



April 2 Aim Startup: Workshop and Exhibition

Time	Topic	
10:00 am – 1:00 pm	<p><u>Workshop I : “Risk Mitigation”</u></p> <p><u>Coach</u> : Paulo Andrez, Active Angel Investor, Former President, Emeritus EBAN, Portugal</p> <p><u>Content:</u></p> <ul style="list-style-type: none">- Why New Ventures Risk Mitigation Is Relevant.- Material Risks Versus Immaterial Risks.- Project Risk Versus Investment Risk.- 5 TOP Risks In Any Project (Market, Team, Legal, Financial, Operational)- How To Mitigate Each Of The Risks- Exercises	<p>All Day Exhibition (10:00am– 6:00pm)</p>
<u>BREAK FOR LUNCH</u>		



1:30 – 3:00

Emirates of Tomorrow, Special Luncheon

Joining an audience of Students and Young Entrepreneurs, Emirates of Tomorrow aims to inform and engage the Future Leaders Of Tomorrow on the viable support available to them through a growing UAE Startup Ecosystem.

Moderator & Segment Host :

Moein Al Bastaki, Magician , Illusionist & Mentalist, UAE

Panelists :

- **Saeed Al Marri**, Deputy CEO, Mohammed Bin Rashid Est. for SME Development, UAE
- **Faisal Al Hmoudi**, Senior Manager, Takamul Program, Abu Dhabi Department of Economic Development, UAE.
- **Matthew Cochran**, Chairman, Defense Services Marketing Council, UAE.

**All Day
Exhibition
(10:00am– 6:00pm)**

3:30 pm - 5:30 pm

Workshop II “Pitch Perfect”

Pitch Competition Preparation by 1776 for Startups participating in the Pitch Competition on April 3rd.

Coach: Tarek Ghoobar, Entrepreneur, Growth driver, Startup Services Manager, 1776, Dubai

Venue: AIM Startup Exhibition Hall

Language: English

**All Day
Exhibition
(10:00am– 6:00pm)**



April 3 Aim Startup: Pitch Competition and Exhibition

TIME	TOPIC	
11:00 – 11:15	Keynote welcome by Kamal Hassan, General Partner, TURN 8 & The Cribb , CEO.	
11:15 – 12:15	<p>AIM Startup Pitch Competition Pt. 1 <i>8 Startups will pitch their businesses to a room filled with investors and an expert judging panel. Each startup will have 3 minutes to present their pitch, leaving 4 minutes for Q&A.</i></p> <p>Judging Panel:</p> <ul style="list-style-type: none"> ➤ Nour Halabi, Investment & Portfolio Manager, TURN8, UAE ➤ Manish Patel, General Partner, Highland Capital Partners, USA ➤ Essam Omran Disi, Director of Strategy and Policy, Mohammed Bin Rashid Est. for SME Development , UAE ➤ Jake Zeller, Partner, Angellist, USA ➤ Fahad Al Sharekh, Managing Partner, TechInvest Corporation, Kuwait ➤ Oh-Hyoung Kwon, Principal, Future Play Accelerator, Korea <p><i>Venue: AIM Startup Exhibition Hall</i> <i>Language: English</i></p>	<p>All Day Exhibition (10:00am– 6:00pm)</p>
	12:15 - 1:30 BREAK FOR LUNCH	
1:30 – 1:45	Keynote: "Building Global Companies with Great Entrepreneurs and Great Angel Investors" <u>Candace Johnson</u> , President <i>EBAN</i> - European Business Angel Network.	



April 3 Aim Startup: Pitch Competition and Exhibition

1:45 – 2:15

ANIMA PANEL DISCUSSION: The Do's and Don'ts for a fruitful collaboration between Government agencies and Start-up promoters.

Panel Discussion for IPA and innovation support organizations, organized by ANIMA Investment Network.

Innovation support organizations (incubators, accelerators, clusters, technology transfer offices) have been rapidly developing all over the MENA region in the last five years. This acceleration has mostly been possible thanks to the involvement of the private sector, which is entering the enterprise creation and innovation development area with shorter term expectation and new methods. Although many of these organizations are still under development, they appear to attract entrepreneurs with whom they share a common language and for which they offer very concrete services. Thus these new innovation support organization are already creating value, and they represent good tools to market the image of the MENA countries. Investment agencies and traditional economic development organizations, mostly public, are in the necessity of positioning themselves in regards to these new players.

The Panel will include an audience of European and MENA speakers and promote best practices and recommendations for developing a smooth cooperation between the traditional and new business and innovation support actors.

Moderator: Emmanuel Noutary, ANIMA Investment Network General Delegate, Italy

Panelists:

- **Phillipe Yvergniaux, Director for International Cooperation of Business France, France**
- **Hans Henrik Christensen , Director of Dubai Technology Entrepreneur Centre and Silicon Oasis Founders**
- **Hicham Boudraa, General Delegate of Agence Marocaine de Developement de l'investissement Morocco, Morocco.**

**All Day
Exhibition
(10:00am–
6:00pm)**



April 3 Aim Startup: Pitch Competition and Exhibition

<p>2:15 – 3:15</p>	<p>AIM Startup Pitch Competition Pt. 2 <i>8 Startups will pitch their businesses to a room filled with investors and an expert judging panel. Each startup will have 3 minutes to present their pitch, leaving 4 minutes for Q&A.</i></p> <p>Judging Panel:</p> <ul style="list-style-type: none"> ➤ Nour Halabi, Investment & Portfolio Manager, TURN8, UAE ➤ Manish Patel, General Partner, Highland Capital Partners, USA ➤ Essam Omran Disi, Director of Strategy and Policy, Mohammed Bin Rashid Est. for SME Development , UAE ➤ Jake Zeller, Partner, AngelList, USA ➤ Fahad Al Sharekh, Managing Partner, TechInvest Corporation, Kuwait ➤ Oh-Hyoung Kwon, Principal, Future Play Accelerator, Korea <p><i>Venue: AIM Startup Exhibition Hall</i> <i>Language: English</i></p>	<p>All Day Exhibition (10:00am–6:00pm)</p>	
	<p>3:15 – 3:45 Break</p>		
<p>3:45 – 3:55</p>	<p>Keynote: TechInvest, Investing in Technologies of Tomorrow. <u>Fahad Al Sharekh</u>, Managing Partner in TechInvest</p>		
<p>3:55 – 4:20</p>	<p>Panel Discussion: Angels Tell All.</p> <p>Speakers:</p> <ul style="list-style-type: none"> ➤ Jake Zeller, Partner, AngelList, USA ➤ Elissa Freiha, Founder, Womena, UAE ➤ Ana Barjasic, Managing Director, Global Entrepreneurship Network & Angel Investor, Rising Tide, Portugal. 		



April 3 Aim Startup: Pitch Competition and Exhibition

4:20 – 5:30

AIM Startup Pitch Competition Pt. 3

*9 Startups will pitch their businesses to a room filled with investors and an expert judging panel.
Each startup will have 3 minutes to present their pitch, leaving 4 minutes for Q&A.*

Judging Panel:

- **Nour Halabi**, Investment & Portfolio Manager, TURN8, **UAE**
- **Manish Patel**, General Partner, Highland Capital Partners, **USA**
- **Essam Omran Disi**, Director of Strategy and Policy, Mohammed Bin Rashid Est. for SME Development , **UAE**
- **Jake Zeller**, Partner, **Angellist, USA**
- **Fahad Al Sharekh**, Managing Partner, TechInvest Corporation, **Kuwait**
- **Oh-Hyoung Kwon**, Principal, Future Play Accelerator, **Korea**

*Venue: **AIM Startup Exhibition Hall***

*Language: **English***

**All Day
Exhibition**
(10:00am–
6:00pm)



April 4th-AIM Startup Schedule: Conference, Awards & Exhibition

TIMING	TOPIC	
10:15 – 10:45 INTRODUCTION & WELCOME REMARKS		
10:15 – 10:25	Introduction to AIM Startup	
10:25- 10:30	<i>Acting Undersecretary of Abu Dhabi Department of Economic Development, H.E. Khalifa Bin Salem Al Mansouri,</i>	
10:30 – 10:35	CEO of Mohammed Bin Rashid Establishment for Dubai SME, <i>H.E Abdul Baset Al Janahi.</i>	
10:35 – 10:40	General Partner of TURN 8 & CEO, The Cribb, <i>Kamal Hassan.</i>	
10:40 – 10:45	Senior Manager of Takamul Program, Abu Dhabi Dept. of Economic Development, <i>Faisal Al Hmoudi,</i>	
10:45 am – 5:45pm TALKS & PANEL DISCUSSION		
10:45 – 11:00	Keynote: Startup Ecosystems Powering National Growth - <u>Torsten Kolind</u>, Founder, Younoodle, USA	All Day Exhibition (10:00am– 6:00pm)
11:00 – 11:15	Keynote: Why Robots Will Be the Biggest Job Creators. - <u>John Tamny</u> , Author , Popular Economics & Political Economy Editor, Forbes, USA	
11:15 – 11:30 COFFEE BREAK		
11 :30 – 11:45	Keynote: Internet of Things: The Start of a New Era <u>Ian Khan - Technology Advisor, 3x TEDx Speaker, Author, Canada.</u>	
11:45 – 12:15	Panel Discussion: How the Collaborative Economy is Changing the Way We Consume. Speakers: <ul style="list-style-type: none"> ➤ <u>Baybars Altuntas</u>, Chairman, World Business Angels Investment Forum (WBAF) ➤ <u>Ian Khan</u>, Technology Advisor, 3x TEDx Speaker, Author ➤ Member, Careem, UAE 	
12:15 – 12:20	Keynote: 'I AM POSSIBLE!' <u>Ben Quattara</u>, Filmmaker, Motivational Speaker, Expo 2020 Ambassador, UAE	
12:20 – 12:45	Fireside Chat: The Story of Zawya <ul style="list-style-type: none"> ➤ <u>Sabah al-Binali</u>, Former Chairman of Zawya, Investor & Turnaround Specialist, UAE 	



April 4th-AIM Startup Schedule: Conference, Awards & Exhibition

12:45 – 12:55	Keynote: Human Capital and Its Critical Effect on Entrepreneurship <u>Abhishek Sharma</u> , Founder & CEO at Foundation Holdings, India	
12:55 – 1:55 LUNCH BREAK		
1:55 – 2:15	Fireside Chat: Importance Of Addressing A Need: Story Of Fetchr : <u>Joy Ajlouny</u> & <u>Idriss Al Rifai</u> , Co-founders, Fetchr, UAE	
2:15 – 2:25	Keynote Address from <u>D'ato Norhalim</u>, CEO, Malaysian Technology Development Corporation	
2:25 – 3:10	Panel Discussion: Where to go for support. Speakers: <ul style="list-style-type: none"> ➤ <u>Yousif Almutawa</u>, Managing Director , TURN 8 & The Cribb ➤ <u>Saeed Matar Al Marri</u>, Deputy CEO, Mohammed Bin Rashid Est. for SME Development, UAE ➤ <u>Evan Burfield</u>, Co founder & CEO , 1776 ,UAE ➤ <u>Aman Merchant</u> , CEO & Co-Founder, Impact Hub Dubai, UAE ➤ <u>Saud Al Nowais</u>, Commercial counselor for the UAE to the United States of America, USA ➤ <u>Sirine Fadoul</u>, Manager, Incubation Center, Dtec, UAE 	All Day Exhibition (10:00am– 6:00pm)
3:10 - 3:40	Presentation by SAP : Design Thinking with Business Model Innovation. <u>Monika Ackermann</u> , Principal Program Lead, SAP Startup Focus Program, SAP <u>Sabrina Hardt</u> , COO, Design Thinking Lead Coach, SAP Training and Development Institute.	
3:40 – 4:00	Tips From Angellist's Jake Zeller: How To Attract The Best Engineers. <u>Jake Zeller</u> , Partner, Angellist, USA (15 min with 5 min Q&A)	
4:00 - 4:15	Keynote: Zero to a Billion , <u>Manish Patel</u>, General Partner, Highland Capital Partners , USA	
04:15 – 04:30 Coffee Break		



April 4th-AIM Startup Schedule: Conference, Awards & Exhibition

<p>4:30 – 5:15</p>	<p>Panel Discussion : What you need to know about VC’s (30 minute panel discussion with 15 min Q&A) <u>Speakers:</u></p> <ul style="list-style-type: none"> ➤ Omar Darwazah, General Partner, Arab Angel Fund, UAE ➤ Manish Patel, General Partner, Highland Capital Partners, USA ➤ Amir Farha, Co-founder & Managing Partner, BECO Capital, UAE ➤ Fahad Al Sharekh, Managing Partner, TechInvest, Kuwait. ➤ Jung-hee Ryu, CEO, Future Play, Korea 	
<p>05:15 – 05:25</p>	<p>Keynote: A Window into the Future : <u>Ben Ouattara</u>, Filmmaker, Motivational Speaker, Expo 2020 Ambassador, UAE</p>	
<p>5:25 – 5:45</p>	<p>AIM Startup Award Ceremony</p>	
<p>Startups that have participated in the Pitch Competition and Showcase Exhibition will be awarded various prizes including a total cash prize of 30,000 USD, an investment of up to 500,000 USD in one or more participating startups, awarded by AIM Startup’s Venture Capital Partner, TURN8 (provided startups meet TURN8 criteria). More gifts and rewards will be granted at the discretion of AIM Startup Partners and Sponsors.</p> <p><u>Judging Panel:</u></p> <ul style="list-style-type: none"> ➤ Nour Halabi, Investment & Portfolio Manager, TURN8, UAE ➤ Fahad Al Sharekh, Managing Partner, TechInvest Corporation, Kuwait ➤ Manish Patel, General Partner, Highland Capital Partners, USA ➤ Essam Omran Disi, Director of Strategy & Policy, Mohammed Bin Rashid Est. for SME Development, UAE ➤ Oh-hyoung Kwon, Principal, Future Play Accelerator, Korea ➤ Jake Zeller, Partner, Angellist, USA. <p><u>Other Awarding Partners:</u></p> <ul style="list-style-type: none"> ➤ AIM Startup, UAE. ➤ Impact Hub Dubai, UAE ➤ Dtec, UAE ➤ 1776, UAE <p>Venue: Al Multaqa Ballroom Language: English</p>		