Let 1,000 Angels Bloom OR Where’s the Exit? Angel Investment in Brazil (and Latin America)

Antonio Botelho PhD
Chairman of the Board, Gávea Angels (Rio de Janeiro) Treasurer, Latin American Angel Investors Association ALIA
First angel group in Latin America (November 2002)

- Associates: 30 => 36
- Angels who made at least 1 investment: 12 => 22
- Angels with > 1 investment: 6 => 12
- Gávea Angels Forum: to date 22 => 2013: 5
  1 syndicated investment (RJ/SP)
  1 Series A
  1 Seed follow-on in negotiation
- Average deal size (with follow-on): US$ 300K
- Negotiations 2012: 8
- Investment proposals reviewed: 2012: 600
- III International Angel Investor Workshop, 8-9 November 2012: 100 participants (LA/Europe/US)
Angels Groups in Brazil:

- São Paulo Angels (July 2008): CLOSED?
- Floripa Angels (2009): ~10; absent
- Bahia Angels (2009) inactive
- C2i Anjos (Curitiba PR) (2011): 20+
- Vitória Anjos (ES) (2012): 10+
- HBS Angels (Sao Paulo) (2013): 30+

Other angels – Boutiques:

- Emidee (2005): one man angel fund
- Ipanema Ventures (RJ) (2011): dormant
  - Jacard (SP and SC) (2010)
  - Bossa Nova Angels (SP) (2010)

Other angel organizations:

- Inovar Seed Funds: 200+; passive
- Anjos do Brasil, loose network individuals

+ “financial investor “super-angels”, passive, risk averse
Opportunities

• Sustained economic growth
• Expansion middle-class
• Declining interest rates
• New areas’ entrepreneurs
• Internationalization
• Syndicated investments
Challenges

• Govt. R&D grants /Public VC
• Wolfs as Angels & Investors as Angels
• Risk-averse/family investor culture
• Pipeline?: VCs fish early-stage pond
• Accelerators galore
• Opportunistic behaviour / Trust
• Poor entrepreneur invest. readiness
• WHERE’S THE EXIT?
Obrigado
Gracias
Thank you
Merci
Grazia mile
Domo Arigatô Gozaimashita

www.gaveaangels.org.br
abotelho@gaveaangels.org.br

Phone: (55-21) 9347 0472 Brazil / (312) 238-9771 US