

International Entrepreneurship Symposium

A major opportunity for your international development

Sophia Antipolis, October 10-11, 2013

EURO-MED BUSINESS ROADSHOW & SOPHIA BUSINESS ANGELS SYMPOSIUM 10-11 October 2013

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

EUROMED@Change by Foundation Sophia Antipolis & ANIMA:

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.

SMART EXIT Conference by the Sophia Business Angels (SBA):

This session focuses 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 by the SBA:

A unique chance is offered to attend the event, gathering major European and international VCs and Business Angels, and to get investment readiness advices from experienced investors.

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

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

Nadège Bouget

Fondation Sophia Antipolis
Tel: + 33 4 92 96 78 17
bouget@sophia-antipolis.org
www.sophia-antipolis.org

Alix de Bressy de Guast

Sophia Business Angels
Phone: +33 4 93 00 60 25
info@sophiabusinessangels.com
www.sophiabusinessangels.com

Organisers

Main partner

In the framework of



EURO-MED BUSINESS ROADSHOW
Thursday, 10 October 2013, 9 AM- 6.30 PM

Draft 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*
Jean-Noël DURVY, Fondation Sophia Antipolis
Jean-Louis BRELET, President, Sophia Business Angels

9.30-10.30 GENERAL CONTEXT & EXPECTATIONS FROM PARTICIPATING COUNTRIES

Moderator: Emmanuel NOUTARY, Anima Investment Network

Europe: Marc PATTINSON, European Cluster Alliance, **Jean-Noël DURVY**, Fondation Sophia Antipolis/European Cluster Collaboration Platform

Morocco: Omar BALAFREJ, Casablanca Technopark

Lebanon: Sami BEYDOUN, Berytech

Tunisia: Aicha ENNAIFAR, Diva SICAR, Telecom Tunisie*

10.30- 11.30 BUSINESS OPPORTUNITIES PITCHING

Moderator: Emmanuel NOUTARY, Anima Investment Network

Tunisia: Youssef BEN SLAMA Technodeal - **Technopole Borj Cédria***

Egypt: Rasha TANATWY, Technology Innovation & Entrepreneurship Center

Lebanon: Elie-Grégoire KHOURY, Demandar - **Anis RAHAL**, B.A.S

Morocco: Rachid HARRANDO, NETpeas - **Centre Regional d'investissement de Meknes***

11.30-11.45 NETWORKING BREAK

11.45 – 12.45 EQUITY INVESTMENT DYNAMICS IN MEDITERRANEAN COUNTRIES

Moderator: Candace JOHNSON, Sophia Business Angels*

Paulo ANDREZ, President, European Business Angels Network

Bakhrom IBRAGIMOV, Director Venture Capital Program, European Bank for Reconstruction & Development

Walid HANNA, Middle East Venture Partners, Lebanon

Diane SARACENI, General Partner 360 Capital Partners

Oltac UNSAL, The World Bank Group/InfoDev

12.45 -2.00 NETWORKING LUNCH

Organisers



Main partner



In the framework of



2.00 - 5.30 PARALLEL SESSIONS

Matchmaking sessions (EuroMed)	Smart Exit Conference (SBA)
Face to face meetings: Meet collaborative business partners, investors. Register to: www.b2match.eu/euromed	2.00pm - 2:15 - Introduction to the various Financial Return on Investment models all the while securing the future of the company. Different types of exits for shareholders: 2:15 – 3:15: Smart Exit by Industrial Partners 3:15 – 3:30: Coffee Break 3:30 – 4:30: Smart Exit by Financial Partner 4:30 – 5:30: Smart Exit by IPO

5.40 – 6.00: ANTIPOLIS INNOVATION CAMPUS

Presentation Young Entrepreneur School (YES), Jean-Luc NAHON & Catherine RAMON

6.00 - 6.30 FOLLOW-UP SESSION

Robert SANDERS, European Business Network

Candace JOHNSON, Sophia Business Angels

*To be confirmed

Organisers



Main partner



In the framework of





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 of 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 SMART EXIT START UPS: EXIT STRATEGY PITCHES

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?"

Organisers



Main partner



In the framework of

