



Angel investment in Chania, Crete and Greece

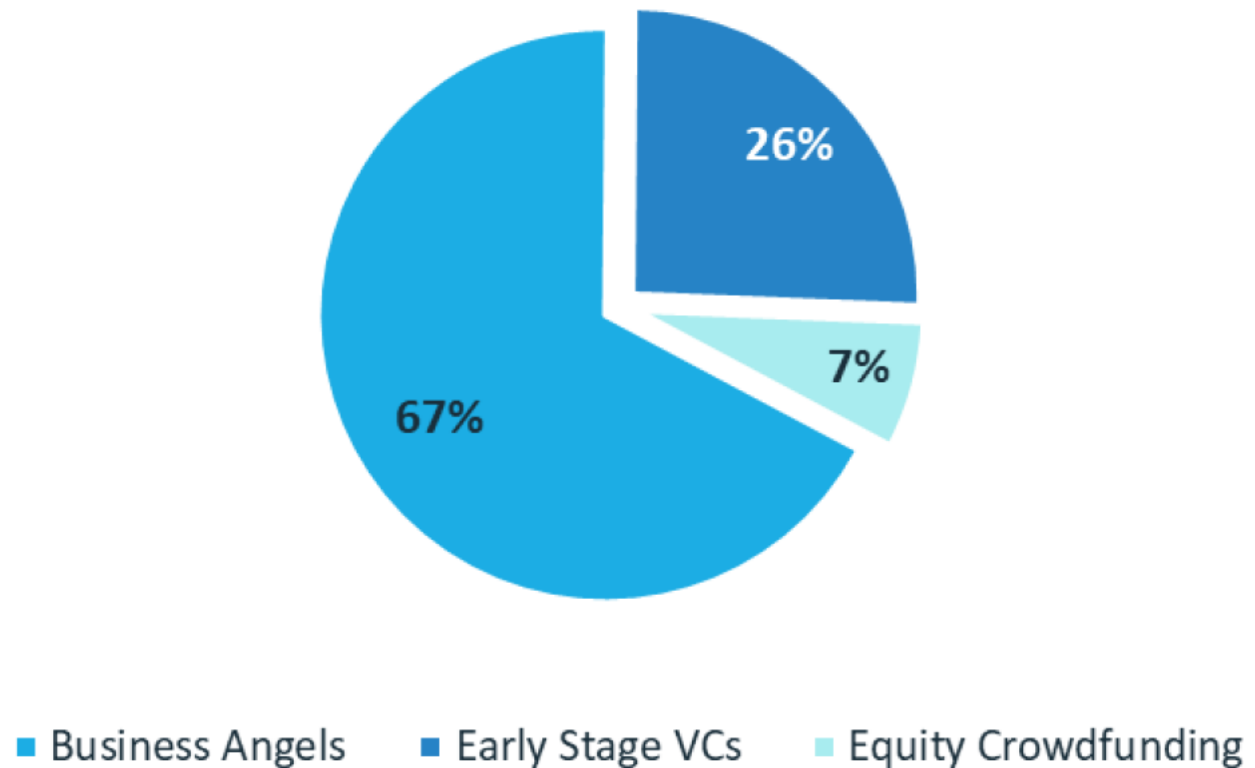
Paulo Andrez

Business Angel
President of Cascais Business Angels Club
EBAN - European Business Angels Network, President Emeritus

Chania, 13th October 2017

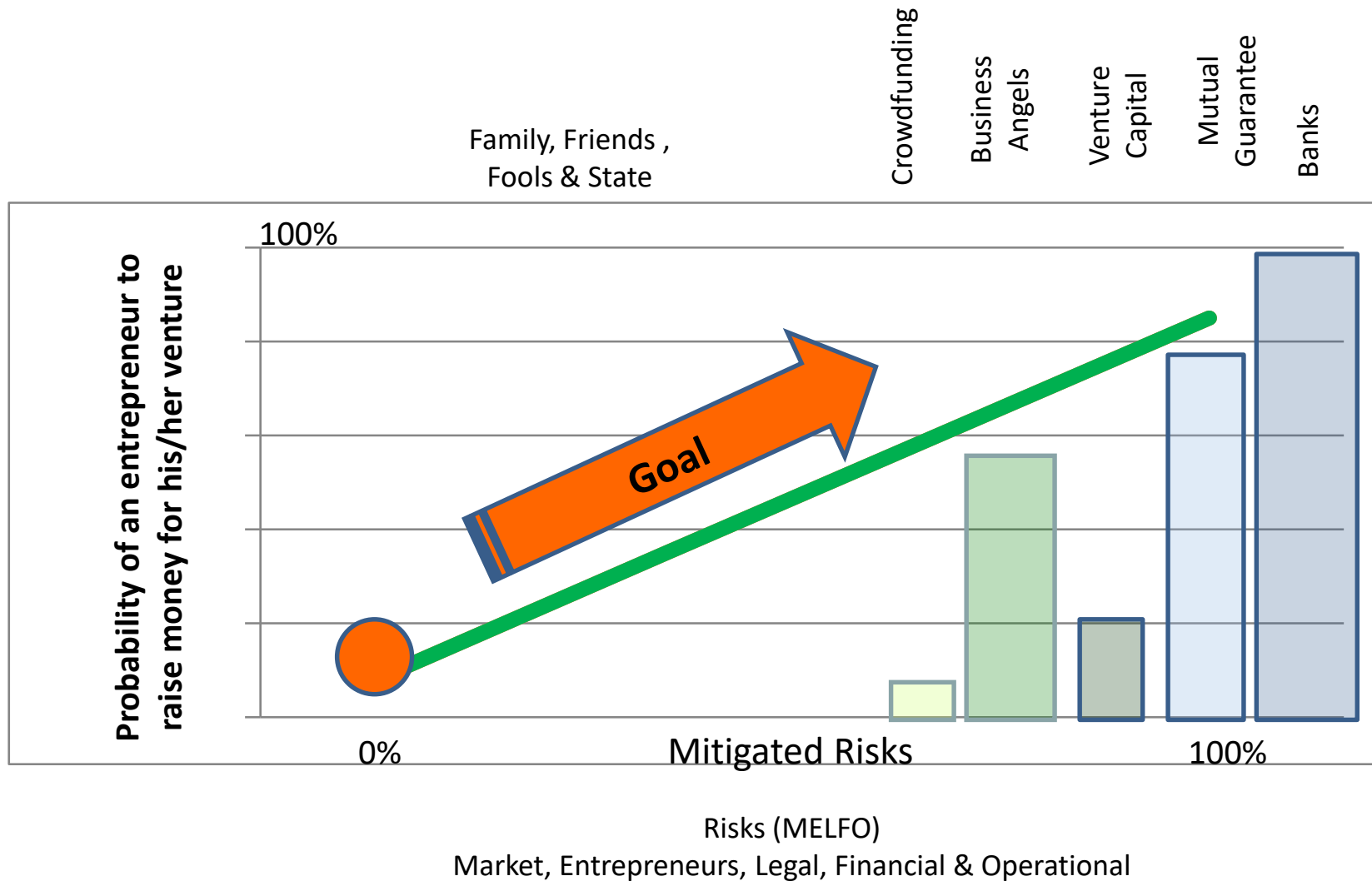
Angel investment is the main source of external equity in Europe (total 9,9 €b)

Figure 1. The three main areas of early stage investment in Europe, €b

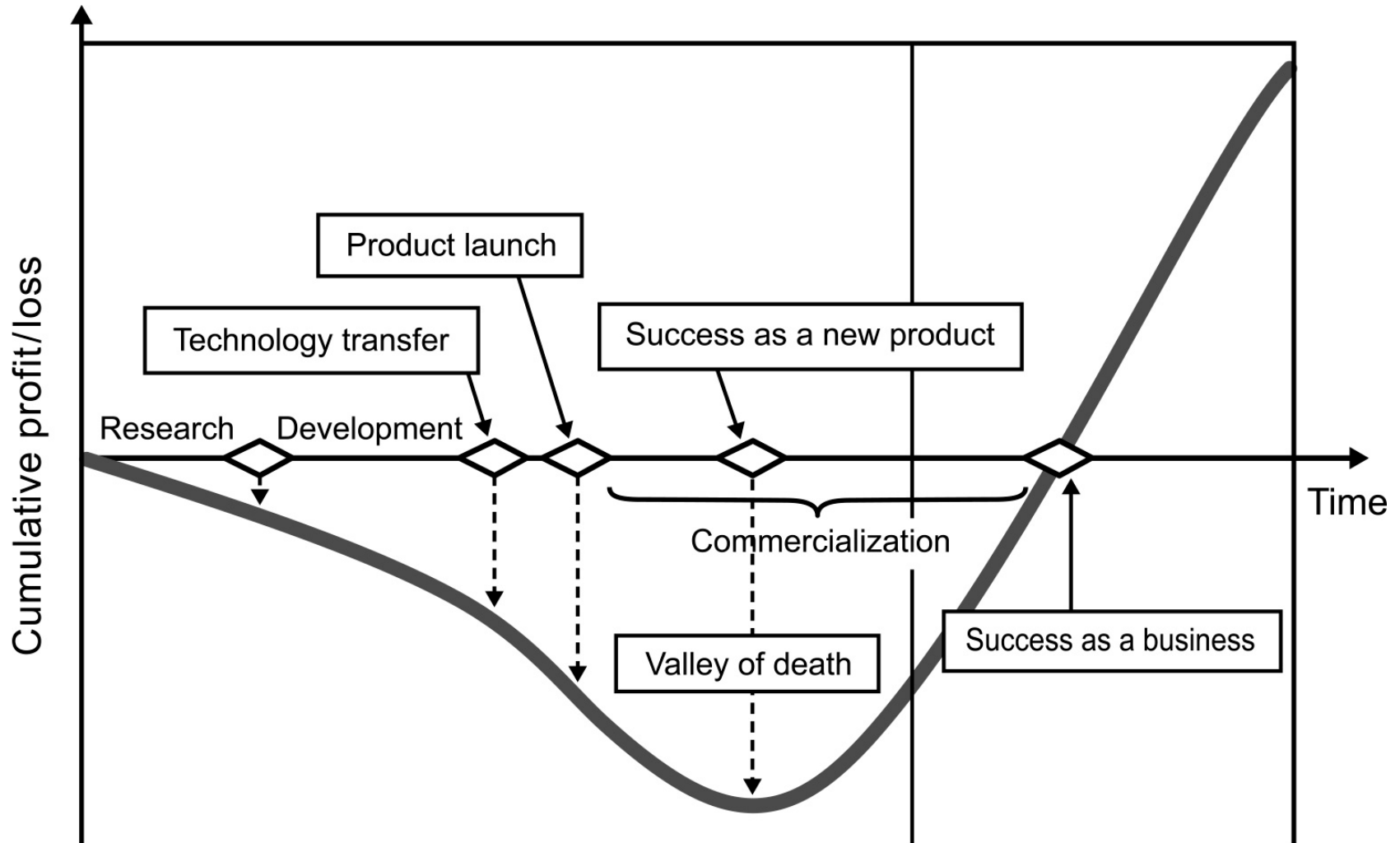


Source: EBAN statistics 2016

Mitigating risks is important for any entrepreneur



Valley of death curve



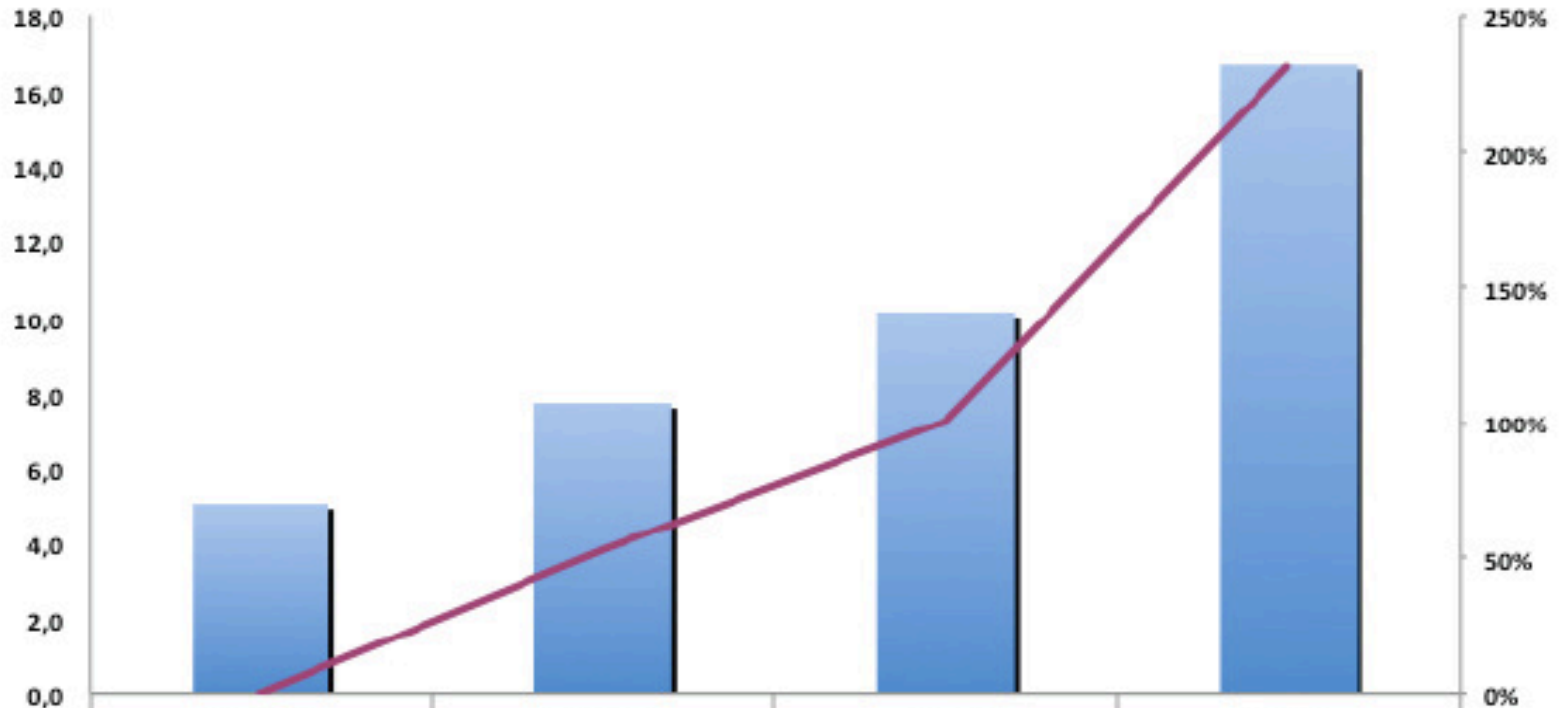
Angel investment creates jobs

Companies on average have 5 employees when they receive angel investment
The employment level more than triples by the end of the third year after angel investment

Avg. Emp.

Employment Analysis

Cummulative annual Growth



Avg. Employee

Inv. Year

Year 1

Year 2

Year 3

250%

200%

150%

100%

50%

0%

Avg. Employee

5,0

7,7

10,1

16,7

Cum. anual Growth

0,0%

53,1%

100,9%

231,1%

Source: EBAN

Note: Sample of 1661 companies from 37 European Countries. Study comprised 3200 companies, some of them are less than 3 years old.

What can policy makers do?

SUPPLY Bringing more investors	DEMAND Quality deal flow	MARKET Impact and sustainability
Fiscal incentives	Investment readiness (incl. sector specific)	Support sustainable and professional BANs
Co-investment funds	Teach entrepreneurship and access to finance very early in schools	Data collection
Investor readiness training sessions	Have incubators and other facilitators to educate and prepare entrepreneurs	Local BA/VC forums
Media campaigns		Light regulation for early stage investment market

Added value of Business Angel Co-Investment Funds for PUBLIC entities

- ❖ Help to build an early stage investment community that can start a virtuous cycle
- ❖ Don't invest alone
- ❖ Don't run the risk that the investment decisions can be considered political
- ❖ Attracts more money for the early stage ecosystem
- ❖ Don't pay high cost for mentoring, networking and knowledge of the Business Angels
- ❖ Don't pay management fees as it happens with venture capitalists

The role of Chania Chamber of Commerce

- ❖ Crete has more than 600.000 inhabitants so accordingly to international average, there is room for 1 or 2 business angel networks
- ❖ Chamber of Commerce is the perfect place to identify potential business angels for the network
- ❖ Secretariat of the business angel network can be done by chamber of commerce

Chania Chamber of Commerce can be the ignition agent of a new future for entrepreneurs in Crete!



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