

ABOUT EBAN

Business
angel
networks

Seed
funds

Federations
of networks

Individual
angels

Associate
members

Professional standards

Benchmarking – Research and Networking with peers

Lobbying

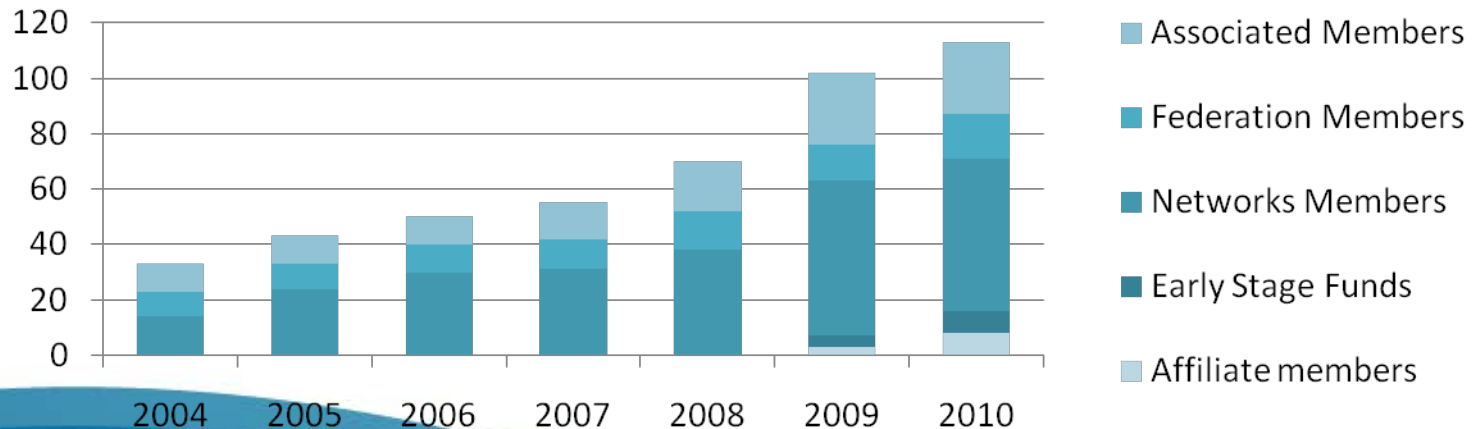
Awareness and Capacity building

Cross-border syndication and co-investment support

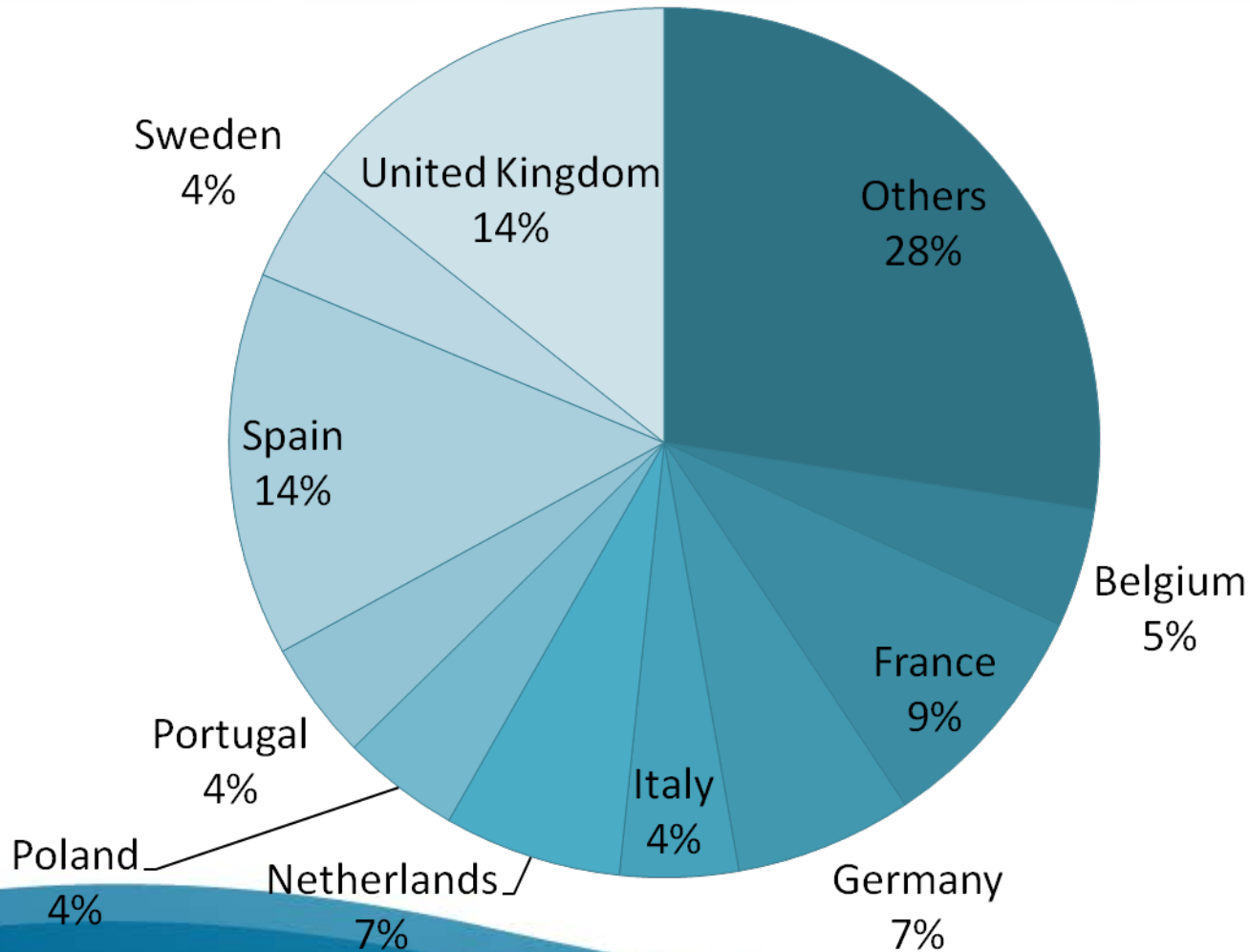
114 member organisations – Representing 300 BANs – 27 countries

What is EBAN?

- **The unique pan-European trade association for the early stage investment community.**
- 115 member organizations from 28 countries
- Members from federations of business angel networks, angel networks, early stage venture capital funds, individual angels and organisations supporting access to investment in early stage companies.
- Reaches out to more than 300 groups, 20.000 angels and 40.000 entrepreneurs through direct and indirect membership.



Demographics of the Members



Movers and Shakers

Business Angels

High net worth individuals investing their own monies and their management/entrepreneurial experience into unquoted high growth potential start-ups

- *Have extensive relationships with several entrepreneurs*
- *Are active and often leaders in their community*
- *Are often still involved as entrepreneurs*

=Angels are increasingly organised through business angel networks which are an ideal channel to contact multiple angels

OUR REACH

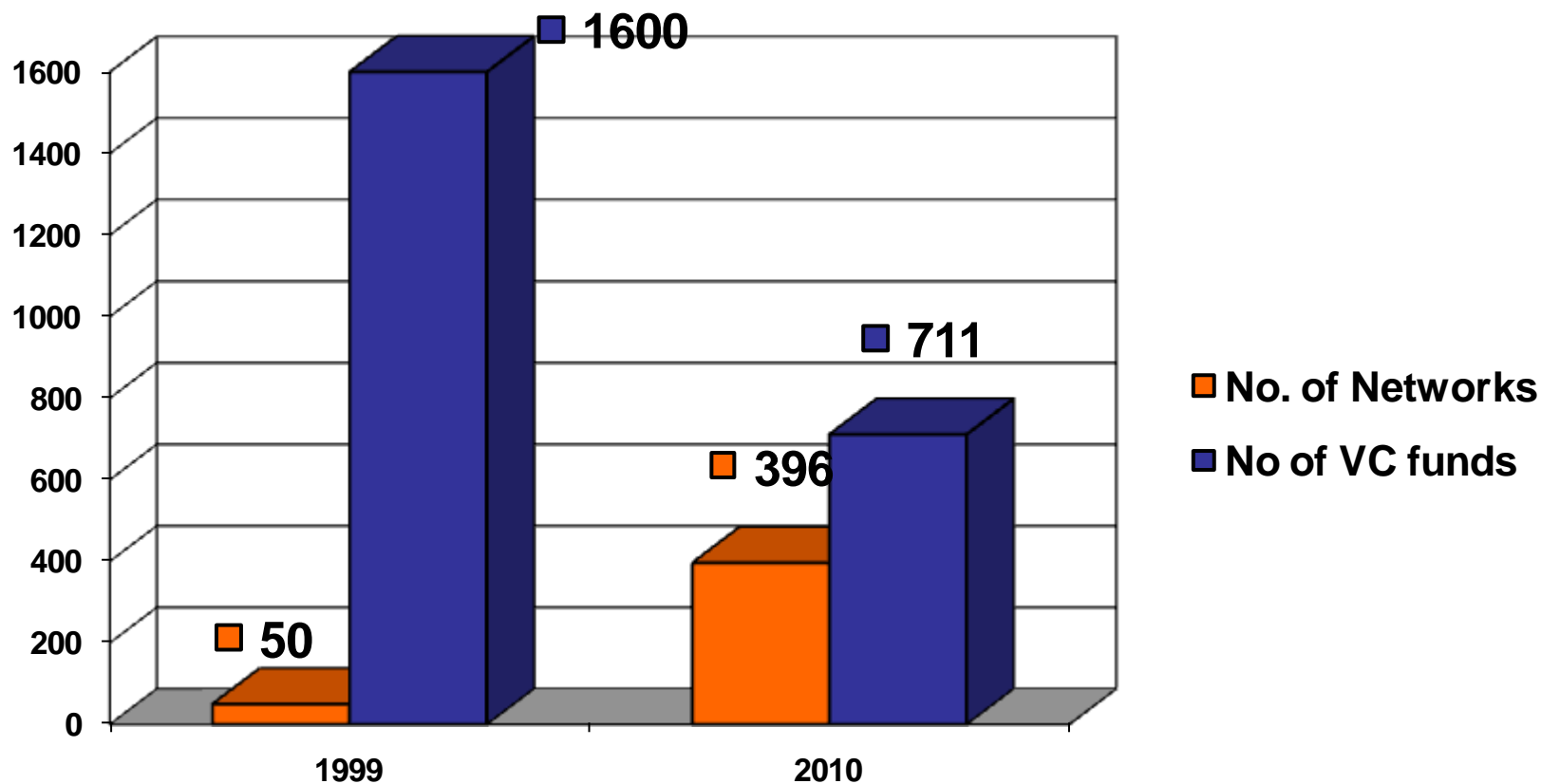


SUMMARY OF INDUSTRY STATISTICS

2010 (2009 activities)		EU	US
Networks	↑	396	340
Commercial		20%	n/a
Estimate # of angels	→	75k	259k
Investment per round	↓	200k€	158k€
Total estimate invested annually by angels	→	3-4 billion €	17.7 billion \$
VC Investments in seed and start-up/early stage Source: EVCA, NVCA	↓	Circa 2 billion €	6.3 billion \$

Average exchange rate 2009 : 1 USD:0.72€

RISE IN BANS VS CONSOLIDATION OF VC FUNDS



Source: EBAN Statistics Compendium; EVCA Data

WHY/HOW

Why – how to use EBAN as a leverage:

- You have a specific project/product you would like **to promote** to business angels and early stage investors (i.e. BizSpark programme for Microsoft)
- You would like to **be associated** with an initiative developed by EBAN (research on rates of return for angel investors, statistics, etc).
- You would like to **be perceived** as a supporter of high growth potential companies and early stage risk capital

How

- EBAN events
- EBAN communication tools including website
- Dedicated emails

CONTACT DETAILS

EBAN Secretariat
Rue Vautier 54
1050 Bruxelles
+32 2 626 20 63

info@eban.org
www.eban.org