AIM Startup: April 8th, 2019

8:30 – 9:00  **Registration**

9:00 – 10:00 **AIM Opening Ceremony**

All Delegates make their way to AIM Startup 2019
Venue: Conference Room (Entrance Hall 5)
Language: English

10:30-11:10 **Panel Discussion: Understand the Investment game from its lead regional players**
- Learn when an investor would not even consider your startups and How to turn it around.
- Learn investors vetting process to land on top of there lists.
- Get the chance to ask the investors of your choice about your business endeavors.

Moderator:  
**Ahmed Abdulwahab**  
Founder and CEO  
Next Arabia, UAE

Panelist:

- **Sonia Gokhale**  
  Founding Partner  
  VentureSouq UAE

- **Danish Farhan**  
  Founder and CEO  
  Xische UAE

- **Youness Yaghcha**  
  Founding Partner,  
  BrightCircle’s Strategy UAE

11:10-11:50 **Fabric of the Saudi startup Scene.**
- Framework in the kingdom and associated benefits: The legal when it comes to setting up a startup, incubator or acccelerator in Saudi.
- Entry strategies to the Saudi market.
- Methods, tips and working tools to raise funds in KSA.

Moderator:  
**Bedour Alrayes**  
PhD Assistant General Director,  
Institute of Entrepreneurship, King Saud University KSA

Speakers:

- **Dr. Ibrahim Alharkan**  
  General Director for Entrepreneurship Institute (EI) -  
  King Saud University KSA

- **Abulraham Qatani**  
  CEO Daal Investment KSA
AIM Startup: April 8th, 2019

11:50-12:10  MBR 50-Year Charter: HCT4.0 and Graduating Hi-Tech Companies
The Higher College of Technology is disrupting education and becoming the first higher educational institution to implement HH Sheikh Mohammed bin Rashid vision (Article 6 of 50-Year Charter) to convert Universities and higher educational entities into Free Economic and innovative Zones.

Speaker:

H.E Abdullatif M. AlShamsi
President & CEO
Higher Colleges of Technology, UAE

12:10 - 12:30  Expo Live Keynote

Speaker:

Yousuf Caires
Senior Vice President, Expo Live
Expo 2020- Dubai

12:30 – 12:50  Keynote: Perfect your pitch
• learn How to Sell Your Idea, Your Product, Your Business for it to survive and thrive.
• Hear how, when and whom to pitch to, from an investor.
• discover the key metrics to put front and center of your pitch deck to guarantee an investment.

Speakers:

Shane Shin
Founder & Partner
Shorooq Investment UAE.

12:50-14:00  Lunch Break

14:00-14:40  Panel Discussion: Where to set up and why, a startups guide in to penetrating new markets
• Assess what are the factors startups need to consider when penetrating new markets.
• Learn of different analysis that help you decide on where is the perfect place for you to start.
• Find out the defining factor/ criteria when deciding on whether to expand into new markets or dominate locally.

Moderator:

Dr. Douglas van den Berghe
VP Advisory
Conway Inc

Panelists:

Shoaib Alrahimi
Vice-President,
The Business Park at Dubai South

Sami Abou Saab
CEO
Speed Lebanon

Fahad Bushager
Executive Director,
Head of Investment INOVEST Bahrain
**Panel Discussion: Nordic Angels Ecosystem**

- Know what’s most important when making cross-border investments when investors are choose to rely on the team located elsewhere
- Discover all about Angel communities, how they emerge and Pinpoint the angels in Nordic countries
- Understand Syndicated angel investments, Syndication processes, and the role of the lead angel

**Moderator:**

*Inga Veselova*
Head of Partnerships, Velvet, Estonia

**Panelists:**

*Reidar Wasenius*
Managing Director, Finnish Business Angels Network (FiBan), Finland

*Thomas Due*
CEO, Venture Lab, Norway

*Mr. Mehsan Arshad*
MD & CEO, MAMS GROUP OF COMPANIES, UAE

*Mr. Khalid Al Baluoshi*
Board Member, The International Youth City, UAE

**Levari Workshop: Offshoring & corporate restructure:**

"Offshoring has been around for a long time but most recent within the SME’s market, most startups offshore for corporate structuring but there is so much out there, so how do you know the best one for you?"

**Speaker:**

*Sherif Hefni*
Partner, Levari, UAE

**Digitize or Die**

- Understanding how digitization will enable and enhance businesses but won’t drive them
- Consider dismantling your IT department to enter the digital world
- Learn what SaaS platforms role in catalyzing SMEs digital transformation

**Fireside chat:**

*Deepti Mohanty*
Founder & CEO at Vaasara, UAE

**Closing Comments**
All Delegates make their way to AIM Startup  
Venue: Conference Room [Entrance Hall 5]  
Language: English

8:30 – 9:00  **Registration**

9:00 – 10:00  **Networking and Refreshments**

10:00 – 10:10  **Where, when and how to invest – economic perspectives and analysis**

10:10 – 10:30  **Welcome address**

**Speakers:**

- **Dr. Adeeb al Afifi**  
  Director of the National Program for SMEs and Projects

10:30 – 11:10  **Panel Discussion Topic: Social Enterprises harnessing technologies to expand beyond borders**  
**Expo2020**

- Understand the real meaning of “digital globalization” for social enterprises
- Learn of the Hurdells of incorporating digital instruments in the founders work
- Daab into the entrepreneur jargon regulation, user adoption, and standardizing data.

**Moderator:**

- **Ranya Saadawi**  
  Head of Global Grants, Expo 2020 Dubai

**Panelist:**

- **Mike Dawson**  
  Founder  
  Ustad Mobile
- **Abu Muadh**  
  Founder  
  Smart Labour
- **Atle Idland**  
  Middle East Director  
  Desert Control
- **Katherine Budd**  
  Founder  
  NowMoney

11:10 – 11:30  **Keynote: The Awaited Tech Future we didn’t plan for**

- Find out why the digital future science fiction has sold us may be more human than anticipated.
- Hear a philanthropist perspective on the role of human in the digital enterprise.
- Discover how small business can contribute to and benefit from developing tomorrow.

**Speaker:**

- **Tariq Qureishy**  
  Innovator, futurist, Speaker & founder  
  MAD Talks UAE
11.30 - 12.10 **Panel Discussion: Blockchain real-world application today and tomorrow**
- Discover Blockchain explained: What it is and isn’t, and why it matters
- Explore Blockchain beyond the hype in real-world impact and application today. Steer away from the crypto currency hype and understand how Blockchain is impacting industries, economics and delivers business value across the value chain, such as accounting, marketing, HR, and cyber security, etc.
- Gain insight to the latest blockchain trends, opportunities for startups, SMEs, and larger companies

**Moderator:** Henrik von Scheel  
Chairman of the Blockchain Council and originator of the Industry 4.0.

**Panelist:**  
- **Rajesh Johnny**  
  Co-Founder  
  Oryx UAE  
- **Ms. Jana Belougina**  
  Regional Manager  
  SupplierPlus, UAE  
- **Veiko Husse**  
  CEO  
  Eesty Coin - the 4th leading cryptocurrency vendor in Europe and Asia.  
- **Dr. Sindhu Bhaskar**  
  CEO  
  EST CAP - the first Asset-based blockchain Bank in Switzerland

12:10 - 12:30 **Panel Discussion: The state of AI in current landscape and its future promises for entrepreneurs**
- Unravel which countries are leading the race in the MENA region and find out which sectors are driving AI implementation
- Learn how to differentiate companies using specialized AI for deep learning from those using simpler algorithms while marketing it as the former
- Glance into future investment trends in AI to prepare for the next move as an entrepreneur or investor.

**Moderator:** Ian Khan  
Technology Futurist

**Panelist:**  
- **Bernaudo Arnaud**  
  CEO  
  StarkSat Inc, Austria  
- **Kevin Quah**  
  Head Technical Sales Legal,  
  Taiger Singapore  
- **Mary Ames**  
  Strategy Director,  
  Xische Group, UAE

12:30-13:30 **Lunch Break**
**Future Cities Show: April 9th, 2019**

13:30 - 14:00 **The Rise of Blockchain Cities and the Future of Trust**
Blockchain Technology has been adopted by the Government of Dubai as its de facto database for transactions, saving Billion of Dirhams in Efficiency cost and creating 100% efficiency. In addition, Estonia, Denmark, Netherlands and other leading countries around the world are fast utilizing Distributed Ledger technology as an enabler for Trust, Transparency and Efficiency. CNN Featured Technology Futurist, Author and Filmmaker of “Blockchain City”, Ian Khan brings global insights on the rise of Blockchain across the world and the fast shaping future built on emerging technologies including AI, IoT & Blockchain. Ian will also show a preview of his documentary film to audiences in a first such showcase at AIM and exclusive to the global technology investment community.

Speakers:
- **Ian Khan**
  Technology Futurist

14:00 - 14:20 **Green Urban Mobility – a solution for congestion and climate change**

Speakers:
- **Anders Wall**
  Chief International Officer
  Green Mobility

14:20 to 14:50 **Spatial Technologies Shaping the Temporal Changes of our World**

Speakers:
- **Dr. Adel Bolbol Fernández**
  Global Business Development Lead - Advanced Analytics
  ESRI

14:50 - 15:20 **Can the self-sustaining city be the future?**
- Smart monitoring on utility platforms
- What are the other viable clean energy options for the city?
- Boom in smart poles as an indicator to smarter sustainable cities
- Smart Energy Management: Aiding countries to mature into clean energy markets

Speakers:
- **Faizan Rahim**
  Technical Officer
  Dubai Carbon Center of Excellence

15:20 to 15:40 **Sustainable Waste Management Solutions – Green Energy**
- Harnessing Waste Energy – Regional waste management strategies
- Opportunity for Sustainable Development LFG Power Generation
- Environmental Responsibility – Degassing Landfills and the real opportunity for power generation
- Sustainable Development – Reduction of Greenhouse gas
- U.A.E. commitment to sustainabele development - Smart Cities / Renewable Energy Targets

Speakers:
- **Anita Nouri**
  CEO
  Green Energy Solutions
Future Cities Show: April 10th, 2019

All Delegates make their way to Future Cities Show
Venue: Conference Room [Entrance Hall 5]
Language: English

08:30 – 09:00  Registration
09:00 - 10:00  Networking and Refreshments
10:00 to 10:30  AI: Creating a Huge Economic Impact in the Region

• Put AI to Work: Extend from the Drawing Board
• Beyond the Hype: Tangible use cases for each organisation
• Digital Transformation Powered By AI

Speaker
Samer Obeidat
CEO,
Stallion AI

10:30 - 11:00  Government performance, results & benchmarking

• Connect AI to your Key Performance Indicators
• Can AI measure citizen happiness?
• Review government excellence programs and AI as an accelerator
• Benchmark against other international government entities

Speaker
Hind Al Shamsi
Head of Competitiveness Reports Analysis & Monitoring Section
Federal Competitiveness and Statistics Authority

11:00 - 11:30  AI future cities: City-wide projects that will protect and serve citizen welfare

• Government contact centers, automation & augmentation
• City-wide surveillance & recognition technologies
• Public transportation & autonomous vehicles

Speakers:
H.E. Hussain Al Mahmoudi
CEO,
Sharjah Research Technology and Innovation Park

11:-30 - 12:00  Smart Infrastructure: The Future is Now

Speakers:
Mark Jamieson
Managing Director – Infrastructure, KEO Consultants

12:00 - 12:15  Carbon neutral street lights capable of generating multiple revenues streams

Speakers:
Pedro Ruão
Founder and CEO
Omniflow

12:15 to 12:30  Smart Cities – Why they need Edge Computing

Speakers:
Mark Cooper
Senior Consultant - Smart Cities
CIMCON Lighting, Inc.

12:30-13:30  Lunch Break
13:30-14:30  **Scaling and going international: legal, financial and social stakes (Livari)**

- Assessing which countries in the region offer most incentives and easiest legal steps to setup a business.
- Reviewing the criteria to consider when planning to move or expand: Infrastructure, socio-political context and purchasing power.
- Discussing available country and sector specific grants available for entrepreneurs in the region

**Moderator:** Sherif Hefni  
Partner  
Levari, UAE

**Panelist:**
- **Shady Tadross**  
Director, CVentures Egypt
- **Maha Abouelenein**  
Managing Director, Organizational Consultants, Founder of Digital and Savvy UAE
- **Boye Balogun,**  
Managing Director, Future Tech, UAE

14:30-15:10  **Alternative finance (Debt Financing, Equity Financing, good old banks, or crowd funding):**

- Discovering the rules of a game wherein VCs and Angel Funds don’t play.
- Assessing crowd funding as a potential alternative to your financing needs
- Learn the survival options for business when they are swirling down the cashflow drain

**Moderator:** Youness Yaghcha  
Founding Partner-BrightCircle UAE

**Panalists :**
- **Peter Travan**  
CTO, COO Beehive UAE
- **Manish Kumar**  
Co-founder, GREX & RealIX, India.
- **Chris Thomas**  
Co-Founder, Eureeca UAE

15:10-16:00  **Levari Workshop: Shareholders agreement**

This is the one of the foundation documents that regulates the relationship rights & obligations of the shareholders. Shareholders agreement are used in almost all investment transactions & are an essential document for any startup to understand & learn

**Speaker:** Mohamed Raslan  
Partner  
Levari, UAE
Panel discussion: The Future of Entrepreneurship - A Government Perspective

- Find out how government bodies work to support and sustain a healthy entrepreneurial ecosystem
- Discover the latest and upcoming projects in the UAE to further the vision 2030 agenda
- Get the details on UAE vision 2021 and what it brings today.

Moderator:

**Spandana Palaypu**
Founder & CEO,
ZoEasy

Panalists:

**Mohamed Hamdy**
Head of Future Platforms,
Dubai Future Foundation UAE

**Mr. Rashed J. Sawaqed**
Feasibility Studies and
Business Development Consultant RAK-SME UAE

**Martin Tidestrom**
Director of Business Development,
ADGM UAE

16:00-16:45

16:45 -17:00 Winners Announcement

17:00-17:30 Awards Ceremony