



# Cluster ACT – Webinar Agenda

## *Ready to Invest and Investment Readiness Program*

### **Ready to Cruising**

*Trends, technologies and market insight*

**For investors** (English)

**WED 29 GEN 2020**

### **The role and importance of Angel Investor and Venture Capital for SME**

**For SMEs** (English)

**THU 30 GEN 2020**

### **The investment process and the selection of business opportunities**

**For SMEs** (English)

**WED 05 FEB 2020**

### **Ready to Nautical Activities**

*Trends, technologies and market insight*

**For investors** (English)

**WED 19 FEB 2020**

### **The Intellectual Property Rights**

**For investors SMEs** (English)

**THU 20 FEB 2020**

### **Ready to Ports and Marinas**

*Trends, technologies and market insight*

**For investors** (English)

**WED 04 MAR 2020**

### **How should I pitch?**

**Companies pitch presentation insight**

**For SMEs** (English)

**THU 05 MAR 2020**

### **The deal structuring**

**For investors SMEs**

**TUE 17 MAR 2020**

*Spanish Arabic*

**WED 18 MAR 2020**

*Greek Croatian*

**THU 19 MAR 2020**

*Italian*

### **Legal and fiscal organization**

**For SMEs**

**TUE 07 APR 2020**

*Spanish Arabic*

**WED 08 APR 2020**

*Greek Croatian*

**THU 09 APR 2020**

*Italian*

### **Exit Management – overview on exit strategies for enterprises**

*Case studies from the MED*

**For SMEs** (English)

**WED 10 JUN 2020**



**clusterACT**

[www.clusteract.eu](http://www.clusteract.eu)

# Cluster ACT Webinar

## Ready to Invest and Investment Readiness Program



### Ready to Cruising

*Trends, technologies and market insight*

**For investors** (English)

**WED 29 JANUARY 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)**

Registration link <https://register.gotowebinar.com/register/181551764095161867>

Cruise industry is rapidly growing all over the world driven by a global demand that is still increasing and meeting diversified customer needs. The webinar will overview current point of view of both the shipowner and the service provider about the market. In the webinar the insight will cover different phases of the cruise lifecycle starting from the coordination in design, building and finishing of the ship and moving forward to market request in terms of customer needs coping with services offered, technologies developments and regulatory needs.

**Carnival Corporation & Plc** – is world leading player in the cruising sector, operating ships with diversified range of services and segments

The webinar is organized in the framework of the Cluster ACT project, funded by the EASME EMFF and tailored to support investments in the maritime sector in the Mediterranean.

# Cluster ACT Webinar

## Ready to Invest and Investment Readiness Program



### The role and importance of Angel Investor and Venture Capital for SME For SMEs (English)

**THU 30 JANUARY 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)**

Registration link <https://attendee.gotowebinar.com/register/9019917709857137164>

One of the major challenge confronting SMEs (which make up for 98% of enterprises in Europe) is getting access to financial resources, particularly at their seed, start-up, and growth phases – not least as they are often considered as a high risk investment, with potentially low returns which only materialize in the medium to long term. The webinar will highlight how it is important to explain the different criteria that any entrepreneur or start-upper or his company need to have in order to get funds from Business Angels and Venture Capital players.

**Paolo Anselmo** – Associazione IBAN, Italian Business Angel Networks. Executive Professional, Accredited Innovation Manager, SMEs Business Coach & Advisor

**Giovanni Fusaro** - Ufficio Studi e Ricerche AIFI, Italian Association Private Equity, Venture Capital e Private Debt. LUIC Cattaneo University, Contract Professor of Economics and Management and Financing of Enterprises

The webinar is organized in the framework of the Cluster ACT project, funded by the EASME EMFF and tailored to support investments in the maritime sector in the Mediterranean.

# Cluster ACT Webinar

## Ready to Invest and Investment Readiness Program



### The investment process and the selection of the business opportunities For SMEs (English)

**WED 05 FEBRUARY 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)**

Registration link <https://attendee.gotowebinar.com/register/4169272630357282571>

The webinar will cover several items, with particular focus on risk capital investment activity: the investors operational strategy and methodology, how investors evaluate a business proposal and the steps of the investment process with the aim of offering in-depth insights about their best practices. A specific focus will be provided on SMEs toolkit to present the business idea to investors: business plan & financials figures, business model canvas, executive summary form and elevator pitch. Finally, the webinar will give useful recommendations to structure a deal, to manage a negotiation process, to understand the importance of exit routes and exit checklist.

**Andrea Odille Bosio** – Associazione IBAN, Italian Business Angel Networks. Ph.D. student at LIUC University Cattaneo, currently researching the field of Corporate Finance

**Giovanni Fusaro** - Ufficio Studi e Ricerche AIFI, Italian Association Private Equity, Venture Capital and Private Debt. LIUC University Cattaneo, Contract Professor of Economics, Management and Financial Management of enterprises

The webinar is organized in the framework of the Cluster ACT project, funded by the EASME EMFF and tailored to support investments in the maritime sector in the Mediterranean.