

# WBAF

# World Business Angels Investment Forum

**QUALIFIED ANGEL INVESTOR COURSE  
WITH PROFICIENCY TEST - BOOTCAMP**  
CROATIA / BRAČAK MANOR / MAY 19 - 25, 2019





Welcome to the small manor Bračak – and the big energy centre recognized all around Europe. The unique project of the energy renewal and revitalization of the Bračak Manor was created by the North-West Croatia Regional Energy Agency REGEA and the Krapina-Zagorje County.

The realization of this project created the framework for further projects and investments which have been implemented ever since 2008 in North-West Croatia as well as in the rest of the Republic of Croatia, Southeast Europe and the European Union. Besides the REGEA main office and educational centre, there is also the entrepreneurial incubator at the disposal to start-up companies active in the area of sustainable development and energy efficiency.



## Qualified Business Angel Certification Programme – QBAC Bootcamp Croatia

### PROVIDING THE OPPORTUNITY FOR BUSINESS LEADERS TO BECOME ANGEL INVESTORS

FOR ANYONE NEW TO ANGEL INVESTING, THIS IS AN INVALUABLE TRAINING SESSION COVERING THE BASICS OF INVESTING, AIMING TO HELP INVESTORS AVOID THE PITFALLS NEW BUSINESS ANGELS OFTEN ENCOUNTER.

This course introduces the angel investment system to those considering investing in start-ups, SMEs or high-growth companies, using their own money and contributing their own know-how. The basic principles of angel investment are discussed, along with practical advice for investing as a qualified angel investor. In 2015, more than 300,000 angel investors invested more than \$25 billion in startups in the US & Canada, and more than 310,000 angel investors invested more than 6 billion Euro in Europe. The estimated total global market size of angel investment is over \$50 billion every year. Angel investors support entrepreneurs in starting up, and they support SMEs as they scale up their businesses, creating hundreds of thousands of new jobs world wide every year.

The programme has been designed in the form of bootcamp empowered by panel discussions, round tables, dinner debates including cultural interaction with Croatian investment ecosystem.

#### WHY ATTEND?

For anyone new to angel investing, this is an invaluable training session covering the basics of investing, aiming to help investors avoid the pitfalls new business angels often encounter. Certification Participants will take a final exam at the end of the course. Certificates will be awarded in line with final exam scores:

- 0 – 70: Certificate of Attendance
- 71 – 89: Success Certificate: Business Angel
- 90 – 100: Success Certificate: Qualified Business Angel

#### WHO SHOULD ATTEND?

This is an ideal course for professionals from listed companies who can invest a minimum of 5,000 EUR per year, CEOs of companies who can invest a minimum of 5,000 EUR per year, anyone with an entrepreneurial background who can invest a minimum of 5,000 EUR per year.

#### Course contents

The basics of angel investing why the returns are attractive; the importance of portfolio theory; the financial life cycle of a start-up. Identifying a suitable deal flow sourcing potential deals; investing in individuals rather than businesses; ensuring that a deal fits the investor's portfolio. Best practice for structuring, managing and exiting an investment assessing valuations and closing the deal; establishing a win-win relationship with the entrepreneur; ensuring a return on the investment. Understanding your place in the world of angels assessing valuations and closing the deal; establishing a win-win relationship with the entrepreneur; ensuring a return on the investment.

#### Dates:

May 19 - 25, 2019 package 1

May 19 - 26, 2019 package 2

#### Place:

Bračak Manor, Bračak 4, Zabok, Croatia  
Different locations in the Krapina-Zagorje County, Croatia

Packages include full course with accommodation, meals and transfers  
Early bird price for the registration until 30th April 2019:

Package 1 EUR 3.900,00

Package 2 EUR 4.200,00

Regular price after 30<sup>th</sup> April 2019:

Package 1 EUR 4.500,00

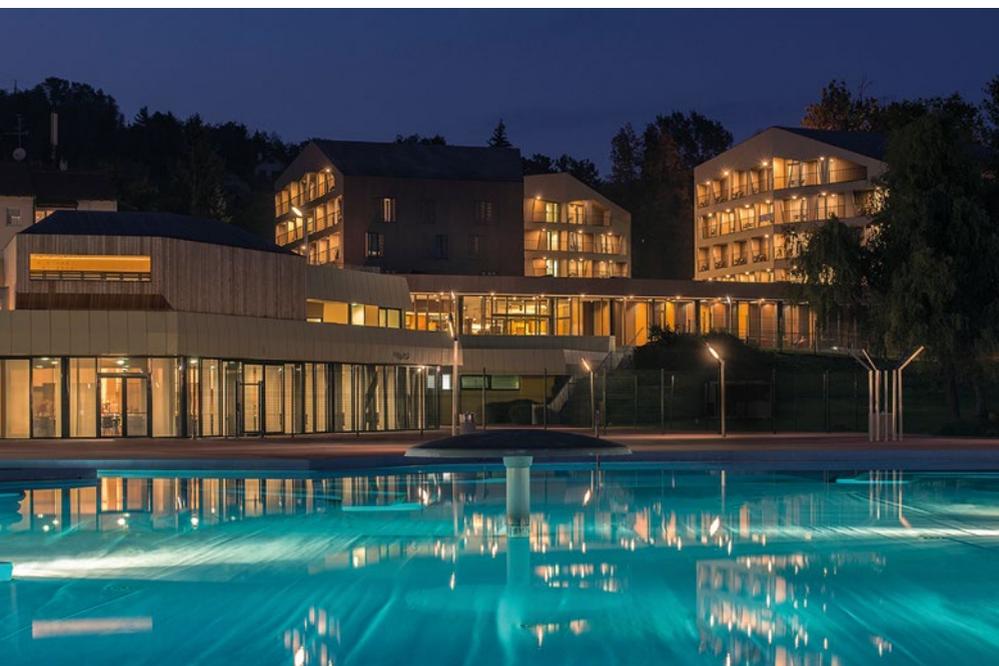
Package 2 EUR 4.900,00

For your online registration:

[www.croatia.wbaforum.org](http://www.croatia.wbaforum.org)

For more information please send an email at [croatia@wbaforum.org](mailto:croatia@wbaforum.org)

TIME TABLE	ACTIVITY
08:00 – 20:00	Participants arrival to the Zagreb airport, transfer to hotel Well in Terme Tuhelj
13:00 – 22:00	<ul style="list-style-type: none"> <li>• Welcome drink and meeting with the organizer</li> <li>• Welcome dinner</li> </ul>



Terme Tuhelj is located in the heart of Croatian Zagorje, only 40 kilometres from Zagreb. The spa has a thermal water and healing mud spring and is surrounded by green nature and hills. Today Terme Tuhelj is the leading touristic company in Croatian Zagorje and one of the best continental tourist and recreational centres in Croatia.



TIME TABLE	ACTIVITY
07:30 – 08:30	Buffet breakfast
08:30 – 09:00	Transfer to Bračak Manor
09:00 – 11:30	QBAC COURSE
11:30 – 12:30	Brunch break
12:30 – 15:00	QBAC COURSE
15:00 – 17:30	Visit to Kumrovec Old Village
17:30 – 22:00	Visit to the medieval castle of Veliki Tabor – sightseeing, knight games show, medieval dinner



The fort of Veliki Tabor is one of the most important cultural and historical monuments of secular architecture in continental Croatia, with a unique monumental and authentic fortification structure. Situated at the top of Mount Hum Košnički, at 333 meters above sea level, it has dominated the Zagorje area for over half a millennium. In this period the architecture has blended in with nature. The impressive view from Veliki Tabor stretches over the entire Croatian Zagorje area and part of Slovenia.

TIME TABLE	ACTIVITY
07:30 – 08:30	Buffet breakfast
08:30 – 09:00	Transfer to Bračak Manor
09:00 – 11:30	QBAC COURSE
11:30 – 12:30	Brunch break
12:30 – 15:00	QBAC COURSE
15:00 – 18:30	Visit to Krapina Neanderthal Museum; Sightseeing of Krapina
18:30 – 22:00	Visit to Vuglec Breg Resort – sightseeing, visit to cellar and wine testing, dinner
22:00 -22:15	Transfer to hotel Well



Ever since its opening in 2010, the Krapina Neanderthal Museum has been attracting attention of visitors, not only due to the intriguing notion of NEANDERTHALS in its name, but surely also due to its specific ways of presenting the topic. The exhibition is set up as a time machine through the history of the Universe, the Earth and Man, leading up to the present day, and lays special emphasis on the Neanderthal period.

TIME TABLE	ACTIVITY
07:30 – 08:30	Buffet breakfast
08:30 – 09:00	Transfer to Bračak Manor
09:00 – 11:30	QBAC COURSE
11:30 – 12:30	Brunch break
12:30 – 15:00	QBAC COURSE
15:00 – 19:00	Visit to Gornja Stubica historical sites: <ul style="list-style-type: none"> <li>• The monument of Peasants' Revolt</li> <li>• Oršić Castle visit – a short classical music concert by local artists</li> <li>• Visit to the Linden tree of Matija Gubec – welcome drink – performance of local musicians</li> </ul>
19:00 – 21:30	Peasant dinner at Lojzekova hiža restaurant
21:30 – 22:00	Transfer to hotel Well



The Peasants' Revolt Museum is housed within the Oršić Castle in Gornja Stubica along with the famous Gubec Linden Tree. The new permanent exhibition, opened in June 2002, gives an interesting cultural and historical survey of the region from the 14th century till the abolishment of the feudal system in 1848. Visitors become familiar with the construction of late-medieval castles, arms and armour, and the central theme of the Peasant Rebellion of 1573 which is also presented in multimedia. We can trace the changes of feudal estates in the 17th and 18th century, and the exhibition finishes with the theme of the Croatian National Revival.



TIME TABLE	ACTIVITY
07:30 – 08:30	Buffet breakfast
08:30 – 09:00	Transfer to Bračak Manor
09:00 – 11:30	QBAC COURSE
11:30 – 12:30	Brunch break
12:30 – 14:00	QBAC COURSE
14:00 – 15:00	PREPARATION FOR THE EXAM
15:00 – 16:30	EXAM
16:30 – 17:00	Transfer to hotel Well
17:00 – 20:00	Relax / Wellness / Pool / Free time
20:00 – 22:00	<ul style="list-style-type: none"> <li>• Farewell dinner</li> <li>• Certificate award ceremony</li> </ul>



TIME TABLE	ACTIVITY
07:30 – 09:00	Buffet breakfast & Check out
09:00 –10:30	Transfer to Zagreb
10:30 – 13:30	Visit to a business incubator
14:00	Check in the hotel in Zagreb
15:00	Buffet lunch at the hotel and repose
16:00 - 18:30	Sightseeing tour of Zagreb – Kaptol, Gradec, Zagreb downtown
	Free time to explore the city and shopping



The city of **Zagreb**, capital of Croatia, on the historic and political threshold between East and West, illustrates both the continental and Mediterranean spirit of the nation it spearheads. Zagreb is a safe city whose doors are always open; a city with a tumultuous history teeming with interesting personalities; a city that warmly invites all those who wish to get to know it. The façades of Zagreb’s buildings reflect the ebb and flow of history, while its streets and squares bear witness to the coming together of the many cultures that have shaped the identity of this laid-back capital.

TIME TABLE	ACTIVITY
07:00 – 08:30	Basic package participants: Buffet breakfast & Check out and transfer to the airport for departure flights
<b>PREMIUM PACKAGE PARTICIPANTS</b>	
07:30 – 8:00	Buffet breakfast
08:00 – 10:00	Excursion to Plitvice Lake National Park
10:00 – 13:00	Park visit by electric boat ride and accompanied by guide, shopping and individual activities
13:00 – 13:30	Transfer to Rastoke
13:30 – 15:00	Lunch: trout from the local river
15:00 – 17:00	Sightseeing of Rastoke, shopping
17:00 – 19:00	Transfer to hotel in Zagreb – free time to explore Zagreb



**Plitvice Lakes** National Park has exceptional natural beauty. The park covers an area just under 300 km<sup>2</sup>. The lake system is comprised of 16 named and several smaller unnamed lakes, cascading one into the next. Plitvice Lakes were internationally recognised on 26 October 1979 with their inscription onto the UNESCO World Heritage List.

07:00 – 08:30	Buffet breakfast Transfer to the airport according to the departure flight schedule
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# WBAF

## World Business Angels Investment Forum



### About the World Business Angels Investment Forum (WBAF)

An affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI), the World Business Angels Investment Forum (WBAF) is an international organisation aiming to ease access to finance for businesses from start-up to scale-up, with the ultimate goal of generating more jobs and more social justice worldwide. It is committed to collaborating globally to empower world economic development by creating innovative financial instruments for innovators, start-ups, and SMEs. The Forum interacts with leaders in all areas of society, first and foremost in business and political spheres, to help assess needs and establish goals, bearing in mind that the public interest is of paramount importance. WBAF engages a wide range of institutions, both public and private, local and international, commercial and academic to help shape the global agenda.

[www.wbaforum.org](http://www.wbaforum.org)

### About the Global Partnership for Financial Inclusion (GPFI)

The Global Partnership for Financial Inclusion (GPFI) is an inclusive platform for all G20 countries, interested non-G20 countries, and relevant stakeholders that aims to carry forward work on financial inclusion, including the implementation of the G20 Financial Inclusion Action Plan endorsed at the G20 Summit in Seoul, South Korea. Her Majesty Queen Máxima of the Netherlands is the Honorary Patron of the G20 Global Partnership for Financial Inclusion (GPFI).

[www.gpfi.org](http://www.gpfi.org)

### About Krapina-Zagorje County and its role as an entrepreneurial centre

Krapina-Zagorje County is the local authority in Croatia that focuses on strengthening the country's start-up community. It brings together entrepreneurs and angel investors from Croatia and abroad to stimulate the foundation and growth of SMEs that will eventually support job creation. Easing access to financing outside the mainstream banking system is an integral part of its strategy to impact the local and national society—a strategy designed to accelerate financial inclusion. On the global level, it is the ultimate goal of Krapina-Zagorje County to promote global economic growth through innovation, employment creation, and impactful entrepreneurship.

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