



UNION



ZEPPELIN PARTNERS
INTELLIGENT LEGAL AND FINANCIAL SOLUTIONS

VENTURE TALKS IN SILICON MOUNTAINS

**#1 FUTURE OF FINANCE:
NEW WAVES OF FINANCING AND VENTURE BUILDERS**

ARMENIA, 24 FEBRUARY 2022



Union is an international platform for expert-led dialog among investors and innovators with the power to shape the future of global investment. It is focused on utilizing investment to drive growth opportunities, enable innovation and disruptive technologies, and address global challenges. Union platform aims building active, global networks of influential decision-makers to explore the emerging industries that will shape the global economy and investment landscape over the coming decades.

VENTURE TALKS

Venture Talks, organised by Union platform, is our event-series in which investors, venture builders and strategic visioners from technological, industrial and digital related fields share their unique stories, experience and knowledge. Our guests talk about perspectives from both venture builders and venture funders on how innovative entrepreneurs can navigate these uncertain times to grow their ventures.

UPCOMING EPISODE

#1 FUTURE OF FINANCE: NEW WAVES OF FINANCING AND VENTURE BUILDERS

At first Venture talk episode we will explore how has the global pandemic affected the venture building and funding scene in the EU and USA region. Whether you're an investor, a government representative, or a techie in any form, if you're not paying attention to what is happening to the tech and finance sector, you'll be missing out on some amazing opportunities.

The event will be held on February 24, 2022. The goal is to showcase the next generation of cutting-edge ideas in Venture Industry.

We will discuss how to explore the landscape and bring new waves of financing, how banks earn on this market, what the world of venture builders is breathing now.

Here's a summary of the many themes and questions we'll be addressing in the live sessions, and through the selected content items:

Setting up and running venture builders:

- ⊃ What are the different approaches to corporate business building, and how to assess which one would fit you best?
- ⊃ How to set up corporate ventures and scale it up successfully?
- ⊃ What are the main causes for promising ideas to fail, even if they have been validated, and how to address those causes?

Crazy Venture World

- ⊃ How does this work and where is the money?
- ⊃ How do countries innovate themselves utilizing the money of investors?
- ⊃ Core players and their interests.
- ⊃ New wave of Funds: exotic funds and venture builders, rolling funds and profit-sharing funds, hybrid funds
- ⊃ The role of service providers
- ⊃ The role of Banks
- ⊃

Opportunities for Armenia

- ⊃ Programmes of the leading accelerators and venture builders, possible cooperations

STARTECH, MOSCOW

"The future of the funds will be tied to their venture capital billings."

Vladislav Zdorenko, head of Startech Accelerator.

NVO CAPITAL, LUXEMBOURG

"We want to see increased investment outcome for all players on this landscape."

Christof Van Tonder, investment Manager of Global opportunities Fund and NVO Ventures.

BERKELEY SKYDECK, US

Armenian and south region area is poised for exponential growth over the next decade. We make partnerships with local and global players to harness the perspectives. Karén Gyulbudaghyán, Berkeley SkyDeck, US

Join us to meet investors turned venture builders and exchange ideas with like-minded people.

And make sure to bring your think-big attitude, because at Venture Talks, it's all about creating impact.

Timelog	Topic	Speaker
10:00-10:10	Opening Speech	
	<p>Industry Challenges and Opportunities Announcements</p> <ol style="list-style-type: none"> 1. The arrival of Startech Ventures and NVO Capital in Armenia 2. The arrival of VTE Partners, the new fund runners in Armenia 3. Launching UNION platform in Armenia 	<p>Lusine Karapetyan General Director, VTE Partners, Yerevan</p>
10:10-10:40	Introduction to Venture Building	
	<p>Venture Builder Ecosystem Venture Funds and Venture Builders in EU and US</p> <ul style="list-style-type: none"> - Hybrid Funds and Builders - Investment Accelerators - Exotic Funds - How Banks can get revenue streams <p>The Venture Building Financing and Structuring</p> <ul style="list-style-type: none"> - Financing Sources - Corporate Structures - Set up procedures <p>Lead Players</p> <ul style="list-style-type: none"> - Work Schemes and Monetization Models 	<p>Artur Eolyan <i>Conference Host</i> Managing Partner, Zeppelin Partners, Moscow Partner, VTE Partners, Yerevan</p>
10:40-11:10	Venture Dialog, Base Case	
	<p>NVO Ventures</p> <ul style="list-style-type: none"> - New ways of financing - Profit sharing model of venture builders 	<p>Artur Eolyan Managing Partner, Zeppelin Partners, Moscow Vladislav Zdorenko Partner, NVO Capital, Moscow Founder, Russia Startup BootCamp, Moscow</p>
11:10-11:40	Keynote Speech, Lead player	
	<p>Startech VC as a leading venture player in Russia</p>	<p>Oleg Linnikov Founder and Partner, Startech VC, Moscow Founder, Accelerator "PhysTech Starts", Moscow Institute of Physics and Technology</p>
11:40-13:00	Plenary Session, Armenia	
	<p>Global Benchmark and Opportunities for Armenia Venture building success stories</p> <ul style="list-style-type: none"> - EU Venture ecosystem - US Venture ecosystem - CIS Venture ecosystem - Best integrated model for Armenia <p>Collaboration types and models</p> <ul style="list-style-type: none"> - What we can do for startups - What we can do for investors - UNION platform and its services 	<p>Elizaveta Tikher, Moderator, Partner, Startech VC, Russia Thomas Nastas Founder and President Innovative Ventures Inc., US Karén Gyulbudaghyan, Advisor, Berkeley SkyDeck, US Tania Marinich, Founder and CEO, Imaguru Startup HUB, EU Christof Van Tonder Co-Founder and Director, Blue Sparrow Corporate, EU Sergey Fedyschenko Partner, NVO Capital, CIS Lusine Karapetyan General Director, Ecos Free Economic Zone, Armenia</p>
13:00-13:30	Closing Remarks	
	Q/A Session	



UNION IS A PLATFORM INTEGRATING VENTURE ECOSYSTEM PLAYERS

Current partnerships with the platform include following players.

ZEPPELIN PARTNERS

Fund running and legal structuring company

Zeppelin Partners provides exposure to the fast-growing alternative assets industry, without needing to invest in the managers, themselves. Our clients cover all aspects of alternative assets, from disruptive start-ups and venture capital funds to sustainable energy and infrastructure investments, not to mention the pension funds, banks and governments that support them.

Because the range of services we provide to the sector is comprehensive we talk to everyone in the market and we are often the first to hear about (and react to) upcoming challenges and opportunities.

We Represent fund managers investing in the US, Europe Singapore, Israel, South America. We carry deep commitment to a global practice: we formed the first venture capital limited partnership in the western US, active in China for four decades and for three decades in India.

We Advise on every type of fund formation: venture capital, fund of funds, private equity, evergreen, growth equity and other managers at all stages and sizes, from individual angel funds to billion-dollar institutional funds Represent managers in investment areas from internet, social media and mobile to clean technology, healthcare, biotechnology and more traditional industries

BLUE SPARROW SA

A boutique accounting firm for those who do not want to stand in line.

Blue Sparrow Corporate Services offers a complete bookkeeping and accountancy service to corporate and individuals. We have been providing these services for 12 years and have built up a strong client base of businesses. We understand our clients' needs and deliver a personal service catering to the specific needs of your business.

VTE PARTNERS

VTE is an alliance of International Private Fund runner and Architecture Zeppelin Partners and core private equity administrator with Blue Sparrow SA Luxembourg.

STARTECH VC

A leading regional accelerator and venture builder

Startech.vc is a venture company that develops technological entrepreneurship in Russia, implements acceleration programmes for universities and corporations, and invests in early-stage startups.

Startech.vc implements technology entrepreneurship programmes, free of charge for participants, in both offline and online formats. The Startech.vc team has been actively involved in the process of growing the number of startups and developing the entrepreneurial skills of Russian university students since 2018. To operate in the global market, Startech.vc has joined the Startupbootcamp global brand network and is a representative of Startupbootcamp in Russia.

The company's mission is to develop the innovation ecosystem in Russia. We strive to give Russian technology companies opportunities to scale domestically and globally. Our programmes focus, among other things, on technology transfer with markets in the US, Latin America, China, Europe and the Middle East. Along with changes in the labour market, we follow start-ups in this area and help corporations apply technology to the organisation's work and train employees in the digitalisation of processes.

NVO CAPITAL VC

Venture fund and Venture Builder

NVO Capital is a Luxembourg based venture fund investing in early stage startups. The team consists of YC, 500, Skydeck alumni and partners, who through their access to said accelerators ecosystems track startups during the program and invest pre-demo day. Post-covid tech focus: Biotech, Medtech, AI, Robotics, AR/VR, New Entertainment. Target fund size is \$20m.