



INNOPORT
GO GLOBAL



More than **80%** of
tech-based startups
are **BORN GLOBAL**

FOREIGN

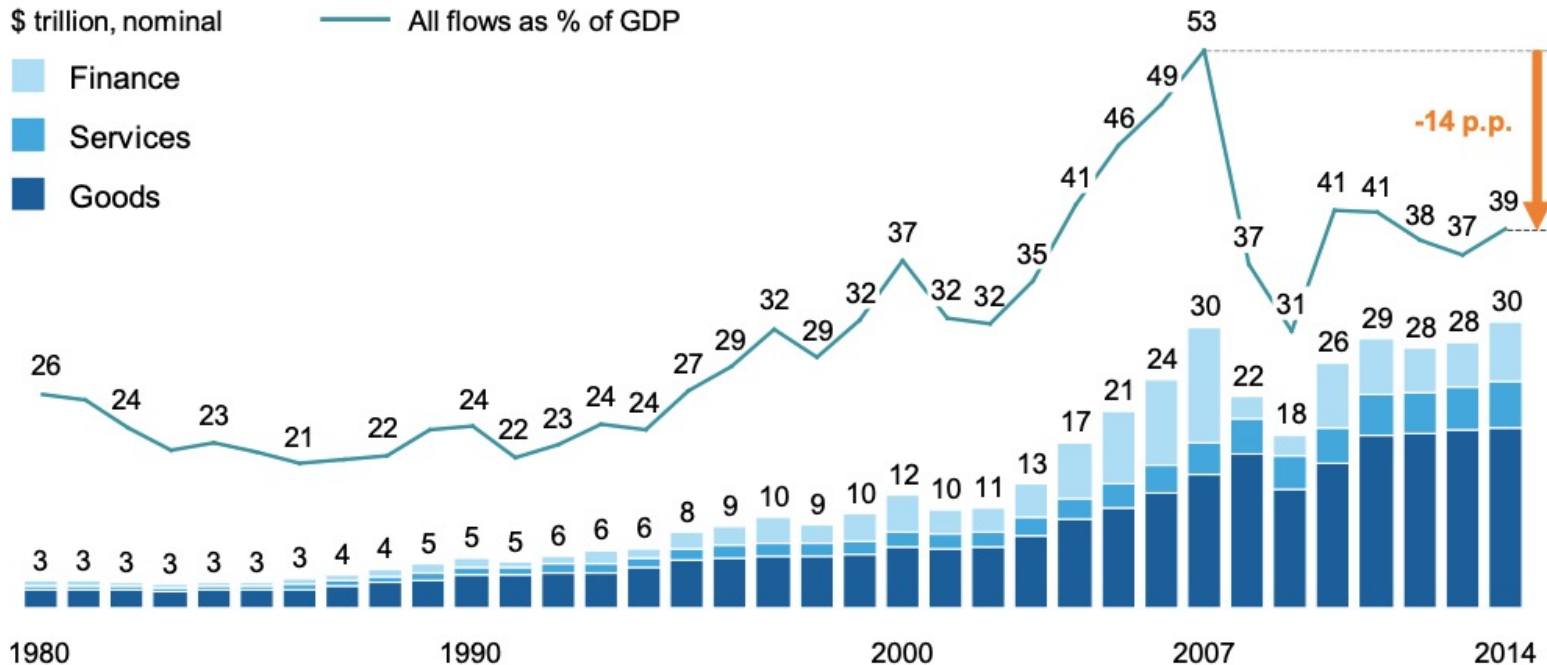
customers, financing
and suppliers, from

DAY ONE

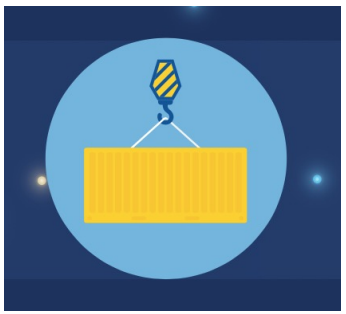
\$ trillion, nominal

— All flows as % of GDP

- Finance
- Services
- Goods



-14 p.p.



DECLINE OF TRADITIONAL GLOBAL FLOW

After 20 years of rapid growth, traditional flows of goods, services, and finance have declined relative to GDP. In the decade ahead, the global goods trade may continue to decline relative to world GDP. At a minimum, it is unlikely to resume rapid growth.

TRADITIONAL

TANGIBILITY



INTANGIBLE FLOW

THEN: Tangible flows of physical goods

NOW: Intangible flows of data and information

DIVERSITY



EMERGING ECONOMIES

THEN: Flows mainly between advanced economies

NOW: Greater participation by emerging economies



INTENSITY

KNOWLEDGE INTENSIVE

THEN: Capital- and labor- intensive flows

NOW: More knowledge- intensive flows

MEDIUM



DIGITAL INFRASTRUCTURE

THEN: Transportation infrastructure is critical for flows

NOW: Digital infrastructure becomes equally important

CAPACITY

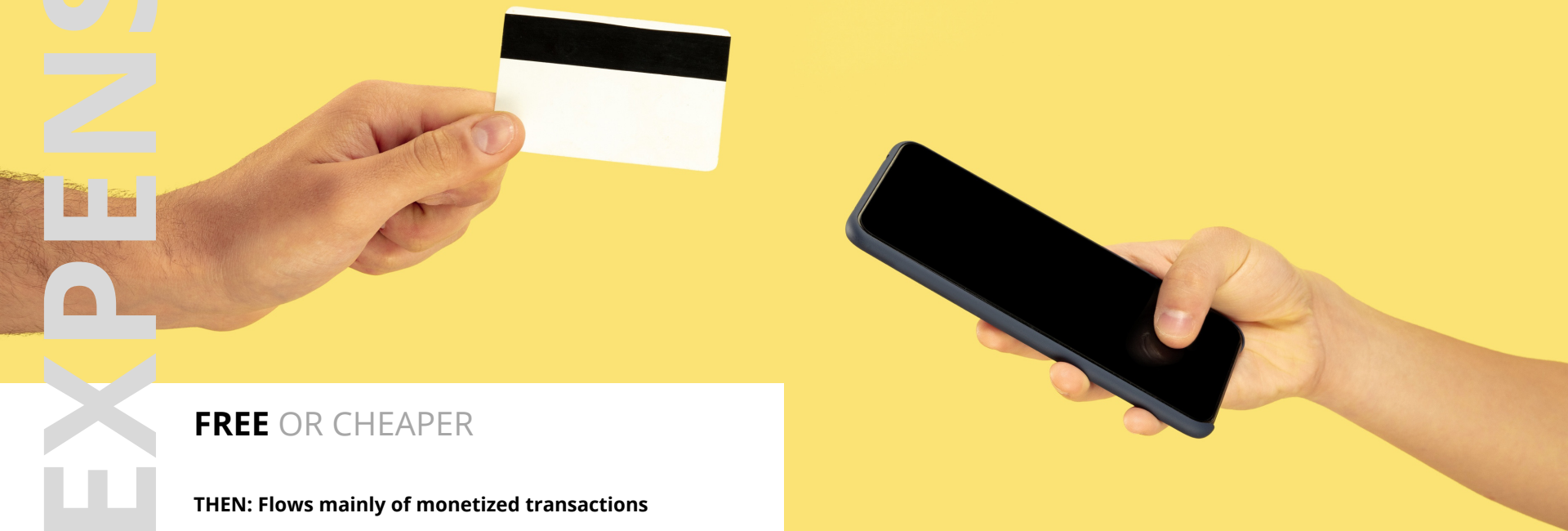
SMES AND INDIVIDUALS

THEN: Multinational companies drive flows

NOW: Growing role of small enterprises and individuals



EXPENSE



FREE OR CHEAPER

THEN: Flows mainly of monetized transactions

NOW: More exchanges of free content and services

VELOCITY



DIFFUSION OF IDEAS

THEN: Ideas diffuse slowly across borders

NOW: Instant global access to information

TRAJECTORY



BIDIRECTIONAL

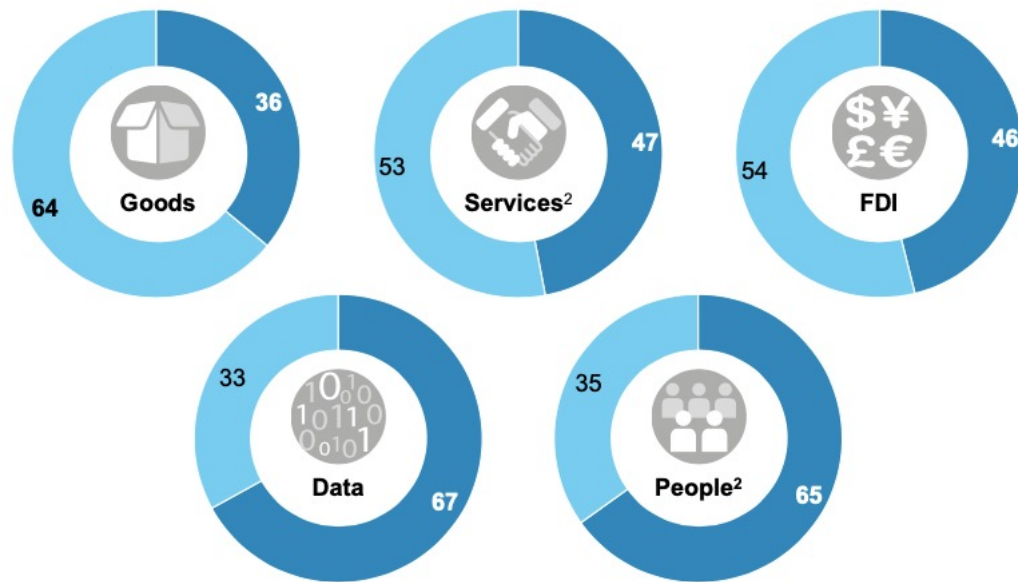
THEN: Innovation flows from advanced to emerging

NOW: Innovation flows in both directions

More than **18%** of
global retail is via
ECOMMERCE

Distribution of flows between intraregional (short haul) vs. interregional (long haul), 2014¹
% of world flow

- Short haul (intraregional)
- Long haul (interregional)



REGIONAL FLOW

While much of the world's trade in goods is long distance, roughly half or more of other global flows move within the same region

MENA




REGIONAL EXPANSION

Underdeveloped Ecosystems

Cultural Similarity

Brand Exposure

A street scene with a crowd of people. In the background, there are buildings, trees, and a black wrought-iron gate. A large yellow rectangular overlay is centered on the image, containing text. The text reads: "More than 4 MILLION Iranian IMMIGRANTS". The word "MILLION" is in a larger, bold font than the other words. The background shows a diverse group of people, some standing and some walking, in an urban setting.

More than **4**
MILLION Iranian
IMMIGRANTS

TOOLS & PLUGINS



OPEN COMPETITION

Users of small tools and plugins don't care and mostly don't know anything about the geographical origin of the developers.

MOVE BASE

Start
UP Visa
Portugal

STARTUPS TO GO

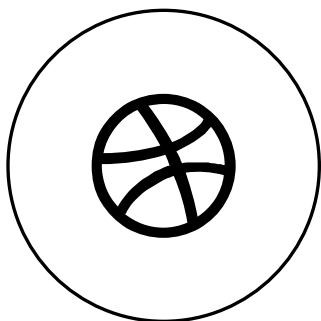
Startup visa programs

Global accelerators

Remote teams

Technical co-founder as a
service

SCEPTIC OF



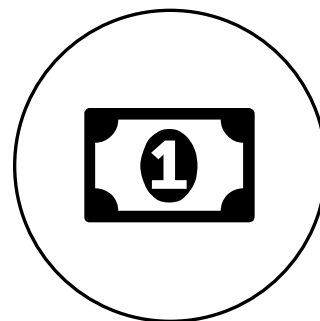
Global Networks

Hard to reach flywheel status
from Iran



Physical Goods

Hard to reach exponential
growth, not VC backable



No Exit Strategy

Looking for startups that offer
exit strategies for VCs



Global Retail

Logistics won't work, from
Iran or anywhere else

INNOPORT

STARTUP

Airport Town



مدرسه‌ی کسب‌وکار
تکاپو



پیشگامان امین سرمایه پاسارگاد



موسسه دانش بنیان برکت
BARKAT VENTURES



Golrang Industrial Group
گروه صنعتی گلرنگ

حکمت اول



INTERNATIONAL ACCESS

- Office buildings
- Foreign employees
- Fairs and exhibitions



SERVICE

Melli
Iran
Exchange
Co.

شرکت ملی ایران

SANCTIONS AND MORE

Financial transactions

Service registration

Legal representation

EDUCATION

BEST PRACTICES

User acquisition

Fundraising

Market development

FUNDING

A close-up photograph of two people in business attire shaking hands. The person on the left is wearing a light-colored sleeve, and the person on the right is wearing a dark blue suit jacket. The background is blurred, showing other people in a meeting setting with a laptop visible in the lower right.

VENTURE CAPITAL

Domestic VCs investing in dollars

Bringing foreign VCs to Iran

LPs investing in foreign currency funds

ACCELERATE

THE ONLY WAY TO
DO GREAT WORK IS
TO LOVE WHAT YOU DO

ACCELERATORS & INCUBATORS

Accelerators accepting only international ideas
Bringing global programs to Iran



PATENTS

INTERNATIONAL LAW

Contracts and other legal documents

Intellectual properties

Disputes and foreign representation

LET'S GO
GLOBAL

