

2nd

Technology Investment Meeting

TIM2020
Report

www.D8TTEN.org

گزارش دومین نشست
سرمایه گذاری فناوری

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Preparation:

D-8 Technology Transfer & Exchange Network Secretariat

لقاء الاستثمار



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Preface:

D-8 objectives are to improve developing countries' position in the world economy, diversity and create new opportunities in trade relations, enhance participation in decision-making at the international level, and provide better standards of living.

By the same token, D-8 is a forum with no adverse impact on bilateral and multi-lateral commitments of the member countries, emanating from their membership to other regional or international organizations.

Developing countries, emerging economies and countries in transition, due to advantages related to FDI have liberalized their FDI regime and followed best policies to attract investment. It has been recognized that the maximizing benefits of FDI for the host country can be significant, including technology spillovers, human capital formation support, enhancement of competitive business environment, contribution to international trade integration and improvement of enterprise development. Moreover, further than economic benefits FDI can help the improvement of environment and social condition in the host country by relocating 'cleaner' technology and guiding to more socially responsible corporate policies. All of these benefits contribute to higher economic growth, which is the main instrument for alleviating poverty in those economies.

However, the economic impact of FDI is difficult to measure with accuracy. Benefits of FDI do not increase automatically and equally across countries, sectors and local communities. These benefits vary from one country to another and are difficult to be separated and measured.

Resource – Transfer Effects

Foreign direct investment can make a positive contribution to a host economy by supplying capital, technology and management resources that would otherwise not be available. Such resource transfer can stimulate the economic growth of the host economy (Hill, 2000).

- Capital:

As far as capital is concern, multinational enterprises (MNEs) invest in long-term projects, taking risks and repatriating profits only when the projects yield returns. The free flow of capital across nations is likely to be favored by many economists since it allows capital to seek out the highest rate of return. Many MNEs, by virtue of their large size and financial strength, have access to financial resources not available to host country firms. These funds may be available from internal company sources, or, because

of their reputation, large MNEs may find it easier to borrow money from capital markets than host-country firms would (Hill, 2000).

Once the capital inflows take the form of FDI, there is a near one-to-one relationship between the FDI and the domestic investment.

Advantages that are related to unrestricted capital flows, such as:

- International flows of capital reduce the risk faced by owners of capital by allowing them to diversify their lending and investment.
- The global integration of capital markets can contribute to the spread of best practices of corporate governance, accounting rules, and legal traditions.
- The global mobility of capital limits the ability of governments to pursue bad policies.

- **Technology:**

The crucial role played by the technological progress in the economic growth is now widely accepted (Romer,1994). Technology can stimulate economic development and industrialization. It can take two forms, both of which are valuable. Technology can be incorporated in a production process (e.g., the technology for discovering, extracting and refining oil) or it can be incorporated in a product (e.g., personal computers) (Hill, 2000). However, many countries lack the research and development resources and skills required to develop their own native product and process technology. This is particularly true of the world's less developed nations. Evidence provides that the vast majority of economic studies dealing with the relationship between FDI on the one hand and productivity and/or economic growth on the other hand, have found that technology transfer via FDI has contributed positively to productivity and economic growth in host countries (OECD, 1991).

- **Management:**

By transferring knowledge, FDI will increase the existing stock of knowledge in the host country through labor training, transfer of skills, and the transfer of new managerial and organizational practice. Foreign management skills acquired through FDI may also produce important benefits for the host countries. Beneficial spin-off effect arise when local personnel who are trained to occupy managerial, financial and technical posts in the subsidiary of a foreign MNE leave the firm and help to establish local firms. Similar benefits may arise if the superior management skills of a foreign MNE stimulate local suppliers, distributors and competitors to improve their own management skills.

Workers gain new skills through explicit and implicit training. In particular, training in foreign firms may be of a higher quality given that only the most productive firms trade. Workers take these skills with them when they re-enter the domestic labor market.

Training received by foreign companies sometimes may be considered under the general heading of ‘organization and management’, meaning that the host country will benefit from the ‘managerial superiority’ of MNCs. Three kinds of managerial benefits:

- Managerial efficiency in operations arising from better training and higher standards;
- Entrepreneurial capability in seeking out investment opportunities;
- Externalities arising from training received by employees (such as technical, executive, accounting and so on) (Dunning, 1993).

Introduction:

One of the areas owning potentiality to extend technology cooperation among technologists is the technology investment issue. Technology investment possesses varieties and ventures that absolutely differ from investment in other areas in industries. Technology investment appears profitable and secure in many products that are required in societies and differs in innovative products with their hazards called Venture Capital.

Considering the role of Pardis Technology Park in the scientific development of the Islamic Republic of Iran and its close relationship with Hi Tech companies and venture capitalists as the main audience of this project, on the one hand, and the management of the Secretariat of the Technology Transfer and Exchange Network (D-8 TTEN) member states, on the other, an international meeting with the participation of international figures of venture capital funds from member states was arranged to define cooperation and synergy and to establish powerful networks of venture capitalists. The Technology Investment Meeting (TIM) is an opportunity to identify investors from member states and other Islamic countries, first, to create synergy between stakeholders in this sector, and then, in the next steps, realize its long-term objective of investment on technological and innovative opportunities in cooperation with funds and investment companies, entrepreneurs, and start-ups. Following the approval at the fourth meeting of the Supreme Council of the Network in Dhaka, Bangladesh in 2017, the first TIM was held in December 2017 aiming for synergy among investors from member countries. As a result, better ties were established between stakeholders through negotiations.

For further synergy between innovation investment institutions, introduction of investment opportunities, and ultimately creating a favorable environment for joint ventures on innovative projects between countries, the Secretariat of the Network decided to hold the second round of meetings in 2020.



Chapter One:
Event Agenda

As a result of the discussions of the Executive Committee and the Leadership Council, the following topics were selected as the content of the event:

- ✓ Two specialized panels on joint investment in technology and investment or capital increase at times of crisis considering the prevailing conditions in the economies of member states and increasing the role of joint investment in the Innovation Ecosystem.
- ✓ Two keynote speeches on specialized panel topics
- ✓ Two startup stories with at least one international startup
- ✓ A startup intro for introducing investment opportunities
- ✓ Investment opportunities session with domestic and International guests

TIM Objectives

For creating a suitable cooperation platform and synergy between various fields of technology investment at the international level to support and strengthen start-ups, innovators and technologists in member countries, the following objectives were determined for the second TIM Event:

1. Creating a suitable platform for identifying investment opportunities in member countries;
2. Identifying private and public international financial resources;
3. Increasing and empowering investors;
4. Expanding the investment sector of D-8TTEN in member countries;
5. Financing innovative and technological start-ups in member countries with the help of their investors;
6. Creating a network of international investors;
7. Exhibiting member state opportunities and technological capabilities.



Technology Investment Meeting

- > Panel discussion
Investment Insurance cover
Share Dilution
Co-Investment
 - > Pitch Deck Session
 - > VC Presentation
 - > Introducing Investment Opportunities
- +98 21 76251224 Tim@d8tten.org

4 - 5 February
2 0 2 0

Pardis Technology Park
Tehran, Iran
@ tim.d8tten.org



Meeting Promotion and Advertising:

More than ten news items promoting the meeting were prepared and broadcast by major news agencies. The following media were also used for promotion:

1. Promoting the event on the D-8TTEN and D-8 websites;
2. Sending over 5,000 targeted text messages to potential audiences;
3. Re-targeting the event's website;
4. Promoting the event on more than 15 domestic and international news agencies including Mehr News Agency, Young Journalists Club, Student News Network, IRIB News Agency, ISNA News Agency, IRNA News Agency, Digiato, Asre-eghtesad, Iscanews, Kasbokarnews, Jamejamonline, and Shanbepress;
5. Advertising on social networks for the Innovation Ecosystem and Startups;
6. Sending over 500 letters and emails, 380 calls were made, resulting in the receipt of 45 applications with a resume for participation in the meeting.
7. Advertising on the first page of the specialized weekly Shanbemag;
8. Posting the event banner on 10 websites selected by Yektanet;
9. Installing the event posters in accelerator offices and co-working spaces;
10. Holding a pre-event press conference at the Vice-Presidency for Science and Technology building.



– Exhibition Booths:

To introduce the achievements of Mustafa Prize¹, International Innovation and Technology Exhibition (INOTEX)², RightTel Communications Services Company (sponsor)³, and World Business Angels Investment Forum (WBAF)⁴, four booths were placed at the meeting location.



1 www.mustafaprize.com

2 www.inotex.com

3 www.rightel.ir

4 www.wbaforum.org



Chapter two:
First Day of the Meeting

On the first day of the meeting at Pardis Technology Park, the guests were taken to the meeting venue by the Executive Team after being received and given a nametag.

- Opening

Having some Qur'an verses recited and the anthem of the Islamic Republic of Iran played, the meeting began at 9:45 as scheduled. Then, Mr. Milad Sadr-Khanlou, Deputy Secretary of D-8TTEN and event Secretary, gave a speech, welcoming the guests, and stating:

The investment meeting that we are participating in today is a major Technology Transfer and Exchange Network event for D-8TTEN member countries, which is an effort to bring together investment companies. The investors will be briefed about each other's work and make decisions about joint investment.



Mr. Nasir Aminu, First Secretary of D-8 Organization for Economic Cooperation, was the next speaker at the meeting, who emphasized the need for supporting technology exchange between member countries.



After expressing gratitude for the efforts of Pardis Technology Park for organizing the second Technology Investment Meeting, he said that the first meeting, in 2017, brought many achievements, including the creation of a platform for investment and technology transfer between member countries. Creating a pitch deck, presenting startup stories, and sharing venture capital fund experiences were well-planned, and TIM 2020 extended

the great success initiated by TIM 2017. He continued "we are living in the age of digital revolution and the rapid pace of technological evolution", emphasizing cooperation in technology transfer and exchange.

Then, Ali Nazemi, Chief Investment Officer of Innovation and Prosperity Fund, took the stage. He stated: "Today, Iran ranks first in the production of research papers, with 139 public universities and 322 universities across the country which have the potential to create a dynamic and active ecosystem. In addition, there are 4,700 Hi Tech companies, 196 incubators, and 43 science and technology parks in Iran, which goes to show the possibility of expansion in the ecosystem. In recent years, Iran has improved its global innovation index by more than 50%, and its position has grown by 59% compared to nine years ago. The venture capital access



index shows significant growth from 2010 to 2017 for Iran, but has this capital really led to the conclusion of contracts and injection of capital into companies? In the meantime, the question that needs to be answered is whether capital and venture capital are the elements we should be looking for, or whether we should go after factors beyond capital?

The next speaker was Hamidreza Amiri-Nia, founding Director of the Setaregan Fund of Funds.

He thanked the TIM 2020 organizers and confirmed the statement of Mr. Nazemi, saying: "Iran is a pioneer in the field of technology in the region with a dynamic and vibrant technology ecosystem supporting many Hi Tech companies." He went on to introduce the Barakat Foundation.



After the opening ceremony, Mr. Mahdi Saffari-Nia, Head of Pardis Technology Park, gave a speech: "Today, we will not be able to experience prosperity, security, and health in the society without economic development, and this development will not happen without technology. The two main elements necessary for this development are the development of infrastructure/supportive institutions and manpower. Technology development is not

possible without these two elements. There is fierce competition in the world when it comes to manpower, and all D8 member countries are facing a crisis of loss and

migration of manpower to developed countries. The West will never be sympathetic to Islamic countries in this regard, and we must think for ourselves." He added: "Without establishing institutions and a chain of technology development, we will face two major problems: economic underdevelopment and loss of manpower." In this meeting and similar events, experiences will be shared, because we cannot grow rapidly without sharing investment opportunities and capabilities. The D8tten



Secretariat has been working to organize events, promote opportunities, and hold 1-2 international programs annually to bring investors together.

The cooperation between European countries and D8 member countries is stronger than that between D8 members themselves. To solve this problem, we must take political measures such as introducing visa waivers and creating support funds.

- First Coffee Break and Networking:

After the opening ceremony, refreshments were provided for the guests on the -1 floor of Techmart building for more networking.



- Introduction of RighTel Communications Services Company

Mr. Mohammad Amin Khosravi, Senior Manager of RighTel Communications and Brand, explained the objectives and visions of this company. He noted the increasing development of RighTel Communications Co. and its record-high revenue and consumption rate in recent months, adding that RighTel Communications, like other third-largest operators in the world, has chosen agility as its main focus and welcomes domestic and international collaboration with startups and venture capital funds, especially in the viewpoint of the strict sanctions.



- Iranian Venture Capital Fund Association

Mr. Mohammad Mahdi Faridvand, Chairman of the Iranian Venture Capital Association, welcomed the participants and introduced the association with nearly 60 members. The main objectives of this association include the development and promotion of venture capital funds, standardization, creation of venture capital fund mechanisms, transfer and exchange of successful investment experiences, and promotion of venture capital fund among companies and other organizations. He then noted that the Association currently has 60 members and introduced the Iranian innovation ecosystem.



- World Business Angel Investment Forum

Ms. Maryam Najafi attended the meeting as the World Business Angels Investment Forum (WBAF) Senator. She first introduced the forum, and noted the important role of the Islamic Republic of Iran in the region, highlighting the



benefits of such meetings in exchanging experiences and creating investor networks.

– First Panel :Co-Investment

The keynote speaker at the first panel was Mr. Jalal Mansour, an angel investor from Lebanon who spoke on the subject of joint venture fund, including:



1. Definition of joint venture;
2. Basis of joint venture;
3. Benefits of joint venture;
4. Role of choice in joint venture;
5. Timing of joint venture;
6. Examples and experiences about joint

venture.

The panel was comprised of Misters Jalal Mansur, Ali Nazemi, Chief Investment Officer of Innovation and Prosperity Fund, Mohammad Ramin Komeilian, Angel investor Fereshteh, Vahid Shamekhi, CEO of Stars Wealth Management, and Radman Rabiei, CEO of Iran-France Investment Company, covering such topics as:

Mansour: The extent of management's involvement in joint ventures can be problematic. Rabiei: He explained the conditions that create joint venture opportunities. As a member of the Iranian Innovation Ecosystem, he described the situation under the sanctions over the past two years as critical. Shamekhi: Startups can play a more active role as accelerators between two investors. Nazemi: The interest in joint ventures is increasing, which can be further increased by following the investment pioneers.

Komeilian: Investors are interested in joint venture, but they need to have a common vision for capital management.



- Lunch and Prayer Break

Lunch was served for guests at the Vesta Restaurant, located inside Pardis Technology Park.

- Second Panel: Increasing Investment at Times of Crisis

The keynote speaker of the panel was Tim Latif, a German investor and CEO of Max Holding. He began his speech, saying: "Although joint ventures are a time-consuming process and the technology market is still very small for investment, there are approximately \$7,000 billion of investment in private markets, such that in the past seven years, venture capital fund has grown significantly, attracting many actors.



Corporate investment makes up about a quarter of the world's investment. This panel was composed of Mr. Fred Korangi, CEO of Maps Capital, Tim Latif, CEO of New Enterprise East Innovations Ltd, and Vahid Heidari, CEO of VC Afarinesh Co., the content of which included:

Tim Latif: In the past 20 years, there were no facilities for startups in Germany. But today, German public banks have training plans for investing in and loaning to startups. Iran's IT ecosystem must take advantage of the successful experiences of other countries.

Korangi: In Iran, it is very easy to gather human capital, whereas outside the country, setting up a team of top 10 students of top universities can be very challenging. About 30,000 billion IRR has been invested in crypto-currencies. Governments' trust in the public is very helpful, and we must trust the youth as well.

Heidari: The role of the government and the legislature in the development of Iran's ecosystem is very fundamental. Administrative changes can leave many investment negotiations fruitless.

- Second Coffee Break and Networking

In the afternoon coffee break, refreshments were provided for the guests on the -1 floor of the Techmart building.



- TORCHIT Startup Story⁵:

The story of Torchit startup (smart cane for the visually impaired) from India was presented by the startup's founder, Mr. Baghchandani. He introduced the features of the invention, including creating a better life for the disabled.



- Group photo at Pardis Technology Park - The first day of TIM 2020



⁵ www.mytorchit.com



Chapter Three:
Second Day of the Meeting

The second day of the meeting was held at the Innovation and Prosperity Fund building.

After playing the national anthem of the Islamic Republic of Iran and the recitation of the Holy Qur'an, Mr. Sohrab Asa, International Affairs Adviser of Innovation and Prosperity Fund, gave a speech and welcomed the guests.



Then, Dr. Siavash Malekifar, Chief Development Officer of Innovation and Prosperity Fund, spoke: The turning point of Iran's Science and Technology Ecosystem was the adoption of the Act on Protection of Hi Tech Companies, according to which, in addition to the incentives, the Innovation and Prosperity Fund was launched to support these companies.



There are three methods for investing in the Innovation and Prosperity Fund:

Direct investment in strategic projects, co-investment with investment fund operators such as VC funds, and creation of VC funds. Besides, the organization can reduce investment risk and attract more investment through services such as innovation insurance, investment insurance, and innovation *Sukuk* and bonds.

- [Yektanet Startup Story](#)⁶

The second part of Startup Story was presented by Ms. Maryam Esmaili, Product Manager of Yekantet Startup. Yektanet platform was launched in 2017 as an interface between businesses as clients and media outlets as advertising promoters. All our efforts are aimed at ensuring that clients get the best results from online advertising; and that online media increase their revenues and, as a result, are motivated enough to produce quality Persian content.



⁶ www.yektanet.com

Investors Introduction and B2B Meetings between International Investors and Startups

In this section, which was organized in collaboration with the Iranian Venture Capital Association, Shenasa Co. and Techmart International Company, the following startups presented their products to investors to test their chances of attracting capital:

No.	Startup	Product
1	Torchit	Smart cane for the visually impaired
2	DastanApp	Stories
3	Omid Afarinan Mohandesi Ayandeh	3D Bio-Printer
4	Farzaneh Arman	Vacuum Blood Collection Tube
5	Behyaar Sanat Sepahan	Linear Accelerator for Diagnosis of Cancer

1. Torchit Startup⁷

Smart optical cane for the visually impaired



2. DastanApp⁸

Dastan App is a customizable digital content for children using cognitive knowledge.

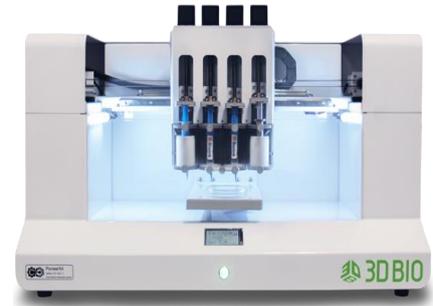


⁷ www.mytorchit.com

⁸ www.dastanapp.com

3. Omid Afarinan Mohandesi Ayandeh⁹

The first manufacturer of commercial 3D bio-printers in Iran with unique facilities to create the types of biologic scaffolds required in tissue engineering, pharmaceutical industry, etc., made of thermoplastic materials and a wide range of hydrogels.



4. Farzaneh Arman¹⁰

Farzaneh Arman Hi Tech Company, a manufacturer of medical equipment and vacuum and non-vacuum blood collection tubes.



5. Behyaar Sanaat Sepahan¹¹

Pioneer of manufacturing medical devices and products with Iranian design, Behyaar Sanat Sepahan is the first manufacturer of professional stretchers. The company seeks to produce strategic products such as linear accelerators, which are produced in only three countries worldwide.



⁹ www.3d-bio.ir

¹⁰ www.fartest.ir

¹¹ www.behyaar.com

B2B meetings Schedule:

After introducing the startups, face-to-face meetings were organized between the supply and demand sides:

Investor Company/Startup	Zimbabwe (Unifreight Africa Limited)	Lebanese (Texas International)	Swiss (Arijan Capital)	American (New Enterprise East Innovations)	German (Max Holding)	Egyptian (Yscience Capital)	Venezuelan (IV Bank)	Lebanese (Tarsandco)	Italian (Italian Trade Agency)	Italian Company representatives	Polish (Amteloncapital)	American (Angel Investor)
Arman Farzaneh	*	*		*				*				
Behyaar Sanat Sepahan	*	*				*	*	*		*		*
Omid Afarinan Mohandesi Ayandeh	*		*									
Sina Surgeon Robot	*		*				*					*
Yektanet	*		*	*	*				*			
Torchit	*	*	*	*	*			*	*	*	*	*



- Coffee Break:

After the pitch deck, refreshments were served to the guests.



- Global Business Investment Opportunities:

The part was presented by the Swiss investor Mr. Schwitzer. He noted that financial mechanisms should reduce the risks of buyers and exporters because money goes where it is safe. Today, crypto-currencies are used to counter banking sanctions. Sanctions and the lack of transparency in cooperation with international banks have made cooperation with Central Asian and Middle Eastern countries difficult. By boosting the private sector and facilitating its operating, governments can reduce a large part of financing problems.



- Brokerage Investment Experience in Egypt:

This part of the meeting was presented by Mr. Shawky from the Egyptian startup ecosystem. He spoke about the brokering experiences and brokering at times of crisis in Egypt: brokering can be defined as hunting of opportunities, which have several components:



1. The right time and right place;
2. Chance;
3. Progressing and advancing.

It should be noted that stock markets are not the only investment vehicle in a crisis.

- Investment and its Prospect

Mr. Korangi spoke about investment and future trends in the field and answered questions from the audience: Each major historical period changes and ends with an invention or a technology. In recent years, ICT and social media platforms have influenced the sustainability of development. These factors affect the development of technology until 2050:

1. Quantum calculations
2. Interpretable artificial intelligence
3. Cloud distribution
4. Applied block chain
5. Using fast and accurate automation



In conclusion, he stressed that as we go forward, investment in intangible assets increases.

- Lunch and Prayer Break

The lunch for the second day of the meeting was served on the -1 floor of the Innovation and Prosperity Fund building.



Innovation and Prosperity Fund Brainstorming Session with Foreign Investors and Review of International Cooperation Mechanisms:

The meeting was held in an intimate atmosphere attended by International guests and representatives of the Innovation and Prosperity Fund.

Attendees:

- Ali Nazemi, Chief Investment Officer of Innovation and Prosperity Fund
- Sohrab Asa, International Affairs Advisor of Innovation and Prosperity Fund
- Yasser Arabnia, Chief International Affairs Officer of Innovation and Prosperity Fund
- Milad Sadr-Khanlou, Deputy Secretary of D-8 Technology Exchange and Transfer Network (D-8 TTEN)
- Tim Latif, CEO of Max Investment Company, Germany

- Andreas Schwitzer, CEO of Arjan Investment Company, Swiss
- Ahmed Shawky, Mentor and Broker, Egypt
- Peter Annesely, Angel Investor, Zimbabwe
- Jalal Mansour, Angel Investor, Lebanon
- Edgardo Ibarra Zuniga, Angel Investor, Venezuela
- Fred korangi, CEO of Maps Capital, United State of America
- Hunny Baghchandani, CEO of Torch-It, India
- Sami Ur Rehman Khan, Head of the Pakistani Embassy Consulate

At the beginning of the meeting, Mr. Nazemi, welcomed the attendees, and explained the services of Innovation and Prosperity Fund: In 2018, a joint venture program was launched by Innovation and Prosperity Fund. There are no restrictions on joint venture and the number of investors in this program. In this investment, Innovation and Prosperity Fund is present as an inactive partner and does not interfere in any of the evaluation and management steps and only acts as the manager of this investment. According to this program, more than 5,000 billion IRR and 10,100 investment plans have been targeted. The investments are in the fields of



biotechnology, big data, and artificial intelligence in Early Stage and Series A and B funding stages. In the end, Mr. Latif and Mr. Schwitzer asked questions that were answered by Dr. Nazemi.

- Group photo at Innovation and Prosperity Fund - The second day of TIM 2020:



- Workshops:

In order for examining the importance of how startups are valued for investors and familiarity with new methods of attracting capital, two training workshops were held:

1. Valuing startups, conducted by Mr. Farokhi
2. Venture Capital Fund and innovation financing conducted by Mr. Zargarpour





Chapter four:
Achievements

Frequency of International guests nationality: (Alphabetical order)

Flag	Country	Category	Number of attendees
	Australia	Investor (Angel)	1
	Bangladesh	Investment Expert	1
	Brazil	Investment Expert	2
	Britain	Investment Expert	1
	Egypt	Mentor (CVC)	1
		Investment Expert	1
	Germany	Investor (VC)	1
		Investor (CVC)	1
	India	Entrepreneur	1
	Indonesia	Investment Expert	2
	Iran	Entrepreneur	6
		Investor (Angel)	1
		Investor (VC)	3
		Investor (CVC)	1
	Italy	Investor (CVC)	1
	Lebanon	Investor (CVC)	2
	Malaysia	Investment Expert	1
	Nigeria	Official	1
	Pakistan	Investment Expert	1
	Poland	Investor (VC)	1
	Swiss	Investor (CVC)	1
	United State of America	Investor (VC)	1
		Investor (Angel)	1
	Venezuela	Investor (Angel)	1
	Zimbabwe	Investor (Angel)	1

The total number of participants: 161

During the second day of the event, meetings were held after the conference with International guests at one of the Hi Tech companies, and the following agreements were reached:

1. Agreement on dispatching an Iranian business and Hi Tech delegation to Zimbabwe
2. Purchase of a prototype by Zimbabwean investor worth \$150,000
3. Initial agreement for the purchase of medical products for \$500,000

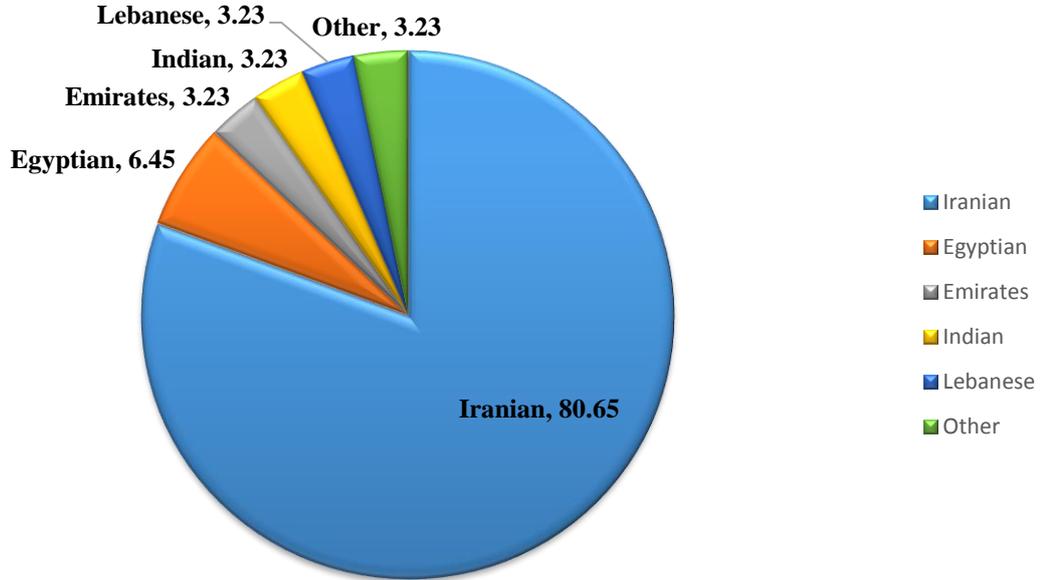




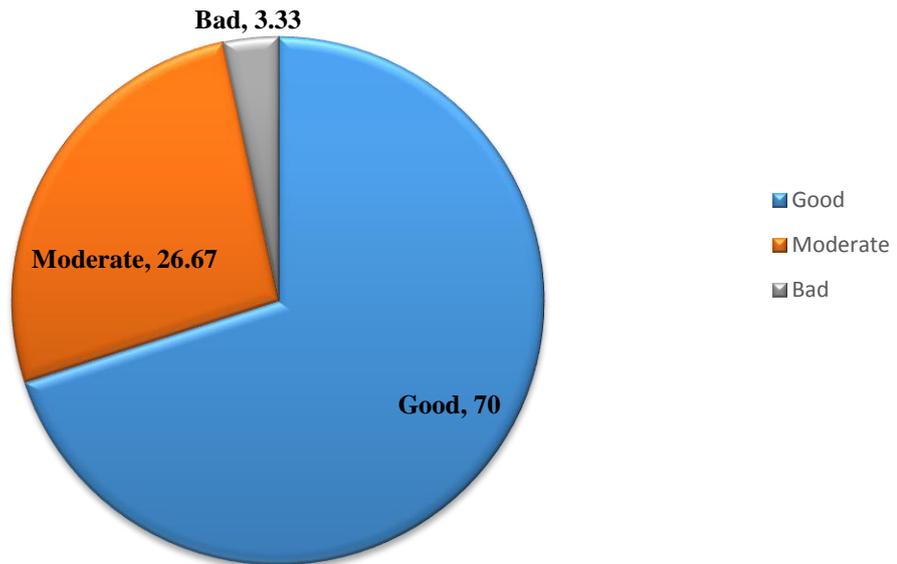
Chapter five:
Opinion Poll

The ePoll¹² web-based system was used to evaluate the quality of the meeting, this system can be used to design, collect, and analyze online and offline questionnaires and forms for marketing, market research, and survey purposes.

- Frequency of nationality of participants:

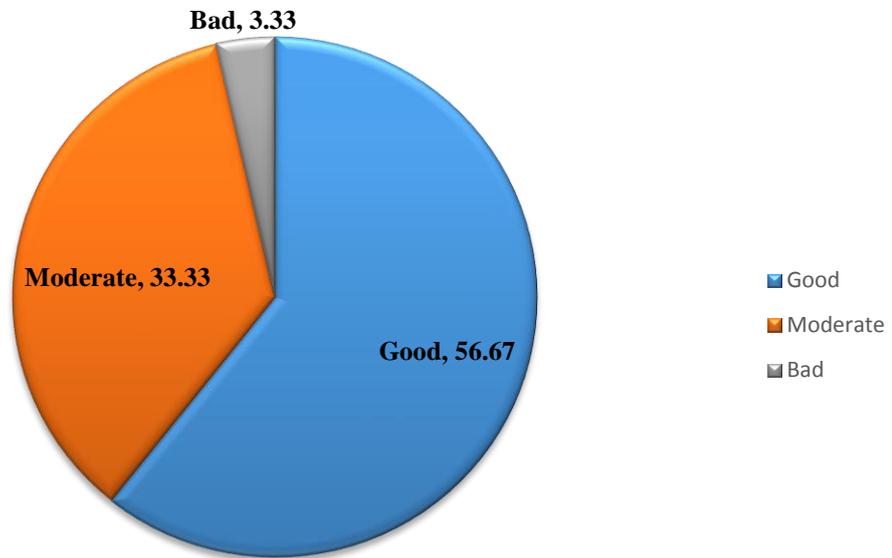


- Meeting Promotion:

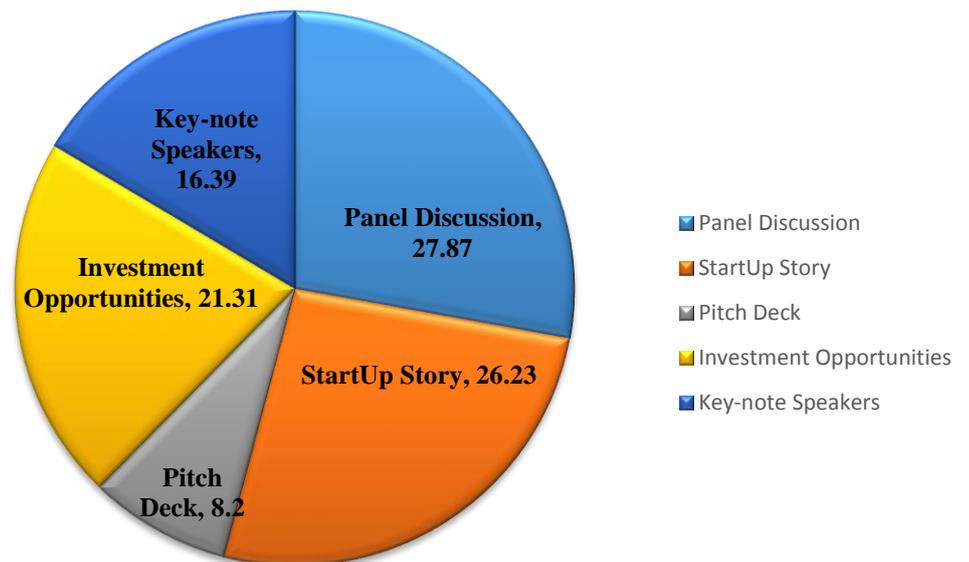


¹² www.epoll.pro

- Meeting Content:



- Which part of the meeting did you find interesting?



Appendix 1 (International guests):

No.	First Name	Last Name	Nationality	Category
1	Ahmed	Shawky	Egyptian	Mentor (CVC)
2	Andreas	Schwitzer	Swiss	Investor (CVC)
3	Elias	Fayad	Lebanese	Investor (CVC)
4	Hunny	Baghchandani	Indian	Entrepreneur
5	Jalal	Mansour	Lebanese	Investor (CVC)
6	Peter	Annesely	Zimbabwean	Investor (Angel)
7	Fred	Korangi	American	Investor (VC)
8	Tim	Latif	German	Investor (VC)
9	Matias Tomas	Kretschmer	German	Investor (CVC)
10	Wojtal	Macjie	polish	Investor (VC)
11	Ali	Farboud	American	Investor (Angel)
12	John	Khwaja	British	Investment Expert
13	Edgardo	Ebara Zuniga	Venezuelan	Investor (Angel)
14	Agusto	Giacinto	Italian	Investor (CVC)
15	Aryana	Farbod	Australian	Investor (Angel)
16	Nasir	Aminu	Nigerian	Official
17	Tarcisio	Damasceno	Brazilian	Investment Expert
18	Mohammed Atef	Elhussiency	Egyptian	Investment Expert
19	Mohamad Niazam	Bin Halimi	Malaysian	Investment Expert
20	Mohamad Homayun	Kabir	Bangladeshi	Investment Expert
21	Sami Ur Rehman Khan	Jami	Pakistani	Investment Expert
22	Dedy Eka	Januardi	Indonesian	Investment Expert
23	Eti	Yuswiati	Indonesian	Investment Expert
24	Koguladas	Kamalanathan	Malaysian	Investment Expert
25	Ali	Nazemi	Iranian	Investor (CVC)
26	Vahid	Shamekhi	Iranian	Investor (VC)
27	Radman	Rabiei	Iranian	Investor (VC)
28	Vahid	Heidari	Iranian	Investor (VC)
29	Ramin	Komeilian	Iranian	Investor (Angel)

Appendix 2 (Meeting Schedule):

Monday, February 3, 2020	
all the day	Arrival And transfer to the hotel
14:00	Check-in to the hotel
Tuesday, February 4 , 2020- Pardis Technology Park	
08:30 – 09:30	Registration
09:30 – 10:30	Opening Ceremony
	Mr.Sadr
	Mr.Aminu
	Mr.Nazemi
	Mr.Amirinia
10:30 – 11:00	Networking Coffee Break
11:00 – 11:10	Introducing Rightel (Telecommunication Service Co.) Programs for international market: Mr. Khosravi
11:10 – 11:20	Introducing IVCA (Iranian Venture Capital Association): Mr. Faridvand
11:20 – 11:30	Introducing WBAF (World Business Angel Investment Forum), Ms.Najafi
11:30 – 12:00	Keynote Speaker –Mr.Mansour
12:00 – 13:00	Panel1: Co-Investment
	1 –Mr.Sadat Rasoul (Moderator)
	2 – Mr.Nazemi
	3 – Mr. Mansour
	4 – Mr.Komeilian
	5 – Mr.Shammekhi
6 – Mr.Rabeai	
13:00 – 14:00	Praying & Lunch
14:00 – 14:30	Keynote Speaker – Mr.Latif
14:30 – 15:30	Panel 2: Raising capital in volatile times
	1 – Mr.Latif
	2 – Mr.Korangi
15:30 – 16:00	Networking Coffee Break
16:00 – 17:00	Startup Story _ Mr.Baghchandani
18:00 – 22:00	Dinner banquet (International Guest & VIP Persons)

Wednesday, February 5 , 2020 – INIF Hall			
09:00 – 09:30	Opening ceremony Speaker 1 – Mr. Asa 2 – Mr. Malekifar(INIF Services)		
09:30 – 10:00	Startup Story – Yekta Net		
10:00 – 11:00	Pitch Deck by selected start-ups Dr.Alavi(Moderator)		
11:00 – 11:30	Networking Coffee Break		
11:30 – 12:00	Investing in international trade Mr. Schweitzer		
12:00 – 12:30	Introducing Investment Opportunities Country Egypt – Mr.Shawky		
12:30 – 13:00	Introducing Future Investment Opportunities – Mr.Korangi		
13:00 – 14:30	Lunch		
14:30 – 16:00	Wrap-up Session and Closing Remarks	14:30	
18:00 – 22:00	City tour	18:30	Workshop 1 Workshop 2
Thursday, February 6 , 2020			
09:00 – 12:00	Check-out and transfer to Airport		