

International Entrepreneurship Symposium

A major opportunity for your international development

Sophia Antipolis, October 10-11, 2013

EURO-MED BUSINESS ROADSHOW & VENTURE ACADEMY 10-11 October 2013

Espaces Antipolis 300 route des Crêtes - 06560 Sophia-Antipolis (Nice), France

FOCUS

A two days cross-border innovative business event offering a unique concertation of SMEs and international groups, start-ups, entrepreneurs & diaspora talents, innovation clusters and investors with a specific focus on Euro-Mediterranean relations. The event is addressed to all innovation players looking to enter new markets, boost competitiveness, create new business partnerships, colocate or co-innovate.

TOP REASONS TO JOIN THE SYMPOSIUM

Pitch partnership offers and requests & connect to potential business partners

- Discuss concrete collaboration opportunities during individual meetings
- Get investment advices from experienced international investors
- Connect to the VC community and maximise co-investment opportunities

A unique chance is offered to attend:

- **Smart Exit Conference:** focusing on the various strategies and options investors and entrepreneurs have for making a financial return. There will be three panels with leading venture capitalists, private-equity, M & A and financial experts sharing their tips on each of these financial return investment avenues as well as testimonials from entrepreneurs who have been there and done it.
- **International Venture Academy** gathering major European and international VCs and Business Angels to get investment readiness advices from experienced investors.

ORGANISERS AND SPONSORS

The event is organised by Fondation Sophia Antipolis, Sophia Business Angel and ANIMA Investment Network. It is part of EuroMed@Change project a preparatory action initiated by the European Parliament and implemented by the European Commission (DG Entreprise and Industry).

CONTACTS

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Organisers



Main partner



In the framework of



EURO-MED BUSINESS ROADSHOW

Thursday, 10 October 2013, 9 AM- 6.30 PM

(Tentative Agenda)

8.30 WELCOME COFFEE & REGISTRATION

9.00-9.30 WELCOME ADDRESS

Patrick ALLEMAND, First Vice President of the Regional Council of PACA, Vice-President of ANIMA (to be confirmed)
Jean Noel DURVY, General Manager, Fondation Sophia Antipolis
Jean-Louis BRELET, President, Sophia Business Angels

9.30-10.30 GENERAL BUSINESS CONTEXT & EXPECTATIONS FROM PARTICIPATING COUNTRIES

Moderator: Emmanuel NOUTARY, General Delegate, Anima Investment Network

Europe: Marc PATTINSON, General Manager, INNO/European Cluster Alliance - **Jean-Noel DURVY**, General Manager, Fondation Sophia Antipolis/European Cluster Collaboration Platform
Egypt: Rasha TANATWY, Business Support & Entrepreneurship Unit Manager, Technology Innovation & Entrepreneurship Center
Lebanon: Sami BEYDOUN, Managing Partner, Berytech
Morocco: Dounia BOUMEHDI, General Director, MITC CAPITAL / Casablanca Technopark
Tunisia: Talel SAHMIM, Mkg and international cooperation Director, Technopole Borj Cédria

10.30- 11.30 BUSINESS OPPORTUNITIES PITCHING

Moderator: Manal TABET, Project Manager, Anima Investment Network

Lebanon: Elie-Grégoire KHOURY, Founder, Dermandar - **Anis RAHAL**, Founder, B.A.S
Morocco: Rachid HARRANDO, Founder, NETpeas - Representative, **Centre Régional d'investissement de Meknès**
Tunisia: Youssef BEN SLAMA, Founder, Technodeal - Representative, **Fire Energy Tunisia**
Egypt: Mohammed GOUDA, Founder, Minecopter

11.30-11.45 NETWORKING BREAK

11.45 – 12.45 EQUITY INVESTMENT DYNAMICS IN MEDITERRANEAN COUNTRIES

Moderator: Candace JOHNSON, Member of the Board of Directors, Sophia Business Angels

Paulo ANDREZ, President, European Business Angels Network
Bakhrom IBRAGIMOV, Director Venture Capital Program, European Bank for Reconstruction & Development
Walid HANNA, Managing Partner, Middle East Venture Partners
Diane SARACENI, General Partner, 360 Capital Partners
Hajer OTHMANE, Business Development Manager, Diva SICAR, Telecom Tunisie
Oltac UNSAL, The World Bank Group/InfoDev

12.45 -2.00 NETWORKING LUNCH

2.00 - 5.30

In Parallel

<i>Matchmaking sessions (face to face meetings)</i>	<i>Smart Exit Conference</i>
<p>The Euro-Mediterranean Matchmaking Platform allows to showcase partnership offers/ requests and to organise in advance business meetings.</p> <p>2.00 - 5.30 7 sessions of 30'</p> <p>Other matchmaking sessions will take place on 11th October in parallel with SBA Venture academy</p>	<p>2.00– 2.15 - Introduction to Financial Return on Investment models</p> <p>Different types of exits for shareholders:</p> <ol style="list-style-type: none"> 1. 2.15 – 3.15 - Smart Exit by Industrial Partners 2. 3.15 – 3.45 - Networking Break 3. 3.45– 4.30 - Smart Exit by Financial Partner 4. 4.30 – 5.30 - Smart Exit by IPO

5.45 - 6.30 FOLLOW-UP & CONCLUSIONS

Emmanuel NOUTARY, General Delegate, Anima Investment Network
Robert SANDERS, Head of International Projects, European Business Network (to be confirmed)
Candace JOHNSON, Member of the Board of Directors, Sophia Business Angels



INTERNATIONAL VENTURE ACADEMY by SBA Friday, 11 October 2013

8.00 NETWORKING RECEPTION/ WELCOME COFFEE

8.30 REGISTRATION

9.00 CHAIRMAN WELCOME,

Jean-Louis BRELET, President, Sophia Business Angels

9.15 KEYNOTE SPEAKER

Richard CHRISTOU, former Chairman and CEO, Fujitsu Services and LMS Capital

9.45 COMPANIES PRESENTATIONS

Each Entrepreneur makes a 7 minute presentation to introduce the company and its fundraising objectives. SBA coaches and experts provide feedback on the strengths and improvement areas needed for investment readiness.

12.00 INDIVIDUAL COACHING SESSIONS & WORKING BUFFET LUNCH

Assigned coaches work with entrepreneurs to facilitate improvements to the pitching presentation, focused on the investment readiness and provide feedback on the proposition, idea and business plan.

2.00 KEYNOTE SPEAKER

Jean-Luc NAHON, Serial Entrepreneur And Sponsor **Young Entrepreneur School**

2.30 COMPETITION

Each entrepreneur makes a second 7 minute presentation. Coaches and judges score each presentation and decide on the investment readiness

A panel of judges convenes behind closed doors and score each of the presentations

Final Awards:

- Best Final Presentation
- Best Improved Presentation
- Most Investable Company

5.30 WINNING COMPANIES ANNOUNCED & CLOSING "WHAT HAPPENS NEXT?"