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R

Emerging Ecosystem of Entrepreneurship & Startups in TÜRKİYE

Yavuz Selim SILAY, MD,MBA

Chairman, Istanbul Consulting Group,

Co-Founder & Partner Fonkolay

Co-Founder & Partner AFROTURK TV & AFROTURK AGRO TV

President, SoPE(Society of Physician Entrepreneur) TÜRKİYE

Rutgers University, Center for Innovation & Education New Jersey, USA

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Advisory Board Member, Rutgers University Center for Innovation&Education Center

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Vice President, IPSEN, BASKING RIDGE, NEW JERSEY

Former Director, TEVA, OVERLAND PARK, KANSAS

Former Director Forest Pharmaceutical, JERSEY CITY, NEW JERSEY Former

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Disclosures

Dr Yavuz Silay

- ✓ Has received compensation as an employee, or for consulting services from Ipsen, Teva Pharmaceutical, Forest Pharmaceutical, KV Pharmaceutical, Baylor College of Medicine, Chest foundation, Astellas, Chiron, Fugisawa, Nabi Biopharmaceutical, Medtronics, Deep Breeze as well as governmental organizations such as NIH (National Institute of Health) , American heart association, The World Bank, Turkish ministry of health, Siemens healthcare distributor, Avcılar Hospital and AFROTURK TV & AFROTURK AGRO TV
- ✓ Currently Serving as;
 - ✓ **Chairman of ICG (İstanbul Consulting Group)**
 - ✓ **Managing Partner of AFROTURK TV & AFROTURK AGRO TV**
 - ✓ **Co-Founder MAIN (MaQasid Angel Investors Network)**
 - ✓ **Corporate Communications Director, Several Companies**
 - ✓ **Chairing SoPE (Society of Physician Entrepreneur) TÜRKİYE**
 - ✓ **President of Bioentrepreneurship Center, WIHU (World Islamic Health Union)**
 - ✓ **Board Member WIHU (World Islamic Health Union)**
 - ✓ **Board Member, SAĞLIK-DER**
 - ✓ **Advisory Board Member, Rutgers University Center for Innovation&Education Center**

BIOENTREPRENEURSHIP

- Ever since the onset of civilization, humans have been continuously improvising and innovating on different aspects to make their livelihood more sustainable.
- This innovation reached a steep uptrend trajectory during the industrial revolution, and with the discovery of DNA and emergence of genetic engineering, our civilization entered a new era of biotechnology where desirable traits can be easily engineered into an organism to obtain a desired product.
- However, it was soon realized that in order to make the product reachable to the masses, integration of science, biology, and technology with business is of the utmost importance. This resulted in the genesis of the concept of bioentrepreneurship.
- Presently, it is a rapidly emerging discipline connecting two large domains, namely **biotechnology** and **business**

HOW DOES NEW NORMAL WILL LOOK

- The entire world sits in anticipation, waiting to see what the ‘new normal’ of the post-crisis era will look like and how we can adapt and rebuild our economies.
- the following post-crisis investment trends:
- What pace and shape of economic recovery do you expect to see?
- What economic or consumer trends do you see emerging in the post- COVID-19 world impacting digital Entrepreneurs?
- What are the key data sets you will use to validate the emerging trends in the post-crisis data?
- Will investors introduce significant changes to their strategies as a result of the global crisis?
- What is the key to building a successful ENTREPRENEURSHIP strategy in the post-crisis era?

What is the secret behind the success of TÜRKİYE ?

Türkiye transitioned into a “knowledge economy” and now become a PRODUCING NATION instead of a CONSUMING NATION.

UNIVERSITIES

PRIVATE SECTOR

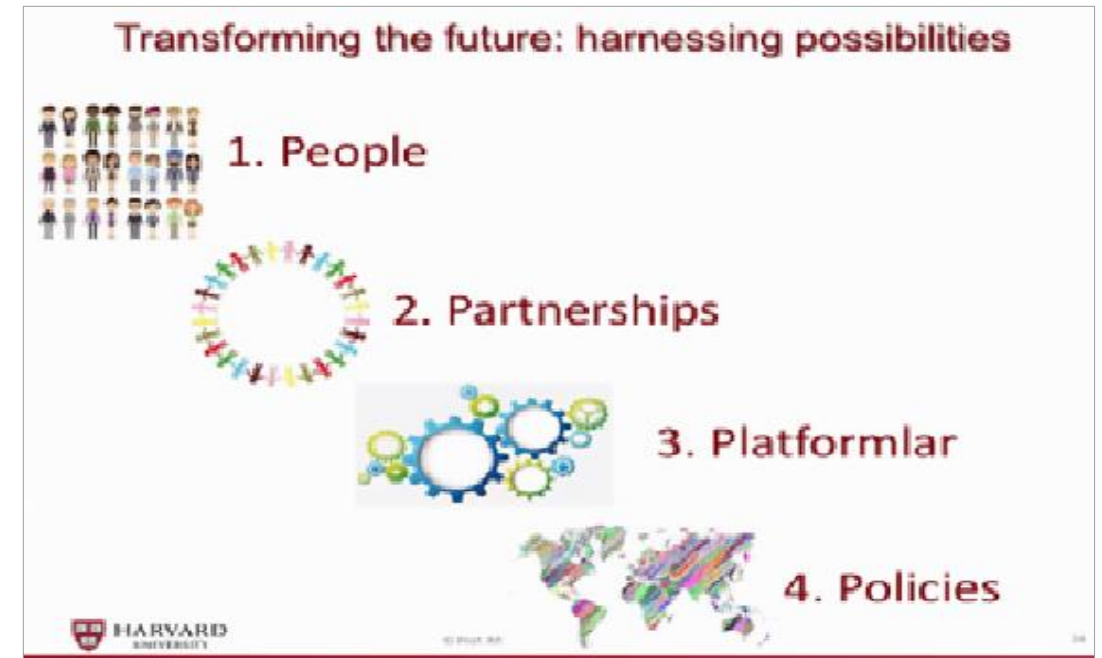
GOVERNMENT INSTITUTIONS

**WORKED TOGETHER TO ENHANCE INNOVATION
FROM HEALTHCARE TO AVIATION FROM AGRITECH
TO ARTIFICIAL INTELLIGENCE**



What is the secret behind the success of TÜRKİYE ?

- 1.WE TRANSITIONED FROM INVESTING INTO BUILDING TO INVESTING IN PEOPLE**
- 2.GOVERNMENT AND PRIVATE SECTOR WORKED CLOSELY**
- 3.NEW TECHNOLOGY ZONES AND TECHNOPARKS HAVE BEEN IMPLEMENTED**
- 4.POLICIES TO ATTRACT INNOVATIVE TALENT HAS BEEN IMPLEMENTED**



What is the secret behind the success of TÜRKİYE ?

BINA BUSINESS INCUBATOR FOCUSING ON GLOBAL PROGRAMS AS WELL AS TEMATIC PROGRAMS IN Healtech , Biocube Bioentrepreneurship & Innovation Center TO GROW STARTUPS TO SCALEUPS HAVE BEEN IMPLEMENTED

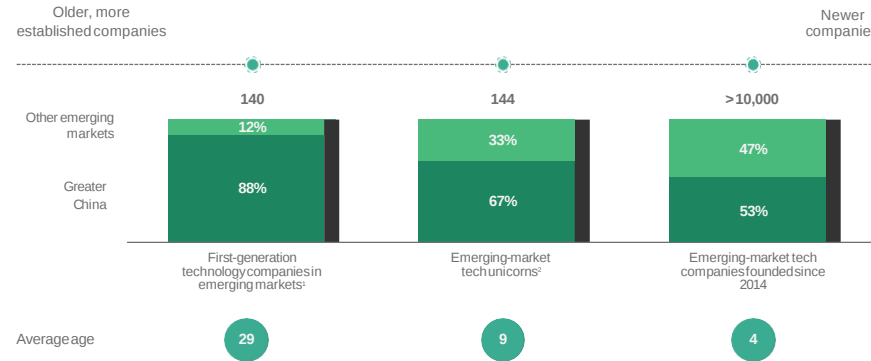
UNIVERSITY STUDENTS FROM 1ST YEAR START RECEIVING RESEARCH & INNOVATION MANAGEMENT TRAININGS

ACROSS TÜRKİYE TECHNOPARKS AND TECHNOLOGY TRANSFER OFFICES HAVE BEEN IMPLEMENTED TO GENERATE GLOBAL BRANDS

FUNDS , ANGEL INVESTOR NETWORKS ve CROWDFUNDING PLATFORM REGULATIONS HAVE BEEN IMPLEMENTED STARTING 2015

GLOBAL STARTUP PROGRAMS AND EXCHANGE PROGRAMS HAVE BEEN UTILIZED ACROSS UNIVERSITIES AND TECHNOPARKS

The Emerging Market Tech Landscape Is Diversifying



Sources: PitchBook; BCGanalysis.

¹Of the 140 companies in the Morgan Stanley Capital International EM Information Technology Index, 82 are from mainland China, 3 are from Hong Kong, and 38 are from Taiwan.

²Data as of March 2020.



BOSTON CONSULTING GROUP

Good Job Games, 2019 by receiving 800 Million downloads has become one of the top 3 gaming companies

17 January 2020
Twitter Mustafa
Varank
#MilliTeknolojiHamlesi



The BCG Emerging-Market Tech Challengers

Our 2020 list of 100 emerging-market tech challengers consists of companies chosen for their adoption of technology, industry position, business models, and proven market traction. (See Exhibit 3 and the sidebar, "Selection Criteria.") The challengers are a truly global group, representing 14 countries from all major regions. (See Exhibit 4.) They are active in multiple sectors, spanning B2C and B2B. (See Exhibit 5.) Indeed, while two-thirds of the challengers focus

on consumer apps or services, fully one-third are active in B2B, transforming how other companies work. Some are pursuing highly advanced technologies such as semiconductors, AI, and robotics. China's Shenzhen Goodix Technology, for example, offers software and semiconductor solutions for smart devices, IoT applications, and automotive electronics. Israel's Monday.com provides project management solutions to more than 100,000 organizations. Nxin, also of China, operates a digital platform that delivers data, ecommerce, and financial services to the agriculture industry.

The 100 Emerging-Market Tech Challengers

Greater China (40)

- Baozun
- Beike (Real Estate)
- Bilibili
- BYD Electronic (International)
- ByteDance
- Cainiao Network Technology
- Contemporary Amperex Technology
- Didi Chuxing
- Face++
- Fuyoukache
- Genimous Technology
- Goertek
- iFlytek
- JOYY
- Meicai
- Meituan-Dianping
- Mobvista
- Nxin
- OneConnect Financial Technology
- Oppo Electronics
- Pinduoduo
- Ping An Healthcare and Technology Company
- Qutoutiao
- RootCloud
- Sangfor Technologies
- SenseTime
- Shenzhen Goodix Technology
- Shenzhen HiveBox Technology
- Siasun Robot and Automation
- Songshu AI
- Unisoc
- Vivo Global
- Weizhong Bank
- Wuhu Sanqi Interactive Entertainment Network Technology Group
- Xforceplus
- Xiaohongshu
- Xiaomi Corporation
- YITU Technology
- Zhejiang Century Huatong Group
- ZhongAn Online P&C Insurance

India and South Asia (17)

- BigBasket
- BlackBuck
- Byju's
- CureFit
- Delhivery
- Dream11
- Druva
- Lenskart
- Ola
- PhonePE
- Policybazaar
- Practo
- Sterilite Technologies
- Swiggy
- Udaan
- Unacademy
- Zomato

Israel (9)

- CyberArk Software
- ironSource
- Landa Digital Printing
- Monday.com
- OrCam
- Payoneer
- Playtika
- SolarEdge Technologies
- Wix.com

Southeast Asia (8)

- FPT Corporation
- Gojek
- Grab
- Lazada
- Razer
- Sea Group
- Tokopedia
- Visionet International (Ovo)

South Korea (8)

- Coupang
- Kakao
- KakaoBank
- Krafton Game Union
- Market Kurly
- Pearl Abyss
- Ticket Monster
- Viva Republica

Russia, Eastern Europe & Central Asia (6)

- 1C Group
- Mail.ru Group
- Playrix
- Tinkoff Bank
- Wildberries Marketplace
- Yandex

Central and South America (6)

- 99
- Creditas
- iFood
- Nubank
- PagSeguro Digital
- QuintoAndar

Africa (3)

- Jumia
- M-Pesa
- Takealot.com

Turkey (2)

- Getir
- Good Job Games
- Getir
- UAE (1)
- Media.net Advertising



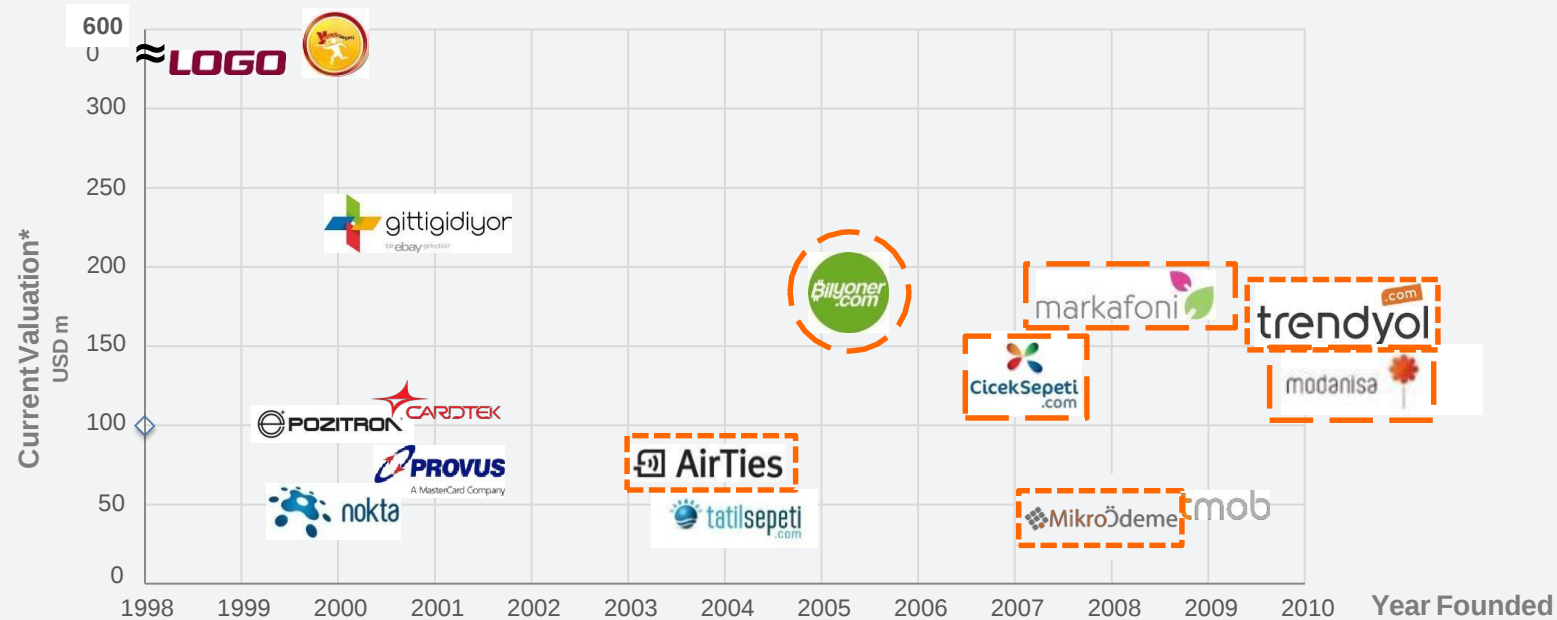
• **Getir**
 • **Good Job Games**



Source: BCG analysis.

Access to Early-Stage Investment Has a Material Impact

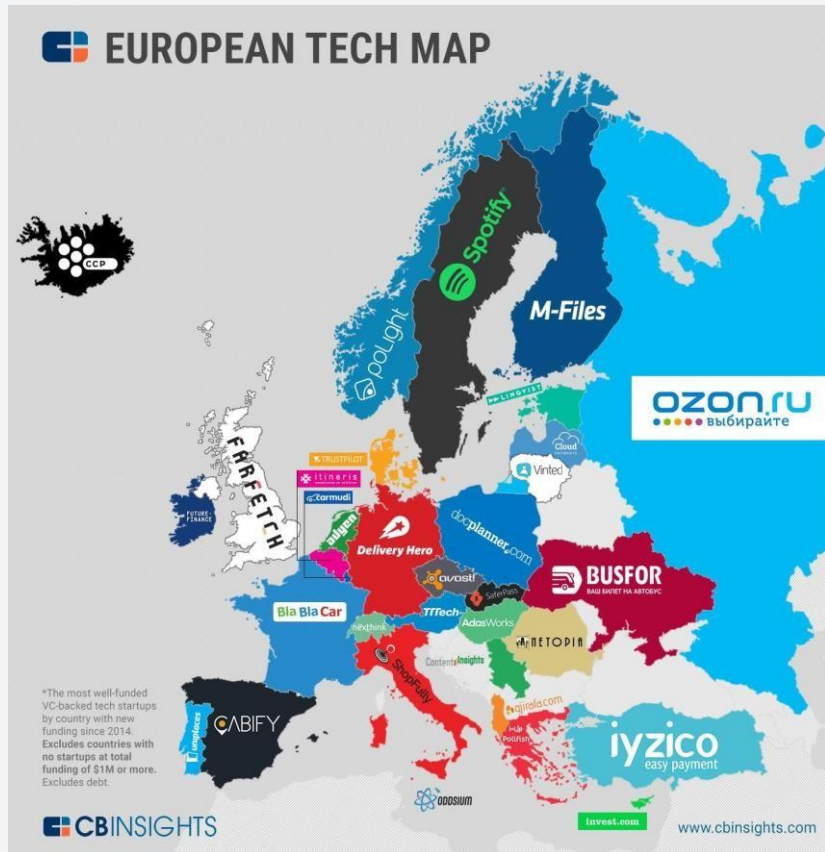
In the last 10 years start-ups with access to early stage financing scaled significantly faster than earlier entrants, reaching comparable valuations in less time



Received investment within 3-years following year of founding

* Note: Sahibinden and Hepsiburada excluded as they are captive start-ups

European developments



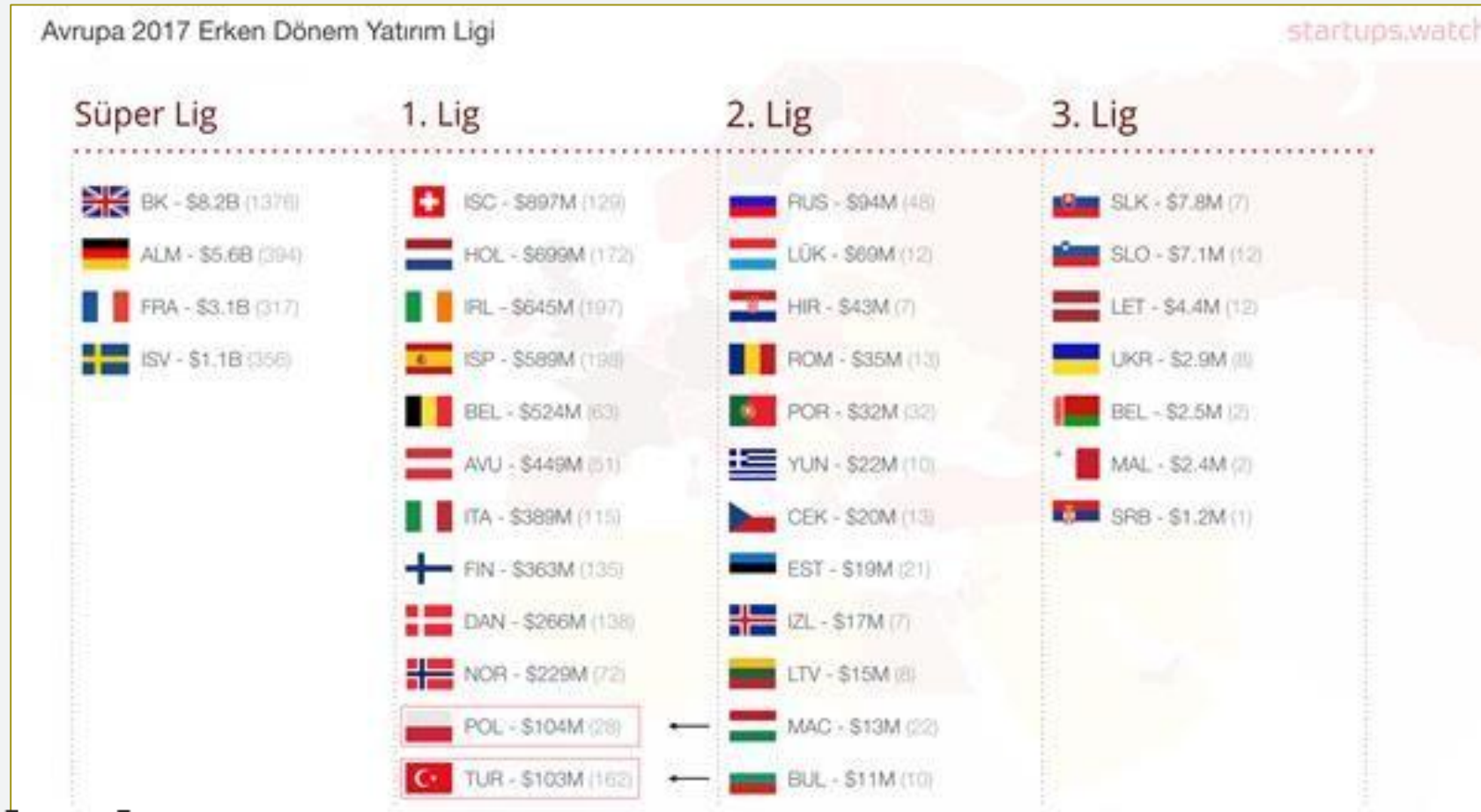
European Countries Ranked by Their Most Well-Funded Startup since 2014¹

Company	HQ
Spotify	Sweden
DeliveryHero	Germany
BlaBlaCar	France
FarFetch	United Kingdom
Ozon.ru	Russian Federation
Adyen	Netherlands
Future Finance	Ireland
Cabify	Spain
Trustpilot	Denmark
Avast Software	Czech Republic
NEXThink	Switzerland
Vinted	Lithuania
TTTech	Austria
CCP Games	Iceland
M-Files	Finland
poLight	Norway
Carmudi	Luxembourg
DocPlanner	Poland
UniPlaces	Portugal
Itineris	Belgium
ShopFully Group	Italy
invest.com	Cyprus
Lingvist	Estonia
Iyzico	Turkey
ADASWorks	Hungary
CloudPayments	Latvia
Busfor	Ukraine
Pollfish	Greece
Gjirafa	Albania
NETOPIA Systems	Romania
Oddsium	Moldova
Content Insights	Serbia
SaferPass	Slovakia

EUROPE?

1- Source : CB Insights 2014-2016 (7/2016)

Turkey is Now a Game Changer and Early-Stage Investment Hub was Climbing to the 1st League in Europe now moved to Super League with PEAK GAMES investment



Business Angel Networks



Crowdfunding

Tech Accelerator Funds



Pre-Seed / Seed



Early Stage



Growth Stage



Fund of Funds



Accelerators ***



Technoparks



Deal Rooms

Investor Analytics

Corporate Entrepreneurship

Media



Annual Tech Summits



Government



NGOs & Organizations



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Business Angel Networks



Crowdfunding



Tech Accelerator Funds



Pre-Seed / Seed



Early Stage



Growth Stage



Fund of Funds



Accelerators***



Technoparks



Deal Rooms



Investor Analytics



Corporate Entrepreneurship



Media



Annual Tech Summits



Government



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Business Angel Networks (Accredited + Non-Accredited)



Business Angels

476 Accredited Business Angels
(As of March 31, 2019)

Crowdfunding



Tech Accelerator Funds (Early Stage - Reside in Turkey)



Seed and Series A Investors (Reside in Turkey)



Seed and Series A Investors (Active Foreign Investors)



Fund of Funds / Grants



F/DFI



Late Stage Investors (Reside in TR)



Accelerators (Run by Universities, TTO, Technoparks, NGOs)



Accelerators (Run by Banks)



Accelerators (Privately Held)



Acceleration & Innovation Platforms



Venture Builder



Local Platforms for Startup



Mentor Programs & Platforms



Investor Analytics



Deal Rooms / Investment Platforms



Pre-Incubation & Incubation*



Living Labs



Community Centers



Technoparks



NGOs & Organizations



Government



Media (English)



Top 3 Startup Friendly Companies (2018)



*: Only incubation centers having explicit startup list in their web sites are listed.

This is by no means an exhaustive list, there are so many stakeholders that are not on this list. This is only our top picks.

Feel free to ask for updates : support@startups.watch

Business Angel Networks

Business Angel Networks (Accredited+Non-Accredited)

														
Abigem	Angel Effect	BUBA Investors Club	Egiad Melekleri	eTohum Investor Club	ERBAN	Galata Business Angels	Keiretsu Forum Türkiye	Lab-X	MAIN (MaQasid A.L.N.)	Metutech-BAN	Şirket Ortağı	TEB Melek Yatırım P.	TEB Özel Yatırımcı Kulübü	TR Angels

Çorum	İST	İST	İzmir	İST	Kayseri	İST	İST	İST	İST	Ankara	İST	İST	İST	İST
2019	2019	2014	2015	2008	2016	2009	2012	2006	2019	2007	2013	2013	2013	2014
	UK						Global					Cities in TR		

Crowdfunding

Crowdfunding



Arkovani

Buluşum

crowdfon

Fongogo

fonbulucu

ideanest

Deal Rooms

Deal Rooms / Investment Platforms

 BORSA İSTANBUL ÖZEL PAZAR		 startupfon	
BIST Özel Pazar	eTohum	Startupfon	Startup Market

BRIDGE GLOBAL PROGRAM



SPECIAL THANKS



Murtaza Karanfil
President, DEIK LIBYA
Business Council
Chairman, Karanfil Group



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Vice President of the
Entrepreneurial
Businessmen Foundation



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ITEF President



Berna Sema Yiğit Sevindi
Gri Portfolio Managing
Partner



Çetin Vuraloğlu
Famz food &
Mapcunsul CEO



Güven Akat
Hayat Finance
Consulting Managing



Elif Sevinç Yöner
Avukat, Sevinç & Yöner
Hukuk bürosu



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Innovation Center, General
Coordinator



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Argea Technology,
Managing Partner



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TÜMMİAD Founder



Dr. Beril Koparal Ergün
Veni Vita Health Managing
Partner



Ali Kurt
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Dr. Gökhan Kurtar
Technology Department
Manager, Ministry of
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Hakan Duman
AJH Edison Managing
Partner



Kenan Altun
Chief Operating Officer -
Fonkolay



BRIDGE GLOBAL PROGRAM

SPECIAL THANKS



Nurten Ural
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General



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Founder of Erdem Kaya
Partners Law Firm



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Investment Banker &
Managing Director,
Simply Optimal



Utku Bengisu
Founder of Bosphorus
Trade Centers



Emre Akkaş
Akkaş&Partners Law
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İbrahim ÇALIŞKAN
Industrial Engineer



Emre Tümer
Mamak Municipality
Innovation and Technology
Manager



Yavuz Altun
Happy Center CEO



İyas Sabri
Entrepreneurship Expert



Veli Bahçeci
ROIVA Founder & CEO



Jamal Alshati
Consultant in
non-governmental
organizations



Jag Tessouki
Founder and CEO at JM
Edison



Daniel Deji Ayodele
Founder of Mindshift
Empowerment and
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BRIDGE GLOBAL PROGRAM



SPECIAL THANKS



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SMBF Türkiye
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Hakan Eren

Vice Dean of the Faculty
of Economics and
Administrative Sciences



Emrullah Akdemir

Information Security
Specialist, Founder



Mustafa Akçelik

Zakat Foundation of
America Türkiye Country
Director



İsmail Hilmî Adigüzel

Country Leader Social
Business Global



Ayman Ghoneam

Founder AGZDev



Khurram Zuberi

Founder & CEO
Jumpstart Pakistan



Fatih İlker Yiğit

Treasury Manager
Eminevim



"BRIDGE
GLOBAL"
STARTUPS



BRIDGE
GLOBAL

CROWLINK
Go Paperless

Crowlink

3pmetrics

3pmetrics

BRIDGETOGLOBE

COREDINAT

APPVEST

AppVest

AIVA
DIGITAL AGE TECHNOLOGY

Centeriva

E.B.CARE

E.B.CARE

healthination

GoHealthiNation



Hackers Game

ALLEZYUM

İNTAP

LILYART
STUDIO

Lily art studio

SimClever
Ingenious form of medical simulation

SimClever

COGNIMENTAL
Yeni bir düşünce, yeni bir deneyim

PsychoWorld

ÇORAP

Çorap

Nara
XR

NaraXR

Medica
UroSIM

MedicaUroSIM

WISDOM

Wisdom

Supsis

Supsis

team
games

Team V Games

vedubox

Vedubox

ATAM
TECHNOLOGY

VTOL



QATAR FUND
FOR DEVELOPMENT
صندوق قطر للتنمية

spark

قطر الخيرية
QATAR CHARITY

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BRIDGE GLOBAL PROGRAM



MEET OUR EXPERT MENTORS WHO WILL GUIDE STARTUPS
IN THE **BRIDGE GLOBAL** INCUBATION PHASE

MENTORING



Knowledge



Coaching



Training



Goals



Motivation



Success



Hakan Eren

Vice Dean, Ostim
Technical University



Kenan Altun

Chief Operating
Officer - Fonkolay



Dr. Yavuz Selim Sılay

Physician Entrepreneur
& Venture Architect



Mustafa Akçelik

Country (Türkiye) Director,
Zakat Foundation of America



Bülent Kavaklı

TÜMMİAD Founder





 **AFROTURK^{TV}**

 **AFROTURK^{TV}**
AGRO 





Partnership Proposal

Innovation management & commercialization

Dr. Yavuz Selim Silay

1- Portfolio Analysis of potential startups and identifying requirements

- Identifying how much investments (time & money) has been done for each project to see the most lucrative way of go to market strategy using the innovation portfolio management system of E-BINA ACROSS TECHNOPARKS AND TECHNOLOGY TRANSFER OFFICES
- Prioritize which companies & products are qualified and ready to go to market.
- Develop clinical development plan, regulatory development plan, publication plan and target product profile and diverse human talent using BRIDGE GLOBAL PROGRAM for successful launch
- Conducting qualitative and quantitative market research studies to identify the potential market and opportunities FOR YOUR TECHNOPARKS
- UTILIZE BINA BUSINESS INCUBATOR AS A VEHICLE TO OPEN A NEW INCUBATION PROGRAM ACROSS ARAB WORLD USING BINA BUSINESS INCUBATOR DIGITAL PLATFORMS (E-BINA) TO REACH ACCESS TO GLOBAL INVESTORS AND MENTORS
- Building an advisory innovation advisory board & MENTORSHIP POOL with KOL (key Opinion Leaders) FROM EACH OF THE PARTNER TECHNOPARK

2- Fundraising and investment management

- **IMPLEMENT A 3-6 MONTH BRIDGE GLOBAL PROGRAM AT YOUR TECHNOPARK FOR THE Preparation of each company & product pitch deck based on the fundraising strategy**

Based on the fundraising channel, preparing the right investable representative team reflecting in the pitch deck of each product (investors look for qualified teams to invest in)

- **Fundraising via crowdfunding and angel investor (Mandate)**

Negotiating terms on behalf of companies with the crowdfunding platforms and angel investors for each product.

- **Establishing NEW VC Funds (Mandate) such as NEMA FUND across ARAB WORLD WITH YOUR TECHNOPARK**

With portfolio management companies and investors, establish the VC fund structure and obtain the license and make it ready to receive capital from potential investors.

- **Prepare the roadmap for a potential IPO (Mandate) TO BE PRESENT IN TURKIYE EUROPE AND USA**

IPO stakeholders to put the roadmap for any potential IPO

3- Commercial management using BRIDGE GLOBAL Program

- **Identifying and Establishing right partnerships for each product using BRIDGE GLOBAL Program**

After identifying the right partners, approaching for licensing, JV, selling patents or royalties.

- **Review the current stakeholders map and provide the necessary updates to engage with right stakeholders at the right time.**

To maintain and enhance the credibility with all stakeholders, preparing the right messaging and visiting stakeholders in person on behalf of company (Mandate)

- **Outsourcing and/or building internal capacity of marketing and sales team**

Align and execute on the sales and marketing strategy with the right people

- **New generation government engagement as public affairs director in Ankara, Brussels & Washington DC and across ARAB World UTILIZING LOCAL INCUBATION CENTERS & BUSINESS AMBASSADORS OF BRIDGE GLOBAL PROGRAM**

Attending meetings TOGETHER WITH TECHNOPARK EXECUTIVES AND bring exclusive market insights that will protect and improve TECHNOPARK COMPANY PORTFOLIO market position.



Yavuz Selim Silay

Innovation Management Executive

Dr. Yavuz Selim Silay is the Chairman of İstanbul Consulting Group & Managing Partner of AFROTURK TV broadcasting to 900 million people across 40 countries in Africa.

Dr. Silay through his Global broadcasting network produces international TV and Radio Shows such as NEWS+, 5TN (5 Technology News) , WHN (World Health News) , ITB (Idea to Business) , Study in Türkiye , Special Report, Only For Man

As the managing partner of VC Fund, global angel investment group and crowdfunding platform , Currently working on establishing several Impact Funds, VC and PE funds in healthcare, telecommunication, edtech, agritech & Information Technologies.

ICG(Istanbul Consulting Group) which was founded in 2013, provided guidance to the Turkish ministry of health as part of a World Bank project and continuing to play a crucial role in the Global Biotech and healthcare ecosystem such as the Co-Founder of BioCube İstanbul Bioentrepreneurship & Innovation Center and Corporate Communication Director of several healthcare companies .

Dr. Silay previously managed the largest distributor of Siemens Healthcare in Turkey managing 250 employees and established Hospital based R&D centers.

Previously Dr. Silay worked as the Market Access & Health Policy Director for AIFD in Turkey.

Yavuz previously worked as the Vice President of Ipsen pharmaceutical and Director of Teva pharmaceutical in USA managing large clinical trials as well as Investigator Initiated Trials and developing relationships with Key Opinion Leaders. Previously, Yavuz was the Associate Director at KV Pharmaceuticals and Director in Clinical Development department at Forest Laboratories

Yavuz earned his MD from the Faculty of Medicine, University of Ankara in Ankara, Turkey. He completed a clinical internship at Baylor College of Medicine in Houston, followed by continued research training at The University of Texas MD Anderson Cancer Center in Houston. He recently completed his Executive MBA at the Olin Business School at Washington University in St. Louis. Yavuz currently resides with his wife Dr. Kamile Silay and their two daughters and one son in Ankara,Turkey.



غرفة التجارة والصناعة والخدمات لسوس ماسة
ⵜⴰⴳⴷⴰⵢⵜ ⵏ ⵙⵓⵙ ⵎⴰⵙⴰ ⵏ ⵓⵔⵓⵙ ⵎⴰⵙⴰ
Chambre de Commerce, d'Industrie et de Services de Souss Massa



IsDB
البنك الإسلامي للتنمية
Islamic Development Bank



المركز الجهوي للاستثمار سوس ماسة
ⵏⵓⵙ ⵎⴰⵙⴰ ⵏ ⵓⵔⵓⵙ ⵎⴰⵙⴰ
Centre Régional d'Investissement Souss Massa



SPECIAL THANKS TO BROTHER ALADDIN AL LADEED FOR BEING AN AMAZING HOST





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Emerging Ecosystem of Entrepreneurship & Startups in TÜRKİYE

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Chairman, Istanbul Consulting Group,

Co-Founder & Partner Fonkolay

Co-Founder & Partner AFROTURK TV & AFROTURK AGRO TV

President, SoPE(Society of Physician Entrepreneur) TÜRKİYE

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