Role of Angel Associations and Groups in Supporting Early-Stage Ecosystem

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ACA Mission:

Fuel the success of angel groups and accredited individuals active in the early-stage landscape

- World’s largest trade group for angel investors
  - 12,000 accredited investors
  - 220+ angel groups + platforms
  - Voice of accredited individuals, portals, and family offices
- 50 states + Canada
- Research/education partner
ACA’s Role in Angel World & Ecosystem

- Professional development/education
- Information, resources and best practices
- Build industry knowledge – data, analysis, research, trends
- Voice to media, ecosystem and policy makers
- Build relationships and trust among investors - syndication
- Connect with ecosystem for support, deal flow
- Help members – services, tools and discounts (for investors and their portfolio companies)
- Find angels - directory of angel organizations, basic info for public
Education for Members & Startup Ecosystem

• 2015 ACA Summit
  – April 14-16, San Diego

• Sector Groups:
  – Cleantech & Life Sciences talk monthly

• Angel Insights Webinars:
  – November 19 – Top Tips for Raising Angel Capital
  – December 3 – Tax Strategies for Angels & Entrepreneurs

• Regional Meetings and Leadership Workshop

• ARI Seminars and Workshops
• San Diego, April 14 – 16
• 700 angels & startup support community leaders worldwide
• Programming for variety of experiences and needs
ACA Knowledge Center Access

• Reports and Topical Presentations
• Angel Investing Data and Analysis
• Useful Archives
  – Event topics and presentations
  – Webinar audio and presentations

Best Practices in Deal Screening
Welcome!
May 28, 2014
Stay Current: Best Practices & Trends

- Angel Insights Webinar Series: Bi-monthly, trending topics presented by experienced angels
- ACA eNews & Alerts: Weekly investor insights, news and member knowledge and connections
- Online Social Community: Active investor-only LinkedIn community, Twitter feed and topic blog posts
Add to your site for new, prospective members:
Distribution of Returns by Venture Investment

- Overall Multiple: 2.6X
- Avg Holding Period: 3.5 years
- Average IRR: 27%

Source: Returns of Angels in Groups, 2007
US Angel Group Update: 2013 Year in Review
Angel Round Sizes Remain Steady Over Three-Year Period

*Angel rounds include angels & angel groups only*
Round Sizes Increase Across Top Sectors
Healthcare Round Sizes Jump $500K in 2013

Chart references median round sizes for all deals involving angel groups, co-investors
More High-Valuation Deals Closed in 2013
Median Round Size Holds Steady at $2.5M

*Including all rounds with angel groups pre-series A
Angel Group Deals Are Widely Distributed Nationally
2013 Share of Angel Group Deals by Region

California: 18.6%
Northwest: 7.7%
Southwest: 6.0%
Great Plains: 5.5%
Great Lakes: 11.8%
Southeast: 11.7%
Mid-Atlantic: 9.2%
New York: 9.4%
New England: 11.3%
Texas: 8.5%

13% +
11-12%
9-10%
7-8%
5-6%
Less than 5%

Data Powered by HALOReport™
Mobile Consistently Trending Up Year Over Year
Internet Deals Spike 5.5% to a Three-Year High

Chart references annual share of angel group deals across U.S.
Angel Group Co-Investment Trending Up for Three Consecutive Years

- 2011: 67.3% Not Co-Invested, 32.7% Angel Group Co-Investment
- 2012: 71.0% Not Co-Invested, 29.0% Angel Group Co-Investment
- 2013: 73.0% Not Co-Invested, 27.0% Angel Group Co-Investment
Exclusive Member Discounts & Info
Growing Voice of Angels in Media

Regular Columns in:

Featured in National Publications:

Proud to Support Members in Regional Publications!
A Voice in American Public Policy

- Critical Representation:
  Ensuring your views and rights as an angel investor
- Actionable Tools: that make it fast and easy to share your voice and opinion
Deliver Options in Changing World

- Certification to:
  - Invest in generally solicited offerings
  - And possibly way to be accredited investor
More Information

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NOTE: ACA & ARI are NOT sources of equity capital and can’t evaluate biz plans