



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



Arab Academy

For Science, Technology and Maritime Transport

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.



Co-funded by the European Maritime and Fisheries Fund



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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

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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

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