



ANGEL CAPITAL ASSOCIATION

Silicon Valley Bank >

A Member of SVB Financial Group

Breaking News: New Trends for Angel Groups

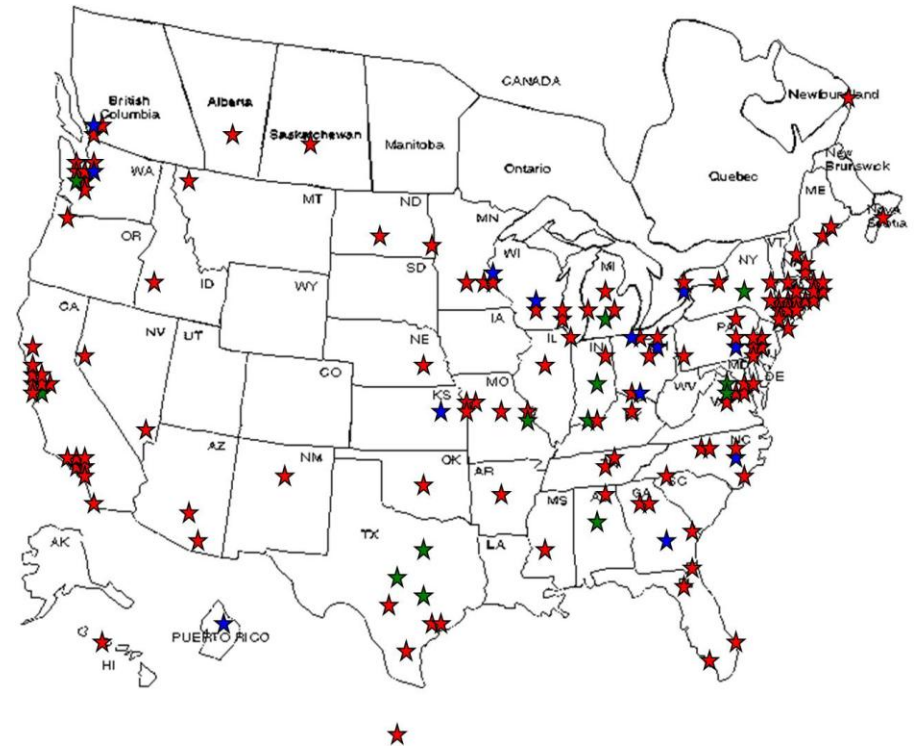
2010 ACA Summit

May 6, 2010

Marianne Hudson and Laurie Lumentti Garty

Angel Capital Association Today

- Mission: Support the growth, financial stability, and investment success of its member groups.
- 150 member angel groups
- 6,500 accredited investors
- 20 affiliated organizations
- 49 states/ provinces





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Angel Capital Association & Silicon Valley Bank Confidence Index

Based on surveys of ACA member group leaders
(March-April, 2010)

Average Group Investment Activity by Year

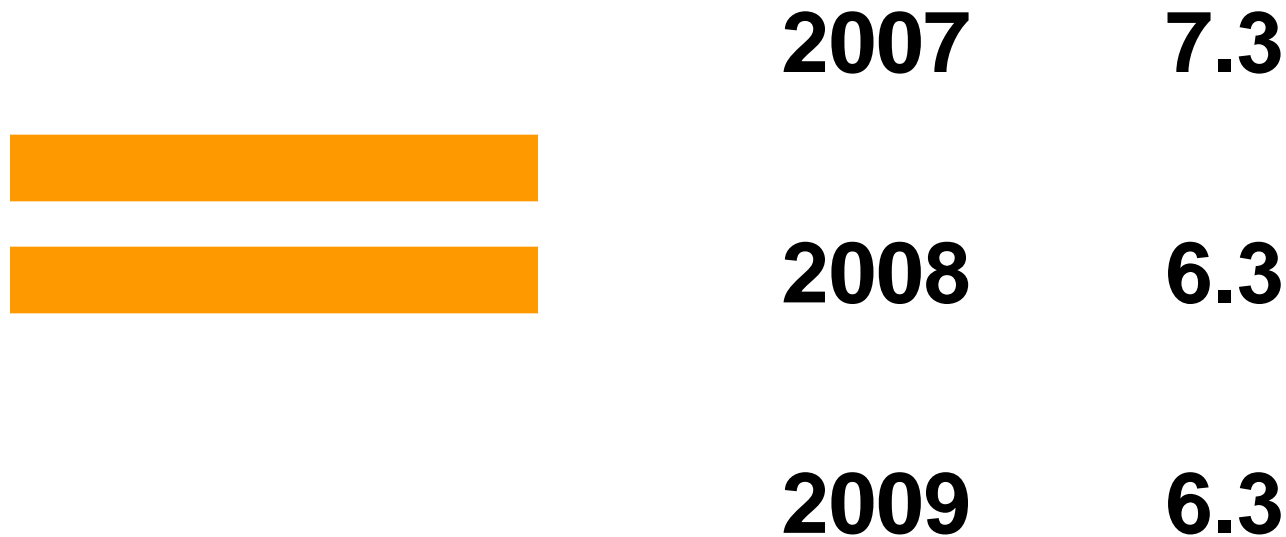
	2009	2008	2007
Number of investments	6.3	6.3	7.3
Total dollars invested	\$1.38 mil	\$1.77 mil	\$1.94 mil
Dollars invested per round	\$218,131	\$276,918	\$265,926
Number of new companies	3.5	3.7	4.5

- **Note: Investment numbers reflect investments per group, which is not the same as total deal size (lots of syndication)**
- **In 2009, 60.8% had follow-on or co-investments with VC firms**



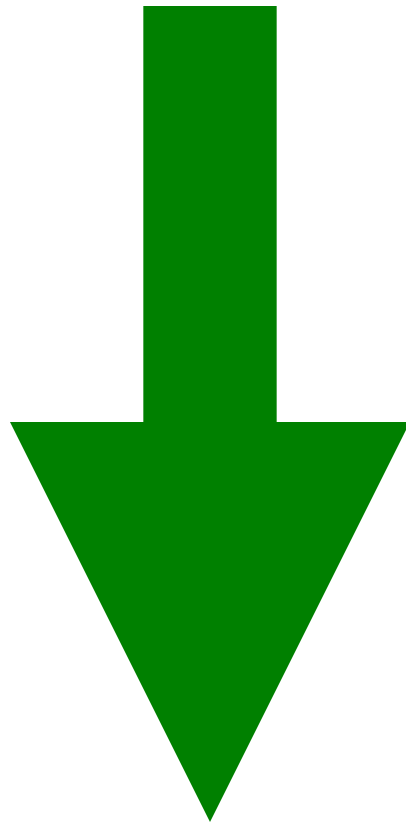
Economy Affects ACA Member Investment

Average Number of Investments Per Group



Economy Affects ACA Member Investment

Average Investment Per Deal Per Group



2007 **\$265,926**

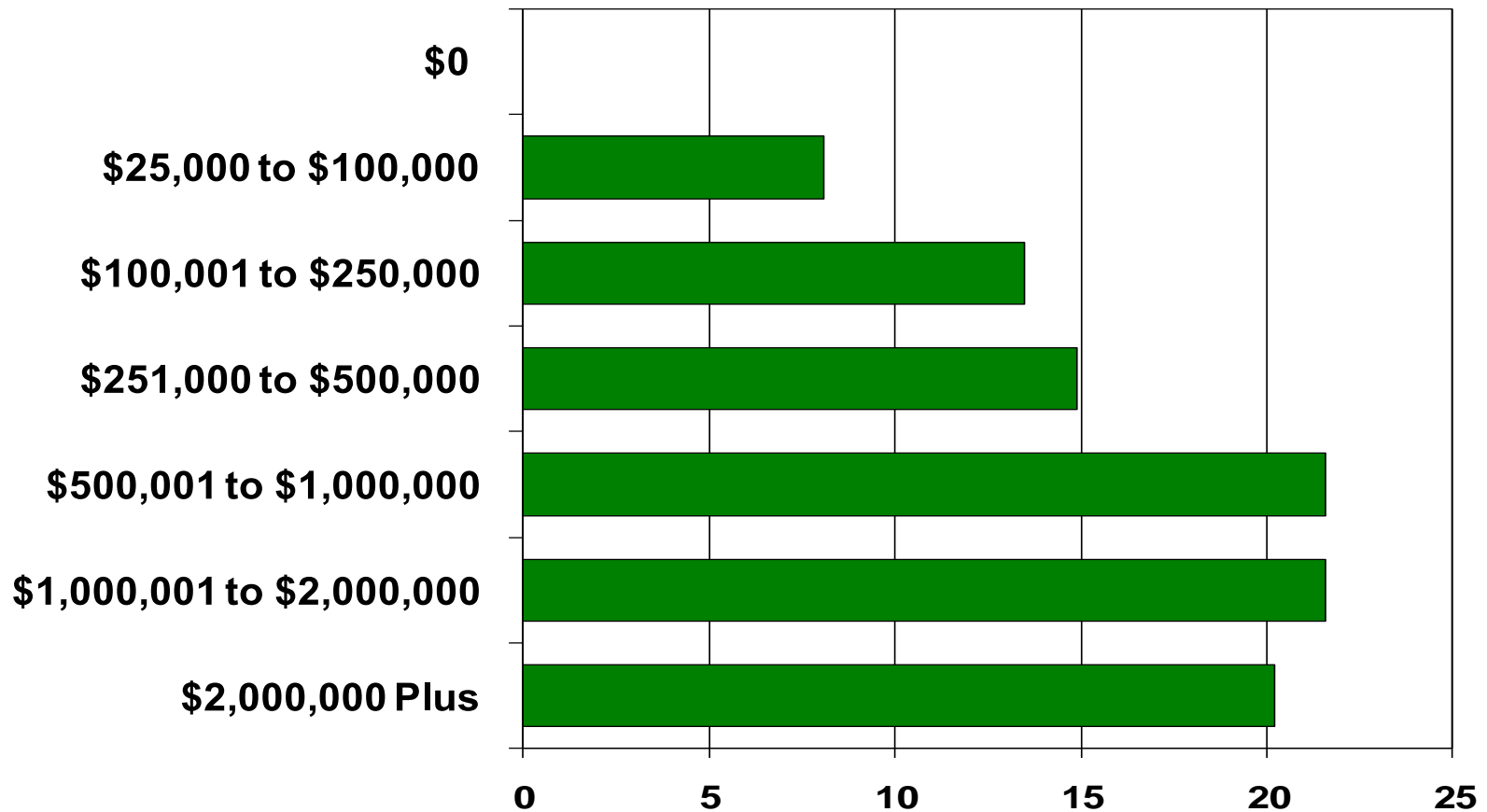
2008 **\$276,918**

2009 **\$218,131**

Source: ACA-SVB Confidence Survey – March, 2010



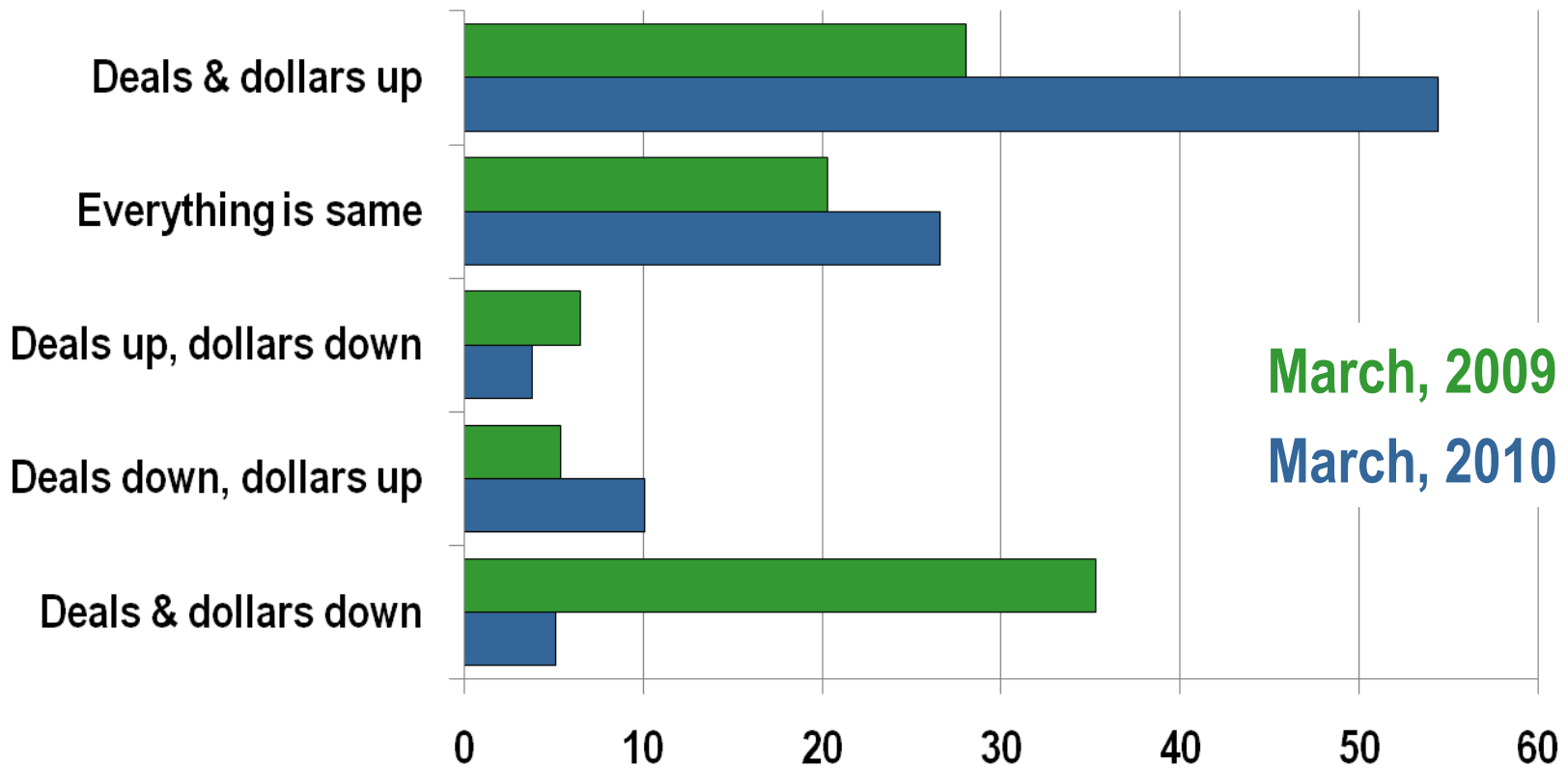
Average Total Investments Per Group – 2009



Source: ACA-SVB Confidence Survey – March, 2010

Percent of Groups

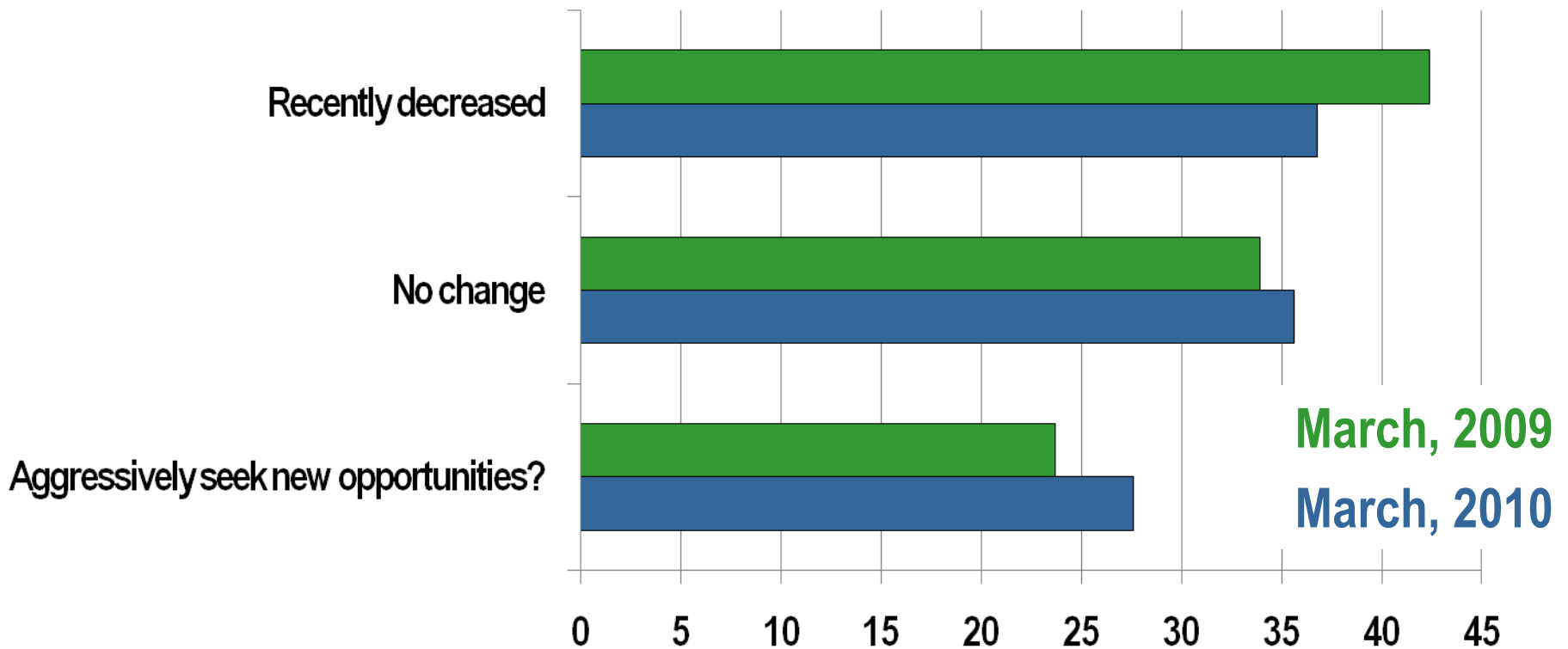
2010 Angel Group Investments Expected to Increase



Source: ACA Confidence Surveys – 2009 & 2010

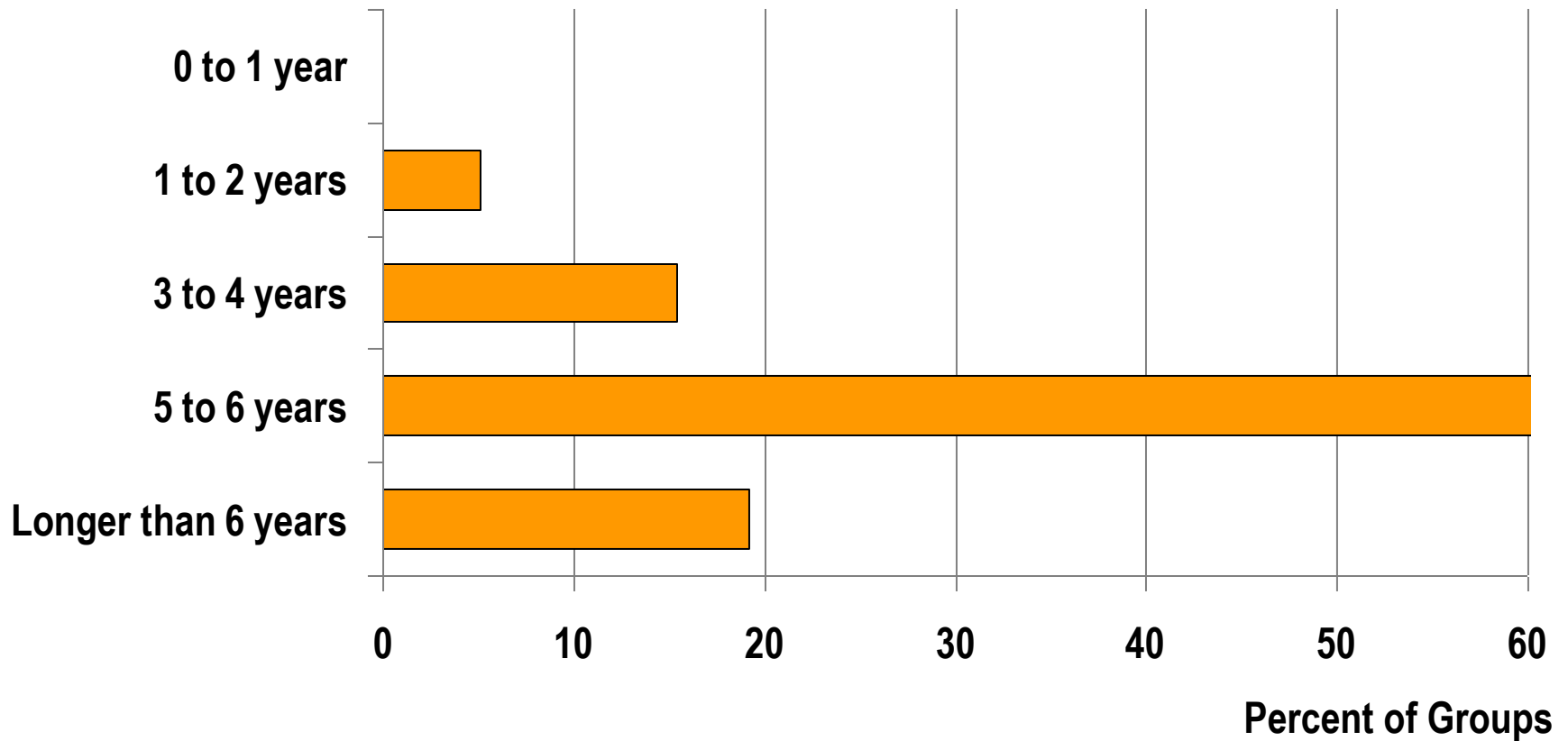
Percent of Groups

Appetite for Adding New Ventures to Your Portfolio?



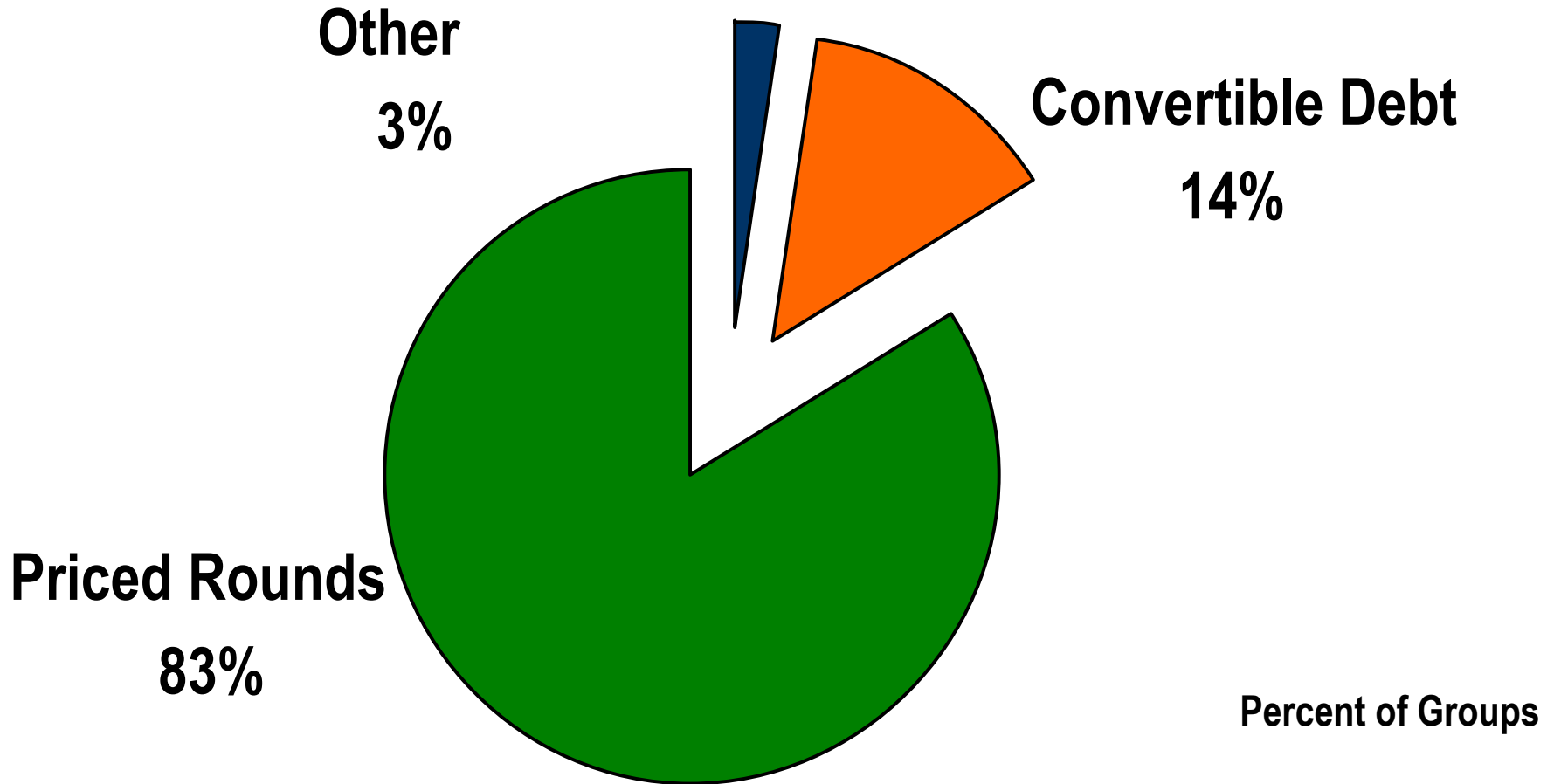


Time Predicted from Initial Investment to Exit

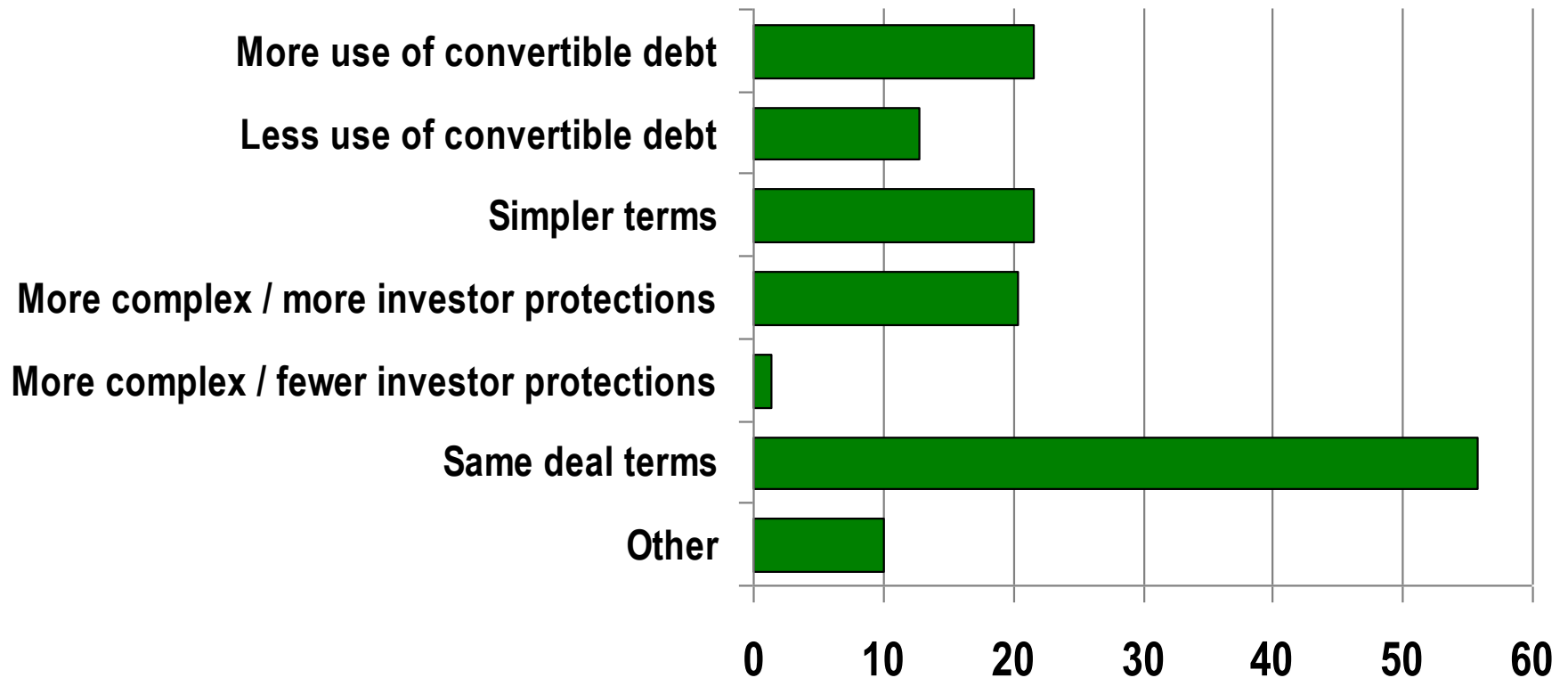


Source: ACA-SVB Confidence Survey – March, 2010

Preferred Deal Terms

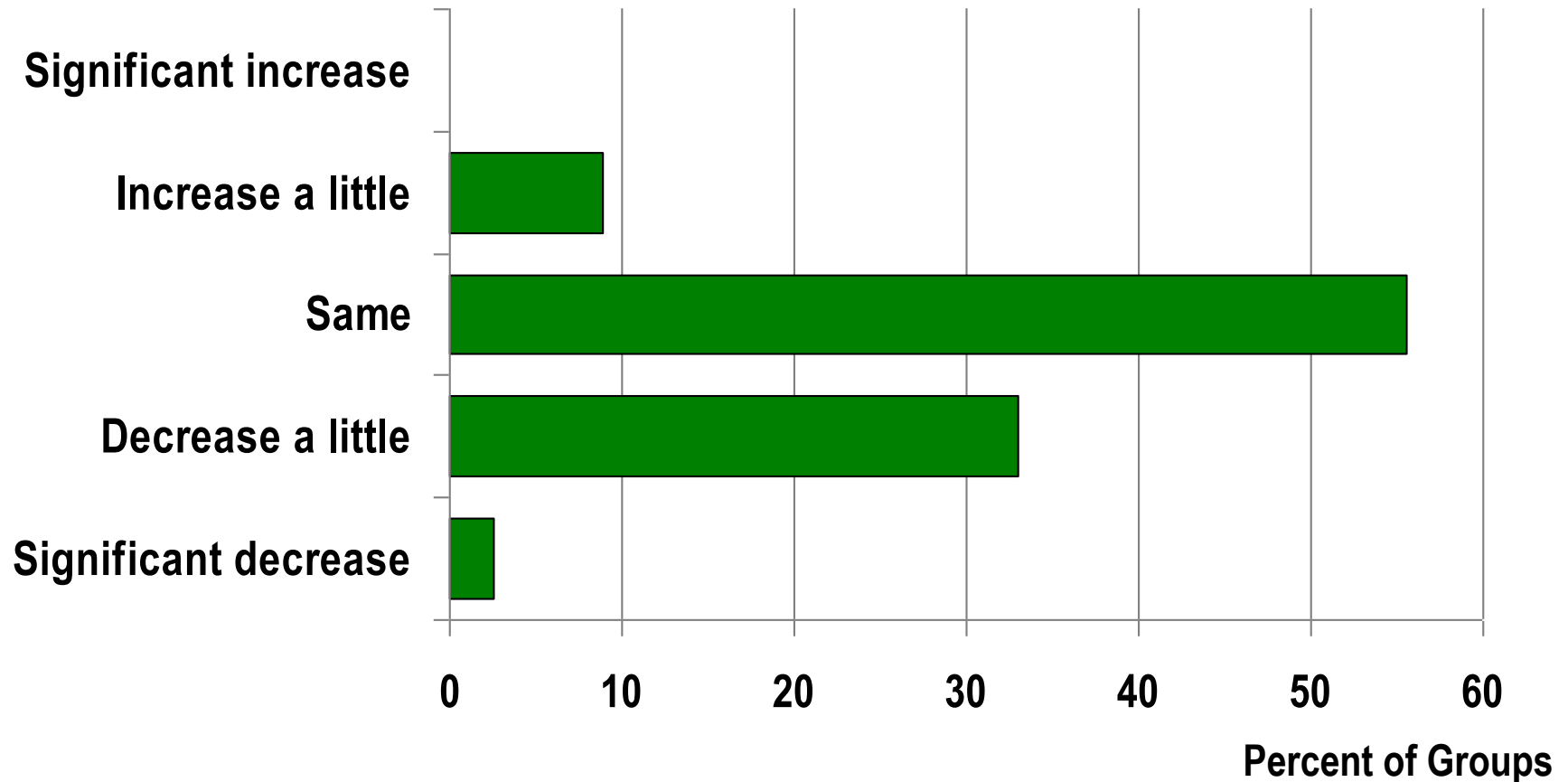


Recent Changes to Deal Terms





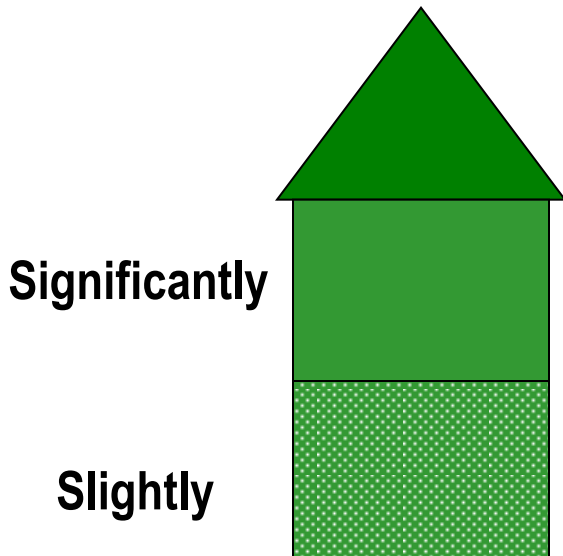
Predicted Changes to Valuation in 2010



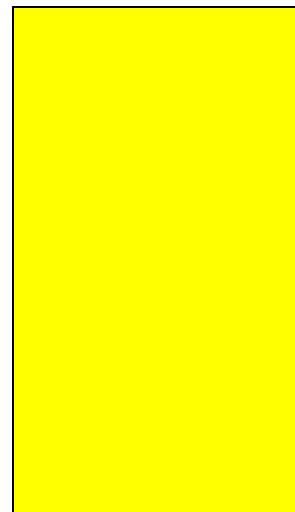
Source: ACA-SVB Confidence Survey – March, 2010

Angel Groups Membership Changes Mixed

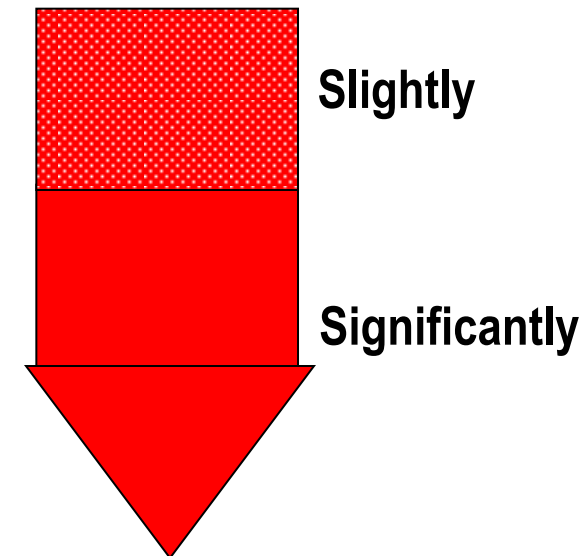
**Up
39%**



**Same
38%**



**Down
23%**





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