

# GLOBAL STARTUP SUMMIT 2022

World Business Angels Investment Forum  
2022 World Congress, Nirvana Cosmopolitan, Antalya  
26 October 2022, Wednesday, Canopus Hall

## 14.30 Opening Ceremony

### Welcome Speech

Andrew Work, Senator - WBAF Senator for Hong Kong

### Keynote Speeches

Prof Inderjit Singh, President, WBAF Global Startup Investment Promotion Agency  
Challenges and Opportunities for Investors Startups in the New Normal

Marcus Dantus, President - Latin America Business Angels Network (LACBAN), Mexico  
Challenges and opportunities for angel investors and startups in Latin America

H.E. Eduard Shalsi, Former Minister of Entrepreneurship, Albania  
Importance of developing a better dialogue between policy makers and entrepreneurs to develop better economies

Luigi Amati, President - Business Angels Europe (BAE)  
Developing angel investment as an asset class in the era of worldwide digital transformation

## 15.15 Roundtable 1

### Challenges of the fundraising lifecycle from startup to scaleup to exit.

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.

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**

Andrew Work, Senator - WBAF Senator for Hong Kong

Luigi Amati, President - Business Angels Europe (BAE)

Iulian Basu, Managing Partner & Founder Business Angels Romania, Romania

Leon Eisen, Inventor of the world's first FDA-cleared wrist pulse oximetry monitor, Israel

Sinan Tumer, COO - Naqi Logix, USA

## **16.00 Roundtable 2**

### **Spotlight the effects of the equity story on the decision-making of angel investors**

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**

Andrew Work, Senator - WBAF senator for Hong Kong

Angelo Dalli, President - Business Angels Malta, Malta

Faruk Inaltekin, Chief Executive Officer - Bilkent Cyberpark, Turkey

Maryam Najafi, CEO and Board member of Finnova Innovation Center, Iran

Shori Zand, Founder and Chairman Avesina Investment Group, Sweden