



DRAFT PROGRAMME

Eleventh Annual New Zealand Angel Summit Marlborough Vintners – Blenheim

31 October - 2 November 2018

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

"I thought the summit 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.

Diversity... making a difference and delivering outcomes!!

Last year we celebrated a decade of angel investing in New Zealand. And it was terrific to have that line up with some impressive success for angel backed companies with PowerbyProxi selling to Apple, Publons selling to Clarivate and ImeasureU selling to Oxford Metrics. Last year was also record year for 'dollars into deals' with a 26% increase on the previous year's investment at \$86m.

We are genuinely creating value for New Zealand and New Zealanders. At this year's summit we will focus on amping up that value through the power of diversity. Why and how does a more feminine approach, both as founders and investors, add value? What values do different ethnicities bring to angel backed ventures to increase the prospect of success? Why is it important we include millennials in our ventures?

It's all about making a difference - diversity and inclusion delivers higher value outcomes.

The Summit is being held at Marlborough Vintners, 10 minutes drive from Blenheim and in amongst the vineyards. We deliberately choose smaller intimate venues to ensure we create the right atmosphere for relaxed and rewarding conversations. Our last three summits have sold out as we prioritise places for those 'doing deals'.

On the first morning we set the context for the two days by reviewing the year and have a session on the values that drive angel investors and how these impact on success. In the afternoon we apply these insights to the more practical aspects of angel investment with sessions on the new industry standard term sheet, how to ensure alignment with follow-on funding sources and dig into the government's plans to support our endeavours, particularly with respect to tax reform. On Friday morning we focus on our own heroes and hear first-hand from some of our founders and investors who getting real traction offshore. All of this will be shot through with input from successful women and millennials in our community and deep engagement with Maori and our Asian investor migrant community.

PROGRAMME

Wednesday 31 Oct	Runway
10.00am – 11.30am	Workshop 1 The fundamentals
11.30am – 11.45am	15 minute break
11.45am – 1.15pm	Workshop 2 Governance for Growth
1.15pm – 2.15pm	Lunch break
2.15pm – 3.45pm	Workshop 3 Capital strategy
3.45am – 4.00pm	15 minute break
4.00pm – 5.30pm	Workshop 4 Scaling sales and team
5.45pm	Buses to Wither Hills for dinner
Thursday 1 Nov	Defining our purpose and values
8.00am	Registration opens
8.45am	AANZ Chair's welcome John O'Hara (Angel Association Chairman)
9.00am	Taking New Zealand to the world Sean Simpson (Lanzatech) Sean has a tremendous depth of experience and belief in New Zealanders' ability to change the world. He will talk to us about lessons learned as he led a team taking Lanzatech to the world.
9.30am	Our Values In this session Summit Suse Reynolds (AANZ Executive Director) interviews Janine Manning (Crimson Consulting Ice Angels Investor Director) Nelson Wang (Zino Ventures) Jack McQuire (Ice Angels) In this "context-setting" session, and with reference to the AANZ Code of Conduct, experienced angels discuss the values required to make early stage high growth investment a success. From a values perspective, what inspires them, what they look for in the ventures they support and the founders they back. What is the compass that guides their investment decisions and how they operate as they drive for success?

10.15am	Morning tea
10.45am	<p>The soft stuff is the hard stuff – what values matter most</p> <p>Randy Komisar (Kleiner Perkins Advisor, Silicon Valley, USA)</p> <p>Back for a repeat performance, and drawing on the book he was inspired to write after attending the 2017 summit, “Straight Talk for Startups”, we are delighted to have Randy share some of the most important rules for beating the odds. Drawing on over 30 years of experience Randy will share a Silicon Valley insider’s practical tips on what he’s learned to look for in founders, building and managing effective boards and achieving liquidity. People are at the heart of all these things. Among other things, Anand and Randy will explore what values and approaches work best in managing self-awareness, managing conflict and aligning expectations.</p> <p>Interviewed by Anand Reddy (PWC, Partner)</p>
11.45am	<p>Diversity and value creation – the investor’s perspective with founder insights</p> <p>This year’s summit theme challenges us to think about the role diversity plays in delivering outcomes. US based Wendee Wolfson sets the scene drawing on her experience with women led funds. Wendee will then lead a discussion with Australian and Singaporean VCs and two NZ founders to talk about how they see the unique perspective they bring impacting on success, including their approach to delivering value for customers and how they scale and see returns being generated.</p> <p>Wendee Wolfson (Next Wave Impact Fund) John Henderson/Emily Close (Airtree) – Australian VC Funds Jeffrey Pain (Golden Gate Ventures) – Singapore VC Funds Sharndre Kushor (Crimson Consulting) – Founder Marissa Warren (Elevacao)</p>
12.30pm	<p>Lunch</p> <p>Table topic – how do you hold your angel investments Over lunch delegates are encouraged to share how they hold their investments – trust, company, own right? Avid to provide a one-pager table with pros and cons??</p>
	Applying our purpose and values
2.00pm	<p>The NZ Funding Landscape Update - NZ Angels, VC activity, Family Offices activity</p> <p>Deb Hall (Zino Advisory Board) – Colin McKinnon (NZVCA) – Peter Huljich (Christopher & Banks)</p> <p>Deb will provide a quick review of angel investment in the last 18 months as our industry continues to grow with record investment 2017 and the number of networks and early stage funds continuing to grow. Colin McKinnon provides insights on VC activity in NZ. Peter Huljich provides FO insights</p> <p>Summit sponsor Chris West (FNZC, Managing Director) provides financial markets context</p>
2.45pm	<p>Term Sheets – the new template – with reference to the role of context</p> <p>AANZ Expert Partner, Bruno Bordignon (Avid Legal) will set the stage for this session with a 15 minute introduction exploring the role of the term sheet in angel backed ventures, and the critical role that context plays in negotiating terms</p> <p>Summit MC Robbie Paul (Ice Angels CEO) will facilitate a discussion with Bruno and Lee Bagshaw (Simmonds Stewart) and Dana McKenzie (Ice Angels) to share their experience and insight about the role of the term sheet in setting the groundwork for success and role of context.</p>

3.30pm	Afternoon tea
4.00pm	<p>The metrics that matter – what do we track to ensure traction?</p> <p>In this session we explore precisely what it means to build value for corporate acquirers and investors. What metrics mean the most and what does this imply for product development, customer acquisition and revenue generation and what can undermine that value? And fundamentally how to make the business successful. When it comes to sales and marketing where do you focus execution to generate value in the business.</p> <p>John O'Hara (Angel Association Chairman) and Owen Scott (Concentrate)</p>
4.45pm	<p>The Startup Ecosystem – designing it to zing!!</p> <p>A discussion led by Marcel van den Assum (AngelHQ, former AANZ Chair) who will be joined by Vic Crone (Callaghan Innovation CEO), Dylan Lawrence (NZTE) and Richard Dellabarca (NZVIF CEO) and Will Charles (Uniservices CEO)</p> <p>The findings of the 2018 Global Startup Genome survey laid out the critical role a sense of community and shared sense of purpose plays in the success of a startup ecosystem. One of the most compelling proof points of a startup ecosystem's success is the generation of \$100m exits. This year former AANZ Chair and Arch Angel recipient, Marcel van den Assum, has been leading cross-government work to accelerate the success of New Zealand's ecosystem. In this session he shares where this work has landed and in discussion with NZTE, Callaghan Innovation and NZVIF outlining the part their organisations are playing and how and where angel investment contributes. They will talk about a shared vision for NZ's future, what our unique points of difference are, which sectors NZ is honing in on and how tactical initiatives like grants, R&D tax credits and international investment attraction contribute to delivering on this vision.</p>
5.30pm	<p>To Omaka Aviation Museum for drinks and dinner</p> <p>Hon David Parker (Minister of Economic Development) to deliver brief address</p>
7.00pm	Conference Dinner
11.00pm	Buses back to Blenheim – evening ends
Friday 2 Nov	Our purpose and values in action
9.00am	<p>Awards</p> <p>Presentation of Arch Angel Award</p> <p>Presentation of two inaugural awards</p> <ul style="list-style-type: none"> • Kotahitanga - contribution to the industry • Puwaitanga - lead angel and best venture award
9.20am	<p>Launching into the US – Lessons we learned</p> <p>Most of our ventures still look to North America to scale. Mike Carden did just that with Sonar6, an HR SaaS company he founded in 2006 and in 2012 sold to NASDAQ listed Cornerstone OnDemand. He will explore when to move, some of the pithy practical things you need to sort before you move/when you move, how to build the right networks, which team members should be American, in covering the exit he will walk us through the process including use of US lawyers, investment bankers, terms, earn outs, telling the team etc</p> <p>Mike Carden (ex Sonar6) Linda Jenkinson involvement</p> <p>10 minutes for Q&A facilitated by Robbie Paul (MC)</p>

10.00am	<p>Wooring and working with corporate strategic investors – where and how angel backed ventures create value</p> <p>In this session we will explore with two iconic NZ listed entities - Z Energy and TradeMe, what motivated their investment in angel backed Flick Energy and Sharesies. We will dig into how the relationships formed and the key considerations and discussions that took place when it was agreed investment made sense for both parties.</p> <p>Fady Mishriki (Ice Angels), Lindis Jones (Z Energy), Jon Macdonald (TradeMe CEO) Moderator Marcel van den Assum (Chair, Flick Energy)</p>
10.45am	Morning tea
11.15am	<p>More Maori engagement and values in our M.O</p> <p>Guy Royale (Tui Investments), Richard Jones (Poutama Trust) Hemi Rolleston (Callaghan Innovation)</p>
12.00pm	<p>The role of Asia – how and who do we engage with – the world's power base of the future</p> <p>Fire side chat with Jeffrey Pain (Golden Gate Ventures)</p>
12.45pm	<p>Conference wrap up</p> <p>Summit sponsor –Chris West (FNZC, Managing Director) John O'Hara (Angel Association Chairman)</p>
1.00pm – 3.00pm	<p>Lunch and conference concludes</p> <p>Please feel free to settle in for a leisurely lunch and some more fine Marlborough wine</p>

