
ANGEL INVESTORS CONFERENCE 2018

Unlocking the Potential for Innovation: Angel Investors Partnering with Family Offices and Wealth Management Institutions

19 February 2018, Monday

Swissotel The Bosphorus Istanbul
Fuji Hall

09:00 **Grand Opening Ceremony**

11:30 **Panel 1**
WBAF Agenda 2018: Expected outputs from Summit Chairs

For the first time ever, the World Business Angels Investment Forum, as the biggest annual gathering of the world early stage equity and investment markets, will have 5 important summits running concurrently: the WBAF Annual Conference 2018 for angel investors, the Take Invest Summit 2018 for start-ups and scale-ups, the FinTech Summit 2018 for finance executives, the Impact Investment Summit 2018 for impact investors, and the CEO-Preneurship Summit 2018 for CEOs of global \$100-million-dollar-plus companies. Each will address the main challenges and opportunities of the world economy in 2018. This session is to give an overview of what are we going to talk about in these summits, how we built the content, how we designed WBAF 2018 and what the main criterion were for the selection of invited speakers. At the end of this session, you will have an idea about the expected outputs of WBAF 2018.

Moderator

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

Renata Brkic, Founder, Feelsgood Social Impact Investment Fund, Croatia

Paul Doany, Chief Executive Officer, Turk Telekom, Turkey

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

Paolo Sironi, FinTech Thought Leader, IBM Watsons Financial Services, Germany

11:50 **Panel 2**
Global Action Plans of Global Leaders: Unlocking the potential for innovating and developing global partnerships for economic development and for achieving the sustainable development goals of the United Nations

On 25 September 2015, the United Nations General Assembly adopted the 2030 Agenda for Sustainable Development, along with a new set of development goals that are collectively

called the Sustainable Development Goals (SDGs). The Agenda is a culmination of many years of negotiation and was endorsed by all 193 member-nations of the UN General Assembly, both developed and developing – and 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.” In this session, you will hear about the 2018 action plans of global leaders of early and post-early stage equity markets in response to the United Nation’s Sustainable Development Goals.

Moderator

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

Abdul Malek Al Jabaar, President, The Middle East Association for Business Angels (MBAN), UAE

Harry Tomi Davies, President, The African Trade Association for Business Angels (ABAN), Nigeria

Prof Arif Ergin, President, The Scientific & Technological Research Council (TUBITAK), Turkey

Arda Ermut, President, World Association of Investment and Promotion Agencies (WAIPA), Turkey

Matthew Gamser, Chief Executive Officer, SME Finance Forum - IFC, USA

Dawn Hetzel, World President, Junior Chamber International (JCI), USA

Josep Miquel Piqué Huerta, President, International Association of Science Parks (IASP)

Hashim S. Hussein, Head, The United Nations Industrial Development Organization - ITPO, UNIDO

Candace Johnson, President, The European Trade Association for Business Angels (EBAN), Belgium

12:30 Coffee Break & Networking

12:45 VIP Lunch – by invitation only

14:00 Panel 3

New Rules of Wealth Management: Including more angel-backed investments and private equity in a diversified family office portfolio

Any family making use of wealth management services has a twofold responsibility: to understand where their money is going and to understand their relationship to it. Unfortunately, until now, inclusion of early stage investments in the portfolios managed by family offices and wealth management executives were very close to none. So it is now time to start a dialogue between wealth management executives and players of early stage equity market such as angel investors, accelerators, private equity and crowdfunding platforms. This panel aims to develop a dialogue on including early stage investments in wealth management portfolios. How can we develop a start-up portfolio to attract more family offices to invest? How can we help families develop a good understanding of start-up and scale-up investments? How can we mitigate the risks of early stage equities to attract more wealth management in the ecosystem? This session will propose an innovative methodology to attract global wealth management for early and post-early stage equity markets.

Moderator

Peter Jungen, Peter Jungen Holding GmbH, Germany, Emeritus President of the European Business Angels Network (EBAN), Germany

Peter Cowley, Serial Entrepreneur and Angel Investor. UK Angel of the Year 2014/15, UK
Paul Doany, Chief Executive Officer, Turk Telekom
Zsolt Katona, Chief Executive Officer, MFB Invest, Hungary

14:40 Presentation Financial Crime Prevention Revolution

Within Today's World everyday we faced with a new kind of financial crime activity and our weapons are very primitive. AI and machine learning technologies which utilised with a good payment industry knowledge, will be the next gun and shield to manage our risks.

Ahmet Vefik Dincer, Chief Executive Officer, Fineksus, Turkey

14:45 Presentation Investment Opportunities in South East Turkey

Karacadag Development Agency was established in 2009 and is responsible for Diyarbakir and Sanliurfa provinces (TRC2 Region) which are the biggest cities of Southeastern Anatolia Region. Diyarbakir and Sanliurfa are located in the historical "fertile crescent", within the ancient fertile lands between Tigris (Dicle) and Euphrates (Firat), Mesopotamia. The human history and agriculture were shaped in this region. The region are located in the 6th region according to incentive system of The Ministry of Economy and benefiting from the most incentive elements such as customs duty exemption, VAT exemption, tax reduction, social security premium supports, land allocation and, interest support. This session will give a brief presentation to the participants about both investment and angel investment opportunities of TRC2 Region.

Dr Hasan Maral, Secretary General, Karacadag Development Agency, Turkey

14:55 Panel 4 Angel Investment as a New Investment Instrument for Islamic Finance

By the end of 2018, Islamic finance assets will reach \$2.7 trillion, which is 2% of global finance assets. Islamic banks, in addition to local and international players of capital markets, are set to benefit from this growth sector. But when you examine Islamic investment assets and portfolios, early stage investments are almost non-existent. Angel investment, on the other hand, is booming globally and is expected to reach a \$50 billion market size by 2020. What is interesting is that angel investment is 100% compatible with Islamic investment principles and, perhaps surprisingly, the Islamic finance ecosystem is not yet familiar with angel investment., How can we create an awareness of angel investment in Islamic finance ecosystem?

How can we develop co-investment funds between Islamic finance instruments and angel investors? How can we change the mindset of investors in Islamic countries to move from investing in real estate to investing in start-ups?

Moderator

Kaiser H. Naseem, Head, IFC Banking & Digital Finance Advisory Services MENA and Central Asia, UAE

Sheikh Ebrahim bin Khalifa Al Khalifa, Former Minister of Housing, Chairman of Accounting and Auditing Organization for Islamic Financial Institutions, Bahrain

Salah Jelassi, Regional Director, Islamic Development Bank Group Regional Office in Turkey

Meliksah Utku, Chief Executive Officer, Albaraka Turk, Turkey

15:30 Coffee Break & Networking

16:00 WBAF Case Study

Investing in the right team? Or Invested by the right team?

Murat Kolbasi is the president of Arzum, a leader in the Small Domestic Electrical Appliances Sector. Ahmet Faralyali is the co-founder of Mediterra Capital Partners, a Turkey focused private equity fund manager. Murat made the decision in 2008 to bring in PE investors in a company which was until then completely family controlled. Mediterra Capital Partners is now a significant equity holder in Arzum. This decision has significant implications on the business. Both parties will explain why and how the decision was made, what benefits they each see from the partnership and what challenges they have faced.

Moderator

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

Ahmet Faralyali, Founding Partner, Mediterra Capital Partners, Turkey

Murat Kolbasi, President, Arzum, Turkey

16:15 Panel 5

Driving your exit strategy: Early exit or not? When is the best time to sell a company?

“Early exits” refers to a strong trend in the 21st century economy, driven by buyers who want to acquire companies in the \$10 to 30 million [value] range. With “internet acceleration,” entrepreneurs can often create values in that range just 2 or 3 years from startup. The combination of those values, and that timing, are of as an early exit. Interest rates are lower than they have been in our lifetime, the private equity funds are back, and the corporate acquirers are very receptive. What should be the structure of the typical early exit? Once a business owner makes the decision to sell, what are some of the mistakes they make in approaching a transaction? What are the telltale signs that a business (or entrepreneur) is ready for an early exit?

Moderator

Banu Taskin, Head of Private Banking, Turk Economy Bank (TEB), Turkey

Paulo Andrez, Emeritus President, EBAN, Portugal

Dusan Stojanovic, Founder & Director of True Global Ventures, Awarded Best Angel of Europe in 2013, Singapore

Brad Bulent Yasar, Co-Founder, Blockchain Investors Consortium (BIC), USA

16:45

Panel 6

The G20 Agenda on Angel Investment and Early Stage Investment Markets: Converting public finance to smart finance in cooperation with angel investors

Promoting innovation and sustainable industrialisation requires easy access to finance and financial services that facilitate investment. The IFC estimates there are more than 360 million to 440 million formal and informal micro, medium, and small enterprises (MESMEs) worldwide. According to the World Bank Enterprise Surveys, many of these firms cite limited access to finance as one of their main constraints to growth. However, for the first time ever, proposals approved by G20 leaders last July in Hamburg included a reference to the importance of angel investment as an innovative source of finance to fuel innovation and the entrepreneurship ecosystem. This panel session will build on the G20 framework to try to ease access to finance globally. How can G20 countries include more public money to early stage investment markets? What would be the best pathway to connect know-how, mentorship, and the network of angel investors with G20 economies to support financial freedom for start-ups, scale-ups and high-growth businesses? How can we convert the G20's public finance to smart finance in co-operation with angel investors?

Moderator

Matthew Gamser, Chief Executive Officer, SME Finance Forum - IFC, USA

Yassin S. Al Suroor, Chairman of Saudi International Chamber of Commerce, ICC Executive Board Member & WCF G20 Representative, Saudi Arabia

Candace Johnson, President, The European Trade Association for Business Angels (EBAN), Belgium
Bellini Qin, Director of External Alliance, Bolstra Group, China

17:15

WBAF Sharks

It is not only startups that pitch to investors to raise funds to fuel their businesses; fund managers pitch for exactly the same reasons. One of the partners of a fund will pitch to potential LPs to convince them to put money into his \$82 million impact investment fund. WBAF sharks, all highly experienced investors, will put challenging questions to the fund managers before making their decision. This hot session is a real learning session that will give insights into the mindset of investors in the process of making an investment decision.

Moderator

Andrew Work, Head Content Strategist, Asia Pacific, NexChange, Hong Kong

Fund Raiser: Cem Baytok, Managing Partner, Idacapital, Turkey

Shark Paulo Andrez, Emeritus President, EBAN, Portugal

Shark Haydar Colakoglu, Board Member, Turk Economy Bank (TEB), Turkey

Shark Zsolt Katona, Chief Executive Officer, MFB Invest, Hungary

17:30 Awards Ceremony for WBAF Media Partners Supporting Entrepreneurship

18:00 Closing Remarks