



**BORSA
İSTANBUL**

Berkeley
UNIVERSITY OF CALIFORNIA

“Building Bridges through Entrepreneurship: Turkey’s Rise as a Startup Nation in Regional and Global Perspectives” Conference

October 23, 2014, Raffles Hotel Istanbul - Zorlu Center



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A Glimpse at the Past

In the course of the last 10 years, Turkey’s economic leap forward has widened the gap between it and its neighbors. In addition to more than tripling its GDP, Turkey has alleviated poverty, spawned a propertied middle class and a vibrant private sector, instituted a more elaborate social safety net, diversified its economy, and transformed itself into the primary exporter of goods and services in the region.

In contrast, most of the other countries of the Middle East have perpetuated and even exacerbated their structural economic flaws. The resulting institutionalization of state dominated, frequently rent-dependent, inefficient, and uncompetitive economies has proved inimical to the ability of a large proportion of Middle Easterners, especially the youth who constitute the bulk of the population, to fulfill their rights to employment, housing, marriage, and family formation.

In the meantime, the persistent inability on the part of all Middle Eastern countries, including the hitherto star economic performer Turkey, to successfully address the endemic problem of youth un- and under employment has stood in sharp contrast to their ability to increase the literacy rates and educational levels of their populations. Indeed, in an ironic twist of events, according to statistics put out by the regimes themselves, unemployment among youth with college and university degrees tends frequently to be higher than among those with lower levels of educational attainment.

Entrepreneurship, Innovation, and Collaboration: Wave of the Future?

To address the above issues, Borsa İstanbul has teamed up with the University of California Berkeley Program on Entrepreneurship and Development in the Middle East to organize an intensive one day conference in Istanbul on October 23, 2014. The conference is predicated on the notion that the promotion of entrepreneurship and innovation is the indispensable key to sustainable growth, unemployment alleviation, state sector contraction, attraction of investment, and productivity enhancement. That is why Turkey and a number of other regional states have already embraced the objective of transforming themselves into world class entrepreneurship and innovation hubs.

The roughly 30 conference participants will be composed of prominent Turkish, American, and Middle Eastern entrepreneurs, investors and academicians. They will scrutinize and analyze the common trends impacting entrepreneurship in their respective countries, and what regional countries can learn from each other’s successes and failures in promoting innovation and entrepreneurship. They will also examine the extent to which prevailing conditions in various Middle Eastern countries deviate from the ideal “Silicon Valley Model” and what should be done to reduce the gap?

Some of the issues that will be explored include the status of civilian research and development spending, the number of startups, protection of intellectual property rights, laws and regulations governing bankruptcy, attraction of venture capital, cultural attitudes towards failure, existence of innovation clusters, ease of starting businesses, availability and accessibility of mentors and role models, as well as the number of patents registered. Special attention will also be paid to how and why Istanbul is succeeding in becoming one of the region’s foremost entrepreneurial hotspots, and the role that the city’s intensely diverse and cosmopolitan nature has played in fostering the creative tensions and free intellectual exchanges that are paramount for unleashing technical creativity.

The conference will also explore the mechanisms for building and strengthening bridges between successful American, Turkish, and Middle Eastern entrepreneurs and their aspiring counterparts throughout the region.

PROGRAM

8:00 – 9:00	Registration
	Opening Remarks
09:00 – 09:10	Dr. İbrahim M. Turhan, Chairman and CEO, Borsa İstanbul
09:10 – 09:20	Prof. Robert M. Price, Associate Vice Chancellor for Research, UC Berkeley
09:20 – 09:30	Prof. Dariush Zahedi, Director, Program on Entrepreneurship and Development, UC Berkeley
09:30 – 10:00	Deputy Prime Minister H.E. Ali Babacan
10:00 – 10:30	Coffee Break
10:30 – 11:20	Session I: Unleashing Entrepreneurship in the Middle East: Common Trends Impacting Entrepreneurs Moderator: Allen Collinsworth, President and Founder, Fara Group
	Working Within Limited Legal and Regulatory Frameworks Stephan Chambers, Director of MBA Program and Chairman of the Skoll Centre for Social Entrepreneurship, Saïd Business School, University of Oxford
	Bridging the EastWest Divide: Cultural and Educational Differences Gregory LaBlanc, Lecturer, Haas School of Business, UC Berkeley
	Access to Venture Capital and Capital Markets Selçuk Yorgancıoğlu, Partner and Regional Head of Turkey and Central Asia, The Abraaj Group
11:20 – 11: 40	Keynote Address #1: Turkey as a Regional Hub for Entrepreneurship and Innovation
	Glenn Hutchins, Co-Founder, Silver Lake Partners
11:40 – 12:45	Session II: Turkey’s Assets for Entrepreneurship Moderator: Harry Kreisler, Executive Director, Institute of International Studies, UC Berkeley
	Solid Financial System and Entrepreneurial Banking Ümit Leblebici, CEO, TEB
	Entrepreneur-friendly Legal Environment and Regulatory Outlook Ali Arslan, Director General of Financial Sector Relations & Exchange, The Undersecretariat of Treasury of Turkish Republic
	Perspective of International Investors Yavuz Kaynar, Principal Banker, EBRD
	Driving Factors for Innovation Tamer Özmen, CEO, Microsoft Turkey
12:45 – 14:15	LUNCH
14:15 – 14:35	Special Speaker: Rupert Keeley, CEO, PayPal
14:35 – 15:40	Session III: Success Models of Entrepreneurship-Friendly Economic Zones: From Silicon Valley to Istanbul and Beyond Moderator: Prof. Dariush Zahedi, Director, Program on Entrepreneurship and Development, UC Berkeley
	Silicon Valley Experience Ossama Hassanein, Chairman, TechWadi
	Ingredients of Becoming a Venture Capital Hub Prof. AnnaLee Saxenian, Dean, UC Berkeley’s School of Information
	Technology Incubators Bülent Hiçsönmez, CEO, Google Turkey
	Beyond Physical Structures, Towards Network Capital Dr. Mete Çakmakcı, Secretary General, TTGV (Technology Development Foundation of Turkey)
15:40 – 16:00	Coffee Break
16:00 – 17:05	Session IV: Turkey as a Startup Nation: Ideals and Realities Perspectives on Turkey’s Strengths and Shortcomings to Become a Venture Capital Hub Moderator: Pinar Eczacıbaşı, Managing Partner, GP Trust
	International Investors Barış Aksoy, Former CEO of Intel Capital Turkey and MENA Region, Founder and Managing Partner of 37 Ventures
	Experience of a Successful Local Entrepreneur: The Role of Women Prof. Aytül Erçil, Founder, Vistek ISRA Vision
	Access to Finance: Experience of European Investment Fund Jose Romano, Regional Director, European Investment Fund
	The Legal Environment Dr. İlhan Yılmaz, Partner, Yılmaz&Ciner Law Firm
17:05 – 17:45	Session V: Case Studies of Turkey’s Entrepreneurial Success
17:05 – 17:25	Fatih İşbecer, Founder, Pozitron (Monitise)
17:25 – 17:45	Bülent Çelebi, Founder and Chairman, AirTies
17:45 – 18:05	Keynote Address #2: “İ-GANDHI: Promoting Innovation by Being the High Tech Agent of Change You wish to See in the World”
	Kamran Elahian, Global Venture Capitalist, Entrepreneur Without Borders and World Philanthropist

The conference language is English. There will be simultaneous translation into Turkish.

OPENING REMARKS



Mr. Ali Babacan, Deputy Prime Minister

Ali Babacan was born in Ankara in 1967. He graduated first in the Class of 1985 from the TED Ankara High School.

In 1989, he received a Bachelor of Science Degree (BS) in Industrial Engineering from the Middle East Technical University in Ankara, where he ranked first among the graduates of that year.

In 1990, he was awarded a Fulbright Scholarship and attended the Kellogg School of Management at Northwestern University in Evanston, Illinois, where he received his Master of Business Administration (MBA) in Marketing, Organizational Behavior and International Business in 1992.

From 1992 to 1994, he worked at a Chicago-based company providing financial consulting services to top executives of major banks in the United States. Subsequently, he returned to Ankara to run his family business from 1994 until 2002.

In 2001, he became a Founding Member and Board Member of the Justice and Development Party (AK Parti), a position which he still retains.

In November 2002, he was elected to Parliament and appointed as the Minister of Treasury, a cabinet position he retained until August 2007.

In addition to his tenure as Minister of Treasury, in June 2005, Mr. Babacan was appointed as the first Chief Negotiator for Turkey's accession negotiations with the European Union.

Between August 2007-May 2009, he served as the Minister of Foreign Affairs of the Republic of Turkey. He has been serving as the Deputy Prime Minister for Economic and Financial Affairs since May 2009. He is also a member of National Security Council. Mr. Babacan is married with three children.



Dr. İbrahim M. Turhan, Chairman & CEO, Borsa İstanbul

Chairman & CEO Borsa İstanbul
President, Federation of Euro-Asian Stock Exchanges (FEAS)
Member, World Federation of Exchanges (WFE) Board of Directors

Mr. İbrahim M. Turhan, born in 1968 in Izmir-Turkey, graduated from Lycée de Galatasaray İstanbul (Galatasaray High School). In 1987, he entered Boğaziçi University, Faculty of Economics and Administrative Sciences, Department of Management. After successfully achieving his undergraduate degree, he joined the Institute for Banking and Insurance Studies at the Marmara University in İstanbul, as research and teaching assistant, where he pursued his graduate studies in financial economics. He received his MA degree in International Banking in 1995 and his Ph.D. degree from the same university in 2001.

Mr. Turhan lectured at various universities in İstanbul. He has many articles on financial economics, macroeconomics, and political economy published in periodicals in Turkish and English. He served as Managing Editor and Editor in Chief in sectoral journals published on banking, finance and finance technologies. On April 1st 2004, Mr. Turhan was elected as Board Member by the General Assembly of the Central Bank of Turkey. Mr. Turhan was elected as member of the Monetary Policy Committee by the Board on June 7th, 2006. He was appointed as Deputy Governor on May 8th 2008. He also served as a member of the Advisory Board of the Contemporary Turkish Studies Chair at the London School of Economics and Political Science (LSE) European Institute until the end of 2011.

Mr. Turhan is a member of the Leaders' Circle as well as the Advisory Board of the Global Economic Symposium organized by the Kiel Institute for the World Economy.

Mr. Turhan was appointed as the Chairman and CEO Borsa İstanbul on January 1, 2012.



Prof. Robert M. Price, Associate Vice Chancellor for Research, UC Berkeley

Robert M. Price is Associate Vice Chancellor for Research and Professor of Political Science at the University of California, Berkeley. A native of Brooklyn, New York, in 1963 he undertook his graduate work in political science at UC Berkeley, where he received M.A. and Ph.D. degrees. He joined the Berkeley faculty in the Department of Political Science in 1970, and served as Department Chair from 1996 through 2001.

Professor Price's research and teaching interests include comparative politics and African affairs, with a special emphasis on the politics of contemporary South Africa. He is author of *Society and Bureaucracy in Contemporary Ghana* (Berkeley: University of California Press, 1975), *U.S. Foreign Policy toward Sub-Saharan Africa: National Interest and Global Strategy* (Berkeley: Institute of International Studies, 1979), *The Apartheid Regime: Political Power and Racial Domination* (co-editor, Berkeley: Institute of International Studies Publications, 1980), and *The Apartheid State in Crisis* (New York: Oxford University Press, 1991), as well as a variety of journal articles and book chapters dealing with the new African state, U.S. foreign policy towards Africa, and political change in South Africa. Among latter is "Race and Reconciliation in the New South Africa", *Politics and Society*, V. 25, No. 2.

The *Apartheid State in Crisis* (1991) explores the political dynamics that produced South Africa's negotiated transition away from minority racial rule. Focusing on the movement for black liberation, the policies of the apartheid state, and the international environment, the process whereby the foundations of white rule were fundamentally eroded is revealed. The dynamic interactions of government reform, black insurrection, and international sanctions are shown to have profoundly altered South Africa's political process during the decade of the 1980s, weakening the white-controlled state and leaving the government with only one viable option: to negotiate the future of the state with advocates of majority rule (Oxford University Press, 1991).



Prof. Dariush Zahedi, Director, Program on Entrepreneurship and Development, UC Berkeley

Dariush Zahedi is the founder and director of the Berkeley Program on Entrepreneurship and Development in the Middle East. Since 2001, he has taught a diverse array of Middle East related courses for the Departments of Political Science, Political Economy, and Peace and Conflict Studies as well as the Boalt Hall School of Law at UC Berkeley. He has published two books on Iran, and his articles have appeared in the *New York Times*, *Los Angeles Times*, *Foreign Affairs*, *Foreign Policy*, *International Journal of Middle East Studies*,

Harvard Middle Eastern and Islamic Review, and *Middle East Policy*, among others. His knowledge of the political economy and business milieu of the Middle East and North Africa, however, is not purely academic. He has worked for a Kuwaiti investment bank in Dubai and Iran's largest private mining corporation. In his capacity as an analyst for the investment bank, he travelled widely throughout the region, and became intimately familiar with various sectors of the region's economies as well as impediments to equitable growth and democratization.

KEYNOTE AND SPECIAL SPEAKERS



Glenn Hutchins, Co-Founder, Silver Lake Partners

Glenn Hutchins is a co-founder of Silver Lake. He is chairman of the board of SunGard Data Systems, Inc. as well as a director of both AT&T and NASDAQ OMX. He is a director of the Federal Reserve Bank of New York and vice chairman of The Brookings Institution. Mr. Hutchins is a director of the Harvard Management Company, which is responsible for the Harvard University endowment, and co-chairman of the University's capital campaign. He is an owner and member of the Executive Committee of the Boston Celtics basketball team. He is also a board member of the Center for American Progress,

the New York-Presbyterian Hospital and the Economics Club of New York as well as a Fellow of the American Academy of Arts and Sciences. Previously, Mr. Hutchins served President Clinton in both the transition and the White House as a special advisor on economic and health-care policy. Mr. Hutchins holds an A.B. from Harvard College, an M.B.A. from Harvard Business School, and a J.D. from Harvard Law School.

Mr. Hutchins and his wife, Debbie, founded the Hutchins Family Foundation which, among other projects, has supported the Hutchins Center for African and African-American Research at Harvard University, which is chaired by Mr. Hutchins; the Hutchins Center on Fiscal and Monetary Policy at The Brookings Institution; and the Chronic Fatigue Initiative, which conducts basic research into the cause of chronic fatigue syndrome.

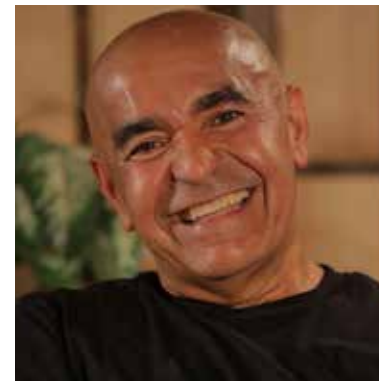


Rupert Keeley, CEO, PayPal

Rupert Keeley is the General Manager for PayPal's businesses in Europe, Middle East & Africa (EMEA), a Senior Vice President of eBay Inc. and CEO of the PayPal Luxembourg bank. Based in Luxembourg, Rupert has responsibility for leading the development of PayPal's business across the region to capitalize on the rapid growth in commerce conducted over the Internet, mobile channels and increasingly in the offline world.

With 30 years of banking and payments experience, Rupert was formerly Visa Inc's group executive and president of the Asia Pacific and CEMEA regions and a Section 16 Officer of the company. In his 11-year career with Visa, he has held a number of management roles including president of Asia Pacific and global head of strategy and corporate development. Prior to joining Visa in 1999, Rupert held a number of senior management positions with Standard Chartered plc based in London, Singapore and the Middle East. He started his career at Girobank plc in London.

He holds an MBA in Marketing from the City University Business School, London and a B.Sc. (Hons) in Management Sciences from the University of Manchester, England.



Kamran Elahian, Global Venture Capitalist, Entrepreneur Without Borders and World Philanthropist

Born in Tehran, Iran, Mr. Elahian immigrated to the U.S. in 1972. He received his BS in computer science, BS in mathematics and ME in computer graphics from the University of Utah by the age of 22. In addition, Mr. Elahian studied Integrated Circuit (chip) design at Stanford University's Honors Program while working as a design automation software engineer at Hewlett Packard (HP). As an entrepreneur, Mr. Elahian co-founded ten companies, three of them failed

(e.g. Momenta), six of them produced a total market cap of over \$8B (e.g. Cirrus Logic). As a VC, Mr. Elahian co-founded Global Catalyst Partners with investments in the U.S., Japan, China, India and Israel. Underlying Mr. Elahian's global vision is the conviction that modern Information and Communication Technologies (ICT) can be instrumental in dissolving barriers between the nations. This vision is reflected in Schools-Online, a nonprofit he co-founded in 1996 to connect the world, one school at a time (6400 schools in 36 countries were provided with computers and access to the Internet) and merged with Relief International in 2003; Global Catalyst Foundation, co-founded in 2000 to improve lives through the effective application of ICT, and UN-GAID, a United Nations global forum that promotes ICT in developing countries where Mr. Elahian served as Co-Chairman (2009-2011). Inspired by the indomitable, peace-loving Mahatma Gandhi, Mr. Elahian has developed his own brand of philanthropy; one that makes the most of modern technological innovations, such as mobile communications and the Internet, to bridge the social and political differences among people which he has coined as iGANDHi.

SPEAKERS



Barış Aksoy, Former CEO of Intel Capital Turkey and MENA Region, Founder and Managing Partner of 37 Ventures

Barış Aksoy is founder and managing partner at 37 Ventures, cross-border technology investment fund. Prior to 37 Ventures, Barış was heading technology investments in Turkey, Middle East and North Africa regions at Intel Capital. Prior to that, Barış was based in Intel Capital – Silicon Valley focused on making and managing global investments in the rapidly-growing Internet and Media segments.

He has been doing technology investments for almost a decade w number of successful exits: OpenFeint (acquired by Gree), Yume (NYSE IPO), Sense Networks (acquired by YellowPages), Kno (acquired by Intel), and DealMates (acquired by iBuy).

Earlier in his career, Barış was an investor at University Venture Fund and was an early employee of Calix (NYSE: CALX), where he held product management and development roles. Barış started and grew the West Coast sales office for Alcatel's semiconductor subsidiary. Barış serves on the Board of Advisors for Crowdstar, Nymgo, and number of other investments.

He also advises Yetizen Accelerator, and actively mentors young entrepreneurs for SeedCamp, Entrepreneurs Roundtable Accelerator, TurkTechNet, StepOne, and entrepreneurship classes at various universities around the world. Also, Barış is a Kauffman Fellow, and holds an MBA from the Wharton School of the University of Pennsylvania and also a BSc in Electrical Engineering from Istanbul Technical University.



Ali Arslan, Director General of Financial Sector Relations & Exchange, The Undersecretariat of Treasury of Turkish Republic

Mr. Ali Arslan was born in 1963 in Adıyaman. He was graduated from Department of Business Administration at the Faculty of Economic and Administrative Sciences in Çukurova University. He studied Business Administration (MBA) for Master's degree at the Cleveland State University in the United States between 1992-1994. He started public service in 1987 as a Junior Treasury and Foreign Trade

Expert at the Undersecretariat of Treasury and Foreign Trade. He worked as expert and department manager in General Directorate of Public Finance, General Directorate of Economic Research and General Directorate of Foreign Capital. Between 2002-2004, he worked as an energy expert in the Republic of Turkey Energy Market Regulatory Authority. He was appointed to the Undersecretariat of Treasury General Directorate of Banking and Foreign Exchange as Head of Department in October 2004. He worked as the Head of the Human Resources Department between January 2005 – May 2010 and as the Director General of Banking and Foreign Exchange between May 2010- November 2011. Since November 2011, he has served as Director General of Financial Sector Relations and Exchange. He is married with three children.



Stephan Chambers, Director of MBA Program and Chairman of the Skoll Centre for Social Entrepreneurship, Saïd Business School, University of Oxford

Stephan Chambers is Director of International Strategy at Oxford University's Saïd Business School and a senior research fellow at Lincoln College. He is also Chairman of the Skoll Centre for Social Entrepreneurship, which he helped to found and sits on the advisory board of Princeton University Press. He was previously Oxford's MBA director and also Executive MBA director and chairman

of IWA Publishing. He began his career in publishing, working at Blackwell Publishers as commissioning editor, new business development director, editorial director, acting chief executive of Blackwell's US company, chairman of the joint venture company NCC Blackwell, and a member of the publishing company's main board. He is married with two daughters.



Allen Collinworth, President and Founder, Fara Group

Allen took an interest in Turkey in the late 1990s on layovers to Kazakhstan for a Eurasian energy security project he led for the New York based EastWest Institute. Recognizing Turkey's geostrategic advantages, he built a consulting practice, Fara Group, catering to US firms operating in and around Turkey. Fara has managed projects in the areas of construction, logistics, natural gas, biomass energy, quick service restaurants, and business television. Fara has also arranged the two largest investor delegations to visit Turkey. Today, Allen's clients and colleagues like to call him "their guy in Turkey". Allen is a

Senior Fellow of the EastWest Institute and an alumnus of the London School of Economics (Msc Economic Geography), the University of Alabama in Birmingham (MBA), and Birmingham-Southern College (BSc Finance).



Dr. Mete Çakmakcı, Secretary General, TTGV (Technology Development Foundation of Turkey)

Dr. Çakmakcı has been the Secretary General of TTGV since 2009. Dr. Çakmakcı represents TTGV in various private equity and venture capital funds and fund of funds. Çakmakcı teaches on technology and innovation management in various major universities. His current interests include program and policy development on innovation, entrepreneurship and research and technology aspects of the industrial policy, regional development in high-tech; growth management,

business strategy development, execution and business development in high-tech companies, particularly start-ups.

Dr. Çakmakcı is a Kauffman Fellow in VC, Class 16. He has a B.S. in Electrical and Electronics Engineering from METU Ankara (1990), a MSc in EE & a Ph.D. with a degree minor in Manufacturing Engineering from Syracuse University, USA (1993 and 1998).



Bülent Çelebi, Founder and Chairman, AirTies

Bülent Çelebi co-founded AirTies in 2004 with the vision of becoming the leader of wireless home media networking products that integrate free, purchased and personal content. After working as an engineer, Çelebi joined National Semiconductor in Hong Kong as the Marketing Director for Asia. Later he returned to the US and became the driving force behind the technology that enabled multifunction printer/fax/scanner devices. Çelebi played an active role in making his company the leader in the 10/100 Mbps Ethernet market. After National Semiconductor, Çelebi served as Vice President & GM at Analog Devices running a successful \$250 million division.

Prior to founding AirTies, he served as the CEO of VC backed Ubicom, a network processor for WLAN applications. Çelebi's success in technical innovations resulted in his recognition as one of the "Top 10 Innovators" by the Red Herring Magazine, a reputable reference in the IT industry.

Bülent Çelebi attended the University of California, Berkeley and studied Electronics and Computer Engineering. He later attended the Stanford/AEA executive program.



Pinar Eczacıbaşı, Managing Partner, GP Trust

Ms. S. Pinar Eczacıbaşı has graduated from the University of New Hampshire-College of Engineering and Physical Sciences. She has completed her MBA degree at the Bosphorous University specialising on Finance. Her masters thesis is on "In depth analysis of the behavior of family-owned enterprises in the development of Turkish Capital Markets through public offerings".

She has started her career at family-owned business, Eczacıbaşı Group of Companies as a marketing officer. She has continued her career at Manufacturers Hanover Trust Company, İstanbul in 1986 and has worked at Tekstil Bank as a Manager in the Correspondent Banking Department between 1988-1992 and as an Assistant General Manager at ING Bank N.V., Barings İstanbul between 1992-1998. Since 1998 she has been working as an independent financial consultant in advising individuals and corporates on wealth and asset management. She is the representative of Schroders Group in Turkey since 2004.

She is presently the President of the Board of Young Professionals' & Entrepreneurs' Association- İstanbul (GYİAD) and the Chairwoman of the Turkish-Belgium Business Council, at DEİK (Foreign Economic Relations Board of Turkey), a member of the Turkish Corporate Governance Association (TKYD) and the founding member of 'The İstanbul Heritage Fund' aiming at to preserve important historical monuments in Turkey.



Prof. Aytül Erçil, Founder, Vistek ISRA Vision

Prof. Erçil is one of the pioneers in Turkey in the areas of computer vision and pattern recognition. She has received a B.S. in Electrical Engineering and a B.S. in Mathematics in 1979 from Boğaziçi University, M.S. and PhD in Applied Math from Brown University, U.S.A in 1980 and 1983 respectively, has worked at General Research Laboratories, U.S.A. as 'senior research scientist' and as 'staff research scientist' for five years. She has been a faculty member at Boğaziçi University in 1988-2001 and has been at Sabancı University since 2001. She is the founding president of Turkish Pattern Analysis and Image Processing Society and is a member of the governing board for International Association of Pattern Recognition. She has been the founding director of BUPAM Pattern Analysis and Machine Vision Laboratory at Boğaziçi University and the founding director of VPALAB at Sabancı University which was selected by the European Union as a 'potential center of excellence'. She was the founder of VISTEK, a technology company specialized in industrial vision, to be included in Deloitte 50 (50 fastest growing high tech companies in Turkey) in 2013, and later to be acquired by ISRA Vision A.G., a German company, which is number 1 in Europe, and number 3 in the world in machine vision industry. She has directed many national (Tubitak, DPT, TIDEB, TTGV) and international projects (Nato, FP4, Eureka, NSF, FP6, Nedo, FP7). Her work has received many awards including 'International Achievement award, Eureka Success story, Endeavor Entrepreneur, 2010 technology award finalist, Veuve Clicquot high impact female entrepreneur of the year award - Turkish representative, First price in Machines and Accessories Production Technologies award, woman scientist of the year award and crystal tree female entrepreneur of the year award. She has 3 patents and over 150 publications in computer vision and pattern recognition areas.



Ossama Hassanein, Chairman, TechWadi

Ossama is the chairman of TechWadi. He is also an entrepreneur, mentor and venture capitalist. In the last 30 years, Ossama has co- managed over \$1B in 12 international technology funds, co-investing in 100 companies in Silicon Valley, Europe, and Canada. Funds invested in early stage, spinouts, and mezzanine. Performance consistently exceeded the Russell 2000, sometimes by 10x. In the last 22 years, he has also acted as chairman or co-founder of nine high technology startups including ACC (acquired by Ericsson), Algety (Corvis), HighDeal (SAP), Highwave (Euronext), NetCentrex (Comverse), nCipher (LSE), Zong (eBay), Echovox in Geneva and BDNA in Silicon Valley. Combined values at exit exceeded \$2.4B. In the 80s, Ossama led the expansion financing of 80+ Silicon Valley based companies whose combined market value today exceeds \$140 billion (Adaptec, Atmel, Cirrus, PMC-Sierra, Linear Technologies, LSI Logic, and Oracle). Ossama received his BSEE from the Univ. of Alexandria, completed his MSEE and PhD requirements and his MBA at University of British Columbia, and Ph.D. in Business Administration at California Coast University. He served on the Advisory Boards of Harvard and the American University in Cairo (AUC), and lectures occasionally at Stanford and UC Berkeley.



Bülent Hiçsönmez, CEO, Google Turkey

Hiçsönmez got his Electronic Engineering degree from the Middle East Technical University (METU) in Ankara, the city of his birth. He attended Northeastern University for a Master's degree in Electrical Engineering and the Imperial College Management School for his MBA.

Holding various positions at Sun Microsystems for seven years, and taking the role of General Manager of Egypt, Levant and North Africa during his last 3 years at the company, he was appointed Google Turkey Country Director in 2007.



Fatih İşbecer, Founder, Pozitron (Monitise)

Fatih İşbecer initiated his first internet venture, Pentagraph, a web development company, with 4 other college friends while completing his degree in Physics Engineering at Istanbul Technical University. At the age of 24, he founded his 2nd venture, Pozitron, a company that provided mobile software solutions. In 2007, İşbecer's success was recognized by Endeavor Global when he was selected as "Entrepreneur of the Year". Later in 2010, he was honored with an invitation to the "Presidential Summit on Entrepreneurship" held by President Barack Obama. Pozitron was acquired by Monitise, a global leader of Mobile

Money - banking, paying and buying with a mobile device - that works with over 350 financial institutions. Fatih is currently the CEO of Monitise MEA. İşbecer is also a member of Endeavor Advisory board. He has also given speeches in well-established schools like MIT Sloan School and Stanford GSB.



Yavuz Kaynar, Principal Banker, EBRD

Yavuz has extensive experience working with start-ups competing in the Internet space as well as Fortune 500 companies developing new products to reach wider audiences via the internet. Before joining EBRD, Yavuz was the CTO of iLab Ventures, one of Turkey's largest Internet investment and portfolio management houses. Previously, he was Director of Technology and Technology Architect at an interactive agency helping Fortune 500 clients reach their online goals through use of advanced technology. Yavuz started his career as a Software Engineer at CSC in Virginia and he has an MBA from MIT and a BS in

Systems Engineering from University of Virginia.



Harry Kreisler, Executive Director, Institute of International Studies, UC Berkeley

Harry Kreisler is the creator, executive producer and host of the conversations with History series. Conceived in 1982 by Mr. Kreisler as a way to capture and preserve through conversation and technology the intellectual ferment of our times, Conversations with History includes over 500 interviews.

Harry Kreisler was the Executive Director of the Institute of International Studies at the University of California at Berkeley (1974-2014). In that role, he shaped, administers, and implements interdisciplinary academic and public affairs programs that analyze global issues. For several years, he taught a unique course from 2002-2007 offered on the Berkeley campus focused on "Issues in Foreign Policy after 9/11." The lectures were broadcast on the internet. Guest lectures included distinguished scholars, journalists, and policymakers from all over the world. Mr. Kreisler currently teaches a course on International Challenges Facing US Foreign Policy at the Osher Lifelong Learning Institute.

From 1996-2004, Harry Kreisler was also Executive Producer of Connecting Students to the World, a World Wide Web -based program that introduced students and retirees to leading figures in international affairs through online curricula, preparatory workshops, and Internet conversations. From 1995 to June, 2006, Mr. Kreisler was Editor-in-Chief and Executive Producer of Globetrotter, a website for global affairs. The site won accolades from Netscape, Lycos, USA Today, MSNBC, Yahoo, The New York Times, the National Endowment for the Humanities, Lancet, the British Journal of Medicine and The California Monthly. The Globetrotter website is used widely by educators, the media, and the general public.



Gregory LaBlanc, Lecturer, Haas School of Business, UC Berkeley

At the Haas School of Business at UC Berkeley, Gregory LaBlanc At Haas, Greg teaches primarily in the areas of finance and strategy in the MBA and MFE programs and in Executive Education. Greg has also worked in competitive intelligence and litigation consulting and has advised consulting teams in finance, marketing, and strategy. His research interests lie at the intersection of law, finance, and psychology, in the area of business strategy and risk

management. Greg is the recipient of teaching awards including the Earl F. Cheit Award for Outstanding Teaching, 2009; and the Haas EW MBA Graduate Instructor of the year, 2004-2005. Greg received a B.A. (History, Politics, Philosophy, and Economics) and a B.S. Economics (Business Administration) from the University of Pennsylvania, where he continued his education as a University Scholar and graduate fellow, studying in the schools of Arts and Sciences, Business, and Law. He later pursued a J.D. at the George Mason University and an L.L.M at Berkeley's Boalt Hall. Greg has taught undergraduate and graduate courses in all areas of business. Prior to arriving at the Haas School in 2005, Greg taught at Wharton, Duke, and the University of Virginia.



Ümit Leblebici, CEO, TEB

Ümit Leblebici, who is graduated from Faculty of Business Administration at Istanbul University, got his master's degree from Department of Finance at the same university in 1994.

Leblebici began his business career in finance sector and worked in various financial institutions between 1991-1997. In 1999, he joined Türk Ekonomi Bankası (TEB) as Director of Treasury Group and became Assistant General Manager of Asset-Liability Management and Treasury Group in 2002. After being

appointed as Deputy General Manager of TEB in February 2013, he became General Manager of TEB in September 2013.



Tamer Özmen, CEO, Microsoft Turkey

Mr. Tamer Özmen joined Microsoft in 2010. During his tenure, Microsoft Turkey became one of the fastest growing subsidiaries in the world. Microsoft Turkey has received "sub of the year" award three years in a row. Mr. Özmen joined Microsoft from Orange-France Telecom. Based in London, he was in charge of managing Orange's £1.4 billion Online Division.

Mr. Özmen started his career as a member in the team that conceptualized and started priceline.com in the US. SVP Products and Sales, Mr. Özmen was instrumental in company's successful IPO. He was later sent to Europe to start

Priceline Europe in London. Mr. Özmen holds a MS degree in Industrial Engineering from LSU. He is married with three young children.



Jose Romano, Regional Director, European Investment Fund

Jose Romano heads the Istanbul Venture Capital Initiative and is responsible for EIF's Turkish operations. Prior to EIF, Mr. Romano was a Manager at the Emerging Markets Group of Deloitte & Touche where his principal responsibility was co-managing a EUR 25m fund. He also led several investment advisory projects, principally in Nigeria, the Middle East and Latin America. Before he worked at private equity adviser Actis, and as a management consultant at PricewaterhouseCoopers. Mr. Romano started his career working as an economist in the Ministry of Trade and Industry in Namibia.

Mr. Romano is a graduate (First Class Honours) in Economics from Queen Mary College, University of London and holds an MPhil in Economics from Cambridge University. He obtained his MBA ("la Caixa Scholar") from London Business School. Mr. Romano is both an Overseas Development Institute Fellow and a Kauffman Fellow.



Prof. AnnaLee Saxenian, Dean, UC Berkeley's School of Information

AnnaLee Saxenian is Dean and Professor in the School of Information and professor in the Department of City and Regional Planning at the University of California, Berkeley. Her most recent book, *The New Argonauts: Regional Advantage in the Global Economy* (Harvard University Press, 2006), explores how the "brain circulation" by immigrant engineers from Silicon Valley has transferred technology entrepreneurship to emerging regions in China, India, Taiwan, and Israel. Her prior publications include *Regional Advantage: Culture and Competition in Silicon Valley and Route 128* (Harvard University Press,

1994), *Silicon Valley's New Immigrant Entrepreneurs* (PPIC, 1999), and *Local and Global Networks of Immigrant Professionals in Silicon Valley* (PPIC, 2002). Saxenian holds a Doctorate in Political Science from MIT, a Master's in Regional Planning from the University of California, Berkeley, and a BA in Economics from Williams College.



Dr. İlhan Yılmaz, Partner, Yılmaz&Ciner Law Firm

Dr. Yılmaz, is the founding partner of Yılmaz&Ciner Law Firm practising international law in Istanbul Turkey. He received his PhD at Exeter University, England in the subject of international law. He mainly lectures on international commercial law, international investment law, international arbitration and settlement of international disputes at Galatasaray University Faculty of Law as well as various institutions and conferences. He is the author of the first Turkish written book on investment arbitration in Turkey in 2004. He has been practising corporate, investment and international business law since 1987. He is

a member of Istanbul Bar.

Dr. Yılmaz extensively advises, i.a., technology companies. He renders legal consultancy to the entrepreneurs and the investors -angel, seed and VCs- from the very beginning till to exit. This support, i.a., includes structuring the idea in a most efficient and fruitful legal environment in order for a possible investment and later an exit for both the entrepreneurs and investors. Acknowledging of being an entrepreneur's lawyer- even a "partner", he sometimes takes stakes as a kind of angel investor.

Dr. Yılmaz advises, i.a., startups and their investors from the very beginning on their structuring as well as the transactions with investors. He lectures in symposiums and conferences on entrepreneur's law and investment law. His specialisation includes merger and acquisition transactions.

Member of "Endeavor Turkey" Advisory Board. Also member of Panel of Arbitrators and Panel of Conciliators at International Centre of Settlement of Investment Disputes (ICSID) in the World Bank.



Selçuk Yorgancıoğlu, Partner and Regional Head of Turkey and Central Asia, The Abraaj Group

Selçuk Yorgancıoğlu oversees and sits on the Board of The Abraaj Group's investments in Turkey and Central Asian markets. He led the recent acquisition of leading Turkish dairy player Yörsan and the exit of four Turkish businesses, including Acıbadem Healthcare and Insurance.

He joined The Abraaj Group in 2008 from Deutsche Bank, where he was the Chief Executive Officer for the operations in Turkey and before was a Managing Director for the emerging markets investment banking team in London for seven years. Previously, he held senior leadership positions in investment banking with Turkey's Finansbank Group and ABN AMRO-Rothschilds in Amsterdam and London. Selcuk sits on the board of various portfolio companies, as well as Endeavor Turkey. He also serves as the Chairman Entrepreneurship and Private Equity Committee within TUSIAD (Turkish Businessmen and Industrialist Association).

Mr Yorgancıoğlu graduated in Economics from Istanbul University and holds an MBA in Finance from the University of New Haven.



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