



The European Trade Association for Business Angels,
Seed Funds, and other Early Stage Market Players

Xcala Fora - Cross Border
Investments

Candace Johnson, President EBAN



EBAN's Global Network





Think Big ! The world is yours

- You discovered a way to destroy hunger throughout the world?
- You developed a system to educate the world's poor?
- You implemented a plan to put to work every man and woman on the planet and to have them remunerated for their work?
- You found a way to provide low cost energy for everyone in the world?
- You found a universal vaccine?



Today, you've got the Whole World in Your Hands

- Satellites – Creating space, creating an infrastructure out of nothing, creating a community where everyone was and is connected
- Internet
- Mobile
- EasyJet
- Skype
- GoogleMail
- Facebook



Entrepreneurs bring about Change

- Entrepreneurs can be technology, financial, social, political, but they must bring about change.
- Small business owners are not Entrepreneurs!
- As Schumpeter says, Entrepreneurs blow gales of Creative Destruction !
- They bring about real change, they create new industries, new services, new products, new paradigms



- The voice of Early Stage Investors in Europe
- Not for profit organization based in Brussels
- Created in 1999 by Eurada with the support of European Commission
- Members in more than 59 countries in Europe and beyond
- 193 members and growing!

Beyond Europe:

- | | |
|-------------|----------|
| Australia | Brazil |
| Canada | Jordan |
| Kenya | |
| New Zealand | Malaysia |
| Singapore | Oman |
| | USA |



EBAN's Partners and Eco-System



EBAN Members

Business Angel Networks (BANs)

Federations of Business Angel Networks

Early Stage/ Seed Funds

Business Angels

Business Accelerators

E-funding & Crowdfunding Platforms

Corporations

Chambers of Commerce

(non-investors)

Associate Members *(Other entities involved in promoting the early stage investment market in Europe)*

The European Angel Market at a Glance

9,9b€

European Early
Stage Investment

6,7b€

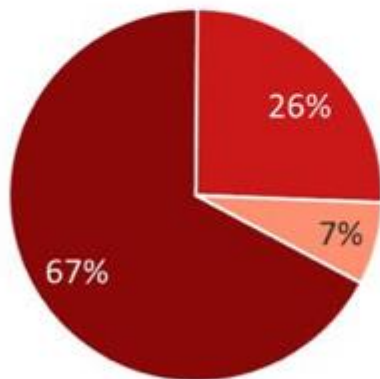
Business Angels

2,5b€

¹Early Stage VCs

0,7 b€

²Equity
Crowdfunding



■ Business Angels

■ Early Stage VCs

■ Equity Crowdfunding

¹Invest Europe 2016

²EU Commission -
CrowdSurfer Dashboard,
Cambridge report, SAID
report

The European Angel Market at a Glance

Angel Investment Market	2013	2014	2015	2016
Average investment per company	€165,000	€174,000	€184,000	€166,000
Average investment per BAN	€1,184,000	€1,232,000	€1,291,000	€1,386,000
Average investment per BA	€20,400	€20,000	€19,990	€22,500

Median investment per US angel 2016 » 25K \$
HALO Report 2016

One Angel Can Make the Difference



From left to right:

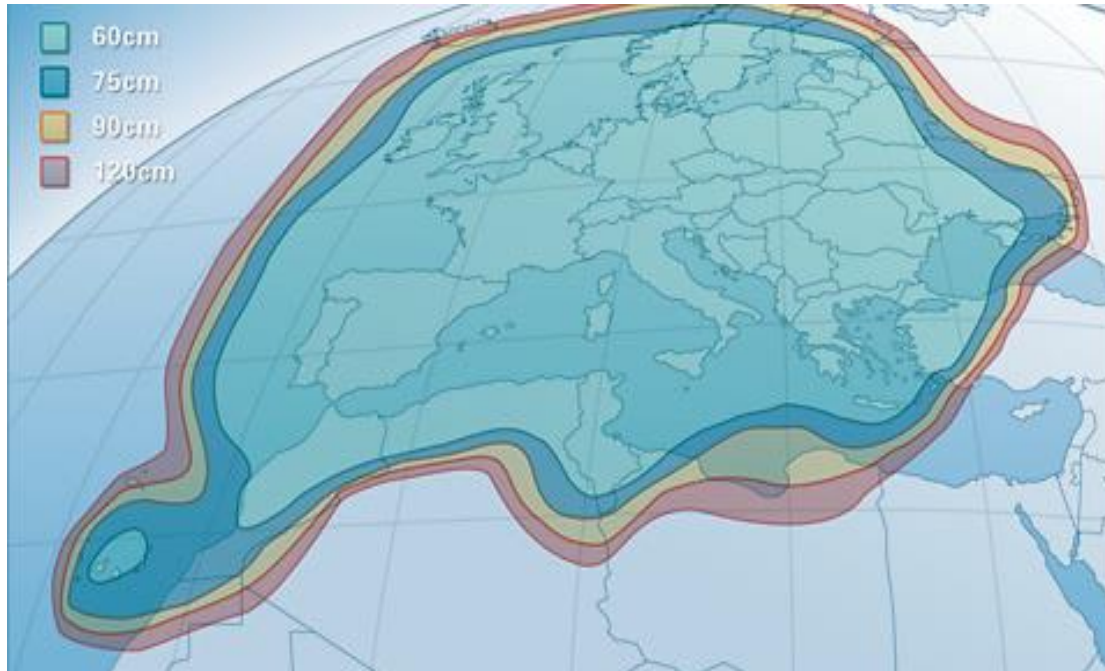
Roland de Kergolay , Vice
Chairman SES

Corneille Brück, Chairman
SES

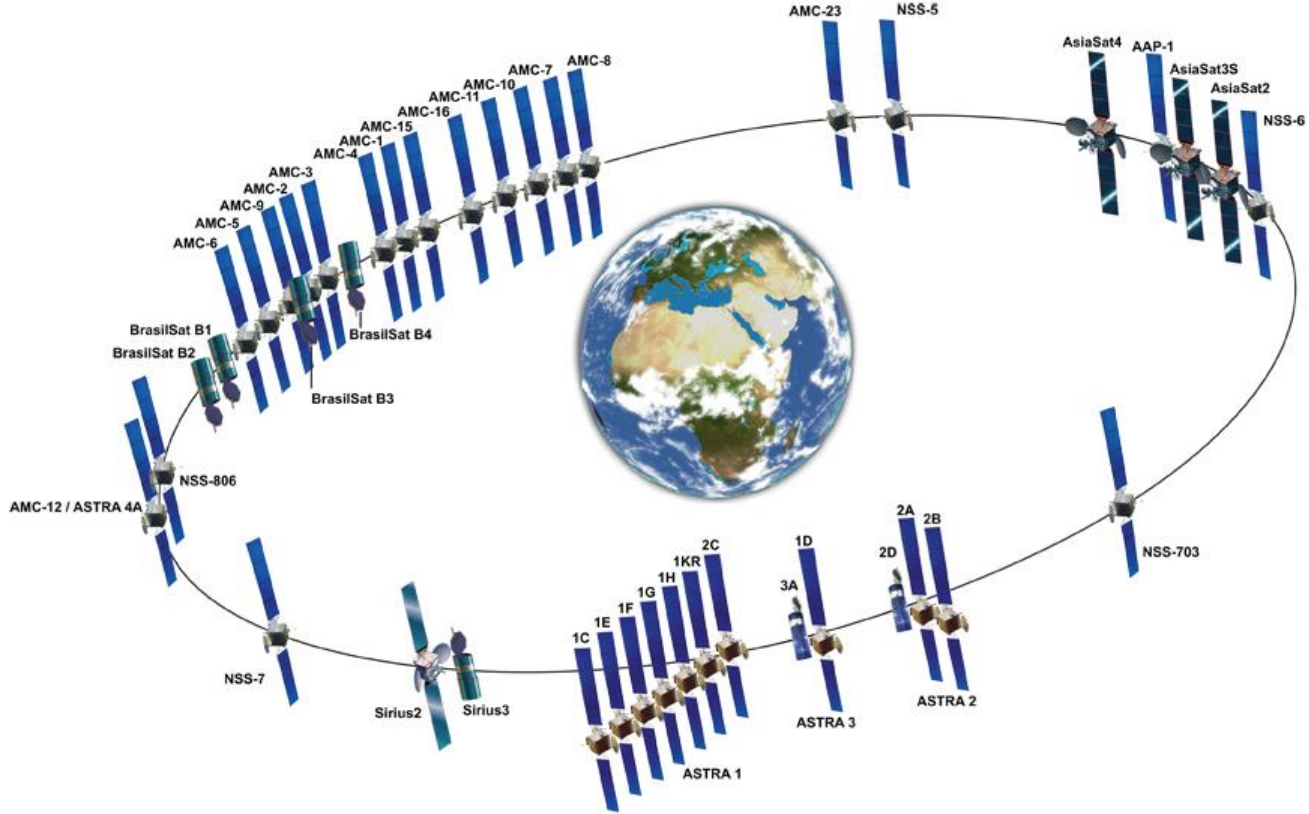
Charles A, Schmidt,
VP/General Manager RCA
Astro



Astra Footprint – the Potential









skype™




OCEANIA WOMEN'S NETWORK SATELLITE



Sallye Clark



Vicki MacLeod



Bridget Cosgrave



Audrey Mandela



Ellen Strickland



Walda Roseman



Candace Johnson

Main Customer Segments



30 Pacific Island beams, each with 600 to 750km diameter and up to 500Mbps/beam (duplex) covering land and national waters

- **Education** (3800+ schools, universities)
- **Healthcare** (connecting remote clinics, mid-size hospitals)
- **Hotel broadband** (800+ hotels)
- **SME broadband**
- **Industry verticals** (finance, tertiary, processing plants)
- **Government services** (public services, ministries)
- **Public Safety**



Better connectivity in high demand for local businesses and homes



Large luxury tourism industry with western connectivity expectations



Health care over large distance is common practice



Connecting schools, community centers



Coast Guards and Ferries



EBAN SPACE

Lift-off time is
NOW!

60 years after the launch of Sputnik
We are entering the Golden Era of Space

Never before has there been such a need to have connectivity, interconnectivity, and interactivity in the world and the universe.

Never before has there been such a need to bring the magic spark of human intelligence and humanity to illuminate and unlock the secrets behind the creation and the wonders of our universe.

EBAN Energy




Created in partnership with [EIT InnoEnergy](#), EBAN Energy is a community within EBAN working to drive more sustainable energy innovations to market.




EBAN Scale-up of the Month

EBAN's "Scaleup of Month" is an initiative designed to give more visibility to the best-of-the-best companies from EBAN members and members' members


January EBAN Scaleup of the Month - Velove!

 Johan Erlandsson
CEO & Co-founder

Thorgeir Einarsson
Investor

www.velove.se



Business Angels are in the business of Exiting !

- In order to be sustainable, Business Angels have to have some type of exit.
- 98% of the successful exits are Trade Sales of their start-ups to Corporations
- Business Angels bring Networking, Experience, Expertise and Money

From Start-Up to Scale Up - Transformational Deals

- In order to become a Scale-Up, a Start-Up needs a Transformational Deal, usually with a large corporation
- The Transformational Deal should be planned from the start, as it at once is a distribution path but also an exit path
- Corporations in Europe need to be more open to doing business with Start-Ups to bring their large market, infrastructure and financing to the Start-Up in exchange for innovation, flexibility, and research and development
- EBAN is developing verticals such as Space, Energy, and IoT and working with the Scale Up Institute and StartUp Europe Partnership for Corporate Start-Up Stars !

Contacts



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EBAN Newsletter

