

The World Business Angels Investment Forum Business School

Executive Certification Programme

24-28 June 2019 Bracak Manor Croatia

QBAC+ EU BOOTCAMP FOR POTENTIAL ANGEL INVESTORS WITH A PROFICIENCY TEST

For anyone new to angel investing, this is an invaluable course that covers the most important aspects of investing and ways to avoid the pitfalls angel investors may encounter.

WBAF



The goal

The objective of the course is to introduce the angel investment system to those considering investing in start-ups, SMEs and high-growth companies, using their own money and their own know-how. The course aims to give the basic principles of angel investment and the do's and don'ts for investing as a qualified angel investor.

Who is this programme for?

This programme will be suited for professionals (including CEOs) from listed companies or anyone who has an entrepreneurial background, directors of business angel networks, acceleration and incubation centers and techno parks and anyone who wants to set up a business angel network or create a business angel investment group.

Corporate executives that manage innovation and corporate ventures; early-stage capital fund managers; M&A and business development executives; family office investment managers; entrepreneurs who are raising capital or planning exit strategies; successful entrepreneurs interested in becoming an investor or advisor; members of boards of directors; policymakers wishing to encourage the creation of clusters of innovation in their region; service providers: attorneys, accountants, and consultant.

- CEOs or other professionals from listed companies and individuals
- Directors of business angel networks
- Professionals in technoparks and acceleration and incubation centres
- Anyone or institute who wants to create a business angel investment group by using their own network
- Investors and entrepreneurs who wish to learn the best practices of global VC and venture development
- Anyone who wants become a professional business angel network manager/executive

What does it cover and how does it work?

Before the course starts, all participants receive a coursebook and supporting materials through whatsapp. They are encouraged to read through the materials before the course starts.

Bootcamp has three main sessions every day. Morning sessions are the QBAC+ course until lunch. Afternoon sessions cover workshops, masterclasses and study visits. Debate sessions are lunch and dinner times in a roundtable format where a featured expert or policy maker or an industry expert is a guest speaker.



Faculty

Baybars Altuntas

Chairman of the Board of Directors
World Business Angels Investment Forum

Modwenna Rees-Mogg

Faculty Member
World Business Angels Investment Forum Business School

Maryam Nacafi

Vice President
World Business Angels Investment Forum Global Startup Committee

Cyril Gouiffes

Impact Investment Director
European Investment Fund

Coverage of topics

For anyone new to angel investing, this is an invaluable course that covers the most important aspects of investing and tips on how to avoid the many pitfalls new business angels often encounter. The basics of angel investing, including what makes the returns attractive, the importance of portfolio theory, and the financial life cycle of a start-up.

Best practice for structuring, managing and exiting an investment, including valuations and deal closing, establishing a win-win relationship with the entrepreneur, and making a return.

Identifying suitable deal flow for the individual investor: learning how to source potential deals, investing in individuals rather than businesses, and ensuring a potential deal fits the investor's portfolio.

Understanding your place in the world of angels, looking at other stakeholders in the start-up ecosystem, the value of angel groups and syndication, fund structures and crowdfunding.

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Programme

Monday

The morning session is an introduction to the angel investment market. We include becoming an angel investor, identifying opportunities, and creating a portfolio of investments.

Roundtable with lunch
New roles for banks in boosting innovation and the startup economy: Developing co-investment structures with angel investors
Guest Speaker: Sandra Švaljek, Phd, Deputy Governor, Croatian National Bank

The afternoon session has three parts:

- WBAF Workshop on startup assessments
- Study trip : Croatian National Bank
- Night tour of Zagreb

Roundtable with dinner at Kaptolska Klet, Zagreb
Increasing collaboration between angel investors and private equity funds / VCs to close the equity gap at the scaleup stage
Guest Speaker: Marta-Patricia Aparicio y Montesinos, Founder & Managing Director, Keymon Ventures

Tuesday

The morning session deals with due diligence and risk management techniques.

Roundtable with lunch
Converting today's CEOs to the angel investors of tomorrow
Guest Speaker: Juilen Coustaury, Fil Rouge Capital

The afternoon session has two parts:

- EIF Masterclass on co-investment funds
- Visit to Krapina Neanderthal Museum

Roundtable with dinner at Family Farmer KOS, Sveti Križ Začretje
Increasing the market size of impact investment in early and post-early stage equity investment
Guest Speakers: , Srđa Iveković, Feelsgood Social Impact Venture Fund, dr. Majda Tafra Vlahović, Rochester Institute of Technology, Croatia

Wednesday

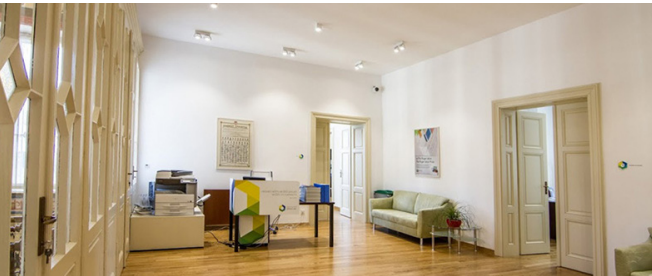
The morning session treats setting the deal terms, valuing the business, negotiating the deal, creating term sheets and other paperwork, conducting the negotiation, post-investment governance and deal monitoring.

Roundtable with lunch
The importance of creating more local angel networks to foster cross-border investments
Guest Speaker: Branko Drobnak, President of the Slovenian Business Angels Network

The afternoon session has three parts:

- Ask the Dragon
- WBAF Workshop on startup assessments
- Study trips: Zagreb Stock Exchange and the Croatian Parliament

Roundtable with dinner at Mihanović castle
Insights from policymakers: The role of angel investors in converting public finance to smart finance
Guest Speakers: Zdravko Počivalšek, Minister of Economic Development and Technology, Republic of Slovenia, Siniša Hajdaš Dončić, PhD Vice-president of Croatian Parliament, Željko Kolar, Prefect of the Krapina-zagorje county.



Thursday

The morning session covers new funding rounds, exit strategies, the role of government and policymakers, and setting up a business angel network or syndicate.

Roundtable with lunch
Chambers of commerce and industries as a source of qualified angel investors
Guest Speaker: Ivan Barbarić, Vice-president, Croatian Chamber of Economy

The afternoon session has three parts:

- Ask the Dragon
- WBAF Workshop on startup assessments
- Study trip: Innovation and Technology Park of Zagreb - Zicer

Roundtable with dinner at Veliki Tabor
Deciding who to support: Entrepreneurs, or the supporters of entrepreneurs?
Guest Speakers: - Davor Majetić, President, Croatian Employer Association, Member of Board of Directors WBAF Croatia, Dražen Mršić, Member of Board of Directors WBAF Croatia, Renata Brkić, WBAF High Commissioner to Croatia and Member of Board of Directors WBAF Croatia

Friday

The last day will have only a morning session: Participants take the proficiency exam on this day. After the exam, there is a brief certificate ceremony.

Lunch & Closing Remarks
Baybars Altuntas, Chairman of the Board of Directors, World Business Angels investment Forum

Farewell dinner at the Vuglec Breg Resort – visit to wine cellar and wine tasting, dinner
The role of startups, scaleups, entrepreneurs, SMEs and high-growth businesses in 21st century economies
Guest Speaker: Ivo Josipović, PhD, Former President of Republic of Croatia

Hauwa Yabani, Chief Executive Officer, Abudja Science & Technology Park, Nigeria

"I manage a large program portfolio in Nigeria. I am also the Chief Executive Officer of the biggest technopark development in the country and Treasurer/Board Member of the International Association of the Science Parks and Areas of Innovation (IASP), headquartered in Spain, among other strategic engagements. Having recently launched an angel investor group while also incubating a women-led and women-focused platform, I attended the course to gain deeper insight into angel investing, especially the nuts and bolts of successfully managing angel networks. I found the content of the course to be rich, well-rounded and exactly what I needed."

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

'With regard to the QBAC+ we had in Diyarbakir, I can only describe it in one word – perfect! It was exactly what we needed. A survey at the end of the training showed that not only our staff but also the potential angel investors who attended the training found it very comprehensive and to the point. Without this training, identifying potential angel investors in our region, launching a Southeast Anatolia BAN and organising a start-up competition in our region would have been impossible. Our cooperation with WBAF has really accelerated the engagement of our local investment and start-up ecosystem with world markets.'

Dates and fees

24-28 June 2019
The programme fee is 4250 EUR. Fee includes 6 nights accommodation, meals, refreshments, transfers, study visits, workshops, masterclasses, instruction, materials, proficiency test and certification.

Early Bird Registration - until 31 May 2019 : 3.750 EUR



About the World Business Angels Investment Forum (WBAF) Business School

It is the position of the WBAF Business School that when investors have had the advantage of training in the best practices of negotiating deals for early-stage investment, they are in a better position to ensure good returns on their investment. With this in mind, the WBAF Business School offers a wide variety of training programmes using a range of input (case studies, panel discussions, and presentations, to name a few), all of which encourage active participation and interaction on the part of those attending. The WBAF Business School serves not just business angels; all types of stakeholders are welcomed, ranging from entrepreneurs and SMEs to banks and stock exchanges to incubation and acceleration centres. The ultimate goal is to contribute to the development of skills and expertise and to foster the kind of creative thinking that leads to innovation and eventual success in the ever-changing market environment of the 21st century.

www.businessangel.academy

About the World Business Angels Investment Forum (WBAF)

An affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI), the World Business Angels Investment Forum (WBAF) is an international organisation aiming to ease access to finance for businesses from start-up to scale-up, with the ultimate goal of generating more jobs and more social justice worldwide. It is committed to collaborating globally to empower world economic development by creating innovative financial instruments for innovators, start-ups, and SMEs. The Forum interacts with leaders in all areas of society, first and foremost in business and political spheres, to help assess needs and establish goals, bearing in mind that the public interest is of paramount importance. WBAF engages a wide range of institutions, both public and private, local and international, commercial and academic to help shape the global agenda.

www.wbaforum.org

About G20 Global Partnership for Financial Inclusion (GPFI)

The Global Partnership for Financial Inclusion (GPFI) is an inclusive platform for all G20 countries, interested non-G20 countries, and relevant stakeholders to carry forward work on financial inclusion, including implementation of the G20 Financial Inclusion Action Plan endorsed at the G20 Summit in Seoul. Queen Maxima of the Netherlands is the Honorary Patron of the GPFI.

www.gpfi.org

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