## Conference Day One

**Monday 10th June 2019**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session/Event</th>
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<tbody>
<tr>
<td>08:00 - 09:00</td>
<td>Welcome and Opening Remarks</td>
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<tr>
<td>09:00 - 10:30</td>
<td>Tech Start-Up Boot Camp - Session 1</td>
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<tr>
<td>10:30 - 11:45</td>
<td>Starting Out and Laying the Foundation</td>
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<tr>
<td>12:15 - 13:30</td>
<td>Lunch</td>
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<td>13:30 - 14:30</td>
<td>Lunch</td>
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<tr>
<td>14:30 - 15:30</td>
<td>Case Study: Venturing Out</td>
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<tr>
<td>15:30 - 16:45</td>
<td>Scaling</td>
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<tr>
<td>16:30 - 17:00</td>
<td>Break</td>
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<tr>
<td>17:00 - 18:15</td>
<td>Case Study: Achieving Scale</td>
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<tr>
<td>18:15 - 18:30</td>
<td>Day One Wrap-up</td>
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<td>18:30</td>
<td>End of Conference Day One</td>
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<tr>
<td>18:30 - 20:00</td>
<td>Tech Start-Up Boot Camp - Session 2</td>
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<tr>
<td>18:30 - 21:00</td>
<td>Evening Cocktail Party (Victoria Island)</td>
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### Conference Hall B

- **10:30 - 11:45**
  - Pitching
    - Understanding what investors are looking for and how to engage them
    - Defining your key message
    - Preparing world-class documentation
    - Learning how to deliver the perfect pitch
    - How to ensure you receive a call back from an investor
  - Business Planning and Piloting
    - Understanding the benefits of each option
    - Identifying and selecting the best option
    - Assessing how the various options support business growth
  - Incubation, Acceleration and Hubbing
    - How to utilize rapid prototyping for product development and customer testing
    - Achieving a successful pilot

- **11:45 - 12:15**
  - Break

- **12:15 - 13:30**
  - Building Up
    - Defining your talent needs
    - How to effectively source talent
    - Understanding how to retain and motivate talent
    - Learning how to manage talent as a competitive advantage
    - What to do when a recent hire does not seem to be working?
  - People

- **13:30 - 14:30**
  - Lunch

- **14:30 - 15:30**
  - Case Study: Venturing Out
    - Jason Wong, CEO, Omnicharge
    - Moderator: Mayowa Ayodele, Chief Investment Officer, Unicorn

- **15:30 - 16:45**
  - Scaling
    - Understanding if and when to scale
    - Defining and understanding your target market
    - Building a robust business model that will compete across geographies
    - Adapting your business model to a fast changing market environment
  - Systems
    - Understanding and developing your systems requirements
    - Bootstrapping systems development
    - How do you plan for growth and implement it?
    - What systems do you put in place to support your team and improve operational efficiency?

- **16:30 - 17:00**
  - Break

- **17:00 - 18:15**
  - Case Study: Achieving Scale

- **18:15 - 18:30**
  - Day One Wrap-up

### Hackathon Hall C

- **12:15 - 13:30**
  - Lunch

- **14:30 - 15:30**
  - Case Study: Venturing Out
    - Jason Wong, CEO, Omnicharge
    - Moderator: Mayowa Ayodele, Chief Investment Officer, Unicorn

- **15:30 - 16:45**
  - Scaling
    - Understanding if and when to scale
    - Defining and understanding your target market
    - Building a robust business model that will compete across geographies
    - Adapting your business model to a fast changing market environment
  - Follow-on Capital
    - Defining the right capital structure for the business
    - Examining if the business requires equity or debt
    - Identifying and engaging a broader base of capital providers
    - Attracting the right capital for growth

- **16:30 - 17:00**
  - Break

- **17:00 - 18:15**
  - Case Study: Achieving Scale

- **18:15 - 18:30**
  - Day One Wrap-up
## Conference Day Two  
**Tuesday 11th June 2019**

<table>
<thead>
<tr>
<th>Time</th>
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| 9:00 - 9:30 | Opening Keynote Presentation  
**UNILAG’s role as a Catalyst for Innovation in Nigeria** | Conference Hall B  
| 9:30 - 10:15 | Interview with the VC on UNILAG’s Achievements and Plans in Innovation and Entrepreneurship; followed by Q&A  
| 10:00 - 11:00 | **Silicon Valley x Yabacon**  
- Understanding the emergence and growth of both communities  
- Examining what Yabacon can learn from the Valley | Conference Hall B  
| 11:00 - 11:30 | Break |  
| 11:30 - 12:45 | **Pitch Stage, Hall C**  
- Expansion  
  - Deciding when, why and how to go international  
  - Identifying and exploiting the gap in international markets  
  - Remaining competitive in your home market  
  - Addressing the advantages and challenges of having multiple brands | **Break Out, Hall C**  
- **Sustainability**  
  - Demystifying ESG and sustainability  
  - Understanding the importance of ESG  
  - Implementing world class ESMS systems  
  - Examining the benefits of ESG to your company  
  - Learn how to incorporate ESG best practice | **Boot Camp Leaders Day**  
**Meeting Room Hall C**  
- **Partnerships**  
  - Identifying the right partner  
  - Understanding what to expect from them  
  - Assessing contractual frameworks for various types of partnerships  
  - Measuring the performance of the partnership |  
| 12:45 - 14:00 | Lunch |  
| 14:00 - 15:15 | **Governance, Regulatory and Investor Relations**  
- **Role of the Board**  
  - Best practice in constructing a board for your company  
  - Understanding the advantages of a strong board  
  - How to extract value from the board | **Managing the Regulator**  
- **Investor Relations**  
  - Dos and don’ts of investor relations  
  - Best practices in managing a large pool of investors  
  - Preparing for an IPO |  
| 15:15 - 16:30 | **Case Study**  
**Case Study: Going International** |  
| 16:30 - 17:00 | Closing Presentation - The Winning Technology Company of the 21st Century |  
| 17:00 | End of Conference |