



Day 1 – 13 February 2020

Venue: [Hotel Dawliz Rabat](#)

09:00 - 09:30 Welcoming & Program Overview

09:30 - 10:30 Brief presentation Mentors & Startups

10:30 - 12:00 Workshop#1: Optimizing Product Market Fit

By

- **Bill** Magill, Professor of Entrepreneurship at INSEAD, Founder The Interprize Group

12:00 - 14:00 Lunch Break & Networking

14:00 - 15:30 Workshop#2: Value Creation and Pricing: The Big Picture

- **Anouar** El Hajji, Founder and CEO of Veylinx

15:30 - 16:00 Coffee Break & Networking

16:00 - 17:30 Workshop#3: Lead generation & Growth Hacking

- **Hassan** Aanbar, Founder Bright Leads Media
 - **Aissam** Ouaza, Expert Growth and Business Development
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Day 2 – 14 February 2020 | 09:00 – 12:30

Venue: [Hotel Dawliz Rabat](#)

For Startups

For Business Angel by MedAngels Network

9:00 - 09:30	Welcoming & Program Overview	9:00 - 09:15	Welcoming & Introductions
9:30 - 10:30	Workshop#4 Investment deep-dive: Business Plan <ul style="list-style-type: none"> ▪ Thameur Hemdane, CEO Afrikwity & Vice-president Bridging Angels 	9:15 - 09:45	Panel#1 Startups Ecosystem in Morocco: Opportunities and challenges from the angel investor's view
10:30 - 11:30	Workshop#5 Investment deep-dive: Valuation <ul style="list-style-type: none"> ▪ Alain Pujol, Managing Partner at APHC Consulting 	09:45 - 10:25	Angel Investment landscape – Egypt, Spain, Tunisia, Portugal
11:30 - 12:30	Workshop#6 Investment deep-dive: Termsheet <ul style="list-style-type: none"> ▪ Omar El Hyani, Investment Director at MITC Capital (Maroc Numeric Fund) 	10:25 - 10:40	Coffee Break
		10:40 - 10:50	Med Angels - 2020 Planned highlights
		10:50 - 11:30	Panel#2 Mediterranean collaboration for more investment in early stage startups Representatives of various angel networks
		11:30 - 12:30	Workshop: Investment deep-dive: Valuation



Day 2 – 14 February 2020 | 12:30 – 18:30

Venue: [Hotel Dawliz Rabat](#)

12:30 - 14:30 Lunch Break & Networking

14:30 - 16:00 Mentor Session#1: One-on-one with mentors and Investment experts

16:00 - 16:30 Coffee Break

16:30 - 18:00 Mentor Session#2: One-on-one with mentors and Investment experts

18:30 - 21:00 Networking Diner

Saturday 15 February 2020 | Venue : [Bibliothèque Nationale du Maroc](#)

8:30 – 10:00 Registration | Coffee, Tea and Speed Networking

10:00 – 10:30 Welcoming and Opening Ceremony

10:30 – 11:20 Panel#1: Innovation Shaping Africa

- Hicham Serghini, Directeur Général Caisse Centrale de Garantie (CCG)-
- Harry Tomi Davies, President African Business Angel Network
- Mohamed Salah Frad, General Manager of United Gulf Financial Services - North Africa
- Bill Magill, Founder The Intreprize Group
- Philip Kiracofe, CEO Startupbootcamp

Moderated by

- Khalil Jai Hokimi, Serial entrepreneur

11:20 – 12:10 Panel#2: Lessons from investors

- Marta-Patricia Aparicio y Montesinos, Principal Investor at Orqa FPV
- Rui Falcao, Founder and Gatekeeper at REDangels SGPS
- Thierno Sakho, Project Officer DER, International Fundraiser
- Prasanth Kumar, Director-MEST Consultancy, MEST Africa
- Loay El-Shawarby, Serial angel investor and cofounder of the Mediterranean Business Angel Investment Network

Moderated by

- Omar El Hyani, Investment Director at MITC Capital (Maroc Numeric Fund)

12:10 – 13:00 Panel#3: Agri-tech Next

- Ndeye Thiaw, Co-founder and managing partner at Brightmore Capital,
- Mariétou Diouf, CEO & Founder ETOUNATURE
- Khalil Azzouzi, Partner-Associé, Azur Partners-Azur Innovation Management
- Faïssal Sehbaoui, Managing Director & Business Developer, AgriEdge

Moderated by

- Mouhsine Lakhdisi, Partner & CTO AGRIDATA Consulting

13:10 – 14:30 Lunch Break & Networking

14:30 – 15:20 Panel#4: Lessons from Buyers

- Douja Gharbi, CEO & Co-Founder RedSart Tunisie
- Zakaria Talbi, Head of Innovation, R&D at Crédit Agricole du Maroc
- Zaid Hasnaoui-Amri, CFO Safran Aircraft Engines Services Morocco
- Béchir Tourki, CTO & Co-founder at Yuso Fleet

Moderated by

- Zouheir Lakhdisi, CEO at Dial Technologies
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15:20 – 16:10 **Panel#5: Fintech Next**

- Amal Callies Kammoun, Head of France @Remitly
- Rachid Oulad Akdim PAX FRANCE - HEAD OF AFRICA
- Ghassane El Machrafi Chairman chez inwi money
- Amine Smahi, Managing Director of J2S Conseil and Business Angel

Moderated by

- Thameur Hemdane, CEO Afrikwity & Vice-president Bridging Angels

16:10 – 17:00 **Panel#6: Lessons from Startups**

- Kamel Haddar, Founder & CEO at CasbahTech
- Marzban Cooper, Promotion of growth-oriented MSMEs and start-ups project at GIZ (TAM III)
- Fabrizio Porrino, SVP Global Public Affairs Facilitylive

Moderated by

- Khalil El Kouhen, Consultant Stratégie

17:00 – 17:30 Coffee Break

17:30 – 19:00 Startup Competition, Award Ceremony
