

Going International..Conference

Building a High Growth Company with
Smart Investment

Optimising Returns for Investors and Entrepreneurs

Case Studies from proven Entrepreneurs

Investing to create Global Success

Business without Boundaries

SMART ways of raising Finance

The Venture Academy®

Keynote Speakers include:

Bill Liao

Candace Johnson

Keith Willey

Liam Kelly

Thursday 13th October 2011

The Grain Store at Ballymaloe
Shanagarry, Co. Cork, Ireland


CORKBIC
Driving the creation, growth and financing of
innovative businesses in the south and mid-west of Ireland

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Quality In Everything We Do



RDJ
SOLICITORS
CORK &
GALWAY

 **ENTERPRISE
IRELAND**

Building a High Growth Company with Smart Investment

Thursday 13th October 2011

09:00 – 17:30

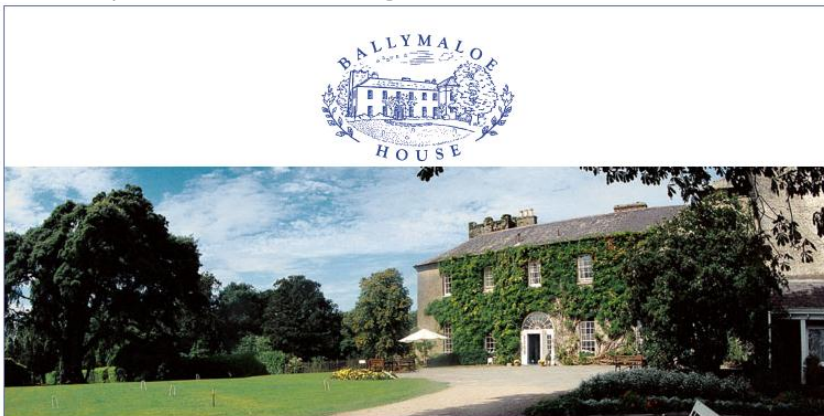
The Grain Store, Ballymaloe, Co. Cork, Ireland

CorkBIC presents a **Going International Conference** on *Building a High Growth Company with Smart Investment* featuring:

- *Smart and Creative ways of Raising Finance*
- *Optimising returns for entrepreneurs and investors through global reach*
- *Entrepreneurs' Experiences from across the globe*
- *Participate in Round Table discussions*
- *Preparing for Exits – grooming, processes, orchestration and closure*
- *Investing to Create Global Success – Not just for Start-ups!*
- *The Venture Academy® – Listen to presentations from some of Ireland's hottest and newest Entrepreneurs – and have your chance to vote on their proposition!*

Venue: The Grain Store at Ballymaloe House, Shanagarry, Co. Cork, Ireland (www.ballymaloe.ie)

Ballymaloe, the renowned Irish country house hotel and restaurant, has been owned and run by the Allen family for over 40 years. Nestled in a 400 acre estate in rural East Cork, Ballymaloe House is 30-35 minutes from Cork International Airport, and minutes from the beach and breathtaking south east coast. Ballymaloe is famous for its outstanding food and accommodation. The Grain Store is the newest addition to Ballymaloe House. It is a 17th century farmyard building that was sensitively converted into an elegant conference venue.



Accommodation: A special rate has been agreed with Ballymaloe House for Conference Guests but there are a limited number of rooms available. Other accommodation is widely available locally. (www.ballymaloe.ie)

Programme Agenda

08:30 Registration

SESSION 1 INVESTING TO CREATE GLOBAL SUCCESS

Session Chair: **Michael O'Connor**, CorkBIC

09:00 Opening of the Conference – **Michael O'Connor**, CorkBIC

09:15 Welcome Address - **Candace Johnson**, Serial Entrepreneur & Investor

09:40 Early Stage Investing – **Keith Willey**, Associate Professor, Entrepreneurship, London Business School

10:05 *Panel Discussion - **How to Internationalise and Build Scale with a mix of VC and Private Equity***

*Chair: **Eoin O'Driscoll**, Chairman, Forfas*

Panellists:

***Ari Huczkowski**, Otaniemi Marketing Finland*

***Candace Johnson**, Serial Entrepreneur & Investor*

***Hermann Sidhu**, Ernst & Young*

10:50 **Julian King**, CMG CVO British Ambassador to Ireland

11:00 Coffee and networking

SESSION 2 BUSINESS WITHOUT BOUNDARIES – RAISING FINANCE

Session Chair: **Charles Garvey**, CEO, Nitrosell

11:15 The Complexity and Huge Gains of Entering New Markets - **Liam Kelly**, Founder & CEO, Nualight

11:40 *Panel Discussion - **Angel Financing Across Countries***

Panelists:

***Jerry O'Brien**, Radisens Diagnostics*

***Asier Rufino**, Business Angels Crecer+, Spain*

***Marcus Spillane**, MS Ventures*

***Des Doyle**, Enterprise Ireland*

12:20 Looking to our Future – **James Whelton**, Disruptive Developments & Coder Dojo

12:35 Lunch and networking

Going International...Conference

Building a High Growth Company with Smart Investment



SESSION 3 BUSINESS WITHOUT BOUNDARIES - MAXIMISING RETURNS ON EXITS

Session Chair: **Paul Hands**, Raman Diagnostics

14:00 Keynote Speaker - **Bill Liao**, Business Coach, Author, Entrepreneur, Philanthropist and Diplomat

14:25 Panel Discussion – Maximising Returns on Exits

Panellists:

Declan Fox, OmniVend Systems

Bill Liao, Business Coach, Author, Entrepreneur, Philanthropist and Diplomat

JJ Kett, VoiceSage

Adrian Wall, Ronan Daly Jermyn

- **How do we fast-track revenue and profitability?** - Addressing the Sales and Marketing gap in entrepreneurial companies (key accounts, channel management and overlapping routes to customer)
- **How do we improve the preparation for Exits?** - What will be bought on the market? Preparation, grooming and strategic alignment
- **How do we better protect and commercialise your IP?** - Smart ways to protect via the business process, patent strategies, brand trademarks and know how
- **The Virtues of patience:** Keeping investors happy during the long dry period before exit

Session 4 The Venture Academy®

During the Venture Academy® 6 Entrepreneurs present their Investment proposal to the audience; a panel of judges will comment on the proposal with some audience participation; then everybody gets to vote for the most investible proposition and team

Session Chair: **Eileen Moloney**, CorkBIC

Judges:

Anne O'Leary, Kinematik

Pat O'Flynn, Solvotrin

Pat Lynch, Compliance and Risks

15:30 6 Emerging Entrepreneurs to present at 10 minute intervals
Names of the Entrepreneurs are in a separate Venture Academy® brochure

17:00 Judges Review and Reception

17:30 The Venture Academy® Awards

18:00 Finish and time for one-to-one meetings

Key participants include:



CANDACE JOHNSON is an international telecommunications expert and entrepreneur, and one of the 50 most powerful businesswomen in Europe. She is co-initiator of SES ASTRA and SES Global, one of the largest satellite systems in the world. She is also the founder and president of Europe Online, the world's first Internet via satellite network and is the founder of the continent's first independent, private trans-border satellite communications company, Teleport Europe-Loral Cyberstar. Candace has played a revolutionary role in European telecommunications. Candace has been honoured for her contributions to advances in telecommunications across Europe and America. She has a Lifetime Achievement Award from the World Communications Awards as well as honours from the Luxembourg and German governments. She holds masters degrees from the Sorbonne and Stanford University and graduated with a bachelors degree from Vassar College.



BILL LIAO, diplomat, investor, entrepreneur, business mentor, speaker, philanthropist and author, co-founded the business social network service XING and is a venture partner at SOS Ventures, a global venture capital firm and investment management firm. Bill is a special diplomatic envoy for St Kitts and Nevis for sustainable development and the environment. He is also the founder of WeForest.org, an international not-for-profit organization combating global warming in the most natural way possible by sustainably and holistically reforesting previously degraded land - the organisation is approaching planting it's millionth tree. Bill is also the Co-Founder of the Coder Dojo movement to assist young people to learn how to program. Bill is dedicated to the vision that business and enterprise, both commercial and social, conducted fairly and with respect for the environment, can and will create a better environment for work, life and the world that we all share. This vision is captured in his book: Stone Soup; a Secret Recipe for Making Something from Nothing.



DR. LIAM KELLY founded Nualight in 2004. His previous commercial LED activities include the establishment of CorkOpt Ltd. in 1994, to develop and manufacture LED-based luminaires for the machine vision industry. CorkOpt was acquired by USA-based StockerYale Inc. in 2000 and Liam continued as Managing Director until 2003. He was also a founder-director of Millimetre Wave Technology Ltd., and of Farran Technology Ltd, an imaging and communications systems manufacturer, until its acquisition by the Smiths Group plc in 2005. Prior to his commercial interests, Liam spent twenty years in various senior roles in University College Cork including Associate Professor of Microelectronics. He has a Ph.D. in Physics from the University of California and is a founding director of Optronics-Ireland and the Irish National Microelectronic Research Centre.



KEITH WILLEY is Adjunct Associate Professor of Strategy and Entrepreneurship at London Business School currently the world's No1 MBA Programme (as voted by the Financial Times). He leads the Managing the Growing Business and New Technology Ventures courses. For more than ten years Keith's work at London Business School has focused on entrepreneurship, venture capital, managing growth, technology ventures and organisation development. He served as Executive Director for the Foundation for Entrepreneurial Management which established the subject as one of the most popular and respected within the School and now has expanded to become the Institute for Innovation & Entrepreneurship. In past years he has led the Masterclasses for Ernst & Young's Entrepreneur of the Year programme and worked with Bertelsmann, EDS, Ericsson and the Young President's Organisation. Currently Keith is responsible for the E100 Angel Investment Club based at the School which has been operating since 1999 and has backed more than 70 ventures. Keith has a degree in Chemical Engineering from Birmingham University and an MBA from London Business School.

Going International...Conference

Building a High Growth Company with Smart Investment



DES DOYLE is manager of Enterprise Ireland's (EI) Growth Capital Dept. with responsibility for EI's engagement with seed and venture capital funds, business angel activity and the introduction of national and international investors to investment opportunities in EI client companies. Previous experience in EI includes management roles in the High Potential Start-Up Division (software companies), the Scaling Division (principally software & life sciences companies) and EI's Food Division. Prior to Enterprise Ireland, Des worked with IDA Ireland on foreign direct investment and small business development and served on a number of IDA's regional small business development Boards. Before joining IDA, Des was a financial manager in the multi-national sector. Des was educated at University College Dublin and Trinity College Dublin and holds a B.Comm, a post-graduate diploma in business strategy and an MSc (Strategic Management).



DECLAN FOX, Serial entrepreneur, technologist, digital marketer and business coach, co-founded Comnitel Technologies in 1999 and as CEO, grew the company from start-up, raising €30M from leading institutional investors. Comnitel later merged with a US Telco, and was acquired by IBM in 2007. Founder of Magellan Partners, a venture & advisory consultancy, with a focus of innovative technology companies across different sectors. Co-Founder and Managing Director of OmniVend since 2005, a revenue and service management company selling various product sets for multiple mobile operators. OmniMedia was set up in 2009 as an innovator in the new wave of Digital Media applications. Declan is also actively involved in mentoring and promoting entrepreneurship for early stage companies, innovation centres and academic institutions.



CHARLES GARVEY was first COO and then CEO of Horizon Technology Group from 1990 to 2003. Horizon started life as a small Apple Computer reseller in Cork with 7 employees and at its peak the group was worth over €1b and employed 720 people. The company completed 13 acquisitions and disposals and in 1999 was listed on the main board of the London and Dublin stock exchange. Horizon was eventually sold to Avnet Inc in 2009. In 2006 Charles became CEO of NitroSell, an eCommerce company focussed on web enabling 'bricks and mortar' retailers. NitroSell's online retailers offer 1.6m products for sale and have over 6.3m registered customers between them. More recently Charles founded Metabolomic Diagnostics Ltd., a biotech spin out from UCC using metabolomic biomarkers to predict pre-eclampsia, a major complication of pregnancy responsible for over 70,000 maternal deaths and over 500,000 infant deaths every year. The project was recently awarded the largest ever Commercialisation Plus grant from Enterprise Ireland.



PAUL HANDS is a successful business graduate and serial entrepreneur with more than 30 years experience in the technology and business sector. Paul has successfully completed funding rounds over the past fifteen years with numerous national and international investment companies and organizations. Paul has founded a number of technology companies in Ireland, including QCL (acquired by Calyx in 2003) and QUMAS, a global leader in delivering enterprise compliance solutions to Life Science companies and financial institutions (Irish Technology Company of the Year 2006), and after serving as CEO from its foundation he assumed the position of chairman in 2006. 2011 sees Paul as the business promoter of a number of high potential startup ventures focused on World Class University based innovation projects. He is an active board member of the Chamber of Commerce in Cork and a member of the recently established Cork Entrepreneurship Steering Group.



ARI HUCZKOWSKI is CEO at Otaniemi Marketing Ltd - the international marketing and area development company of Otaniemi area in Espoo, in greater Helsinki area, Finland. Otaniemi is the heart of Finnish hi-tech with Helsinki University of Technology (TKK) campus, World HQ of Nokia, Kone, Fortum and Neste Oil. Prior to joining Otaniemi Marketing, Ari was Dealflow manager at Northern Europe's biggest business incubator Technopolis Ventures Ltd. Here he carried out first evaluations of new clients, channel to incubator signings and also served as coach to more than 20 start-ups. Ari holds an M.Sc in Business Administration & Economics University of Vaasa and MBA from Stockholm University School of Business.

Going International...Conference

Building a High Growth Company with Smart Investment



JULIAN KING, Ambassador to Ireland since September 2009, joined the Foreign Office in 1985. After a number of jobs in London he went to study at the Ecole Nationale d'Administration in Paris in 1987. He subsequently joined the British Embassy in Paris, as Private Secretary to the Ambassador (Sir Ewen Ferguson) from 1989-90. In 1991-2 he worked on European Common Foreign and Security Policy, based in Luxembourg, From 1993-95 he worked in London on European Defence and NATO issues. From 1995-98 Julian worked as Private Secretary to the Head of the UK Diplomatic Service, the Permanent Under-Secretary of State. In 1998 he joined the UK Representation to the EU in Brussels focussing on the EU enlargement negotiations which he followed to their successful conclusion at the end of 2002. From 2003-4 Julian served as Counsellor and Head of Chancery at the UK Mission to the UN in New York, covering UN Security Council business in the period after the Iraq War. In 2004 he returned to Brussels as the UK Representative to the EU Political and Security Committee, with the personal rank of Ambassador, covering CFSP and European Defence issues. From 2008-9 Julian moved to the European Commission in Brussels, on secondment, to head the office of the British Commissioner with responsibility for representing the EU27 on international trade matters, including negotiations on the WTO Doha round. He was appointed Commander of the Royal Victorian Order in 2011, following the historic first State Visit to Ireland of HM The Queen.



JAMES J. KETT is Chief Executive of VoiceSage, a global leading provider of Enterprise driven customer communications, hosted in the cloud. VoiceSage has won an Innovation Award from Telco 2.0 and two awards from Frost & Sullivan in 2011. JJ Kett was a founder of KineMatik (a research management software platform), Agrilink (North South agri/food body), the Cork Cancer Research Centre and Cork University Foundation. He is a former President of the Agricultural Science Association, and founding Chairman of the Directors of Development in all Irish Universities. He is the founder of the University College Cork Entrepreneurship Programme and former Director General of the Cork University Foundation (raised IR£65m for the university in Ireland and the US). In 1998 Oxford Philanthropic ranked Cork University Foundation as the most dynamic, best managed, most vibrant, efficient and cost effective University fundraising operation in Ireland and the UK.



PAT LYNCH is a Cork based Entrepreneur and business owner. Pat founded Microtech Cleanroom Services in 1998. He previously worked as finance director / controller for the Irish operations of US multinationals Seagate Technology and Summit Technology. He is currently Director of Compliance & Risks and Omnivend. He also holds the roles of CEO of Cork based YouGetitBack Ltd and Founder and CEO of Stock Market Training Ltd.



MICHAEL O'CONNOR is CEO of CORKBIC, a venture consultancy specialising in high technology or innovative projects usually involving international growth. Previous experience was manufacturing and sales start-ups with Raychem Corporation before co-founding Intepro, a venture capital backed Irish IT start-up. Responsible for strategy and sales and marketing in the European start-up and led the US market entry with several rounds of international venture capital before divesting to a Swiss multinational. He graduated in Engineering from Cambridge, is a Chartered Engineer and holds an MBA from London Business School specialising in strategy and in International Finance from The Wharton School, University of Pennsylvania. He is currently a Board Member of Cork Chamber and it@cork.

Going International...Conference

Building a High Growth Company with Smart Investment



JERRY O'BRIEN has 17 years consumer electronics and semiconductor industry experience, having held senior commercial and product development roles in various start-up and early phase high tech companies competing across Far East, US and European markets. Jerry is currently CEO of Radisens Diagnostics, a medical diagnostics start-up, is a convergence of medical diagnostics and consumer electronics using disruptive patent pending technology to deliver on the significant market and clinical need for decentralising diagnostics into point of care settings such as doctor's offices, outpatient and emergency room departments. Recently Radisens raised €1.1m in investment. The investment comprises of a €500k investment by the Bank of Ireland MedTech Accelerator Fund with the remainder of the funds provided by Enterprise Ireland, and private angel investors sourced by the company. Jerry has a B.E. ('94) and M.Eng.Sc ('99) from University College Cork and an MBA ('03) from Smurfit Business School, Dublin.



EIOIN O'DRISCOLL is Chairman of the Board of Forfás and is also on the board of a number of private software and telecommunications companies. A former Senior Vice President of Lucent Technologies, Eoin is now the Chairman of enet and of SWS SouthWestern. He is a director of Ion Equity, the Irish Times, & IBEC's National Executive Council. Eoin is a former President of the American Chamber of Commerce in Ireland and a founding board member of Science Foundation Ireland. In 2004, Eoin chaired the Enterprise Strategy Review Group at the request of the then Tánaiste and Minister for Enterprise, Trade and Employment. In July 2004 the group published a strategic plan for enterprise in Ireland entitled '*Ahead of the Curve - Ireland's place in the global economy*'.



PAT O'FLYNN, CEO of Solvotrin, is an entrepreneur with over fifteen years experience ranging from operational management to strategic leadership roles. He has successfully built businesses from inception and has a proven track record in the Pharmachem and related industries. He has managed successful joint-ventures most notably with Dutch Utility Company AVR (2001) to form AVR-Safeway Ltd and subsequently sold it to International Utility Company Veolia (2008). Pat was a finalist in the 2008 Ernst and Young Entrepreneur of the Year Award and a principal in the OFactum Group and is CEO of Solvotrin Therapeutics Ltd. Pat holds academic qualifications in engineering, business management and corporate finance. His latest venture is Solvotrin Therapeutics Ltd is a privately held pharmaceutical company with a platform technology for making successful drugs better and protecting them with Chemical IP.



ANNE O'LEARY started CADCO Ltd in 1990. CADCO became Autodesk Distributor for Ireland in Sept. 1990 and N.Ireland in 1993. In 1995 Anne added Documentum to CADCO's portfolio of products and services, achieving Signature Partner Status in 1996. CADCO continued to develop with 3 office locations Cork, Manchester and Belfast and 52 employees. CADCO received the Cork Chamber of Commerce Company of the year award (SME) in 2003. CADCO's business was sold in 2009 to Computer2000 part of the Techdata Group which is the largest IT distributor of hardware and software products worldwide. Anne became Executive Chairman of Kinematik in Jan 2010. a software development company based in New Jersey USA and Cork, which specialised in engineering software solutions in heavily regulated industries e.g. Life Sciences, Pharmaceuticals, R&D and government. Anne is a chartered Civil Engineer.



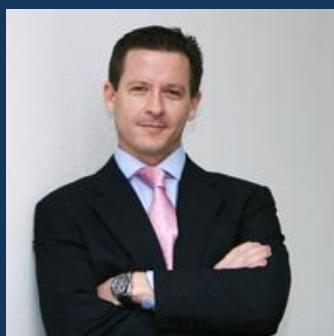
ASIER RUFINO worked as a management consultant for Accenture and BNP Paribas. He has participated in high profile projects for both SMEs and blue chip organizations such as Thomson Reuters, BNP Paribas and Eli Lilly. More recently Asier has focused on entrepreneurship and innovation by providing business development, strategy and coaching services to start-ups and SMEs. Asier is currently working with the Basque Institute of Competitiveness (Orkestra) in their platform Crecer+. Asier is the Director of the Emprendedores Crecer+, program which is aimed at helping local high growth technology companies to internationalise and the Business Angels Crecer + where he is one of the founders of the network and is part of the Executive Committee. He also coaches new ventures in the Executive MBA of the Deusto Business School. Asier holds an MBA from London Business School / Sloan MIT and has a Bachelor Degree in Business Administration from the Basque Country University in Spain.

Going International...Conference

Building a High Growth Company with Smart Investment



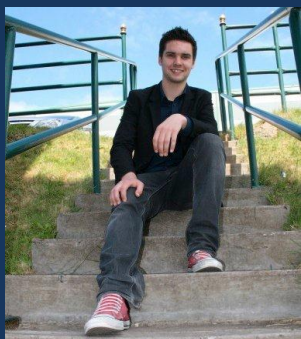
HERMANN SIDHU, a Partner with Ernst and Young in Ireland, has over ten years of experience serving technology clients in Europe, US and Asia-Pacific. Currently, based in Dublin he serves the Irish and European operations of some of the largest US multinational technology clients. Hermann has particular expertise in the area of US GAAP reporting, as well as the complex internal controls requirements of Section 404 of the Sarbanes Oxley Act. Prior to relocating to Dublin in August 2011, Hermann was based in Tokyo serving US and Japanese listed technology clients throughout the Asia-Pacific geography. Hermann has hands on experience in assisting client's transition operations and finance functions in emerged and emerging economies such as China, India, Vietnam and Malaysia. Originally, from the US, Hermann has also worked with start-up technology clients in Silicon Valley and Washington DC including advising on successful IPO's and M&A transactions. Hermann graduated from University of Florida with both a Bachelor of Finance and Accounting degree and a Masters in Accounting.



MARCUS SPILLANE qualified as a chartered accountant with Deloitte in Cork before moving to New York and into their Mergers & Acquisitions group. In 2002 he left Deloitte, returning to Ireland to start Mercier Private Equity, an investment vehicle, aimed at providing capital to owner-managed and family-owned businesses. Marcus has worked with several families on succession related matters and has also lectured and been published on the topic. In 2007, as well as co-founding Capstone Intelligent Solutions (a unified communications business) Marcus led the acquisition of the UK based McArdle Group, a large family owned heavy civil engineering business. He was Group Finance Director for three years and remains a shareholder and board director. In March 2011 Marcus raised a seed round of funding from Irish Investors, moved to New York and co-founded Deal Events Inc. a new entrant into the group-buying sector. The site is due to go live in October 2011.



ADRIAN WALL is a partner in Ronan Daly Jermyn's Corporate Department. He advises on all forms of corporate transactions and commercial agreements, as well as on company law. Adrian has extensive experience in mergers and acquisitions work. He also frequently advises on investment projects and has represented numerous companies raising investment as well as venture capital and private investors. Prior to joining RDJ, Adrian worked as a senior associate at a leading Dublin firm and also worked at Australia's largest law firm. Adrian holds a BCL Degree from University College Cork and a Certified Diploma in Accounting and Finance (CDipAF) from the ACCA. Representative work that Adrian has recently been involved includes the following; acting for Populis (Europe's leading digital media company) on its recent acquisition of Mokono (Germany's largest blog network), representing Nualight on its recent acquisition of Lumotech, a Dutch lighting technology company and the sale of Firecomms, first ever sale of an Irish high growth company to a Chinese buyer.



JAMES WHELTON, Entrepreneur, Developer and Social Media Connoisseur, lives and breathes for technology, business and problem solving. James is experienced in all areas of IT, from computer hacking to iOS development to Social Platform data parsing and analysis. James Whelton started his first company, Disruptive Developments, and first charity, Coder Dojo, while in 6th year prior to his leaving cert. Disruptive Developments is based in Cork and currently has 3 employees. The company develops Sociero, a Social Media Monitoring and Analytical Platform. James raised seed capital just after his mocks. Coder Dojo runs free coding sessions across Ireland, teaching youths to code in locations like Google and the NSC. James has appeared in Wired, TechCrunch, Engadget, SF Chronicle and more for hacking and has created several viral content"

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Background to the Conference

The development of this International Finance Conference has stemmed from numerous successful events that CorkBIC has organised events including:

- **Going International Conference** (Sophia-Antipolis, France, Nov 2009) – Organised in conjunction with Sophia Business Angels this event focussed on the Internationalisation of Investment and companies
- **The Venture Academy**® (Cork, Nov 2010) – This was an opportunity for Entrepreneurs to receive coaching on investor readiness from Seasoned Entrepreneurs.
- **The Entrepreneur Experience**® (Garryvoe, Apr 2011) – This pinnacle event was a unique opportunity for Emerging Entrepreneurs to gain exclusive access and coaching from some of Ireland's most successful Entrepreneurs over 24 hours (Covered live by George Lee, The Business RTE Radio 1).

About CorkBIC

CorkBIC is a private-sector led organisation, in its 23rd year, specifically set up to identify and build knowledge intensive companies based on promising technology and capable innovative people. It plays a hands-on role helping entrepreneurs navigate the minefield of raising finance, sorting out business propositions, arranging agreements with shareholders and investors, and, perhaps most important of all, finding customers.

Every year, CorkBIC identifies, selects and develops 12 - 15 higher potential start-ups or expansions. At any one time, there are 40 or 50 projects in the pipeline. 85% of start-ups engaging in this integrated process survive after five years, far outstripping the international survival average of 50%. Over the past 20+ years CorkBIC has worked with over 200 start-ups, many of whom come back and re-engage.

CorkBIC is part of a network of 200+ BICs throughout Europe, The European Business & Innovation Centre Network (EBN). EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence.



Pictured at the Launch of the Entrepreneur Hall of Fame® Frank Ryan, Enterprise Ireland; Michael O'Connor, CorkBIC and Paul Hands Raman Diagnostics

About the Business Angel Partnership

The Business Angel Partnership (BAP) is a joint initiative between Enterprise Ireland, InterTrade Ireland and the Irish Business Innovation Centres (BICs). The BAP operates on a regional basis, providing a matching service for private investors (Business Angels) and pre-screened investment opportunities in start-up, early stage and developing businesses. CorkBIC manages the BAP in the Midwest and Southwest region of Ireland.

Since its inception, 4 years ago, the BAP has continued to grow, recently finalising its 75th seed capital deal, raising over €28million in investment for Entrepreneurs in all types of Industries. €11m was sourced from private equity business angels registered with the BAP. The deal sizes ranged from €30k to €1.2m and the average angel investment was €200,000 per deal. This year the Irish BICs plan to complete 25 seed capital deals with a rapidly increasing component of cross border and international business angel and seed capital investment.

Cost for the EVENT

The Cost to attend the full day of Going International Conference is as follows:

€195 (Early bird rate until 16th September 2011)

€250

Payment can be made by cheque, credit card or bank transfer.

Please contact Fionnuala Wall, CorkBIC on 021 2307005 or 021 2307014 or fwall@corkbic.com

For the most up to date information on the Conference go to www.corkbic.com

For more information please contact:

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