

## **Your Passport for Going International October 16<sup>th</sup>**

CorkBIC 2013 Going International Conference as part of the  
Global Cork Economic Forum

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**29<sup>th</sup> August 2013** – Today, Simon Coveney TD Minister for Agriculture, Food and Marine, launched the third **Going International Conference taking place on October 16<sup>th</sup> in the Fota Island Hotel and Resort, Cork**. This year the Going International Conference forms an integral part of the Global Cork Economic Forum, and is part of Cork Rebel Week October 14<sup>th</sup> -20<sup>th</sup> 2013, the official Cork Gathering 2013 flagship event.

The outcomes from the insightful panel discussions, at the Going International Conference, will form part of the morning session on entrepreneurship and innovation at the Global Cork Economic Forum on Thursday 17<sup>th</sup> October. These events are specifically focused on bringing International visitors and family home to join in meaningful discussions and gain a greater understanding of economic renewal and job creation opportunities specific to Cork County and City.

At the Going International Conference International Entrepreneurs, Business leaders and Investors will focus on **Defining the New Paradigm in Entrepreneurship and Growth Capital**. Key questions will be asked, discussed and debated including; Why do entrepreneurs continue to go back into the burning building? How can Companies GROW and SCALE successfully? How can a company use SMART Investment to harness Global opportunities?

**Speaking at the launch Minister Simon Coveney TD commented that** *“Events like the Going International Conference are crucial in bringing International Entrepreneurs and leaders together for important discussions on Entrepreneurship, Innovation and Growth. In a week when Cork will be welcoming people home for Cork Rebel Week, our businesses and Entrepreneurs will be focussed on looking at new ways of business growth, job creation and ultimately economic renewal.”*

CorkBIC have recently confirmed the first two keynote speakers for the Conference and are particularly excited to welcome back Candace Johnson. **Candace Johnson**, a serial entrepreneur and business angel, is an international telecommunications expert and entrepreneur, and one of the 50 most powerful businesswomen in Europe. She is co-initiator of SES ASTRA and SES Global, one of the largest satellite systems in the world. She is also the founder and president of Europe Online, the world's first Internet via satellite network and is the founder of the continent's first independent, private trans-border satellite communications company, Teleport Europe-Loral Cyberstar.

**Julian Costley**, co-founder of E\*TRADE UK with Hermann Hauser of Cambridge, leads the afternoon session on *Managing Exits*. E\*TRADE was the UK's first all-Internet stockbroking firm and was sold in a reverse trade sale at the height of the dotcom boom. Prior to E\*TRADE he was a Country Manager at Reuters, then created his own TV channel on BSB (later BSkyB), following that he was a founding CEO of France Telecom's Globecast satellite company. Currently Julian is a partner of Heaton Camillo, the investment and advisory firm that brings angel investors together with entrepreneurs.

Partners with CorkBIC for this event are AIB Bank, Cork City Council, Cork County Council, Cork Business Diaspora and Media Partner Irish Examiner.

Over the past three years CorkBIC have worked with many emerging entrepreneurs, delivering:

- 47 HPSUs developed to start-up and raised funding with CorkBIC and Enterprise Ireland's High Potential Start-Up (HPSU) fund
- 25 companies directly raised investment through CorkBIC Business Angel Partnership with our investor network
- €22.5m investment raised
- In addition CorkBIC worked with 38 Enterprise Ireland scaling companies

For more information contact Fionnuala@ [fwall@corkbic.com](mailto:fwall@corkbic.com) or 087 6055689

### About CorkBIC

CorkBIC is a private-sector led organisation, specifically set up to identify and build knowledge intensive companies based on promising technology and capable innovative people. It plays a hands-on role helping entrepreneurs navigate the minefield of raising finance, sorting out business propositions, arranging agreements with shareholders and investors, and, perhaps most important of all, finding customers.

Every year, CorkBIC identifies, selects and develops several high potential start-ups or expansions. At any one time, there are 40 or 50 projects in the pipeline. 85% of start-ups engaging in this integrated process survive after five years, far outstripping the international survival average of 50%. Over the past 25 years CorkBIC has worked with over 300 start-ups, many of whom come back and re-engage.

CorkBIC is part of a network of 200+ BICs throughout Europe, The European Business & Innovation Centre Network (EBN). EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence.

CorkBIC manages **The Business Angel Partnership** (BAP) in the Midwest and Southwest region of Ireland, a joint initiative between Enterprise Ireland, InterTrade Ireland and the Irish Business Innovation Centres (BICs). The BAP operates on a regional basis, providing a matching service for private investors (Business Angels) and pre-screened investment opportunities in start-up, early stage and developing businesses.

Since inception, in 2007, the BAP has continued to grow, closing 118 deals raising over €51million in investment for Entrepreneurs across all sectors with a rapidly increasing component of cross border and international business angel seed capital investment. Of this €21m was sourced from private equity business angels registered with the Irish BICs. The deal sizes ranged from €30k to €1.2m and the average angel investment was €186,000 per deal.