



B U S I N E S S A N G E L S E U R O P E

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Our Membership

Full Members:

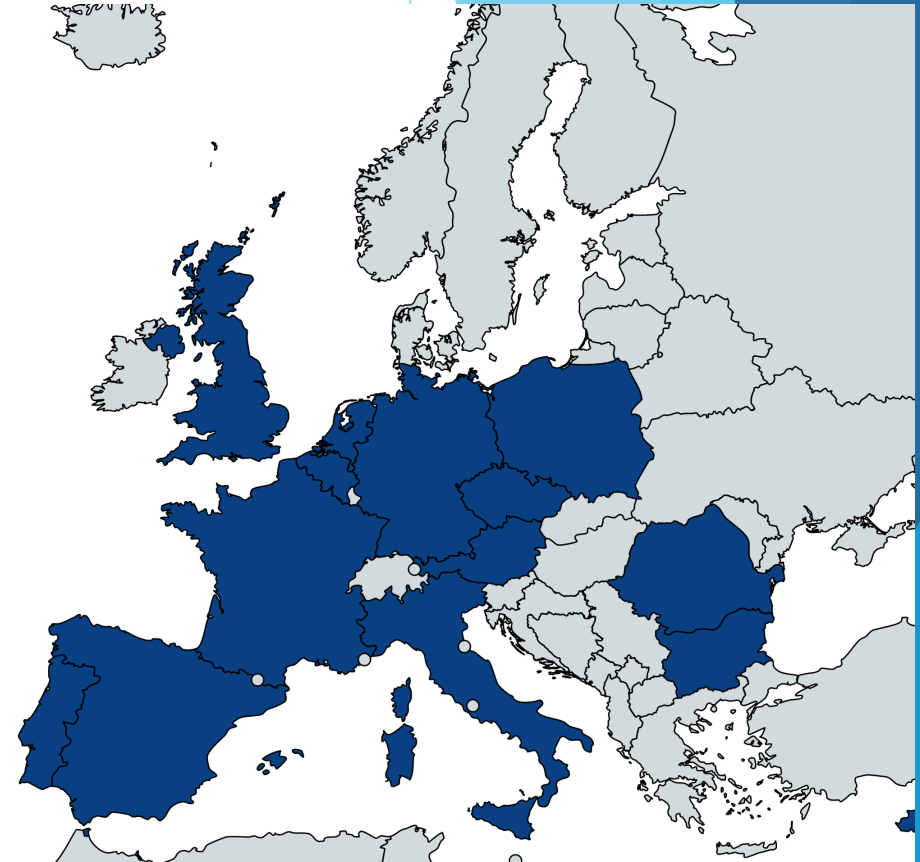
EU federations or national associations

Affiliate Members:

BA networks, syndicates or relevant groups,
And non-EU federations or national associations

Associate Members:

Organizations sharing BAE objectives



Our Priorities

- **Being a strong coordinated voice to represent our members to the European institutions and the market**
- **To be the resource of knowledge, experience and intelligence on the European angel market**
- **To grow cross-border and international investment; Stimulate cross-border investing (via the BAE Club);**
- **To promote professional, ethical standards and best practices**
- **Connecting BA's accross the continent and beyond;**
- **Researching BA investment activity**
- **Lobbying BA towards EU policy makers;**
- **Professionalizing BA practices and networks and promoting women investing.**

The BAE Club

A group of the best performing angel networks/syndicates from **European leading marketplaces**, that:

- Exchange **best practice, network** with peers;
- Help **internationalize** those companies in which the angels have invested in;
- Stimulate **interest for cross-border collaboration** and investments;
- And provide **market feedback for policy making**.



Projects - ESIL



A capacity building programme for emerging business angel ecosystems in over 30 countries, with;

- Tailored support for local actors;
 - Creating pan-European community of investors;
 - Webinars, workshops, investor dinners and study visits;
 - Access to Research & Knowledge centre.
- Great example: creation of Business Angels Network Armenia
- Join us for the next edition in 2021.



Projects - WEGate



We open doors for Women Entrepreneurs

➤ Problem

Women entrepreneurs lack access to finance

➤ The Platform

A forum for inspiration, role models, best practices and practical tips

➤ Training

BAE is providing dedicated “Access to Finance” stream of webinars, seminars and study visits.



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The nature of business angels

Business angels are high-net-worth individuals (HNWIs) who make direct investments with their own money, either with others or on their own, in unquoted businesses with which they have no family connection.

Typically, business angels target **early stage companies** with their investment:

- these companies are usually in the tech-sector,
- located within one hour's journey of the investors' residence,
- not yet generating revenue,
- employing one to five people and
- valued at between 100,000 euros and 1 million euros at the time of first investment.

Business angels:

- invest in the form of equity finance in the hope of achieving a significant financial return at exit.
- take an **active involvement** in their investee businesses.

The role of Business Angels in Innovation

The investment of business angels in Research and Innovation (R&I) is a crucial complement to supporting start-up companies through national incentives to invest. It represents the most significant source of early stage equity investment in young and R&I firms, and angels invest throughout Europe.

Business angels share a primary motivation to **give back to society** by sharing knowledge, skills, contacts and capital with young entrepreneurs.

According to the recent **BAF study*** it is confirmed that business angels play an important role in funding innovative enterprise with 93% of their most recent investments being in firms engaging in process or product innovation.

They have substantial shares in firms developing marketing, organisational, or business model innovations.

**Business Angel Funding, Understanding the Nature and Impact of the business angels in Funding Research and Innovation, A study prepared for the European Commission*

Issues and observations

...Related to angel investing in sustainable and circular early-stage firms

Confusion with social impact investing.

Conventional understanding of green, sustainable or even circular is coming out of date.

Problem of tracability of angel investing exacerbated in sustainable and green

Investment longevity: little exits, little experience shared.

A trade-off between scalability and high returns on one hand and environmental and social impact on the other is vanishing. Regulatory shift is reinforcing opportunities to scale socially and environmentally more sustainable and more advanced technologies. A wave of green and circular innovation is at the gate.

Some frontrunners



Green Angel Syndicate is the only angel investment syndicate in the UK specialising in the fight against Climate Change and Global Warming.

<https://greenangelsyndicate.com/>



Go Beyond, early-stage investing experts offering access to the most exciting asset class; curating connections between highly experienced individuals ready to invest, and people at the forefront of innovation

<https://gobeyondinvesting.com/>

Some frontrunners



META Group with over 25 years of «Knowledge To Market» Experience:

- **investing** in early-stage knowledge intensive companies;
- **bringing knowledge to market**, helping researchers and entrepreneurs in better exploiting the results of their project as well in better commercialising their ideas;
- **running** European level research-support services as Horizon Results Booster, IP Booster, ESIC, SSERR and CSSERR framework contracts (DG RTD);
- **delivering** advice and **innovation support** on regional innovation strategies and S3 and interregional investments across Europe;
- **engaging** with a wide variety of **stakeholders** from Public agencies to early-stage investors (business angels and seed and start-up funds) across Europe.
- **training** and **coaching** on how to communicate and pitch knowledge-based research results, **spin-offs** and **scale-ups** at international level.



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