



Morning session

Welcome and Introduction - **UKTI and unlimited**

Do you have a viable business - (**Concept to Market**) David Horner

Scalable business strategies, business plans that work - (**Icehouse**) Andrew Hamilton

Structuring business for growth and max shareholder return - (**Ernst & Young**)

Valid and investible IP Strategies - (**James & Wells Intellectual property**)

CRM and expense management - **FCm** (corporate arm of Flight centre)

Interactive Group breakout session with speakers

Lunch/Refreshments

Afternoon session

What do investors look for (people & governance) - (**NZTE/Escalator programme**)

Mark Robotham

Leveraging local Angel Groups – (**Local Investor**)

Attacking offshore markets - (**Beachheads**) Greg Cross

Landing overseas and networking - (**KEA**)

Profile, UKTI/NZTE + Global partnerships - (**UKTI**) John Waugh

NZTE General Services

Interactive Group breakout session with speakers

Tea/Coffee

Seminar content and speakers are subject to change

* Cancellations received in writing by 18 August will receive a full refund. Between 18 August and 21 August, cancellations will be subject to a \$50 administration fee. NO refunds will be given for cancellations after 21 August or for "no shows".

Any delegate who does not attend the seminar and has not previously cancelled will still be liable for the entire fee of the event. Delegate substitution may be done at any time.

On receipt of your registration, we will mail or email a confirmation notice and any further details of the seminar which have become available.