AGENDA
International Exchange Workshop

Wednesday, April 17, 2013

12:00 pm  Lunch

1:00 pm  The Global Roadmap: A Guide to International Program Elements at the 2013 ACA Summit
Welcome from International Exchange Co-chairs and ACA Summit Chair
John May, Wendee Wolfson, Jim Connor

1:15 – 1:45  State of the World: A Well-Traveled Angel’s Views on Key Issues and Latest Trends around the Globe or “Does anyone out there actually know how to do this stuff?”
Nelson Gray - Scotland
One of our most experienced angels will share his reflections on the evolution of global angel community, and his observations on trends, misconceptions, cultural conflict, misunderstanding, ignorance, best practices and even opportunities. This opening presentation will kick-off the International Exchange and stimulate conversation over the course of the day.

1:45–2:45  Around the World Updates
Brigitte Baumann – Switzerland, Mannie Liu – China, Hasan Haider – Bahrain, Antonio Botelho – Brazil, Marco Villa - Italy
Angels from different continents will provide their insights into last year’s activities and current emerging or controversial trends in their countries/regions of the world.

2:45 – 3:30  Innovative Models in the Global Landscape
Oltac Unsal – World Bank, Dusan Stojanovic – True Global Ventures, Marta-Patricia Aparicio y Montesinos, Multi-Lateral Investment Fund of the Inter-American Development Bank, Michael Cain – Angel Resource Institute, moderator
Reports from three organizations leading the way in support of entrepreneurs and their angel investors around the world. Oltac Unsal will describe the World Bank’s facility to support angel co-investment in five emerging countries. Dusan Stojanovic will present his unique multi-country approach for early stage investments. Marta-Patricia Aparicio y Montesinos will update us on the MIF’s experience in supporting angel investors in Latin America.

3:30 – 3:45  Break
3:45 – 4:00  Angel Collaboration: A US/UK Model  
*Kit Hunter-Gordon, United Kingdom*  
Kit, the chairman of Seraphim Capital, a unique trans-Atlantic, angel-led, venture fund, will describe lessons learned in implementing this public/private partnership.

4:00 – 4:30  How to Interpret Angel Data (WHAT Data?!)  
*Rob Wiltbank, Professor, United States*  
Rob Wiltbank’s always popular annual review of the elusive bits of data he manages to compile for angel activity and returns. He will preview this year’s reports and discuss the vital need for consistent collection, definitions, and interpretations to support institutional decision makers and public policy initiatives around the world. Or put more simply, are we screwed without data?

4:30 – 5:15  Challenging the Conventional Wisdom: Fact or Fiction from Overseas Experience  
*Luigi Amati – Italy, Ross Finlay – Canada, Jordan Green – Australia, Claire Munck – Belgium, Fernando Prieto – Chile*  
Our most experienced angels from different continents present their views on controversial topics, including some of the following:  
- Distance – does it matter?  
- Cross-Border investing – can anyone make money?  
- Institutional Support -will it ever substitute for angel investing?  
- Venture-type returns – are they impossible outside of Silicon Valley?  
- Is the only way to make money as an active angel, not a passive investor?  
- Portfolio diversification – does that really mean 132 positions?

5:15-5:30  Wrap up and Planning for the Future

5:30  Join ACA Summit Reception