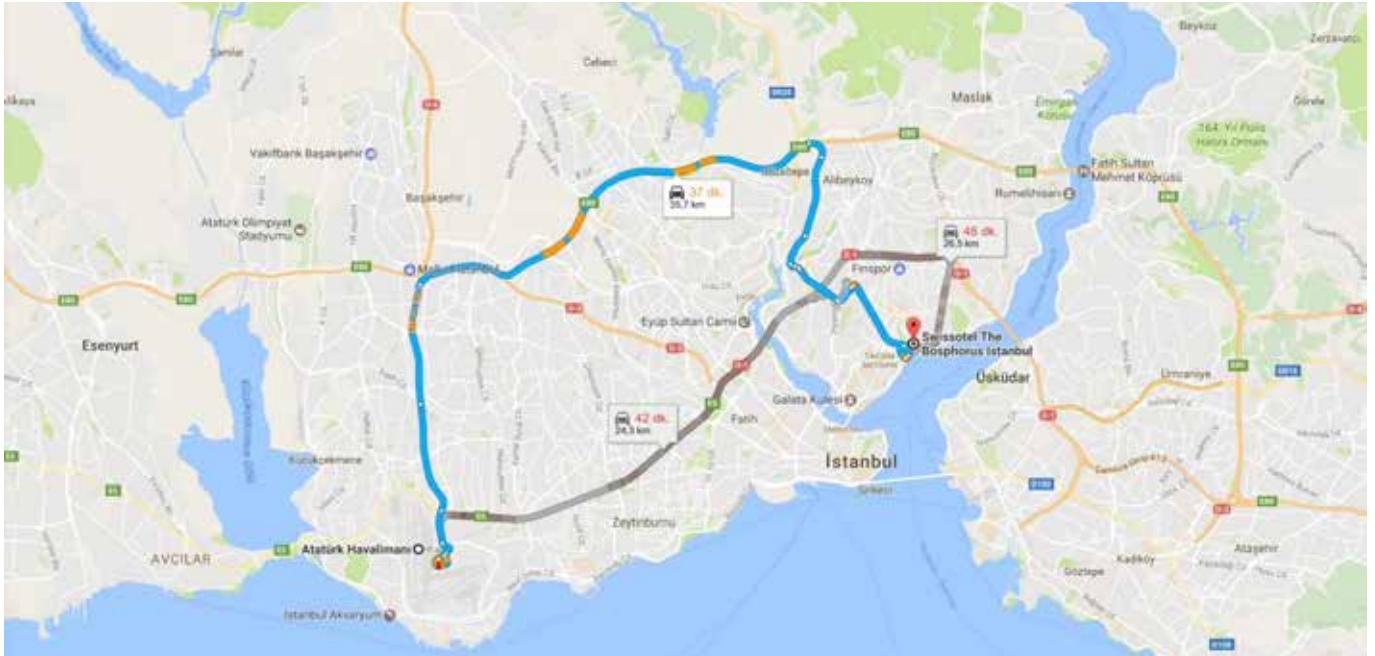
Non-smoking policy: Smoking area will be available for smokers outside the venue.

Transfer Maps

From Istanbul Airport to Swissotel The Bosphorus

Max 45 minutes – Max 30 EUR by taxi

WBAF has no transfer service



World Excellence Awards Reception & VIP Gala Dinner

The World Excellence Awards Reception & VIP Gala Dinner is between 7.30pm – 11:30pm at the Swissotel The Bosphorus on 17th of February 2020, Monday Night. Seating is pre-arranged. A name card for each attendee is placed on a specific table.

<http://www.swissotel.com/hotels/istanbul/>

Dress Code: Black – Formal / Tuxedo

Non-smoking policy: No smoking.

Special discounted rates for WBAF Delegates at the Swissotel The Bosphorus Istanbul

We have chosen for you one of the best quality hotel in Istanbul city center with easy connections to the airport, conference venues, restaurants, touristic sights, shopping galleries, nightlife, and museums. Swissotel The Bosphorus is a 5 star-hotel. It is one of the most elegant hotels of Turkey and Europe. We can guarantee you a very pleasant stay at the Swissotel The Bosphorus. Once you are ready to book a room, just register for the conference and you'll get the discount codes in reply.

Swissotel The Bosphorus

Single: 155 € including Tax and Excluding Breakfast

Double: 185 € including Tax and Excluding Breakfast

For booking: www.wbaf2020.istanbul/ticketing

Quick Tips About Istanbul

Istanbul, the largest city in Turkey, is the economic, historical and cultural heart of the country. A former capital of empires, Istanbul holds a significant place in world history. Today, it is steadily growing into a centre of industry and finance in the region.

Basic Info

Population: 14 million

Voltage: 220 volts

Language: Turkish, English

Plug Type: European Mobile

Time Zone: GMT +3 hours

Phones: GSM 900 / 1800

Measures: Metric System

Visa

Most international travelers require visas to enter Turkey. Travelers holding passports from Germany, France or Japan, among other countries, can enjoy visa-free access to Turkey for up to 90 days. For further details, consult your travel agent or any Turkish embassy or consulate. View visa requirements from the Ministry of Foreign Affairs

Weather

The best time to visit Istanbul is in April, May, September and October, when guests can take full advantage of the city's mild temperatures, low humidity and light, cooling breezes.

Business Hours

Bank Hours

9am - 5pm, throughout the week

Office Hours

9am - 5pm, Monday through Friday

Shopping Hours

10am - 10pm, throughout the week

Electricity

The electricity current is 220V AC with a frequency of 50 Hertz. European standard plugs with 2 pins are used at the hotels.

Banking & Currency

TL – Turkish Lira Banknotes: 5 TL, 10 TL, 20 TL, 50 TL, 100 TL and 200 TL

TL – Turkish Lira Coins: 1c, 5c, 10c, 25c, 50c and 1TL

1 EUR = 6,5 TL (approximately)

1 USD = 6 TL (approximately)

[CBT Daily Currency Rates](#)

Credit Cards

Major credit cards like VISA, American Express, MasterCard are accepted in most of the hotels, restaurants and shops.

Communication

Turkish Telecom Inc is the only telecom service provider. All hotels are direct dial telephone systems in the rooms. There are 3 GSM operators in Turkey namely Avea, Vodafone and Turkcell. Please consult with your own local GSM operator to find out if they have roaming agreement with Turkish operators.

Post offices are opened from 09:00 to 17:00, Monday to Friday.

Sizes & Measures

Turkey uses continental European sizes for clothes and shoes. Drink and food are sold in metric measures.

Optional City Tours

The hospitality desk team will be happy to process additional bookings on your behalf during your stay, which will be subject to space availability.

Tax Refund

Turkey has a value-added tax (KDV) of 8% or %18 depending on the item, which is included in the price of most goods and services. If you purchase an item from a store that participates in the national 'Global Refund: Tax Free Shopping' scheme and then take the item out of the country, you are entitled to a tax refund. There aren't many shops participating in this scheme, however, it is always worth asking the shopkeeper if it is possible to get a Tax Free Invoicer or Tax Refund Cheque. Please note that your purchased goods must be available for inspection.

To claim a refund, you must obtain a Turkish Customs stamp on the Tax Free Invoice or Tax Refund Cheque before visiting the Tax Free Refund Office. At Istanbul Airport, you'll find these offices located before Passport Control. You must then present your stamped and completed Tax Free Invoice or Tax Refund Cheque at a Tax Free Refund Office. The refund is available in the form of cash or a credit to your chosen credit-card account.

Taxis

Hailing a yellow taxi on the Street is an easy and affordable way to travel around the city, though these can be scarce during peak hour. Taxis that display their company telephone number are more reputable, safer and better maintained. The drivers are supposed to switch on the meter before setting off. If there is no meter, fares should be agreed upon in advance. Occasionally, drivers do not understand English, so it is advisable to carry written details of your destination in Turkish. It is useful to know the landmarks near one's destination because street addresses are not well known. Due to unpredictable traffic congestion, plenty of time should be factored in.

Taxi Tariff

Taxis are plentiful and a convenient way of getting around Istanbul. Fares are relatively inexpensive. The fare for the 15-to-25-minute ride between Sultanahmet and Taksim Square is about €10. The approximate fare for the 35-to-75-minute ride from Istanbul Airport to Sultanahmet is €25. From the airport to Taksim Square, it's about €25. The fare from Sarıyer, on the Northern European shore of the Bosphorus near the Black Sea, to Galata Bridge is about €35-€40.

Tipping

Tips are generally modest in Turkey and in recognition of good service. Try to keep coins or small notes handy and follow these guidelines when you are undertaking independent arrangements. By the way, please note that gratuities are not, generally, accepted by credit card.

Upscale Restaurants: 10% of the bill

Cafes: 10% of the bill

Taxi Drivers: Round up the fare to the next 5 or 10 Turkish Lira.

Valuables

Although Turkey is relatively safe, keep a close check on your belongings and beware of pickpockets and bag-snatchers. Additionally, drivers do not necessarily obey the road rules so be cautious when crossing the street in the absence of traffic lights. Please carry your valuables in a very secure fashion. Items such as passports, mobile telephones, iPad, laptop, camera, cash and jewellery should be stored in your in-room-safe when they are not required. The hotels will not accept any responsibility for the loss of items from guestrooms.

Airports

There are 2 airports in Istanbul.

Istanbul Airport: located on the European side. Driving time to downtown is approximately 30 minutes from this airport.

Sabiha Gokcen Airport: located on the Asian side. Driving time to downtown is approximately 1 hour from this airport depending on the traffic on the bridge.

Water

Drinking tap water is not recommended. Bottled mineral or spring water is plentiful in Turkey and of good quality.

Public Health

Medical services are of a reasonable standard, though public hospitals can be crowded and private clinics may be expensive. The hotel recommends that you drink only boiled or bottled water during your stay in Istanbul. Complimentary bottled drinking water is available in every room and is replenished daily.

Dress

Dress is generally informal, but a suit and tie will be appropriate for social, diplomatic or government events. In the spring and autumn, temperatures are comfortable during the day, but bring a warm jacket or sweater as nights can be chilly. In the summer, light clothing is appropriate for the day but a light sweater is advised for cool evenings. For winter, warm clothing and rain gear are recommended.

Weather

Istanbul's weather can be described as temperate, with warm and humid summers and mild and wet winters. Average daytime temperatures vary from 28°C (82°F) in the summer to 7 - 8°C (46 - 50°F) in the winter. December: Min 6.2 °C - Max 11.2 °C

Public Transit

Buses

Istanbul's municipal buses can be taken to many destinations in and outside the city. The buses, which can be identified by the acronym IETT (Istanbul Electricity, Tramway and Tunnel), accept tokens or electronic transit pass. Privately owned bus companies, regulated by the city, also operate on major routes. These private buses may accept cash or electronic transit pass.

Metro

Istanbul's rapid Metro system offers a cheap and efficient way to travel. There are currently four metro lines. The M1 and M2 lines are especially useful for most visitors to Istanbul.

The M2 Sishane - Haciosman line is a good option for reaching commercial and financial areas in the north. Trains leave from Sishane (located in Tunel Square) and Taksim Square.

The other two lines are M3 and M4. In the west of Istanbul, the M3 Basaksehir-Olimpiyatkoz line serves Basaksehir, Kirazli and the Olympic Village.

The M4 Kadikoy-Kartal line provides swift travel from the Asian shore of the Bosphorus to stops along the shore of the Sea of Marmara.

Funicular

Istanbul's Füniküler (funicular) runs between Kabataş on the European shore of the Bosphorus, south of Dolmabahçe Palace, and Taksim Square, the busy centre of Beyoğlu.

This short underground funicular tram is a crucial link in the Istanbul transportation system, linking the Bağcılar-Kabataş tram and the Kabataş ferry docks to the Metro and Nostalgic İstiklal Caddesi tram at Taksim Square.

Explore Istanbul



Straddling Asia and Europe, Istanbul is where East and West converge. Today, the legendary city is a rich landscape of mosques, museums, boutiques and bazaars.

Located in the central Besiktas district, Swissotel Bosphorus, Istanbul, provides a superb base from which to explore Istanbul's many attractions. View the official tourism website for Turkey

Attractions

Blue Mosque (Sultanahmet Mosque)

This mosque's name comes from the 20,000 shimmering blue-green Iznik tiles that cover its interior. Built in the 17th century, the Blue Mosque is still in active use, but tourists may enter through a separate entrance.

Dolmabahçe Palace

This opulent palace was the former residence of Ottoman sultans in the 19th and early 20th centuries. Boasting both European and Turkish styles, the palace abounds in decorative finery such as crystal chandeliers, trompe l'oeil ceilings and intricate carpets.

Nature

Prince's Islands

The Prince's Islands provide a pleasant getaway from the city. There are eight islands within one hour from the city offering a range of attractions, including beaches, historical buildings and hiking trails.

Bosphorus Strait

This waterway is famed as a dividing line between Europe and Asia. A ferry ride on the Bosphorus yields enchanting views of city sights, especially in the evening.

Arts & Culture

Hagia Sophia

Now a museum, Hagia Sophia was first built as a basilica in the 6th century and later converted into a mosque by the Ottomans. Under its massive dome, more than 18 storeys high, visitors may view galleries of beautiful mosaics from the Byzantine era.

Naval Museum

Founded in 1897, the Naval Museum showcases the maritime might of the Ottomans. Besides exhibits on celebrated Turkish sailors, the museum features an enormous collection of historical artifacts, including a 17th-century warship

Shopping

Grand Bazaar

This maze of a street market promises the shopping experience of a lifetime. Explore some of the 4,000 shops and establishments and bargain over the item of your desire, be it a leather bag or antique carpet.

Nişantaşı

The luxury shopping and fashion district of Istanbul, Nişantaşı is also known for Art Nouveau-style apartment buildings. Its upscale pubs and restaurants are popular with trendsetters and the well-heeled.

KEYNOTE SPEECHES OVERVIEW

World Congress of Angel Investors 2020

MONDAY

17 February

**Swissôtel The Bosphorus
Istanbul**
Main Hall

KEYNOTE 1

2020 World Congress

Main Hall, 10.10am - 10.20am

JF Gauthier, Founder & CEO,

Startup Genome, USA

How public policy action supports startups

KEYNOTE 2

2020 World Congress

Main Hall, 10.20am- 10.30am

Swati Mandela, President - WBAF Global Woman

Leaders Committee, South Africa

Freedom of thinking for more innovation

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Keynote Speech by

HRH Princess Dr. Nisreen
El-Hashemite, Executive Director of
the Royal Academy of Science
International Trust

STI Summit, Fuji Hall

9am

Investment in STI
for Inclusive Green Growth

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Keynote Speech by

Mario Ottiglio, President - Europe,
Global Coalition on Aging, Italy

STI Summit, Fuji Hall

9.15am

Navigating the transformational
impact and opportunities of aging

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Keynote Speech by

H.E. Noomane Fehri, Former ICT &
Digital Economy Minister of the
Republic of Tunisia

STI Summit, Fuji Hall

9.30am

Role of the business angel during
the global digital transformation

Keynote Speech by

Martin Jerch, Ph.D.
Division of Financing and Investor
Relations ICEX Invest in Spain

FDI Summit, Fuji Hall

2.30pm

Spain: an interconnected ecosystem
for both, investors and startups

Keynote Speech by

Ziad Alexandre Hayek, President,
World Association of PPP Units &
Professionals (WAPPP), Switzerland

FDI Summit, Fuji Hall

2.40pm

Largely Untapped Sources of
Financing

Keynote Speech by

Dr Jarmo T. Kotilaine, The Chief of
Planning and Monitoring at
Bahrain's Labour Fund (Tamkeen)

FDI Summit, Fuji Hall

2.50pm

How economic change will drive
innovative entrepreneurship in the
Gulf



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Swissôtel The Bosphorus Istanbul, Acacia Hall

FOR REGISTRATION:

www.wbaf2020.istanbul/ticketing



TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

Prof Inderjit Singh, President, World
Entrepreneurship Forum (WENF),
Singapore

Global Startup Summit, Zurich Hall

9am

Creating investment opportunities
through ecosystem building

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

Derik Kim, Founder & Honorary
President, Global Entrepreneurs
Foundation, South Korea

Global Startup Summit, Zurich Hall

9.15am

How fast does Korean Startup
Ecosystem grow and forward it to
pay?

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

H.E. Eduard Shalsi, Minister of State
for the Protection of
Entrepreneurship, Albania

Global Startup Summit, Zurich Hall

9.30am

Filling in the gap in the start-up
ecosystem

**Keynote Speech
by**

Dr Paul Doany, Former Group CEO,
Turk Telekom (TT), Chairman
ICT/Renewable Energy Ventures,
Jordan

Global Startup Summit,
Zurich Hall

2.30pm

It's high time chief executives put
some of their own money, where
their mouth is!

**Keynote Speech
by**

Sabur Khan, Chairman, Daffodil
International University, Bangladesh

Global Startup Summit,
Zurich Hall

2.40pm

How can we mobilize CEOs to
empower startup economies

**Keynote Speech
by**

Balazs Hendrich, CEO, HEPA:
Hungarian Export Promotion
Agency, Hungary

Global Startup Summit,
Zurich Hall

2.50pm

This program is sZuper!

**Keynote Speech
by**

H.E. Prof Ameenah Gurib-Fakim, 6th
President of the Republic of
Mauritius

Woman Leaders Summit,
Geneve Hall

9am

Delivering on the SDGs through
empowerment of girls in STEM

**Keynote Speech
by**

Marie-Christine Oghly, President,
World Association of Women
Entrepreneurs (FCEM), France

Woman Leaders Summit,
Geneve Hall

9.15am

Challenges and opportunities for
women entrepreneurs

**Keynote Speech
by**

Swati Mandela, President - WBAF
Global Woman Leaders Committee,
South Africa

Woman Leaders Summit,
Geneve Hall

9.30am

Women driving transformation and
unlocking economic and social
development



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TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

Matt Gamser, CEO, SME Finance
Forum, IFC / World Bank Group

Fintech Summit, Geneve Hall

2.30pm

SME Finance Outlook 2030

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

Maria Marengo, President of the
Government Blockchain Association
Sweden / Nordic

Fintech Summit, Geneve Hall

2.40pm

The Interconnected Economy:
Facts, Opportunities and Challenges

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

**Keynote Speech
by**

Carsten Borring, Vice President
Nasdaq Copenhagen & Member of
the Danish Government's
Entrepreneurial Panel, Denmark

Fintech Summit, Geneve Hall

2.50pm

FinTech - We Are All In!

**Keynote Speech
by**

Nomusa Dube-Ncube, KwaZulu
Natal MEC for Economic
Development, Tourism &
Environmental Affairs, South Africa

Fintech Summit, Geneve Hall

4.15pm

The importance of the early-stage
investment market in the creation of
new jobs and social justice through
SMEs, entrepreneurs and start-up
development

**Presentation
by**

Ana Barjasic, Founder & CEO,
Connectology, Croatia

Fintech Summit, Geneve Hall

4.30pm

Identifying and managing
startup- related bias using
behaviorial science techniques

**Presentation
by**

Alisha Ma, CEO, Incubate Canada

Fintech Summit, Geneve Hall

4.40pm

The Tale of Two Countries, The
Startup Visa Programs of the UK
and Canada

**Keynote Speech
by**

Antonio Grasso, Founder and CEO,
Digital Business Innovation srl, Italy

Fintech Summit, Geneve Hall

4.50pm

Digitization, Digitalization and
Digital Transformation: impact on
startups and SMEs

**Keynote Speech
by**

Matt Gamser, CEO, SME Finance
Forum, IFC / World Bank Group

Closing Plenary, Main Hall

5.30pm

Globalization, Innovation and Angel
Investment

**Keynote Speech
by**

Carsten Borring, Vice President
Nasdaq Copenhagen & Member of
the Danish Government's
Entrepreneurial Panel, Denmark

Closing Plenary, Main Hall

5.35pm

Without risk capital - no growth!



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ANGEL INVESTORS SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

17 February 2020, Monday

Master of Ceremonies

Andrew Work, Editor-in Chief - Harbour Times, Hong Kong

Swissotel The Bosphorus Istanbul

Main Hall

09:00 **Grand Opening Ceremony**

The World Congress of the World Business Angels Investment Forum starts with the Grand Opening Ceremony, an invitation-only event for special guests from around the world. The Grand Opening Ceremony features keynote speeches from renowned businessmen, entrepreneurs and investors, presidential and ministerial speeches, video messages, the formal signing of economic cooperation agreements and an opening bell that signals the official opening of the Congress. The ceremony will conclude with a ministerial round table on critical issues and the state of the world. The details of the agenda of the ceremony will be announced at 9am on 17 February, at the beginning of the Grand Opening Ceremony.

12:00 **Coffee Break & Networking**

12:30 **VIP Lunch with Ministers** – by invitation only

Fuji Hall

14:30 **Global Leaders Action Plans 2020:**

Developing angel investment as an asset class and innovative financial instruments to empower early stage equity markets in the era of worldwide digital transformation

On 25 September 2015, the United Nations General Assembly adopted the 2030 Agenda for Sustainable Development, along with a new set of goals that are collectively called Sustainable Development Goals (SDGs). The Agenda, the culmination of many years of negotiation, was endorsed by all 193 member-nations of the UN General Assembly, both developed and developing – and it applies to all countries. Then-UN Secretary General Ban Ki-Moon noted that ‘the new agenda is a promise by leaders to all people everywhere. It is an agenda for people to end poverty in all of its forms – an agenda for the planet, our common home.’

At the 2010 G20 Summit in Seoul, the G20 leaders, recognizing financial inclusion as a pillar of the global development agenda, endorsed a concrete Financial Inclusion Action Plan. Financial inclusion was prominently included in the Leaders’ Declaration and was highlighted as an important component of the Seoul Development Consensus and the financial sector reform

agenda. The leaders announced the establishment of the Global Partnership for Financial Inclusion (GPFI) to institutionalize and continue the work begun by the Financial Inclusion Experts Group (FIEG) in 2010. The GPFI, officially launched on 10 December 2010 in Seoul, is an inclusive platform for all G20 countries, interested non-G20 countries, and relevant stakeholders to carry forward the work on financial inclusion, including implementation of the G20 Financial Inclusion Action Plan, which was endorsed at the Seoul G20 Summit.

As an affiliated partner of the GPFI, the World Business Angels Investment Forum is hosting this roundtable as a global convergence of global leaders of early and post-early stage equity and capital markets. They will discuss in detail the G20's agenda to increase financial inclusion worldwide and will share information about the 2020 action plans of global leaders of early and post-early stage equity and capital markets in their response to the United Nation's Sustainable Development Goals and the GPFI platform.

The discussants, prominent global leaders in the world's investment value chain, will explain how they plan to encourage collaboration between the ecosystems they lead. They will also explore ways to develop an international dialogue between public and private institutions that will empower early and post-early stage equity markets in the context of the worldwide digital transformation.

14.30 Round Table 1 **Developing angel investment as an asset class in the era of worldwide digital transformation**

Moderator

Baybars Altuntas, Chairman, World Business Angels Investment Forum

Dr Abdul Malek Al-Jabar, President, Middle East Business Angels Network (MBAN)

Harry Tomi Davies, President, African Business Angels Network (ABAN)

Paulo Andrez, President Emeritus EBAN

Tarek El Kady, Chairman, Mediterranean Business Angels Federation

Israel Pons, Honorary President, Latin America and the Caribbean Angel Investors Federation (XCALA)

15.15 Round Table 2 **Developing innovative financial instruments to empower early stage equity markets in the era of worldwide digital transformation**

Moderator

Israel Pons, Honorary President, Latin America and the Caribbean Angel Investors Federation (XCALA), Mexico

Dr Hashim Hussein, Head of United Nations Industrial Development Organization - Investment and Technology Promotion Office (UNIDO-ITPO)

Prof Inderjit Singh, President, World Entrepreneurship Forum (WENF)

Itai Manyere, World President, Junior Chamber International (JCI)

Juan Torrents, President of the Free & Special Economic Zones Federation (FEMOZA)

Marie-Christine Oghly, World President, World Association of Women Entrepreneurs (FCEM)

Ziad Alexandre Hayek, President, World Association of PPP Units & Professionals (WAPPP)

16:15

Panel

Developing a global dialogue between startup and FDI ecosystems to increase cross-border investment

In 2018, the estimated global Foreign Direct Investment (FDI) flows were \$1.3 trillion, which is a 13% decline compared to the previous year. This is the third consecutive drop in FDI flows and the lowest level since the 2008 global financial crisis. The FDI slide is concentrated mainly in developed economies, which experienced a staggering 40% decline in FDI inflows. By contrast, new types of investment – angel investment, venture capital (VC), corporate venture capital (CVC), sovereign wealth funds (SWF), family offices, and impact investments – offer new opportunities for countries to boost their development. VC and CVC investments in new companies with high growth potential are at record high levels, despite negative global FDI trends. An analysis of global venture funding by KPMG reveals a six-year growth in VC investments, reaching \$254 billion in 2018. Additionally, CVC investments reached an all-time high, with corporations participating in 20% of all VC deals in 2018.

The digital revolution has had a profound impact on the overall global economy. Recent statistics show that half of the world's population is online, and the internet industry has made a significant contribution to countries' GDP. The agenda of the G20 leaders reveals that financial technologies will play a key role in increasing financial inclusion globally. The numbers confirm this. Worldwide investments in fintech jumped to \$111.8 billion in 2018, a staggering 120% over the 2017 figure of \$50.8 billion.

Early and post-early stage equity markets are developing rapidly as well. In 2018, 320,000 angel investors invested 9.8 billion EUR in Europe, and in the U.S., 340,000 angel investors invested \$27 billion. The size of the global investment in early-stage businesses in 2018 reached \$60 billion, up 20% from \$50 billion in 2017.

These figures show that, worldwide, we have an increasing startup economy and a decreasing FDI economy. The implications of negative FDI trends are a significant concern for policymakers, as FDI is an essential element in a country's efforts to stimulate and enhance economic development. It is particularly significant for the developing world and transition economies, owing to their need for capital to stimulate industrialization.

This panel will seek practical ways to develop a dialogue between FDI ecosystems and startup ecosystems to empower local economies through co-investment and to develop innovative financial policies that will enhance the capabilities of FDI and startup investors. It will also explore ways to encourage the FDI ecosystem to engage with the startup economy and ways to create a global awareness about the benefits of collaboration between the world's FDI economies and startup economies.

Moderator

**Skalar Boštjan, CEO, WAIPA - World Association of Investment
Promotion Agencies, Switzerland**

Bence Katona, CEO of Hiventures, Hungary

Carsten Borring, Associate Vice President Listings EMEA and Head of Listings & Capital
Markets, NASDAQ Copenhagen, Denmark

Jacoppo Dettoni, Deputy Editor, fDi Magazine - Financial Times, UK

Dr Jarmo T. Kotilaine, Chief of Planning and Monitoring, Bahrain's Labour Fund, Bahrain

Jeffrey Steiner, President, Angel Investors Ontario, Canada

Sergio Vella, Director of Financing and Investor Relations, ICEX-Invest in Spain

17:00 Coffee Break & Networking

17:30 Plenary Session & Closing Remarks

Main Hall

SCIENCE, TECHNOLOGY & INNOVATION SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

Andrew Work, Editor-in Chief - Harbour Times, Hong Kong

18 February 2020, Tuesday

Swissotel The Bosphorus Istanbul

Fuji Hall

09:00 Opening Ceremony and Key Note Speeches:

Mario Ottiglio

President - Europe, Global Coalition on Aging

H.E. Noomane Fehri

Former ICT & Digital Economy Minister of the Republic of Tunisia

HRH Princess Dr. Nisreen El-Hashemite

Executive Director of the Royal Academy of Science International Trust

09:45 Panel Discussion 1

The financial challenge in the innovation chain: The funding gap between research and the market

Innovations and innovativeness in a business context is a key determinant of competitive advantage due to its role in identifying new markets and driving revenue growth, among its other value propositions. Success will depend on a context that encourages innovation in general and nurtures entrepreneurial innovation in particular.

Early-stage startups looking for financing face particular difficulties. Such enterprises have little or no collateral to offer, and conventional financial intermediaries are unwilling to participate in the first stages of their development. For this reason, public funding is typically needed in the earliest stage of the innovation process: research and development.

This panel will focus on current challenges to entrepreneurial innovation financing, the chain of financing, equity gaps, and equity-based investments. The discussants will consider whether new types of investments such as international coin offerings (ICOs), crowdfunding, and angel investment can help bridge the equity gap in financing for innovative projects and under which conditions it is possible. They will also propose ways to bring more innovative ideas to market more quickly.

Moderator

Moutasem Mismar, Senior Advisor, World Bank / IFC

Dr Alex Lin, Deputy CEO of NTUitive, Singapore

Paulo Andrez, President Emeritus EBAN, Investor of Toys R US IB, Portugal

Rene Rojas , Founder of HubBOG Angel Investment Club, Colombia

10:30 Panel Discussion 2

Innovative techniques to maximise startup potential: Building a disruptive entrepreneur-friendly community through multi-stakeholder engagement

Building and supporting a successful innovation and startup community requires the participation of stakeholders involved in various entities (business incubators, science and technology parks, angel networks, startup associations, universities, technology transfer offices, VCs, private equity funds, angel investors, family offices and corporate ventures). Multiple stakeholders can take on a pivotal role of innovation leader and champion to connect startups, scaleups, SMEs, governments, industries, and other knowledge-based institutions. The aim: to grow promising businesses.

This panel will discuss how innovative policies can be developed and what the role of public-private partnerships might be in this process. The discussants will put forth a concrete approach to changing the mindset of individuals who are in decision-making positions, both in public and private institutions. Any policy that supports entrepreneurs and SMEs directly—or that supports the supporters of entrepreneurs and SMEs—is useful, including converting public money to smart money by involving more angel investors and corporate ventures. A critical game-changer question will be addressed: How can we create an entrepreneurial ecosystem where all stakeholders come together around the same table to create more liquidity, ease access to finance and accelerate early exits?

Moderator

Mondher Khanfir , Advisory Board Member, AM Acceleration @ Station F, France

Chinwe Okoli, Founder, Grand Africa Initiative, Nigeria

Nawaf Mohamed Alkoheji , Chief Executive Officer, Tenmou, Bahrain

Mejra Juzbasic Bajgoric , Regional Director, Finance in Motion, Bosnia and Herzegovina

11:15 Panel Discussion 3

Launching an angel investor network for each science and technology park: A mechanism for accelerating the commercialization of innovative ideas and technology transfer

In the past, it was inventions that were important for economic development. In the 21st century, however, it is no longer invention that counts, but innovation. In earlier times, entrepreneurial skills were not needed to get an invention to market, largely because it was a seller's economy, where customers were ready to buy anything new. Times have changed, and so have the rules of the game. Today's inventors need more than just a clever idea. They need a complex set of skills to move their innovative idea into the market and to ensure that it succeeds.

One important skill they need is the ability to convert invention to innovation. To do that, they need access to finance. Virtually all types of finance sources beyond simple bootstrapping — corporate ventures, angel investors, crowd-funding platforms, accelerators, VCs, banks, public grants, co-investment funds, business plan competitions, technology transfer offices, family offices, private equity investors and stock exchanges — can easily be tapped for smart investing if they are paired with the right qualified angel investors and if they look beyond local financial ecosystems.

This panel will examine innovative policies that can ease access to finance for startups, entrepreneurs, SMEs and innovators. It will also discuss the creation of science park angel networks (SPAN), ways to identify potential angel investors in their ecosystem, and ideas for organizing them into angel investor groups. The aim is to involve investors with the mission of the technology parks, to connect them with innovators and entrepreneurs in these science and technology parks, and to develop co-investment structures.

Moderator

Dr Aylin Tumay, Chief Executive Officer, Antalya Technopark, Turkey

Dr Mohammed Elhadi, National Consultant of the Social Entrepreneurship Program, Sudan
Paulo Andrez, President Emeritus EBAN, Co-investor of Toys R US IB, Portugal
Vitaly Polekhin, President of International Investor Organization INVESTORO, Russia

12:00 Coffee Break & Networking

12:30 VIP Lunch with Ministers – by invitation only
Fuji Hall

FDI 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

Andrew Work, Editor-in Chief - Harbour Times, Hong Kong

18 February 2020, Tuesday

Swissotel The Bosphorus Istanbul

Fuji Hall

14.30 Opening Ceremony and Key Note Speeches

Sergio Vella,
Director of Financing and Investor Relations, Invest in Spain - ICEX,
Spain

Ziad Alexandre Hayek,
President, World Association of PPP Units & Professionals (WAPPP), Switzerland

Dr. Jarmo T. Kotilaine,
The Chief of Planning and Monitoring at Bahrain's Labour Fund (Tamkeen),
Bahrain

15:00 Panel Discussion 1

Leveraging the competitive advantages of investment promotion agencies and economic development boards in global startup value chain

The objectives of investment promotion agencies (IPAs) and economic development boards (EDBs) are changing rapidly. The number of mandates covered by IPSs and EDBs is growing and new trends are emerging in the startup and innovation economy around the world, but foreign direct investment (FDI) has been slowing down. To remain competitive, IPAs and EDBs will need to adapt to an ever-changing environment. They will need to optimise their performance by positioning themselves in the fast-growing startup value chain.

This panel will identify opportunities for IPAs and EDBs in early and post-early stage equity and capital markets to leverage a country's FDI capacity. They will also explore innovative ways to develop collaboration between IPAs, EDBs and entities such as private equity funds, wealth management institutions, angel investor groups, corporate ventures and VCs, thus expanding co-investment opportunities. In addition, they will discuss how current trends in the global startup and innovation chain can facilitate world class investments.

Moderator

Fadi Saab, Founder & Chairman of Trans Capital Invest, Lebanon

Arijana Koskarova, Founder of the Creative Hub & Forbes Under 30 Listmaker, North Macedonia
Dražen Mršić, Senior Advisor for International Finance Institutions, Croatian Chamber of Economy, Croatia

Miguel Martin, Founder and Co-investor, Immerxing Hub, Spain

15:30

Panel Discussion 2

Foreign direct investment in SMEs from startup to scaleup to exit to boost cross-border investments: How can startups and scaleups contribute to FDI growth?

One of the biggest contributors to alternative investment markets is perhaps the startup phenomenon, which has taken hold globally to become a game changer for the world economy. With more and more people turning into entrepreneurs, policymakers have realised the potential of startups in the growth of the economy, and they have come up with various schemes that encourage startups by making it easy for foreign investors to venture into their startup ecosystem. The role played in the past by small-scale industries has been taken over by startups! Economy administrators and policymakers have been making the process easier for the young entrepreneurs, startups and scaleups that have the potential to attract foreign direct investment.

The surge in FDI will also go a long way in encouraging the already-booming startup scene around the world. In fact, investors worldwide who have been keeping an eye on startups and scaleups see that startups are generating a diverse range of innovative ideas. Governments have been very supportive of the growth and have devised numerous strategies to support startups. FDI can nudge the efforts of the government in the right direction by funding startups at different funding stages. Many entrepreneurs with a great idea who lose out on funding might find assistance through FDI. And this will give an excellent opportunity to the FDI industry to leverage their investment size and capacity.

In line with such benefits – and in order to give a fillip to foreign investment in startups – India, for example, through its Consolidated FDI Policy 2017, has allowed foreign venture capital investors to contribute up to 100% of the capital of startups, irrespective of sector. The investment can be made in equities or equity-linked instruments or debt instruments issued by the startups; if a startup is organised as a partnership firm or an LLP, the investment can be made in the capital or through any profit-sharing arrangement. Special provisions specific to startups have been created for the very first time with the goal of attracting foreign direct investment.

This panel will discuss what sorts of national investment policies can be developed to attract more and higher quality investments in the startup investment ecosystem and what factors determine how successfully IPAs and EDBs are able to attract more investment. They will discuss how early-stage equity markets can contribute to main FDI players (investment promotion agencies and economic development boards) through angel investors and how early-stage capital markets can contribute through angel investment funds, private equity funds, corporate venture capital and wealth management institutions such as family offices.

Moderator

Helena Matuša, Assistant Managing Director, Zagorje Development Agency, Croatia

Alisha Ma, Chief Executive Officer, Incubate Canada

Nobuo Sayama, Founder and Co-partner of Integral Private Equity Investment, Japan

Sakari Oikarinen, Co-founder and COB of Confidentum, Finland

16:00 Panel Discussion 3

Invest in Africa: Unleashing the real potential of the continent's entrepreneurs and tailoring innovative financial instruments for Africa

Since the year 2000, Africa's GDP has grown by 5.1% per year on average, nearly three times the growth rate in the OECD area during the same period. In spite of recent country-specific challenges and headwinds from the global economy, growth is set to remain strong. Africa's recent economic dynamism has been underpinned by sound macroeconomic policies and strong partnerships with major emerging markets. The continent has become more resilient to shocks and has benefited from a strong demand for commodities, increased investment flows, and closer links to global value chains.

As an affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI), the World Business Angels Investment Forum believes that Africa needs to transform its economic structures and unleash the potential of its startups and entrepreneurs through innovation and entrepreneurship so that its population can enjoy stronger, more inclusive growth.

Panel members to discuss how to unleash the real potential of the continent's entrepreneurs, to tailor innovative financial instruments for Africa, and to lay out a roadmap for governments to convert their economies to 'smart' economies.

Moderator

Harry Tomi Davies, President, African Business Angels Network (ABAN), Nigeria

Cheick Keita, President, Chamber of Initiatives for the Development of Investments of the Groupings in Africa (CIDIGA), Guinea

Kassoum Coulibaly, National Coordinator of the SME Development Support Program of the Republic of Mali

Swati Mandela, President - WBAF Global Woman Leaders Committee, South Africa

16:30 Panel Discussion 4

Cross Border investing in the MED region - leveraging networks to make better decisions

The establishment of a Mediterranean Angel Investment Network is crucial to fill the gap in seed funding not only in each individual country, but across 21 countries of the Mediterranean Sea. Building a network of trust that promotes cross border investment through syndication is very much needed and will strongly connect Africa with Europe and the Middle East," said Tarek El Kady, founder of Alex Angels and Med Angels. Angel investing in the MED countries has its challenges, amongst which the difficulty in accessing quality deal flow,

financing follow on rounds, finding exit channels and generally speaking the fact that many startups are addressing small national consumer markets. Therefore, angel investors in the MED region are naturally inclined to look at cross border investments and to syndicate deals with like minded angels if they want to improve their chances of making better returns.

Moderator

Marcel Dridje, Board Member, EBAN, France

Nazeh Ben Ammar, President, Carthage Business Angels Network, Tunisia

H.E. Noomane Fehri, Former ICT & Digital Economy Minister of the Republic of Tunisia

Tarek El Kady, Chairman, Mediterranean Business Angels Federation, Egypt

17:00 Coffee Break & Networking

17:30 Plenary Session & Closing Remarks

Main Hall

GLOBAL WOMAN LEADERS SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

Mulemwa Moongwa, Secretary General, WBAF Global Woman Leaders Committee, Zambia

18 February 2020, Tuesday

Swissotel The Bosphorus Istanbul

Geneve Hall

09:00 Opening Ceremony and Key Note Speeches

Marie-Christine Oghly,
World President, World Association of Women Entrepreneurs (FCEM),
France

Swati Mandela,
President - WBAF Global Woman Leaders Committee,
South Africa

H.E. Prof Ameenah Gurib-Fakim,
6th President of the Republic of Mauritius

09:45 Panel Discussion 1 Why women-owned startups are a better bet

According to a recent study by the Boston Consulting Group, when women business owners pitch their ideas to investors for early-stage capital, they receive significantly less than men – a disparity that averages more than 1 million USD. Yet businesses founded by women ultimately deliver higher revenue – more than twice as much per dollar invested – than those founded by men, making women-owned companies better investments for financial backers.

One might think that gender plays no role in the realm of investing in early-stage companies. Investors make calculated decisions that are (or should be) based on business plans and projections. Moreover, a growing body of evidence shows that organisations with a higher percentage of women in leadership roles outperform male-dominated companies. Unfortunately, however, women-owned companies do not receive the same level of financial backing as those funded by men.

The panel will explore the real reasons for the gender-based funding challenge, ways to overcome the challenge, ways that women founders – while lobbying for long-term change – can operate intelligently in the current ecosystems. It will also discuss how women can be coached on the realities of the market and which institutions should play a more active role in easing access to finance for women entrepreneurs.

Moderator

Dr Tina Allton, President and CEO of Chamber for Africa Diaspora Relations, UK

Danela Arsovska, President, Macedonian Chambers of Commerce, North Macedonia
Emine Perviz Erdem, President, Turkey Woman Entrepreneurs Association (KAGIDER), Turkey
Feryal Nass, Founder & Chairwoman, Bahrain Entrepreneurship Organisation (BEO), Bahrain

10:30

Panel Discussion 2

Future trends: The increasing role of women angel investor networks in early-stage equity markets

Notably, women entrepreneurs are stepping up to the plate: In a survey of 279 U.S. women entrepreneurs conducted jointly by Inc. and Fast Company, a surprising 42 percent said that in addition to running their own companies, they made personal investments in startups. On the flip side, of those who had raised outside capital, 38 percent said they specifically sought out female investors.

As of November 2017, according to the Angel Capital Association, 22 percent of angels are female. That percentage may sound low, but it is a lot higher than in the venture capital industry, where only 9 percent of decision-makers are female, according to CrunchBase. And the trend is upward: 30 percent of angels who began investing in the past two years are female. These women are more likely to consider the gender of the entrepreneurs they back than men are: 51 percent of female angels say an entrepreneur's gender is 'highly important' in their investment decisions, compared to only 6 percent of male angels.

But more experienced angels tend to write bigger checks than newer ones. That may explain why the size of women's checks are somewhat smaller: \$26,500 on average in the U.S., compared to \$37,700 for men.

All these statistics signal an increasing role for women angel investors in early-stage equity markets. The panel discussants will attempt to predict the trend for the coming years and come up with ways to include more women in investing in startups. They will consider issues such as the type of financial training women need and how women can be encouraged to take more risks in equity markets.

Moderator

Michael O'Connor, Chief Executive Officer, CorkBIC, Ireland

Lucy Chow, Executive Director, Women's Angel Investor Network (WAIN), UAE
Dr Nikhil Agarwal, CEO, FIRST@IIT-Kanpur, India
Renata Brkić, Founder, Feelsgood Social Impact Investment Fund, Croatia

11:00

Panel Discussion 3

Opportunities and challenges for women entrepreneurs in the global innovation value chain

The time for women leadership has come. Women have made impressive marks in politics and the business world, making their voices heard and breaking the glass ceiling of boardrooms,

including those in the male-dominated tech industry.

More and more women parade into tech companies or even become startup entrepreneurs, making their mark in this male-dominant industry. In the 2017 Forbes list of the World's 100 Most Powerful Women, 18 of these 'she-bosses' work in the tech industry. The rise of women startups is not a Western phenomenon. In China, where women are often relegated to a submissive back-seat role, 55% of startups are owned by women, according to the 2018 Mastercard Index of Women Entrepreneurs.

Women do not wait for the future. When one woman helps another, amazing things happen, and they become innovators. This panel will explore how more women can be included in innovation processes in the startup economy, and in research and development. The discussants will also touch on opportunities for women entrepreneurs in early-stage equity markets and the challenges women entrepreneurs face as they create their success stories.

Moderator

Mulemwa Moongwa, Secretary General, WBAF Global Woman Leaders Committee, Zambia

Adnan Akdemir, Vice President of the Turkish Trade Association of Business Angels (TBAA) and President - Sifisan Entertainment Investments, Turkey

Shaillee Chopra, Healthcare Technology Strategist, USA

Sonya Janahi, Board Member, Bahrain Chamber of Commerce & Industry, Bahrain

11:30

Panel Discussion 4

Board Room: Empowering the world economy by including more women in company boards

The available data on gender diversity shows that, globally, women hold only 16.7% of public company board seats, with significant variations across regions. On the other hand, research shows that diverse boards take better decisions, which ultimately leads to better financial returns and long-term value creation. Organisations with the ability to innovate quickly and reach new customer bases faster have one thing in common; their board reflects the world around them. These organisations tend to be few and far between. A case in point: despite making up half the population, women continue to be poorly represented in the boardroom. As a result, we are finding that organisations and their boards are overlooking a strategic opportunity to drive value.

This panel will explore innovative ways to encourage all relevant parties to take the necessary steps to achieve diversity. It requires, for instance, a commitment from company leadership, investors and policy-makers alike. It will raise and aim to answer questions about how organisations can identify qualified women and create opportunities early in their career for sponsorship, mentoring and advancement, and equally important, how to promote a culture in organisations that will encourage and support diversity and inclusion.

Moderator

Dawn A. Hetzel, JCI USA Executive Director, USA

Arjan Goudsblom, Programme Director Co-Creation,
International Startup Ecosystem Specialist, Netherlands

Raina Ghosheh Al-Jaber, Co-founder of Arabreneur, Jordan

Shori Zand, Chairwoman Avesina Investment Group, Sweden

12:00 Coffee Break & Networking

12:30 VIP Lunch with Ministers – by invitation only

Fuji Hall

FINTECH SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

Modwenna Rees-Mogg, Non Executive Director, Albion Tech & General VCT & Former Director of United Kingdom Business Angels Association (UKBAA), UK

18 February 2020, Tuesday

Swissotel The Bosphorus Istanbul

Geneve Hall

14:30 Opening Ceremony and Key Note Speeches

Maria Marenco,
President of the Government Blockchain Association Sweden / Nordic

Carsten Borring,
Vice President Nasdaq Copenhagen & Member of the
Danish Government's Entrepreneurial Panel

Matt Gamser,
CEO of the SME Finance Forum, IFC / World Bank Group

15:00 Panel Discussion 1

The future of banking: How the digitalisation revolution is changing the role of banks

Fintech is a highly dynamic sector. Startups are working in incubation centres, accelerators and shared spaces in Berlin, London, Johannesburg, Singapore, and New York. Corporate giants such as Amazon, Facebook, Apple, Google are also part of the picture. But while market leaders have emerged, no one really knows where the next successful payment system or bitcoin wallet will come from. Many ideas will make it to the market, but just as many will fail. The services that succeed will be those that genuinely make life easier, perhaps by blending fintech with other technologies.

This panel will explore the future of the banking system and implications of digitalisation for the world's economies. Essential questions include how banks can create holistic customer solutions that combine financial services with a wider range of digital offers and how they can increase financial inclusion through digitalisation.

Moderator

Kaiser Naseem, International Development Banker, Canada

Maria Marenco, President of the Government Blockchain Association Sweden / Nordic
Mohammad Ramin Komeilian, Founder of Karmeen Angel Investors Network, Iran
Petr Šrámek, Managing Partner, LongevityTech Fund, Czech Republic

15:45

Panel Discussion 2

Opportunities and challenges for fintech startups in emerging markets

Fintech services in developed countries focus on online customers, but startups in developing countries are addressing a much broader market segment: mobile phone users. According to the International Telecommunications Union, an estimated 95.5% of the world's population has access to a mobile phone. Mobile money transfer services such as M-Pesa, an emergent technology that was first introduced in Kenya, have made major contributions in changing the economic situation of unbanked populations. In Bangladesh's strong micro-finance industry (small-scale unsecured credit), the M-Pesa equivalent is called bKash, which makes sending payments via mobile phone quick and easy.

In 2013, the International Finance Corporation (IFC), a member of the World Bank Group, became an equity partner in bKash and in 2015, the Bill and Melinda Gates Foundation also invested in bKash to ensure access to an even broader range of financial services for the low-income masses of Bangladesh, with the ultimate aim of achieving broader financial inclusion.

Looking at the impact of fintech solutions in Africa, it is important to keep in mind that in 16 African markets, there are now more mobile money accounts than bank accounts. This panel will discuss the opportunities and challenges for fintech startups in emerging markets and address issues such as how fintech startups can position themselves as technology partners of banks and financial institutions and thereby support the world's financial inclusion agenda through fintech.

Moderator

Modwenna Rees-Mogg, Non Executive Director, Albion Tech & General VCT & Former Director of United Kingdom Business Angels Association (UKBAA), UK

Christopher Mbanefo, Founder of the OXĪ-ZEN Program, Switzerland
Paula Petkova, Co-Founder, Wethaq, UAE
Wangeci Gathinji, Head of Wholesale at Safaricom, Kenya

16:15

Presentation by

Keynote Speech by

Nomusa Dube-Ncube, KwaZulu Natal MEC for Economic Development,
Tourism & Environmental Affairs,
South Africa

Presentation by

Ana Barjasic, Founder & CEO, Connectology, Croatia

Identifying and managing startup related bias using behavioral science techniques

Overconfidence bias in entrepreneurs can have serious implications on business decision making process, leading to startup failure. Lack of confidence and wrong estimation of business probabilities and entrepreneurial skills, on the other hand, can result with no action at all. Serial entrepreneurship in startup world is more often a synonym for serial failures, rather than successes, as more than 50% of startups fail within 5 years of their incorporation. When a startup fails, a so-called startup postmortem reports the reasons for the failure, such as running out of cash, no market need, or incompatible team. Looking beyond just the business reasons for failure, it is possible to identify certain behaviors and cognitive biases which kill startups. During the workshop, we will discuss the most common startup related biases as well as debiasing techniques to minimize their effect.

Presentation by

Alisha Ma, Chief Executive Officer, Incubate Canada

The UK Startup and Innovator Visa & Canada's Startup Visa Programs

Entrepreneurs, especially in technology, can choose to locate their businesses where they can find the best conditions to create a global home base for their company - and themselves. Many don't know that they can use their new business as a vehicle to gain themselves citizenship in countries like the UK and Canada. As leading tech and business hubs, London, Toronto, Vancouver and other places are options for aspiring entrepreneurs. Lifestyle, business environment, security and ease of travel are all benefits to be gained.

Canada's Startup Visa program is designed to attract dynamic entrepreneurs around the world to Canada to build businesses in IT, clean technology, biotech or software that can compete on a global scale and provide jobs for Canadians. One of the unique things about the Canada start-up program is that you can get permanent residence immediately if you make a successful application, unlike many other start-up visa programs internationally.

The UK Startup and Innovator Visa programs are for non-EEA nationals wishing to set up a business in the country. To qualify for a visa in either category, applicants must first obtain an endorsement from an approved endorsing body which assesses the applicants for innovation, viability and scalability.

17:00 **Coffee Break & Networking**

17:30 **Plenary Session & Closing Remarks**

Main Hall

GLOBAL STARTUP SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

Ivan Jovetic, President of the Council - Montenegro Broadcasting Company & Co-founder MBAN, Montenegro

18 February 2020, Tuesday

Swissotel The Bosphorus Istanbul

Zurich Hall

09:00 Opening Ceremony and Key Note Speeches

Derik Kim,
Founder & Honorary President, Global Entrepreneurs Foundation,
South Korea

Prof Inderjit Singh,
President, World Entrepreneurship Forum (WENF),
Singapore

H.E. Eduard Shalsi ,
Minister of State for the Protection of Entrepreneurship,
Albania

09:45 Panel Discussion 1 What is the best finance for startups and scaleups?

The demand for capital to fund the growth of their business is an essential consideration for all entrepreneurs who want to avoid ending up as 'lifestyle entrepreneurs'. There are numerous funding options for ambitious entrepreneurs, ranging from debt to equity and new funding types such as Initial Coin Offerings (ICOs). Many entrepreneurs struggle to fully understand their funding options and the ramifications of taking on external finance; most will fail to raise external capital even if they are deserving of it, owing to factors both beyond and within their control.

The role of angel investors in entrepreneurial venture financing is increasing every day. Angel investors provide new ventures with much more than financial resources. By assuming different value-added roles, they also contribute considerable non-financial value to their investee companies during the post-investment phase. They act entrepreneurially through their hands-on involvement, but they often have their own distinct entrepreneurial experience.

This panel aims to answer the questions entrepreneurs ask about funding, including about the fundraising lifecycle from startup to scaleup to exit. The discussants will highlight the

pros and cons of different types of venture funding so as to help entrepreneurs understand how to win at fundraising and to help investors understand the entrepreneurial mindset so that they can engage successfully with each other.

Moderator

Ana Barjasic, Founder & CEO, Connectology, Croatia

Ismail Haznedar, Former Global President JCI, Turkey

Nambula Kachumi, Executive Director, WECREATE , Zambia

Stevica Kuharski, Head of Scouting, Fil Rouge Capital, Croatia

10:30

Panel Discussion 2

Preparing an equity story for your startup venture: How to convert your jury member into an investor

The equity story is really the foundation of any successful fundraising. The equity story creates a vision of the organization that also serves as a compelling rationale for investors to be interested in putting money into the startup venture. Angel investors will rely on the story to determine the marketability of the company and, most importantly, the company valuation. Angel investors will want to make sure that the business model and its future prospects ‘hang together’ with market growth and the company’s ability to monetize its customer base. It turns out that the fundamentals of the equity story play a primary role in whether an investor decides to invest.

This panel will spotlight the effects of the equity story on the decision-making of angel investors, with a particular focus on the early post-investment phase.

Moderator

Tahir Mahmood, Head of the Business Development Department of Nasdaq Dubai, UAE

Dr. Gerhard Hrebicek , President, European Brand Institute, Austria

Jean-Christophe Barth-Coullaré, Member of the Supervisory Board of the European Champions Alliance, Switzerland

Jo Robrechts, Founder, Chairman & CEO of Triamant, Belgium

11:00

Panel Discussion 3

Attitudes to entrepreneurial investment: Finding an investment that works for both investor and entrepreneur

Entrepreneurs may want funding, but do they deserve it? At the end of the day, that will be up to the investors who back them—or not. This panel will help angel investors understand what it takes to make a successful investment in a deserving entrepreneurial business. And by deserving, we mean one that has the potential to deliver an exceptional return to the investor that is commensurate with the risk they are taking with their capital.

From identifying an investable opportunity (that is, what to look for in the team, the business and the financials) to the finer details of what sources of information an angel investor can

expect, the discussion will be useful for both entrepreneurs and investors in understanding what it takes to set up a successful deal.

Moderator

Charles S. Sidman, Managing Partner of ECS Capital Partners, USA

Kevin Hin, Secretary General, JCI, Monaco

Michael Gold, Architect and Co-implementer, Kosovo Credit Guarantee Fund (KCGF), USA

Rina Neoh, Co-founder of the Ficus Venture Capital, Malaysia

11:30

Panel Discussion 4

Increasing the role of qualified mentors to boost the startup culture and early-stage equity markets

Common wisdom has it that behind every great leader is a suite of great mentors and advisors. Steve Jobs had Ed Woolard and John Sculley, Bill Gates considers Warren Buffet a mentor, and Bob Iger credits his former boss Tom Murphy not only with his success at Walt Disney, but also for having inspired the mentorship program Iger introduced that pairs top Disney executives with leading tech start-up CEOs.

While most entrepreneurs don't have world-famous executives mentoring them, the importance of such interactions is obvious. According to an analysis conducted by Endeavor, companies whose founders have been mentored by a top-performing entrepreneur are three times more likely to go on to become top performers themselves.

However, connecting with mentors is important for everyday entrepreneurs as well. Research tells us that

- only 22% of small businesses have mentors when they start their business.
- 92% of small-business owners agree that mentors have a direct impact on the growth and survival of their business.
- 89% of small-business owners wish they had a mentor.

These statistics highlight a need in the entrepreneurial community to find and connect with qualified mentors who can deliver solid advice to help a business over those shaky first years.

This panel aims to clarify the increasing role of qualified mentors to boost the startup culture and early-stage equity markets in local economies.

Moderator

Maryam Najafi, Department Head - Global Mentorship Department, WBAF Business School

Francisco Malesela Kgoboko, Founder & Chairman, FMK Trust, Botswana

Prof Enriko Ceko, Dean of Economic & Social Sciences Faculty at University College Wisdom, Albania

Israel Pons, Co-founder & CEO, Angels Nest Holding, Mexico

12:00 Coffee Break & Networking

12:30 VIP Lunch with Ministers – by invitation only
Fuji Hall

CEO INVESTORS SUMMIT 2020

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

Master of Ceremonies

**Ivan Jovetic, President of the Council - Montenegro Broadcasting Company &
Co-founder MBAN, Montenegro**

18 February 2020, Tuesday

**Swissotel The Bosphorus Istanbul
Zurich Hall**

14:30 Opening Ceremony and Key Note Speeches

Sabur Khan, Chairman,
Daffodil International University,
Bangladesh

Balazs Hendrich,
CEO, HEPA Hungarian Export Promotion Agency,
Hungary

Dr Paul Doany,
Former Group CEO of Turk Telekom (TT), Chairman ICT/Renewable Energy Ventures,
Jordan

15:00 Panel Discussion 1

Contributing to the social good through corporate venturing

Corporate giants Amazon, Berkshire Hathaway, and J.P. Morgan announced a new, independent health care company in late January that will remain 'free from profit-making incentives and constraints' – a move that leverages their corporate reach to ensure long-term economic and social equality by offering low-cost medical care for millions of people. Separately, BlackRock CEO Larry Fink recently sent his annual letter to thousands of BlackRock's portfolio CEOs, saying that 'to prosper over time, every company must not only deliver financial performance, but also show how it makes a positive contribution to society'. As the world's largest investment management firm with \$6.3 trillion in assets under management, BlackRock certainly draws attention when it suggests how companies can deliver better financial performance.

This panel will discuss whether corporations can produce social good while operating within the bounds of market-based capitalism and whether corporate venturing is a good way to engage with the principle of giving back to society. They will outline innovative ways of producing social good such as launching corporate venture departments, crowdfunding

platforms, mentorship programmes and angel networks for startups and scaleups. They will ask whether corporate venturing departments will encourage utilizing the idle capacity of corporations for veritable business activities where they collaborate with startups – and how such strategies might influence corporate innovation.

Moderator

Zsolt Katona, Former CEO of Budapest Stock Exchange & Chief Executive Officer, Solus Capital, Hungary

Leyla Alaton, Board Member of Alarko Holding & President of Alvimedica, Turkey

Mario Ottiglio, President - Europe, Global Coalition on Aging, Italy

Ugur Talayhan, Regional Vice President, Accor Hotels & CEO of Swissotel The Bosphorus Istanbul, Turkey

15:30

Panel Discussion 2

A new role for corporations in fostering innovation and developing new value chains

In 1919, Ford Motor Company founder Henry Ford advocated channelling his company's revenue into investments that would benefit employees and fund business production, rather than provide returns for shareholders. However, Ford's largest shareholders, John Francis Dodge and Horace Elgin Dodge, sued him for neglecting to make dividend payments.

Since 2013 the number of corporate investments in startups has nearly tripled – from 980 in 2013 to 2,795 in 2018, and their value has risen from \$19 to \$180 billion, according to GCV Analytics, a company that tracks corporate venturing deals.

Now in 2020, we will be discussing Ford's proposal as a new way for corporations to empower innovation and support the startup culture, thus creating more jobs and more wealth and social justice. The panel will discuss how CEOs should position themselves in this trend, how to eliminate conflicts of interest between a company's CV unit and a startup, how to create a working pipeline to engage outside innovative business startups with the corporation, and how to boost the value of venturing to the rest of the business so that investing in startups will be a meaningful response to both shareholders and society.

Moderator

Michael O'Connor, Chief Executive Officer, CorkBIC, Ireland

Amy Yoshida, Former Vice President, Goldman Sachs Japan

Etienne Kouadio Doh, General Manager, Francophone West Africa, MainOne, Cote D'Ivoire

Pongrácz Ferenc, General Manager of Innovation at Tungsram Group, Hungary

16:00

Panel Discussion 3

The increasing role of corporate venturing in entrepreneurs' financial journey

Corporate venturing is the practice of directly investing corporate funds into external startup companies. This is usually done by large companies that wish to invest small, innovative startup firms. They do so through joint venture agreements and acquisition of equity stakes.

The investing company may also provide the startup with management and marketing expertise, strategic direction, and/or a line of credit.

Corporate venturing strives to achieve goals both strategically and financially. A strategically driven corporate venture aims primarily to increase the sales and profits of the venturing company by making deals with startups that use new technologies, by entering new markets, by identifying acquisition targets, and accessing new resources. Financially-driven corporate ventures, on the other hand, invest in new companies for leverage. Both strategic and financial objectives are often combined to bring higher financial returns to investors.

This panel will discuss how startups can be funded by corporate venture capital at different stages of an entrepreneur's financial journey – early stage financing, seed capital funding, expansion financing, initial public offerings and mergers and acquisitions. They will identify the value-added benefits of corporate ventures to startups in each step of the entrepreneurial journey.

Moderator

Asma Bashir, Chairperson, Centura Global, UK

Dr Abdul Malek Al-Jabar, President, Middle East Business Angels Network (MBAN), UAE
Fabrice Testa, Board Member, Luxembourg Business Angels Network (LBAN), Luxembourg
Hugo Mendes, Chief Financial Officer (CFO), Macauto Group, Taiwan

16:30

Panel Discussion 4

A startup CEO + a multi-million-dollar corporation CEO = a better return of investment

Founding and growing an industry-transforming company is probably one of the hardest jobs anyone could ever do. There are no fixed rules for startups. Their mentors always seem to give them conflicting advice, and the books and blogs are so full of useful tips that it is hard to know what to prioritise. Sometimes startups find themselves staring into space wondering if they are working on the right things. Founders of startup businesses are entrepreneurs.

CEOs of multi-million-dollar corporates, on the other hand, do have fixed rules to follow, and they know exactly what they have to do. They come with a good financial package and a vast network that they have built over the years. But they are not founders of the corporations they lead. It is not uncommon for them to lack know-how about founding a company from scratch. CEOs are not entrepreneurs.

This panel will identify the pros and cons of these two very different types of CEO joining forces. How can we facilitate a knowledge transfer between these two very different types of CEO? How can CEOs prepare themselves to be qualified angel investors after they retire? How can they empower economies by investing in start-up businesses? How can they learn to be a qualified angel investor by taking minimum risk? How they can learn from the startup co-founders they invest in the basic principles of launching a company from scratch?

Moderator

Roger Collantes, Former Director of the Asia-Pacific Learning and Development Center of the Citibank, Philippines

Deniz Misir, Family Officer - V22, Turkey

Gordana Nikolić, Founder of Par University College and Business Academy Rijeka, Croatia

Yemi Keri, Co-Founder of Rising Tide Africa, Nigeria

17:00 **Coffee Break & Networking**

17:30 **Plenary Session & Closing Remarks**

Main Hall

WBAF BUSINESS SCHOOL PROGRAM OVERVIEW

World Congress of Angel Investors 2020

MONDAY

17 February

**Swissôtel The Bosphorus
Istanbul**

Luzern Hall

MASTERCLASS 1

2020 World Congress

Luzern Hall, 14.30 - 15.45

Executive Masterclass: A practical roadmap to developing public and private partner ships (PPP) to convert public finance to smart finance

MASTERCLASS 1

2020 World Congress

Luzern Hall, 15.45 - 17.00

Masterclass: Developing a Credit Guarantee Fund (CGF) for developing economies

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Exclusive Workshop 1

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

09.00 - 09.45

Entrepreneurial Investing -
Connecting sophisticated capital
with talented small businesses

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Exclusive Workshop 3

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

11.00 - 11.45

Anatomy of an SME IPO: Planning
and structuring a public offering

TUESDAY

18 February

**Swissôtel The Bosphorus
Istanbul**

Exclusive Workshop 5

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

15.30 - 16.15

Increasing start-up success through
innovative capacity building
techniques

Exclusive Workshop 2

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

10.00 - 10.45

Positioning export agencies in
global startup value chain to
empower local economies

Exclusive Workshop 4

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

14.30 - 15.15

A health check for the
entrepreneurship ecosystem of your
country

Exclusive Workshop 6

2020 World Congress, Swissotel
The Bosphorus Istanbul

18 February 2020, Tuesday

16.30 - 17.15

Managing multibillion-dollar
companies with a start-up mindset



QBAC+ QUALIFIED ANGEL INVESTOR EXECUTIVE PROGRAM (by registration only)

Swissôtel The Bosphorus Istanbul, Acacia Hall

FOR REGISTRATION:

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World Business Angels Investment Forum
2020 World Congress, Swissotel The Bosphorus Istanbul
17 February 2020, Monday, Luzern Hall, 14.30 – 15.45
Exclusive Masterclass: A practical roadmap to developing public and private partnerships (PPP) to convert public finance to smart finance

WAPPP Masterclass

A practical roadmap to developing public and private partnerships (PPP) to convert public finance to smart finance

How angel investors and early-stage equity market players can incorporate PPP concepts into their operating model to build a sustainable infrastructure and de-risk their investments

By Jean-Christophe Barth-Coullaré

Executive Director, World Association of PPP Units & Professionals (WAPPP)

These days it has become critical to ensure collaboration between public and private sector can solve the diverse challenges faced at the global, regional and local level. Much can be done by governments and the private sector on their own, but for complex matters, we need public-private partnerships (PPPs). In this masterclass, participants will receive a practical WAPPP roadmap that leads to the creation of better public and private partnerships to boost economies. Barth-Coullaré will explain the important facets of the roadmap, which range from good policy guidance to technical support, to capacity building, to PPP promotion and to PPP investments—all of which will foster knowledge exchange and harness the power of public-private partnerships to meet the Sustainable Development Goals outlined by the United Nations.

About Jean-Christophe Barth-Coullaré

Jean-Christophe Barth is Executive Director of the World Association of PPP Units & Professionals (WAPPP) and the owner of HASE Solutions, a boutique specialized in board advisory and deal mediation. He has 19 years of experience in banking, legal affairs and project management in various industries, including work with Bombardier Transportation on complex infrastructure contracts. He serves as Board Advisor for APIA Swiss to establish early-stage governance in scaleups, SMEs and non-profits. He is an accomplished international mediator and was elected co-president of the Swiss Chamber of Commercial Mediation in 2017. Based in Geneva, Switzerland, he builds bridges for a more efficient implementation of the Sustainable Development Goals through smart public-private cooperation (3P+ facilitation) with the World Association of PPP Units & PPP Professionals. He holds adjunct professorships at the Haute École de Gestion in Geneva and at the Geneva School of Diplomacy.



Exclusive Masterclass

Developing a Credit Guarantee Fund (CGF) for developing economies

Critical factors in establishing an impactful Guarantee Fund, including a case study of the successful Kosovo Credit Guarantee Fund (KCGF).

By Michael Gold,

Architect and co-implementer, Kosovo Credit Guarantee Fund (KCGF)

The European Association of Guarantee Institutions recently reported that the Kosovo Credit Guarantee Fund, in such a short time, is already one of the most impactful guarantee programs in all of Europe. Even in the 21st Century, access to adequate finance remains a major obstacle for startups, early stage companies and established businesses alike. The finance gap for startups and SMEs is well over \$2 trillion USD. Many banks around the world have excess liquidity, but various factors prevent them from mobilizing that liquidity in lending to the businesses that need it to launch new products and services, scale up, increase exports, and create employment. Guarantees can efficiently unlock that liquidity and dramatically increase the amount of capital available to startups and SMEs on attractive terms and conditions. This masterclass will detail the critical factors in establishing a successful, sustainable credit guarantee fund/scheme, including form of legal entity, ownership, regulation, independence, corporate governance, capital structure, level of guarantees, staffing and MIS. Mr. Gold will illustrate these principles by presenting a case study of the Kosovo Credit Guarantee Fund (KCGF) of which he was the architect and co-implementer. In only its first 3 years of operations, KCGF has guaranteed over 120 million EUR in new loans to startups and SMEs that would not otherwise have received finance.

About Michael Gold

Michael Gold is a finance & business expert with 43 years of experience, 28 years in the emerging markets of Central/Eastern Europe, Balkans, Africa, Asia, Latin America & former Soviet Union. He was the co-lead investment banker on the successful privatization of the Macedonia Electricity Distribution and Supply Company and assisted on the Pristina Airport and Kosovo Route 7 Roadway PPPs.



World Business Angels Investment Forum
2020 World Congress, Swissotel The Bosphorus Istanbul
18 February 2020, Tuesday, Luzern Hall, 09.00 – 09.45
Exclusive Workshop:
Entrepreneurial Investing – Connecting sophisticated capital with talented small businesses

Exclusive Workshop

Entrepreneurial Investing – Connecting sophisticated capital with talented small businesses

The founder and CEO of the MBH Corporation PLC discusses how investors can profit from a trillion-dollar opportunity and explains how MBH grew its revenue from zero to \$150m in 18 months and added nearly \$13m of EBIT.

By Callum Laing,

Entrepreneur, investor and best-selling author

Small businesses make up 50% of the world's GDP. A single new client can sometimes double or even triple the profits of a small business, and yet there are no products available that allow sophisticated investors to access these returns. Because these are too risky and too illiquid on their own, a new approach allows investors to make a positive impact (job creation) and get above-market returns (PE level and beyond), coupled with all the liquidity of public markets. This new approach marries the flexibility and liquidity of capital markets with the entrepreneurial zeal of successful small-business owners around the world. Imagine being offered stock in a good, well-run, profitable small business the day before it goes public, with a guarantee that your money will go into the business to fuel future growth. Now imagine having that opportunity 10–20 times each year. In a model that can be replicated anywhere in the world, Callum will show how combining several well-known listing strategies in a unique way is allowing small companies to go public without any cost. He will also describe how investors can access a trillion-dollar new asset class. In this workshop, Laing will lay out the fundamentals of the model and present a case study of MBH, which was able to add more than \$1m of EBIT every month in its first year of listing.

About Callum Laing

Callum Laing is a successful entrepreneur, investor and director of public companies. Founder and CEO of MBH, he is a partner in a private equity company (Unity Group), ambassador for DealGateway.com, and High Commissioner for the WBAF. He is the author of 3 best-selling business books.



Exclusive Workshop

Positioning export agencies in global start-up value chain to empower local economies

An Innovative Approach: Creating a new export revenue for economies through attracting foreign investors for local startups

By Balazs Hendrich,

Chief Executive Officer, Hungarian Export Agency (HEPA)

The objectives export agencies are changing rapidly. The number of mandates covered by export agencies are growing and new trends are emerging in the startup and innovation economy around the world. To remain competitive, export agencies will need to adapt to an ever-changing environment. They will need to optimise their performance by positioning themselves in the fast-growing startup value chain. This workshop will identify opportunities for export agencies in early and post-early stage equity and capital markets to leverage a country's export capacity. Hendrich will also explore innovative ways to develop collaboration between export agencies and entities such as private equity funds, wealth management institutions, angel investor groups, corporate ventures and VCs, thus expanding co-investment opportunities. In addition, he will discuss how current trends in the global startup and innovation chain can facilitate world class investments.

About Balazs Hendrich

He is a business strategist, a management consultant and a business developer, but also the head of Hungarian Export Agency (HEPA). He graduated in International Business School with Oxford Brookes University and got his second degree from Corvinus University in Budapest. During his professional career he worked for commercial banks, Hypobank and Erstabank focusing on corporate and asset based financing, leasing. Since 2001 he worked, as an entrepreneur, running his consulting company, Grid Consulting, which mainly has been working for the energy industry in Central and Eastern Europe. From 2014 he worked for Ministry of Foreign Affairs and Trade of Hungary, as a consul general in Istanbul, before he became the director of HEPA. Balazs is a proud father of 4 boys, whom keep him always on the edge.



World Business Angels Investment Forum
2020 World Congress, Swissotel The Bosphorus Istanbul
18 February 2020, Tuesday, Luzern Hall, 11.00 – 11.45
Exclusive Workshop:
Anatomy of an SME IPO: Planning and structuring a public offering

Nasdaq Exclusive Workshop

Anatomy of an SME IPO: Planning and structuring a public offering

How to make it possible for SMEs and start-ups to begin life
as listed companies

By Carsten Borring,

Associate Vice President Listings EMEA and Head of Listings & Capital Markets, NASDAQ Copenhagen

Traditionally, an IPO has not been top of mind when young companies were looking to raise capital, expand and grow. This has changed. Today, most exchanges offer a junior market option where simpler rules and regulation make it possible for SMEs and startups to begin life as listed companies. In Europe, Nasdaq operates its Nasdaq First North market where more than 500 young companies have started their journey, raised capital and grown since First North launched in 2005. This exclusive workshop will show you what to look for and how to execute, and will address some of the following topics: How to successfully plan and structure a public offering? When is the right time to list? What are the key considerations companies should take before listing?

About Carsten Borring

Carsten Borring is Associate Vice President Listings EMEA and Head of Listings & Capital Markets, NASDAQ Copenhagen. Carsten has gained a broad knowledge of financial transactions in Corporate Finance departments at Gudme Raaschou and Alfred Berg before joining the Copenhagen Stock Exchange. - Copenhagen Stock Exchange is together with the exchanges in Sweden, Iceland, Finland and the Baltic countries today part of Nasdaq. Mr. Borring were the architect behind the establishment of the Nasdaq First North market in 2005 – today the Nasdaq junior market has more than 350 companies listed in the Nordics. Carsten is a member of the governments Entrepreneur Panel, the Danish national jury of Entrepreneur of the Year by EY and the jury of FSRs CSR/ESG award, and a board member of the independent think tank Center for ESG Research. Carsten was born in 1968 has an educational background as a cand.merc. in Finance & Accounting from CBS, and Essentials of Management Certification Program from Wharton, University of Pennsylvania.



Exclusive Workshop

A health check for the entrepreneurship ecosystem of your country

Developing an Entrepreneurship Ecosystem Canvas to boost the economy: Mapping entrepreneurship, innovation and early-stage equity market ecosystems to foster collaboration for a better return on investment

By Arjan Goudsblom

Programme Director of Co-Creation, University of Amsterdam & Amsterdam Science Park

In this fast-paced, interactive, hands-on workshop, Goudsblom will do a health check on your entrepreneurship ecosystem by posing critical questions: What makes your ecosystem unique? Who are the key stakeholders and what programs do they have in place? What activities are being deployed? What's working and where is there room for improvement? And most importantly: What is the level of collaboration between ecosystem players for a better return on investment for startups? Guided by a structured approach and with plenty of use cases from around the world, you will dive into your own entrepreneurial ecosystem and gain insights into where the opportunities might be. You will walk away from this workshop with:

- An assessment of your country / region's growth potential for entrepreneurship
- A blueprint of key development and opportunity areas
- Inspiration for activities that will take your ecosystem to the next level of maturity

About Arjan Goudsblom

After being a corporate 'intrapreneur' at companies like Holland Casino in the Netherlands and IAG in Sydney, he decided it was time to work with 'real' entrepreneurs, so he took on the role of Head of Global Growth and Mentoring at Cicada Innovations. During his tenure, this Sydney-based incubator was voted 'Best incubator in the world' by INBIA twice in 5 years. Back in his home country of the Netherlands, Arjan is now pursuing his ambitious agenda to connect scientific knowledge to business and social challenges on behalf of the University of Amsterdam and the Amsterdam Science Park.



World Business Angels Investment Forum
2020 World Congress, Swissotel The Bosphorus Istanbul
18 February 2020, Tuesday, Luzern Hall, 15.30 - 16.15
Exclusive Workshop:
Increasing start-up success through innovative capacity building techniques

Exclusive Workshop

Increasing start-up success through innovative capacity building techniques

How can start-up business owners increase their chances of success? Is investing in building the capacity of start-up business owners as financially rewarding as investing in start-up businesses?

By Moutasem Mismar,

Senior Advisor - IFC / World Bank Group

It is no secret that that global startup survival rates are still below expectations; most of the recent research concludes that only a small percentage of global startup businesses are able to create success stories. The reason for this can be understood by taking a look at 3 characteristics of startups that were not able to make it: incompetence, lack of experience, and external influences on the startup business owner. These factors are strongly related to the capacity level of startup business owners. This workshop will therefore shed light on the following capacity-related topics: What startup business owners should avoid if they want to increase their chances of success (Taking biased decisions, over-confidence, illusion of control over events, copying others, etc.) Assessing the capacity building needs of startup business owners (How to measure a startup business owner's the level of knowledge, skills and abilities and ways to identify gaps) Developing and delivering customised capacity-building programs for startup business owners, based on the gaps identified (What tools, methods and techniques to use and when to use them)

At the end of the presentation, the following question will be open for a 10-minute general discussion: Is investing in building the capacity of startup business owners is as financially rewarding as investing in startup businesses?

About Moutasem Mismar

Over 25 years of experience in banking operations, SME credit and Banking / Microfinance Consultant & Master Trainer at IFC - WORLD BANK Group



Exclusive Workshop

Managing multibillion-dollar companies with a start-up mindset

Toys R US investor shares innovative
techniques with global CEOs
Based on a case study on How Toys R US IB

By Paulo Andrez,
Toys R US Investor IB

Big companies are often agnostic to innovation and change. This type of attitude has killed many great companies that failed to adapt to changing markets—a situation we witness almost daily. Experts and management consultants believe that significant changes in a strong company culture are impossible, largely because making the necessary changes means that management must leave their comfort zone. By applying a startup mindset and by mitigating risk, says Paulo Andrez, we can indeed bring about a culture change in big companies. He will present examples from real companies he has invested in, with a main focus on Toys R Us Iberia. Toys R Us Iberia has 62 large toy stores in Portugal and Spain, more than 1,200 employees and annual sales in excess of 170 million USD. The turnaround of Toys R Us Iberia involved challenging the existing culture and bringing the company to new levels in terms of IT, logistics, product assortment, services, and customer relationship management.

A clear response to the economic challenges of big companies comes from Paulo Andrez. The risk mitigation methodology that Paulo Andrez applies to start-ups has also proved to be workable in big companies. In this workshop, he will describe his techniques for making a company a 'star of the economy' in a short period of time by creating a new mindset in the management.

About Paulo Andrez

Paulo Andrez is a serial entrepreneur and angel investor. In the last two years, he has made 6 successful investment exits. Apart from Toys R US, Paulo has investments in companies in a variety of sectors, including chemicals, biotechnology, real estate, tourism, and IT. Paulo is President Emeritus of the European Business Angels Network.

QBAC+

QUALIFIED ANGEL INVESTOR

EXTENSIVE COURSE

Certification Programme with the Proficiency Test

World Congress 2020

Unlocking the Potential for Innovation as Developing Global Partnerships for Economic Development

19-21 February 2020

Wednesday, Thursday, Friday
Swissotel The Bosphorus Istanbul Acacia Hall

QBAC+ has quickly gained a global popularity, making its way from London to Doha and now Istanbul. Soon after the Qualified Angel Investor Course (QBAC+) concluded at the London Stock Exchange Group, development agencies in Turkey decided to make the programme available to their staff. Then the Qatar Development Bank hosted it in Doha. And now the programme is scheduled to run in Istanbul at the World Congress 2020 for anyone wishing to become an angel investor.

It is the position of the WBAF Business School that when investors have had the advantage of training in the best practices of negotiating deals for early-stage investment, they are better equipped to ensure good returns on their investment. With this in mind, the WBAF Business School offers a wide variety of training programs using a range of input (case studies, panel discussions, and presentations, to name a few), all of which encourage active participation and interaction on the part of those attending.

What is behind this training?

The objective of the course is to introduce the angel investment system to those considering investing in start-ups, SMEs and high-growth companies, using their own money and their own know-how. The course aims to give the basic principles of angel investment and the do's and don'ts when investing as a qualified angel investor.

This course introduces the angel investment system to those considering investing in start-ups, SMEs or high-growth companies, using their own money and contributing their own know-how. The basic principles of angel investment are discussed, along with practical advice for investing as a qualified angel investor. This is an ideal course for professionals from listed companies who can invest a minimum of 10,000 USD per year, CEOs of companies who can invest a minimum of 10,000 USD per year, anyone with an entrepreneurial background who can invest a minimum of 10,000 USD per year. For anyone new to angel investing, this is an invaluable training session covering the basics of investing, aiming to help investors avoid the pitfalls new business angels often encounter.



QBAC+ QUALIFIED ANGEL INVESTOR EXECUTIVE PROGRAM (by registration only)

Swissôtel The Bosphorus Istanbul, Acacia Hall

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WEDNESDAY

19 February

Swissôtel The Bosphorus, Istanbul

10:00

Introduction to the Course

Baybars Altuntas

Chairman of the Board of Directors, World Business Angels Investment Forum (WBAF)

Financial road map of an entrepreneur from invention to innovation

- Positioning angel investors in this road map
- What is the 'best finance' for entrepreneurs?
- World statistics on angel investment
- Why are you in this room?
- How is the course structured?

WEDNESDAY

19 February

Swissôtel The Bosphorus, Istanbul

10:30

Session 1

Angel Investment Market

- Introduction to the Angel Investment Market
- Becoming a business angel
- Identifying opportunities
- Sourcing deal flow
- Interpreting the pitch
- Valuing the company
- Creating a portfolio of investments

coffee break at 11am

12:30

Lunch Debate

WEDNESDAY

19 February

Swissôtel The Bosphorus, Istanbul

13:30

Session 2

Due Diligence and Risk Management

- Commercial
- People
- Legal
- IP
- Financial
- Exit
- Co-investors
- Their due diligence on you

coffee break at 4pm

17:30

Closing Remarks

THURSDAY

20 February

Swissôtel The Bosphorus, Istanbul

10:00

Session 3

Setting the deal terms

- Valuing the business
- Negotiating the deal
- Term sheets
- Conducting the negotiation
- Other paperwork
- Post investment governance and deal monitoring

coffee break at 11am

12:30

Lunch Debate

THURSDAY

20 February

Swissôtel The Bosphorus, Istanbul

13:30

Session 4

- New funding rounds
- The Exit
- The Role of Government and policy makers
- Setting up a business angel network or syndicate

coffee break at 4pm

17:30

Closing Remarks

FRIDAY

21 February

Swissôtel The Bosphorus, Istanbul

10:00

Session 5

- Case Study
- Proficiency Test
- QBAC+ Certificate Ceremony

12:30

Lunch Debate & Closing Remarks



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