

Turkey in Horizon 2020 2 nd Access to Risk Finance Event			
Access to Risk Finance: New tools for funding SMEs Innovation			
Agenda			
Date	19 July 2017	Time	09.30-17.00
Venue	Radisson Blu Sisli Hotel		
Address	19 Mayıs Cad. No 2 Sisli/ Istanbul		

Aims and Objectives

The aim of this event is to increase **awareness of both Financial Intermediaries (VC's, Business Angel Networks, Banks etc.) and SMEs** for new financial instruments available, including but not limited to SME related H2020 initiatives of the European Agency for SMEs (EASME) and InnovFIN tools from European Investment Bank. TSKB opportunities as well as Borsa Istanbul initiatives will be presented along with alternative funding tools and opportunities (Venture Capitals, Startup Accelerators) in the "innovation ecosystem".

The **objective** is to provide a good understanding of alternative methods of funding, particularly appropriate for SMEs and stress the importance of having an overall, innovation strategy and funding plan. A special session is dedicated to understanding the early stages funding process and making a company more "investable" or "fundable". Furthermore, we would like to bring together the startup ecosystem with innovative SMEs looking for funding.

Who should attend

SMEs, Start-ups, Entrepreneurs, Financial Intermediaries, VCs, Business Angels, Technology Transport Officers, Innovation Experts.

Start	End	Subject	Speaker	Duration
9:30	10:00	Registrations – Coffee		
Session 1 - ARF Intermediaries: Banks-VC's-Angel Investors				
10:00	10:10	Welcome / "Turkey in H2020" Project	TUBITAK / TAT	0:10
10:10	10:30	Mapping the Ecosystem: Horizon 2020 and ARF	KE3	0:20
10:30	11:15	European Investment Bank: Innovfin Products	EIB - EIF	00:45
11:15	11:30	Coffee Break		00:15
11:30	12:00	TSKB Experience Sharing with Innovfin	TSKB	00:30
12:00	12:30	Funding Opportunities/Instrument for Startups & SMEs in Borsa İstanbul	BORSA ISTANBUL	00:30
12:30	13:30	Pitching Workshop: How to pitch & 3 examples to discuss	3 SMEs	01:00
13:30	14:30	Lunch		1:00
Session 2 - Investment Workshop: Are you ready for an investment?				
14:30	15:15	Venture Capital: How VCs work and what they look for	VC's	0:45
15:15	15:45	Funding strategy for start-ups. The funding options	NKE (JR, JoD)	0:30
15:45	16:15	Becoming "Investor Ready". The Do's and the Don'ts	NKE (JR, JoD)	0:45
16:30	16:45	Coffee Break		0:15
16:45	17:45	"Turning the Tables – Putting yourself in the shoes of the investor" - Interactive Session	NKE (JR, JoD)	1:00
17:45	18:00	Closure / Wrap up	KE3	0:15

All presentations will be delivered in English.

Workshop Speakers

KE1/TL	Dr. Aleksander Bakowski, <i>Key Expert. Team Leader / Turkey in Horizon 2020 Project</i>	
KE3	Odysseas Spyroglou, M.Eng., MSc., PMP <i>Key Expert. IPR, Legal & Financial Issues / Turkey in Horizon 2020 Project</i>	
TUBITAK	Emre Yurttagül <i>SME & Access to Risk Finance National Contact Point / TUBITAK</i>	
NKE	Jonathan Ryan <i>Independent Consultant, Business Advisor, Startup expert</i>	
NKE	John O' Dea <i>Independent Consultant, Business Advisor, Startup expert</i>	
BORSA ISTANBUL	Dr. Recep Bildik <i>Director of Research and Business Development / Borsa Istanbul</i>	
EIB	Massimo d'Eufemia <i>EIB Group Representative In Turkey</i>	
VCs	Okan Kara <i>Managing Partner / ATC Venture Capital</i>	Firat Ozpinar <i>Man. Partner / Diffusion Capital Partners</i>
TSKB	Burak Saygılı <i>Manager of Development Finance Institutions</i>	
DONE	Olçay Yıldız <i>Co-founder and Managing Director / DONE</i>	
KUARTISMED	Ahmet Saraçoğlu <i>Co-founder / KUARTISMED</i>	
VISPERA	Prof. Aytül Erçil. <i>Partner and CEO / Vispera Information Technologies A.S.</i>	

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Pitching Session

During the event a pitching session will take place. During this session, 3 companies successful in their bids in Horizon 2020 SME Instrument grants, will pitch their idea and our key speakers and experts will provide feedback and offer useful advice on how to improve pitching and presentation skills.

How it will work

- Our panel will consist of our Experts, VCs and TUBITAK. Participants will also be allowed to commend. It will be chaired by our Key Expert, Odysseas Spyroglou.
- Each company will have **8 minutes** to complete their pitch. No extra time will be given.
- **The pitches (including presentation slides) must be delivered in English.**
- Companies can use their own template and structure. Some useful material can be found in our helpdesk: <https://th2020.zendesk.com/hc/en-us/articles/115004148105-How-to-pitch-your-project>
- This is not a contest so nobody will be graded or ranked. Nevertheless, our key speakers will be asked to identify the strongest and weakest point of each company and project.
- The pitches will take place one after the other as they appear in our agenda (Alphabetical order) so no time for comments or questions will be given in between.
- After the pitches, our panel will offer comments and insights for each of the companies and discuss potential improvements. We have approx. 30 minutes to give some recommendations to each company and have a discussion among the panel and the public on pitching and presenting an idea.