
TAKE INVEST SUMMIT 2018

Connecting Start-ups & Scale-ups with Angel Investors: Helping the Next Generation of Great Companies Move Forward

19 February 2018, Monday

Swissotel The Bosphorus Istanbul
Bern Hall

14:00 Opening Ceremony

Welcome Speech

Baybars Altuntas, Chairman, World Business Angels Investment Forum (WBAF), Turkey

Key Note Speech

Inderjit Singh, Co-President, World Entrepreneurship Forum (WENF), Singapore

SMEs need to become global players

SMEs need to become the next growth engine for the world. For that to happen, homegrown SMEs need to become global players. The question is why we have been unable to produce a sizeable pool of such SMEs in every country. While each country and their governments need to develop a strong ecosystem to support their start-ups and SMEs to grow locally and globally, Inderjit Singh notes that companies themselves have to be ready by transforming themselves by adopting new business models, technology and innovation and be willing to take on bigger but calculatable risks to grow globally. In his keynote speech, Singh will show ways for SMEs to go global faster.

Key Note Speech

Callum Laing, Partner, Unity Group, Singapore

The Investors Paradox. Why financial innovation is key to entrepreneurial success.

The number of startups has mushroomed, yet the number of IPO's has halved in the last 20 years. Paradoxically, it has never been easier to invest in good companies, yet never been harder to exit. This has caused a disconnect between well intentioned finance and the entrepreneurs that create the value in the world. In this presentation Callum Laing outlines 2 innovations that are reconnecting finance with value and helping business to create more impact.

Key Note Speech

Hedda Pahlson-Moller, Board Member, EBAN, Luxembourg

The Rise of Impact Investing: Business Angels securing the future of sustainable business and finance

Sustainability and responsible investing are in the spotlight – and Business Angels have a

critical role to play in this emerging asset class! A strong movement of investors defining non-financial returns (alongside of financial returns) in the domains of societal and environmental impact have produced results validating the asset class. While social investing may be more 'patient capital' than their traditional counter-parts, the performance of funds specialized in impact investing have captured the attention of the financial service and corporate sectors. Impact Investing had been relegated as a niche - an 'alternative' product for a small target market, which wealth managers and philanthropists alike viewed with skepticism. But we have seen an unambiguous and steady increase in assets invested in the nebulous world of 'impact' and showcasing impressive results. Buffered by growing public awareness/interest in the social impact space, a new ecosystem is developing and spilling over into 'mainstream'. The pipeline of investment-ready projects will come from the Business Angels skilled in selecting and supporting the most promising solutions of tomorrow. Business Angels – TIIME (#ImpactImperative) to earn our wings!

14:30

Panel 7

The role of corporates in supporting angel-backed businesses to achieve global growth: Working with corporates to boost start-ups' potential and to accelerate globalisation of companies

This panel discussion will describe a new roadmap that will leverage early stage investment markets by positioning corporate ventures as a bridge between angel investors and VCs. The panel will discuss the benefits of increased involvement of corporate ventures in early stage investment markets, where start-ups, scale-ups, high-growth businesses and SMEs will find early exit opportunities within their own market. Other challenging questions to be discussed: Which are the better bridges to IPO: corporate ventures or VCs? What should start-ups backed by angel investors expect from corporate ventures and vice versa? Are VCs more open to angel investors backed by corporate ventures, or to corporate ventures backed by angel investors? Where should start-ups position themselves on this road map?

Moderator

Paulo Andrez, Emeritus President, EBAN, Portugal

Nikhil Agarwal, Senior Advisor, Federation for Indian Chambers of Commerce & Industry (FICCI), India

Wayne Clarke, Founding Partner, Global Growth Institute, UK

Eythor Jonsson, Lecturer, Copenhagen Business School, Denmark

15:00

Panel 8

Crowdfunding rules for global entrepreneurs: how to use crowdfunding to secure finance and convince angel investors

Until very recently, anyone running a private company in the UK would have automatically turned to private equity or venture capital when looking for their first slice of equity capital. But recently published research suggests this conventional route to fund-raising no longer

offers the greatest prospects of success; online crowdfunding platforms are now more likely to provide the financing such companies are looking for. Given that these two businesses didn't even exist six years ago (Crowd cube launched in 2011 while Seedrs came along in 2012), that is remarkable. Between them, the two platforms funded more than 250 companies last year, with 45,000 investments from users in these companies' equity. That maturation is set to continue, argue platform bosses, with institutional money now entering the equity crowdfunding marketplace for the first time, facilitating larger fund-raising. "2017 will be the year in which institutional capital begins to play a meaningful role in equity crowdfunding," says Jeff Lynn, the CEO of Seedrs. "We are now beginning to see the first exits from investments made at the beginning of the equity crowdfunding era... where we are today is roughly where peer-to-peer lending was when institutional investors first entered that space." This session will discuss how start-ups and scale-ups can benefit more from the increasing efficiency of crowdfunding platforms and how start-ups can use crowdfunding platforms to convince potential angel investors to invest in their businesses. It will also outline the rules for securing more finance in a shorter period of time on crowdfunding platforms.

Moderator

Charles Sidman, Founding Member, Angel Capital Association (ACA), USA

Albert Colomer, President, BANC Business Angels Network, Spain

Ismail Haznedar, JAIN Angel Investing Network (JAIN Global)

Vitaly Polekhin, President, Russian Business Angels Association, Russia

15:30 Coffee Break & Networking

16:00 Fireside Chat

The Altuntas Start-up Compass Theory: An entrepreneurial road map to success from start-up to scale-up to exit

Many universities have developed their business curriculum and the teaching of entrepreneurship to align with the Start-up Compass Theory, which proposes nine steps an entrepreneur has to consider: from wannapreneurship to innovation, on to entrepreneurship and marketing and sales, and then to branding to institutionalisation and franchising, before finally progressing to leadership and angel investment. While the inclusion of this approach in educational programmes and workshops attests to its success, it has only recently been evaluated and scientifically validated by a research team of the London City College of Sheffield University. This session will be moderated by the head of the research team, Prof Panayiotis H. Ketikidis.

with

Prof Panayiotis H. Ketikidis, Chairman, South East Europe Research Center (SEERC), Greece

16:15 Panel 9

What is the importance of a good working entrepreneurial ecosystem for creating more

liquidity for start-ups, easing access to finance for scale-ups, easing access to skills for angel investors and securing early exits for high-growth businesses?

With new trends developing in global capital markets such as corporate venturing, angel investment, crowdfunding, private equity, and sovereign wealth to empower economies, some countries are struggling to take on some of these investment methods – crowdfunding, for example – despite proven positive economic impact and the need for such a financial instrument. This panel will discuss how innovative policies can be developed and what the role of public-private partnerships might be in this process. The panel will attempt to 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 by bringing all stakeholders around the same table to create more liquidity, ease access to finance and accelerate early exits?

Moderator

Tuba Terekli, Managing Director, Leads Angels, Saudi Arabia

Alejtin Berisha, President, Kosovo Business Angels Network (KOSBAN), Kosovo

Hakan Erturk, General Manager, Directorate General of Financial Sector Relations and Exchange, Turkey

Miguel Martin, Founder, Immerxing Hub, Spain

17:00

WBAF Hot Topic

The valley of death funding gap: opportunities for super angels to fund the best startups around the world

According to the latest 2016 EBAN figures, the average investment for a business angel in Europe was EUR 22,500, and EUR 166,000 for an angel network. At the same time, venture capital investment starts EUR around EUR3-5 Mio. It is extremely challenging for a business to find anywhere between EUR500K and EUR 3 Mio: too big for angels, too small for VCs. This is the valley of death in the funding cycle. Ian Sosso is a business angel, founder of Monte Carlo Capital and winner of the best performing new EBAN member for 2016. Ian explains his investment strategy, from deal sourcing, to due diligence, funding and working with the businesses. Ian explains how, by focusing on businesses in the valley of death, by being able to finance them in the subsequent financing rounds, and by bringing in an global eco-system of support, whilst remaining a business angel, he manages to attract incredible business from both sides of the Atlantic.

By Ian Sosso, Founder & Managing Partner, Monte Carlo Capital, Monte Carlo

17:30

Plenary Session

Please go to Fuji Hall