

DAY 3  
22 NOVEMBER, WEDNESDAY 2023  
WBAF BUSINESS SCHOOL

Hall 2

# WBAF BUSINESS SCHOOL PROGRAM OVERVIEW

## World Congress of Angel Investors 2023

WEDNESDAY

**22 November**

**Durban ICC**  
International Convention Center  
South Africa

### Exclusive Masterclass 1

2023 World Congress,  
Durban ICC  
International Convention Center

22 November 2023, Wednesday

**10am - 11.15am**

Unlocking Fundraising Strategies  
from startup to scaling up and  
achieving a successful exit

WEDNESDAY

**22 November**

**Durban ICC**  
International Convention Center  
South Africa

### Exclusive Masterclass 2

2023 World Congress,  
Durban ICC  
International Convention Center

22 November 2023, Wednesday

**11.15am - 12.30pm**

Navigating Tax and Regulatory  
Hurdles for Successful Startup  
Exits by Investors

WEDNESDAY

**22 November**

**Durban ICC**  
International Convention Center  
South Africa

### Exclusive Masterclass 3

2023 World Congress,  
Durban ICC  
International Convention Center

22 November 2023, Wednesday

**1.30pm - 2.45pm**

Innovation Mastery: Leading  
Digital Excellence for Executives

### Exclusive Masterclass 4

2023 World Congress,  
Durban ICC  
International Convention Center

22 November 2023, Wednesday

**2.45pm - 4pm**

Charting the Course of AI-Human  
Symbiosis: Strategic Perspectives  
for Contemporary  
Investors and Visionaries



### Faculty Members

Dr. Sindhu Bhaskar

Kuntal Dave

Prof. Dr. Ingrid Vasiliu-Feltes

Wassim Jarkas

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# Exclusive Masterclass

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10am - 11.15am

## Unlocking Fundraising Strategies from startup to scaling up and achieving a successful exit

In the dynamic landscape of entrepreneurship, securing the necessary capital to fuel a startup's growth and eventual exit is a complex yet vital endeavor. "Unlocking Fundraising Strategies from Startup to Scaling Up and Achieving a Successful Exit" is a masterclass designed to equip entrepreneurs and business leaders with the knowledge and tools required to navigate the intricacies of fundraising throughout their company's lifecycle.

This masterclass delves into the multifaceted world of fundraising, beginning with the inception of a startup and continuing through the critical phases of scaling up and achieving a successful exit. It explores an array of funding options, including bootstrapping, angel investment, venture capital, and IPOs, offering insights into the advantages and disadvantages of each. Participants will gain a profound understanding of how to craft compelling business narratives, pitch decks, and financial projections to attract potential investors and secure the capital needed for growth.

A core focus of this masterclass is on the intricacies of venture capital, examining the process of attracting VC firms and negotiating term sheets. Furthermore, the masterclass emphasizes the importance of developing sustainable financial models and operational strategies for achieving both short-term and long-term success. Participants will learn about effective due diligence processes, investor relations, and exit strategies, including mergers and acquisitions and initial public offerings.

Upon completing this masterclass, participants will be equipped with the knowledge and skills to:

- Navigate the entire spectrum of fundraising, from startup inception to a successful exit.
- Craft persuasive business narratives and pitch materials to attract potential investors.
- Understand the dynamics of venture capital and successfully negotiate term sheets.
- Develop sustainable financial models and operational strategies for growth.
- Implement effective investor relations and due diligence practices.
- Strategically plan and execute exit strategies, including mergers, acquisitions, and IPOs.

“Unlocking Fundraising Strategies from Startup to Scaling Up and Achieving a Successful Exit” provides aspiring and established entrepreneurs with the essential tools to raise capital effectively, accelerate business growth, and ultimately realize their exit strategies. This masterclass empowers individuals to turn their innovative ideas into thriving, market-leading companies.

### **Dr. Sindhu Bhaskar**

Dr. Sindhu Bhaskar is the Chairman and CEO of EST Group. EST Global Inc., is an enterprise based in the MIT ecosystem, incorporated and operating from Cambridge Innovation Center, MIT, USA. Dr. Sindhu has worked his career to global leadership in transforming the financial ecosystem through digital evolution, fintech revolution, and financial inclusion. He is now leading an initiative to impact a majority of the world’s population in the rural and farming sector, with an initial beginning in India.

Dr. Sindhu, a New Age Technology Evangelist, is on a mission to create the new development mantra wherein the driving engine is the digital composite banking. Financial inclusion shall shore up the country’s economy and growth-quotient. EST vision is to make banking as intuitive as unlocking your phone with your fingerprint. This vision is possible through unleashing the potential of emerging technology, understanding countries’ problems, investing in alliances and partners to complement the ecosystem.

Dr. Sindhu is a strong proponent of digital development banking, digital asset services, AI, IoT and Machine Learning. He is making all facilities interact with the classical banking principles to create the new development mantra.

Dr. Sindhu is leading a global initiative to enable a program that is unified, secure, sovereign banking solution that is seamless and enables financial freedom. With 3 decades of niche experience, Dr. Sindhu is a firm believer in Innovation-driven entrepreneurship. He is a thought leader in the banking and financial services sector and has been a progress-seeking banker.

Dr. Sindhu has brought together over 30 partners in this conglomerate of ventures and a market presence in 17 countries across the globe, EST Group is firmly set towards the goal of borderless banking. The bank shall become the engine of growth and financial inclusion. Dr. Sindhu remains a committed champion of great ideas especially with the focus on socio-economic development using fintech. He has an extensive network of accredited Investors and Venture Capitalists. Business-relationships & proven execution capabilities, make him a trusted advisor and valued resource to investors.

He is a global speaker at various technology forums and platforms. He loves poems. His anthology of English poems has been published in the World Poet series. Dr. Sindhu authored books on banking and is also a visiting faculty at different management institutes and banks.

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# Exclusive Masterclass

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11.15am - 12.30pm

## Navigating Tax and Regulatory Hurdles for Successful Startup Exits by Investors

In today's tumultuous, uncertain, and economically challenging global landscape, the startup sector stands out as a beacon of hope. Across all jurisdictions, there has been an unprecedented surge in successful startups. The total number of unicorns has doubled from 452 to 900 in just the last three years. Investments in startups are now taking a prominent place in the portfolios of various investors, including Angel Investors, VCs, SPACs, PEs, and more. However, the journey of a successful startup, especially the exit process, is fraught with numerous tax and regulatory challenges.

Against this backdrop, our masterclass aims to provide a comprehensive overview of key concepts, tax regulations, and real-world case studies that can greatly benefit and interest stakeholders.

Who should attend:

- Angel Investors
- Fund Managers
- Accelerators & Incubators
- General Partners and Limited Partners of Funds
- VC Investors
- Advisors involved in Fundraising
- Advisors involved in M&A transactions
- Startup Founders

### **Kuntal Dave**

Experienced Chartered Accountant with a demonstrated history of working across many industries with specialisation in the financial services industry. Skilled in Tax, International Tax, Due Diligence, Tax Advisory, and Mergers & Acquisitions (cross border and domestic).

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# Exclusive Masterclass

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1.30pm - 2.45pm

## Innovation Mastery: Leading Digital Excellence for Executives

Enhance your expertise in executive digital strategy through a specialized masterclass in innovation leadership. This tailored program is designed for forward-thinking leaders who are at the helm of digital innovation strategies, empowering them to seize opportunities in emerging and cutting-edge technology landscapes. You'll explore effective techniques for driving transformative innovation, equipping you to guide your organization toward success in the face of digital disruption. You'll also learn how to design and implement state-of-the-art innovation frameworks, strategic roadmaps for digital innovation, and pioneering business models that are uniquely suited to a rapidly evolving global business environment.

This masterclass is ideally suited for CEOs, directors, investors, and entrepreneurs, enabling you to harness the potential of emerging and cutting-edge technologies. By embracing innovation in this era of 'phygital' integration, you can position your business as a leader and thrive in the digital frontier.

In this masterclass, participants from various backgrounds will benefit in the following ways:

For CEOs:

Strengthen your ability to formulate and execute innovative strategies that harness the power of digital advancements, promoting business growth and resilience.

Enhance your leadership skills to effectively guide digitally agile, cross-functional teams and instill a culture of innovation, leading to greater adaptability in the face of evolving market dynamics.

For Entrepreneurs:

Develop a deeper understanding of identifying disruptive trends and the potential of emerging and cutting-edge technologies, enabling the creation of innovative products, services, and business models.

Learn how to navigate the challenges involved in scaling digital ventures, from securing funding to managing digital innovation risks and optimizing operational efficiency.

For Investors:

Deepen your knowledge of emerging and cutting-edge technology landscapes, empowering you to make well-informed investment decisions in startups, scaleups, and other technology-driven ventures.

Acquire new skills for the thorough assessment of digital innovation initiatives' risks and growth potential, effectively mitigating the challenges associated with rapid technological changes.

### **Prof. Dr. Ingrid Vasiliu-Feltes**

She is a healthcare executive, futurist and globalist who is highly dedicated to digital and ethics advocacy. She is a Forbes Business Council member, digital strategist, passionate educator and entrepreneurship ecosystem builder, known as an expert speaker, board advisor and consultant. Throughout her career she has received numerous global recognitions and awards for excellence in research, teaching, entrepreneurship or leadership. Additionally, she serves as an Expert Advisor to the EU Blockchain Observatory Forum, and was appointed to the Board of Advisors for several organizations.

During her academic tenure she taught several courses within the Medical School, as well as the combined MD/PhD and MD/MPH programs. Throughout her career, Dr. Vasiliu-Feltes held several leadership positions and is a member of numerous prestigious professional organizations. She holds several certifications, such as Bioethics from Harvard, Artificial Intelligence and Business Strategy from MIT Sloan, Blockchain Technology and Business Innovation from MIT Sloan, Finance from Harvard Business School, Negotiation from Harvard Law School, Innovation and Entrepreneurship from Stanford Graduate School of Business, Certified Professional in Healthcare Risk Management, Fellow of the American College of Healthcare Executives, Patient Safety Officer by the International Board Federation of Safety Managers, Master Black Belt in Lean and Six Sigma Management, Professional in Healthcare Quality by the National Association of Healthcare Quality, Manager for Quality and Organizational Excellence, by the American Society for Quality, and Certified Risk Management Professional by the American Society for Healthcare Risk Management. Dr. Vasiliu-Feltes is CEO of Softhread Inc., the Founder and CEO of The Science, Entrepreneurship and Investments Institute, Founder & CEO of Revexpo Consulting and currently serving as a Country Director for WBAF USA, Senator of WBAF, Faculty Member of the WBAF Business School- Division of Entrepreneurship, and teaching the Executive MBA Business Technology Course at the UM Business School. She is also acting as the Chief Innovation Officer for Government Blockchain Association. Most recently she served as President of Detect Genomix, Chief Quality and Safety Officer Chief and Innovation Officer for Mednax, Chief Quality and Safety Officer and Chief of Compliance for the University of Miami UHealth System. Additionally, Dr. Vasiliu-Feltes is an Honorary Advisory Board Member of several companies, entrepreneurship incubators or accelerators, as well as an Editorial Board Member for several international publications, an author, keynote speaker and TV/ Media partner.

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# Exclusive Masterclass

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2.45pm - 4pm

## **Charting the Course of AI-Human Symbiosis: Strategic Perspectives for Contemporary Investors and Visionaries**

Explore the forefront of workforce evolution through a specialized masterclass delving into the fusion of Artificial Intelligence (AI) and human singularity. This tailor-made program caters to forward-thinking leaders, investors, and innovators who are driving the incorporation of digital ingenuity into their organizational frameworks. Participants will traverse the dynamic interplay between automation, data-driven decision-making, emerging technologies, and the enduring human element, empowering them to pioneer transformative strategies in the midst of the digital renaissance. They will learn how to design and implement innovative frameworks, comprehensive digital innovation roadmaps, and cutting-edge business models that are customized for a global, ever-changing business landscape.

This masterclass serves as an invaluable opportunity for CEOs, directors, investors, entrepreneurs, and those on the brink of digital transformation to immerse themselves in the potential and challenges of AI-human symbiosis. As we approach a 'phygital' reality, the ability to harness the synergy between human insight and AI becomes the linchpin for organizational resilience and growth.

Here's how participants from diverse backgrounds will benefit:

For CEOs:

Enhance their strategic foresight to cultivate AI-human collaborative frameworks, promoting organizational agility and sustained growth in the face of digital disruption.

Refine their leadership skills to guide digitally proficient, cross-functional teams, fostering a culture of innovation and adaptability.



For Entrepreneurs:

Deepen their understanding of disruptive tech trends and the convergence of AI and human capabilities, enabling them to create innovative products, services, and business models.

Navigate the complexities of scaling digital ventures, from securing funding to mitigating risks associated with digital innovation.

For Investors:

Expand their knowledge of the emerging tech landscape, enabling informed investment decisions in startups and technology-driven ventures that are at the forefront of AI-human integration.

Develop expertise in evaluating digital innovation initiatives and effectively navigating the challenges associated with rapid technological advancements.

### **Wassim Jarkas**

A visionary in the realm of telecommunications and digital innovation, Wassim embodies the intersection of technology and global connectivity with the entrepreneurial mindset. Being a member of esteemed tech and telecom councils, his insights have been instrumental in driving the digital transformation narrative forward. His work, synonymous with excellence in 4G, 5G and Blockchain technologies, has earned him global recognition and accolades, fortifying his position as a thought leader and a catalyst for change in the digital sphere.

Wassim's academic pursuits are as vast as his professional endeavors. He has nurtured minds in prestigious institutions across the globe, imparting knowledge on telecommunications, blockchain and the broader spectrum of digital innovation. His academic legacy is enriched by his continuous exploration of futuristic tech paradigms including blockchain, tokenization, and the endless possibilities of AI technologies.

Throughout his illustrious career, Wassim has held pivotal positions in leading telecom and tech corporations, steering them towards uncharted territories of innovation and success. His certifications from revered institutions in Technology and Innovation Management, coupled with his hands-on experience in the field, have equipped him with a unique blend of knowledge and practical expertise. He is a revered member of various professional bodies, contributing to the discourse on tech-driven solutions for modern-day challenges. While at the helm of several tech-centric initiatives, driving the narrative of digital transformation and financial independence through tech entrepreneurship, he sits on the board of several Tech start-ups and academic institutions and is a fervent advocate for financial literacy and independence, channeling his expertise towards creating platforms that empower individuals and organizations to thrive in a digital economy. His roles as a board advisor, consultant, and speaker have seen him contribute to a plethora of tech forums, publications, and policy-shaping discussions globally.

Wassim is currently spearheading iBLOCKCHAIN, a pioneering venture aimed at building a future where blockchain's inherent qualities fuel innovation, accountability, and excellence across diverse sectors. He is also the Chapter lead for Government Blockchain Association (GBA) in Bahrain. His engagement with the World Business Angels Investment Forum (WBAF) as a senator for Bahrain aligns with his vision to foster a culture of innovation, entrepreneurship, and continuous learning, as the world navigates the intricate web of digital transformation.