

WBAF BUSINESS SCHOOL

WBAF BUSINESS SCHOOL PROGRAM OVERVIEW

World Congress of Angel Investors 2022



WEDNESDAY

26 October

**Nirvana Cosmopolitan
Convention Center
Antalya**

Exclusive Workshop 1

2022 World Congress, Nirvana
Cosmopolitan Convention Center
Antalya

26 October 2022, Wednesday

10.00 - 11.00

Becoming an accredited investor
at the WBAF Angel Investment
Fund

WEDNESDAY

26 October

**Nirvana Cosmopolitan
Convention Center
Antalya**

Exclusive Masterclass 1

2022 World Congress, Nirvana
Cosmopolitan Convention Center
Antalya

26 October 2022, Wednesday

11.00 - 12.00

Business transformation
challenges for incumbents, present
opportunities for startup ventures

WEDNESDAY

26 October

**Nirvana Cosmopolitan
Convention Center
Antalya**

Exclusive Masterclass 2

2022 World Congress, Nirvana
Cosmopolitan Convention Center
Antalya

26 October 2022, Wednesday

12.00 - 13.00

Golden Rules of Three for
Startups' Fund Raising

Exclusive Workshop 2

2022 World Congress, Nirvana
Cosmopolitan Convention Center
Antalya

26 October 2022, Wednesday

14.30 - 15.45

Understanding the Israeli Start-Up
Ecosystem and its Key
Opportunities

Exclusive Masterclass 3

2022 World Congress, Nirvana
Cosmopolitan Convention Center
Antalya

26 October 2022, Wednesday

15.45 - 17.00

Designing Sustainable Smart City
Strategic Roadmaps

Faculty Members

Dr Nikhil Agarwal

Fiona M. Darmon

Dr Paul Doany

Prof Inderjit Singh

Dr Ingrid Vasiliu-Feltes

Exclusive Workshop

10.00 – 11.00 Canopus Hall

Becoming an accredited investor at the WBAF Angel Investment Fund

The satisfaction of supporting a startup at its early stage is one of the major reasons why people invest in early-stage-startups. Angel investment is termed as risk capital because of the risks associated with it. Angel investors are accomplished individuals in their own field who can bring guidance, networking, and knowledge to the startup company in addition to their capital investment.

The WBAF Angel Investment Fund is an international co-investment platform for the Global Fundraising Stage (GFRS). The goal is to create a high-quality portfolio with some of the world's most promising startups, scaleups and, at the same time, create co-investment opportunities and follow-on investments. Another goal is to connect the best startups with the best angel investors, making it possible for them to benefit from the know-how, mentorship, and networks of qualified investors.

The WBAF Angel Investment Fund is designed to capitalize on the worldwide growth in entrepreneurial activity and venture financing for startups and scaleups and to capitalize on WBAF's extensive network of global investors, including angel investors, private equity funds, co-investment platforms, wealth management institutions, family offices, VCs and acceleration centers.

In this workshop, participants will gain a deep understanding of how to become an accredited angel investor with the WBAF Angel Investment Fund. The masterclass will cover:

- a detailed overview of WBAF Angel Investment Fund
- the startup ecosystem & venture capital landscape
- raising capital & structuring a cross-border angel investment
- identifying the next big opportunity & evaluating global startups
- portfolio management & exit strategies

Dr Nikhil Agarwal – Executive Investment Committee Member, WBAF Angel Investment Fund

Nikhil Agarwal manages India's biggest tech incubator with 150+ incubated startups at the Indian Institute of Technology at Kanpur (one of India's premier tech universities). He is the former CEO of the Government of Andhra Pradesh's Andhra Pradesh Innovation Society. Dr Agarwal has founded businesses and advised firms on strategic matters in past 20 years of his career. He has worked with global multinationals like Cadbury's and Zensar (RPG Group). He has lectured in a visiting capacity at leading global universities like Virginia Tech in the US, and in the UK at the University of Bradford, the University of Edinburgh and the University of Cambridge. His interviews and work have been covered extensively in the international media including HBR, Forbes, CNN Money, BBC Radio, and The New York Times, to name a few. He has served on many international think-tanks and has held leadership positions in global organisations. He served as a high-level-advisor to the United Nations Global Alliance on ICT & Development (UNGAID) between 2008 and 2012, and he was a board member at the World Entrepreneurship Forum and the Open Mind Foundation. He was the first Asian to be elected as co-chair of prestigious Internet Society Advisory Council (ISOC-AC) for 2008-2010. In 2017, he was nominated as a Fellow of the IC2 Institute at the University of Texas at Austin. Professor Agarwal has travelled extensively around the world working with global institutions, corporations and multinationals. He has published over 40 research papers in conference proceedings and articles in top journals. He writes a column entitled "Snake Charmer" in the Times of India (TOI) and the Economic Times (ET). TOI is the largest English newspaper in the world by circulation. He founded EntrepreneurCafe.org, one of the world's largest entrepreneurship networks. Dr Nikhil Agarwal is alumnus of the University of Cambridge and the University of Edinburgh in the United Kingdom.

Exclusive Masterclass

11.00 – 12.00 Canopus Hall

Business transformation challenges for incumbents, present opportunities for startup ventures

Companies have been facing increasing challenges, ranging from the need to introduce digital transformation to facing new market entrants, on top of the increasingly challenging environment that accompanied the pandemic. In addition, the increasingly tough economic conditions that businesses and governments are facing make it even harder, given budget constraints, higher inflation, higher debt costs, and lower overall company valuations.

Technology ventures are also facing challenges, although the inaction of incumbents may present opportunities for nifty young companies. It is a tough time for them to raise venture funding.

To survive this 'new normal', which will obviously stay with us for a few years, established incumbents, SMEs, as well as entrepreneurs and startups need to develop competencies to be able to develop the most appropriate business transformation strategies for their companies: from the deceptively comfortable 'Do-Nothing Option' to costly Major Business Overhauls. Any proposed action (or inaction) needs to be well understood by all stakeholders, including shareholders, boards of directors, top management, middle management, and their business partners (in some cases) in order for them to make the most appropriate decision for their entities.

The will and the ability to embrace creativity, innovation, and an 'entrepreneurial spirit' across their entire organizations are becoming increasingly critical for all companies, especially established incumbents, small and large, as well their new entrant challengers—and even in some cases, policymakers, who generally work for governments, and some regulators as well.

Dr Doany will share his experience and suggest various methodologies on how to best to assess business transformation options and how to phase in execution, taking into account their operational and funding constraints.

Dr Paul Doany – Rector, WBAF Business School

After his first tenure as Group CEO of Turk Telekom (2005-2010), Dr Doany moved into ICT Venture Capital, with 22 technology investments, half of which were pure start-ups. He also expanded into renewable energy (geothermal power, hybrid biogas/solar energy + organic fertilizers). During this period, he also served as Group CEO of Turk Telekom for a further 3 years, ending late 2019 (i.e. total of 8 years); the company had 47 million customers and 34,000 employees. He established the company's Corporate Venture Capital arm and supported its Tech/Starters Accelerator, with a focus on three main verticals: edtech, healthtech, and energy. In his first Turk Telekom tenure, he led the full acquisition of four strategic IT/ technology companies, an international carrier business with 19 country operations, and listed the Group on the Istanbul Stock Exchange in 2008. Dr Doany continues to invest in Technology Ventures (FinTech, EdTech, eGames, eCommerce BackOffice Services (eCommerce Merchants, plus RBF/financing), and renewable energy).

Exclusive Masterclass

12.00 - 13.00 Canopus Hall

Golden Rules of Three for Startups' Fund Raising

Fundraising is an important part of an entrepreneur's journey in creating a successful company, but we also know that without fail, raising funds is one of the biggest challenges faced by all start-up entrepreneurs. And even more challenging is raising Smart Money. This is a universal challenge faced by entrepreneurs in every corner of the world. It is therefore crucial for every entrepreneur to know how to raise funds and more importantly, how to do the groundwork before even approaching potential investors.

Based on his personal experience, both as an entrepreneur who has raised many types and rounds of financing and is also a savvy angel investor, Prof Inderjit Singh will share the secrets of fundraising based on his "Golden Rules of Three for Start-up Fundraising". In his talk, he will share useful lessons that all entrepreneurs should learn before they raise any type of funds. He will also be covering useful tips on what investors look for in start-ups before they decide to invest.

This masterclass will be useful for both entrepreneurs and angel investors. Each can have an idea of the different perspectives of fundraising. By understanding the psyche from the entrepreneurs' point of view and then from an investor's point of view, we can all develop a better understanding of the subtle aspects of fundraising for start-ups.

Prof Inderjit Singh – President, WBAF Global Startup Investment Promotion Agency (WIPA)

Founder of the United Test and Assembly Centre Limited, which became a unicorn 3 years after he started the company, Prof. Dr. Inderjit Singh served as Chairman of NTUitive, the Innovation Company of the Nanyang Technological University, Singapore. He is the Chief Executive Officer of Solstar International Pte Ltd, a multinational company in Singapore. Prof Singh was the founding President

of the Singapore Chapter of The Indus Entrepreneurs, a network of entrepreneurs and professionals founded in 1992 in Silicon Valley, California. From 1995 to 2012, he was the Deputy Chairman of the Action Community for Entrepreneurs (ACE), a Singapore national committee involved in Entrepreneurship Policy and Advocacy. Previously, Prof Singh founded the United Test and Assembly Centre Limited, or UTAC, a Singapore-based semiconductor test and assembly company, and served as UTAC's President and Chief Executive Officer. UTAC became a unicorn 3 years after Inderjit started the company. Before founding UTAC, Prof Singh served at Texas Instruments Singapore (known as Micron Semiconductor Asia since 1999) for 13 years, holding the post of Director of Assembly and Test Operations for the Memory Division from 1996 to 1998. Prof Singh also served as a Member of Parliament (MP) in Singapore from 1996 to 2015 and was the Chairman of the Singapore Government Parliamentary Committee for Finance, Trade and Industry for the duration of his term as an MP. Prof Singh serves as a Member of the Board of the Nanyang Technological University (NTU) and in the past served as a board member in several statutory and public bodies, including the Urban Redevelopment Authority, the Standards, Productivity and the Innovation Board and Spring Singapore. He is an active angel investor and also holds directorship positions and investments in a number of start-up companies. Prof Singh holds a degree in Electronics Engineering from the Nanyang Technological University, Singapore, an MBA from the University of Strathclyde, United Kingdom, and an Honorary Doctorate from Amity University, India.

Exclusive Workshop

14.30 - 15.45 Canopus Hall

Understanding the Israeli Start-Up Ecosystem and its Key Opportunities

Much has been discussed about the Israeli start-up ecosystem, as people seek to understand the small country's ability to create some of the world's largest innovations over the past three decades. Historically serving as the R&D center of the world, in recent years the country has produced some of the largest unicorns to hit the global market. All these and many more started as merely an idea by a number of ambitious Israeli entrepreneurs; they received funding from local VCs that believed in the founders' vision. But what is the real secret to Israel's start-up success? In this 75-minute workshop led by Fiona Darmon, who is a General Partner with one of Israel's leading VC firms, Jerusalem Venture Partners, and a veteran of Israel's Private Equity and VC scene, participants will be introduced to an abbreviated history of Start-Up Nation, the sources of the innovation, the deep-rooted entrepreneurship culture, the unique go-to-market mindset and the drive and ambition of the founders.

Darmon will focus on the key areas of innovation Israel is known for on the technology side and delve into the key applications of these technologies, from fintech to insurtech, agritech, foodtech, retailtech, healthtech, and many more. We will address the question of why—why were they founded in Israel, and then the question of what—what is interesting in the market today through a select example of exciting startups. Finally we will discuss the Israeli investment ecosystem, describe the available VC and PE resources in the local market through venture lending, angel funding and government support programs, with the latter driving and promoting the ecosystem as a whole and individual regions and themes in particular.

Fiona M. Darmon – WBAF Senator

Darmon is a veteran of the Venture Capital and Private Equity Industry, with over 20 years' experience in investing, venture capital, strategic planning and capital-raising. With experience

that spans public and private companies in Israel, the US, Europe and China, Ms. Darmon has been repeatedly recognized as one of the Top 50 most influential women in Israel by both Forbes and Globes magazines. Ms. Darmon is currently General Partner with the top-quartile performing VC firm Jerusalem Venture Partners (JVP), serving on the firm's Executive Committee and Investment Committee. Ms. Darmon serves on the board of directors of numerous JVP portfolio companies, including an insurtech unicorn, Earnix, cloud-native storage innovator Ionir, TASE-listed digital packaging disruptor Highcon Systems, audit and compliance innovator Datricks, and web security disruptor SourceDefense. Previously, Ms. Darmon held multiple executive roles with the NYSE-listed investment conglomerate Koor Industries and served as a founding member of the first Israeli corporate VC firm, Koor CVC. A recognized lecturer on all subjects of VC and PE investing, alternative fund formation and fundraising, Fiona is passionate about supporting the next generation of business leaders. She serves as a mentor in the Facebook SHESHE program and the Women2Women program. Fiona holds a BA in Finance and Information Technologies, an Executive MBA from the Kellogg School of Management of Northwestern University, and Tel Aviv University.

Exclusive Masterclass

15.45 - 17.00 Canopus Hall

Designing Sustainable Smart City Strategic Roadmaps

This masterclass is a highly interactive, in-person program focused on the key elements required to design and deploy a sustainable smart cities roadmap. Special emphasis will be placed during this masterclass on integrated planning with multiple key stakeholders and on how to successfully manage the implementation of emerging technologies while meeting increasing sustainability commitments, resource constraints, and exponential urban growth.

This masterclass optimizes participants' understanding and readiness to design a state-of-the-art smart city strategic roadmap, as well as enabling them to be future-ready and gain a distinctive competitive advantage. This masterclass is founded on three pillars: smart design, smart business, and smart leadership.

The smart design pillar will describe methods to harmonize existing enterprise strategic business goals with digital transformation goals, ways to continuously incorporate novel emerging technologies and embed novel ESG metrics.

The smart business pillar will focus on novel funding instruments, novel business models, and novel management techniques that are uniquely suited for smart cities deployment in a highly volatile global environment. The smart leadership pillar will address novel smart city governance and ways that leaders can augment and complement their existing skillsets to adapt to disruptive technologies, a global workforce, a digital economy, and high demands for an ethical, authentic, purpose-driven governance style. The masterclass didactics will be enriched with a variety of use cases from a variety of industries and geographic markets, punctuated by industry-agnostic key drivers of success, and lessons learned from failed deployments.

After attending this masterclass, leaders will feel more confident in designing and deploying complex smart city projects and managing multi-stakeholder relationships to create sustainable and inclusive urban living ecosystems. They will feel empowered to incorporate science and technology-driven innovations in their smart cities roadmap and to deploy them smartly to ensure long-term sustainability.

Dr Ingrid Vasiliu-Feltes – President, WBAF Economic Development Commission for Developing Smart Cities

Expert Advisor to the European Union Blockchain Observatory Forum, Sr. Senator and Secretary General of the Science, Technology and Innovation Committee, Secretary General Research Institute, as well as USA Country Director for the World Business Angel Investment Forum (WBAF), an affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI) that is chaired by Queen Maxima of the Netherlands. She is CEO of Softthread, Inc., a board member and Chief Innovation Officer of the Government Blockchain Association, a board member of the Partners In Digital Health Institute, and the founder & CEO of the Institute for Science, Entrepreneurship and Investments. She has been the recipient of numerous awards, most notably the WBAF World Excellence Award for Social Entrepreneurship in 2021, the Top 100 Visionary In Education Award in 2021, the Top 100 Global Women in Leadership Award in 2021, the Top 100 World Women Vision Award for Innovation and Technology in 2021, the Top 100 Healthcare Leader Award in 2020, and the Top 100 Finance Leader Award in 2020. She was named Top 25 Quantum Technology Leader, a Top 20 Global Leader in Digital Twins Technologies, Top 50 Global Leader in Health, Top 150 Women in Business To Follow. She is a Forbes Business Council Member, co-founder of the WBAF World Smart Cities Economic Development Commission and a global thought leader on digital advocacy, digital ethics, digital transformation, and a contributor to numerous UN SDG 2030 global initiatives. She has authored several books and teaches at the University of Miami Business School's Executive MBA Program and at the WBAF Business School.