



PROGRAMME

Tenth Annual New Zealand Angel Summit Cable Bay Winery – Waiheke Island

1 - 3 November 2016

"I will be back. Sooooo many wonderful people!" – Brian Cohen, Chairman New York Angels

"I thought the conference was terrific and the speakers really on-target, sophisticated and great people. They've much to teach us angels, no matter where we live. Congratulations on a splendid event!" – Ron Weissman, Board Member Band of Angels, San Francisco.

Doubling down on success... the next ten years!!

We are now a decade in to angel investing in New Zealand. We have amassed some impressive statistics for a nation of our size. Over \$500m into nearly 1000 deals in the more formal part of our market. Ten years ago there were 4 clubs and 100 or so angels. Today there are 10 clubs and over 650 angels. All this activity has delivered hundreds of jobs and tens of millions of revenue. It's this value creation we want to continue to accelerate.

The 10th Annual NZ Angel Summit is being held back where it all started at Cable Bay Winery on Waiheke Island. We deliberately choose smaller intimate venues to ensure we create the right atmosphere for relaxed and informal conversations. The last two summits have sold out and we unapologetically prioritise attendance for those who are 'doing deals'.

On the first morning we will celebrate our community of investors and founders and their achievements in the past decade. There is so much to be proud of. We will then spend the rest of our time together digging grittily into what we need to do to double down on our successes based on stories and insights from our own heroes. We will also be bringing in a smaller number of international speakers who we have carefully vetted for their ability to both understand our unique circumstances and our aspiration for outcomes and success.

DRAFT PROGRAMME

Wednesday 1 Nov	Council Meeting + Showcase
10.30am – 3.00pm	Council Meeting
1.00pm – 3.30pm	Angels101 course
4.00pm – 9.00pm	<p>Showcase</p> <p>Introduction – over the last 10 years we have run (x) of investment evenings with (x) companies presenting and raised (x) dollars. We have had (x) exits – a short presentation from 2-3 tonight. This isn't just about taking your money. There is a return on your investment. Requires focus!</p> <p>Three tiers:</p> <ul style="list-style-type: none"> • Seed. Up to 3 ventures. • First formal round of funding. Up to 3 ventures. • Last raise with a clear exit path. Up to 4 ventures. <p>Each section introduced by an experienced angel investor who will talk about the investment opportunity, the return profile, valuations and potential acquirers.</p>
Thursday 2 Nov	Celebrating the first decade – Horizon 1
8.00am	Registration opens
8.45am	<p>AANZ Chair's welcome</p> <p>Marcel van den Assum (Angel Association Chairman)</p>
9.00am	Ministerial address
9.30am	Where it began and where we are now - New Zealand Angeling
9.50am	<p>Key Note session – what we can be proud of and what's next</p> <p>In this context setting session two of our stalwart investors will share memories of getting started – what was their vision and what inspired them, their challenges and what we need to do in the next decade to ensure value is delivered. We will explore why our environment looked as it did 10 years ago, how far we've come and how we build on what we've created and set the vision for the next 10 years. There will be NO lecturing!!</p>
10.30am	Morning tea
11.00am	<p>Two of our most successful experienced founders share their stories</p> <p>Illustrating the vision of our key note commentators, we talk to two of our most successful founders and explore what motivated them, the role angels played (or didn't), where and how they raised money and dig into their perspective on how you build value and where they see their venture and themselves in 10 years time.</p>

11.45am	<p>Two of our newer angel-backed founders share their stories</p> <p>In this session we will focus on the journey of founders and companies we know angels have been involved with intimately from the beginning. We will explore what's worked and what hasn't worked so well as far as the angel's role is concerned, how they've gained traction with a specific focus the deals they have done to get to today, starting with getting into Lightning Lab, finding the right mentor and the role of the term sheet, through to securing funding and securing customers.</p>
12.30pm	<p>Lunch - showcase company's CEOs attend</p> <p>Table topic – best and worst deal experiences you've had as an angel Over lunch delegates are encouraged to share their war stories based on deal experiences</p>
	<p>How do we generate the outcomes we all seek – Horizons 2 and 3</p>
2.00pm	<p>Addressing the fear</p> <p>Justin Milano (Good Startups, San Francisco, USA) 30 minute with 15 mins of questions</p> <p>In this session we explore the role of fear in helping us to get where we want to end up. Justin is a veteran of Silicon Valley and worked with angels and entrepreneurs to use cutting edge psychology and neuroscience, including emotional intelligence skills to help entrepreneurs and angels create break-throughs and unlock potential. This session is about locking in the skills and insights required to ensure desired outcomes are achieved.</p>
2.45pm	<p>Capital strategy and acquirer considerations</p> <p>Ron Wiessman (Band of Angels, San Francisco, US)</p> <p>In this 30 minute presentation we get a dose of reality exploring the things we should be afraid of, such as how critical the role of capital strategy is and how tough it can be to source and entice an acquirer. Ron will share the data and science to help us deal with the fear of the unknown with intelligence and insights about acquirer and IPO multiples.</p> <p>In a follow up discussion Marcel van den Assum (Angel Association Chairman) will then draw out some of the points Ron has made, putting them in a NZ context and engaging the audience.</p>
3.30pm	<p>Afternoon tea</p>
4.00pm	<p>Building exit value – corporate acquisition and investment</p> <p>In this session we explore precisely what it means to build value for corporate acquirers and investors. What does "building strategic value" imply for product development, customer acquisition and revenue generation and what can undermine that value? What deals were done? Where and how did they nearly go wrong?</p>
4.45pm	<p>Managing your portfolio for returns</p> <p>3x 20 minute presentations – SCIF presentation and two of our most experienced angels</p> <p>This session provides tips and tricks for portfolio management, reinforcing that a portfolio is more than 5 investments, that you need at least 20 ventures, that it's an 8-10 year endeavour, that you will be super engaged with some companies and less engaged with others and how important it is to know when to turn things off</p>
5.30pm	<p>To Mudbrick Winery for drinks and dinner</p>

7.00pm	Conference Dinner
11.00pm	Ferry back to Auckland for those not staying on the island
12.00pm	Evening ends
Friday 4 Nov	The platform and vision for the future
9.00am	Awards Presentation of Arch Angel Award Presentation of two inaugural awards <ul style="list-style-type: none"> • Contribution to the industry • Lead angel and best venture award – celebrating a great angel/founder collaboration
9.20am	Key Note – The future of active investment management Sam Stubbs (Simplicity Kiwisaver and Fund Management) In this 30 minute presentation Sam Stubbs will talk about the future for high growth, high value ventures. The days of simply maintaining a business and paying dividends are over. The pressure for genuine growth and value creation will become increasingly acute as New Zealand moves from a capital-starved to a capital-rich environment. Sam explores this in the context of growing his own startup.
9.45am	Government's Role - identifying the right policy levers
10.30am	Morning tea
11.00am	The role of NZ corporate venture
12.00pm	Brace yourself – the future is coming faster than you think
12.45pm	Conference wrap up Marcel van Assum (Angel Association Chairman)
1.00pm – 3.00pm	Lunch and conference concludes Please feel free to settle in for a leisurely lunch and some more fine Waiheke Island wine

AANZ reserves the right to amend the programme at any time/