

# Business Angel Investment

How BA Investment [may] enable  
ICT enterprises

# Agenda

- Business Angel defined
- Place in the investment process
- Statistics/Trends
- Business Angel Networks
- Conclusion



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# Business Angel defined



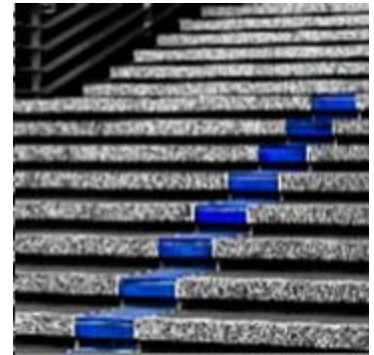
# What?



# Where?



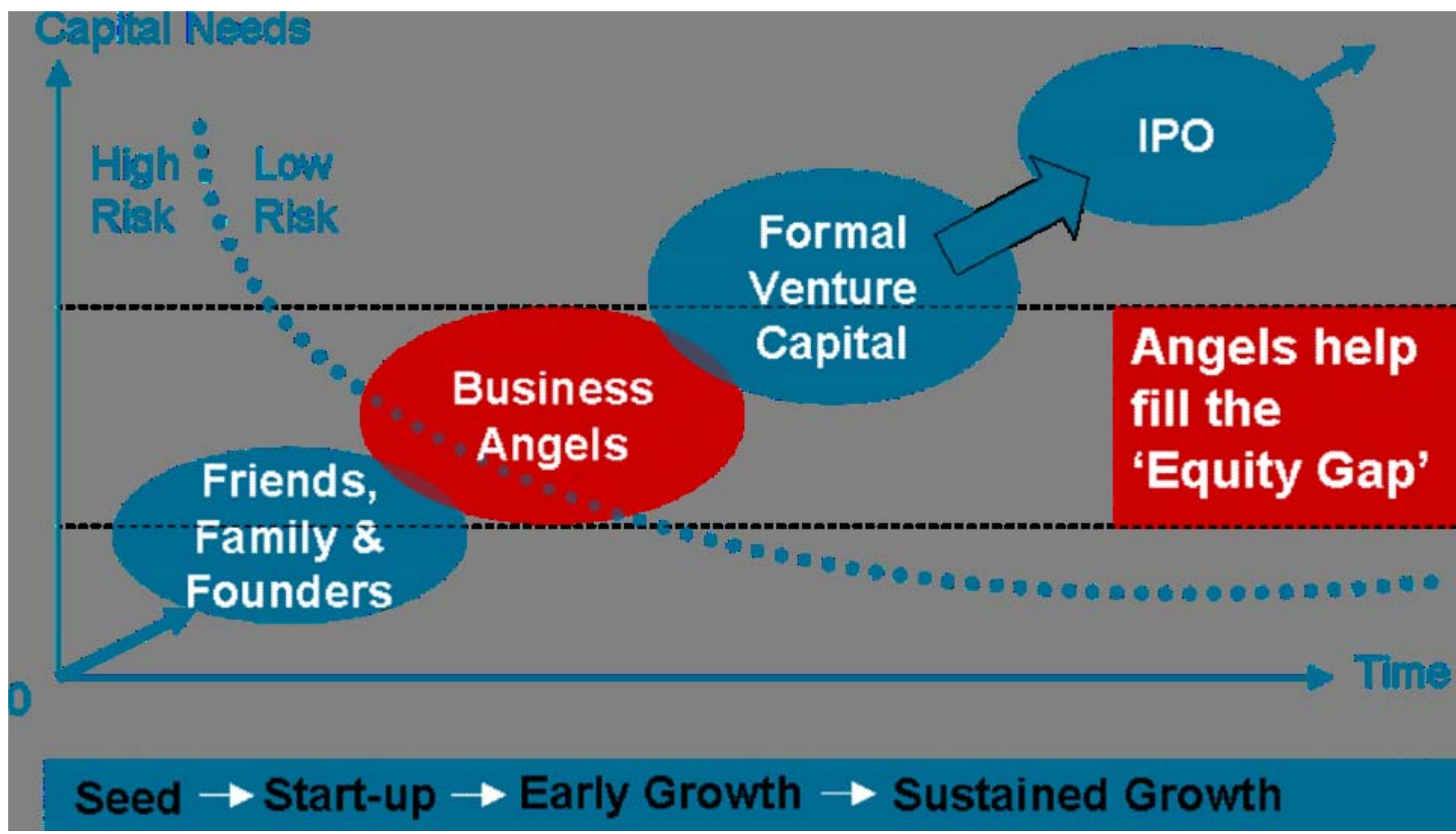
# Why?



# For what?



# Where to position BAs



So...



...of which



...and...

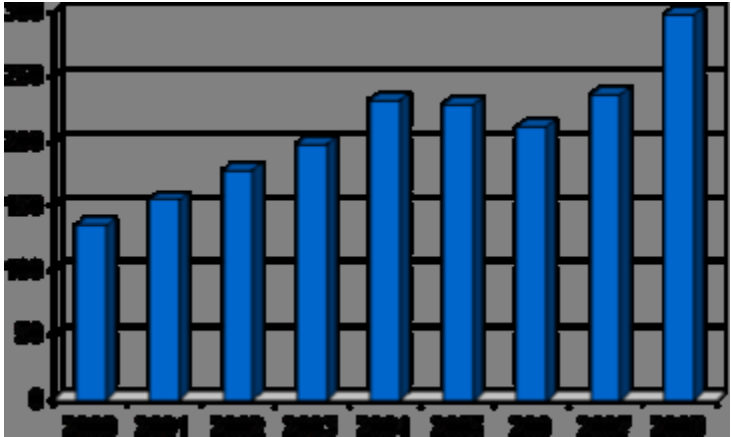


...for finally



# Market Statistics

Number of BANs  
[EBAN]



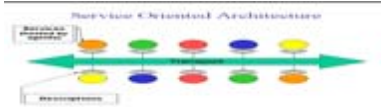
*16.487 Angels*  
*1.111 investments done*  
*EUR 184mio in total*  
*EUR 165k per deal*

*In 2007*  
*[EBAN]*

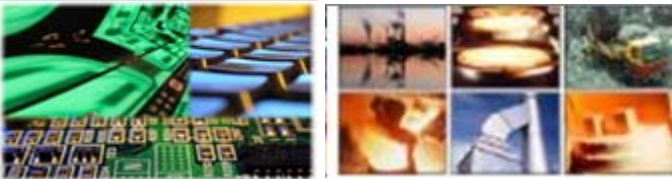
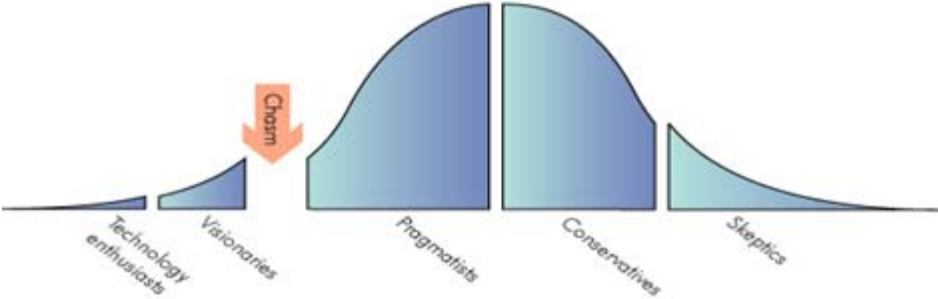
# Market Statistics [ctd.]



# Trends in ICT

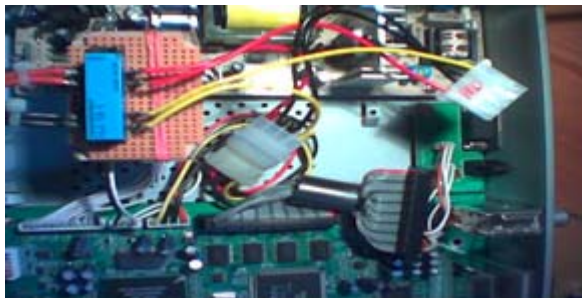


# Trends in ICT [ctd]



# Resulting in...

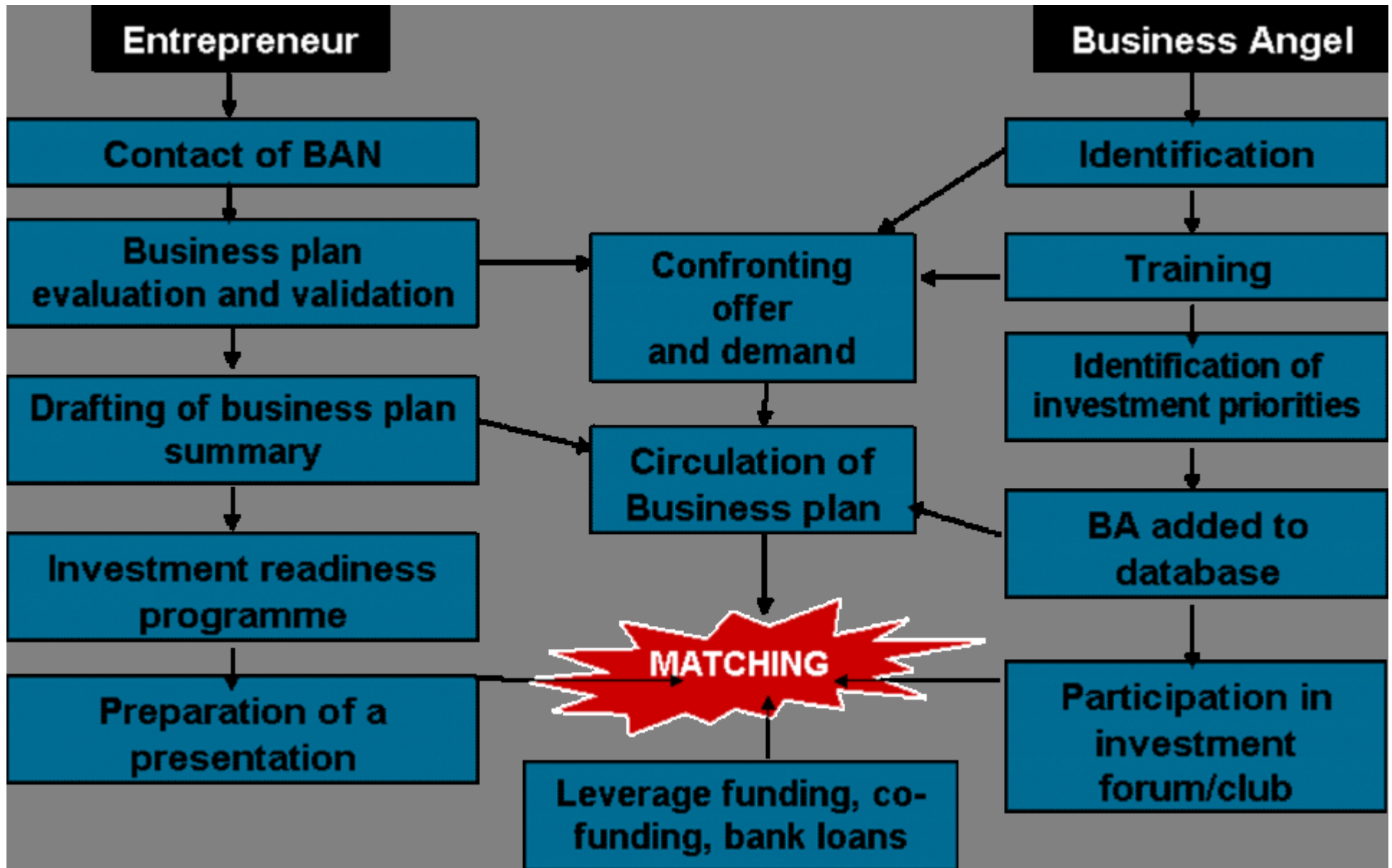
**Need working Capital?**



# Resulting in... [ctd]



# Business Angel Networks



# Conclusion

- Business Angels are an important addition to available sources of finance
- Angel Networks can add further value by providing investor / investee readiness support, facilitation of syndication etc. but also dissemination activities
- Business Angels can bring sector specific expertise to the table
- Technology focus switch to service decreases capital needs as well as first sales timelag
- Faster ROI for Business Angel investment size opportunities



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