

# BUSINESS ANGEL INSTITUTE

Supporting Research in  
Angel- and Venture-Finance

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# Intro



- Serial Entrepreneur and Business Angel
- 10 years experience in structuring and accompanying debt and private equity transactions
- CEO and Founder of the Venture Capital and Corporate Finance Advisory Venionaire Capital
- Co-Founder/General Secretary of the Business Angel Institute, Co-Founder of DealMatrix, courseticket and system7 rail support

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# Personal Research Focus

- PhD student at the Institute for Innovation Management (IFI)
- Research focuses on financing of early stage companies with regard to business angels
- Core objects of research:
  - **Venture Equity-Valuation Model**
    - model for the valuation of growth-oriented enterprises
    - extracting main valuation factors
    - cooperating with professional venture analysts
    - collecting valuable market data and statistics through App PitchScoring ([www.pitchscoring.com](http://www.pitchscoring.com))
  - **European Venture Climate Index**
    - Continuous survey on venture funding and innovation
    - fact-based scholarly debate and support of the innovation sector
    - more transparency for founders regarding Venture Capital



More infos at:  
[ifi.jku.at](http://ifi.jku.at)

# Innovative Data Collecting

- DealMatrix – incubation project by Venionaire Capital
- Offering an unified platform for interaction with all players of the venture industry
- PitchScoring
  - Scouting and collaboration tool for investors
  - Visualizing benchmarks and the fit of a target company
  - Comprehensive solution for application, screening, Jury- and public scoring (real time) as well as data analytics

**JKU**  
JOHANNES KEPLER  
UNIVERSITY LINZ

**IFI**  
INSTITUTE FOR  
INNOVATION MANAGEMENT





# The Business Angel Institute



The Business Angel Institute imparts the necessary skills for professional startup investments.

# The Institute in Numbers

**2013**

year of foundation

**23**

network partners

**32**

academic and  
entrepreneurial lecturers

**874**

pages self study for Part I of  
our training program

**12**

officially certified  
business angels

**10**

supported scientific  
papers



# Supported Research Projects

- Binder, Manuel (2014): Handlungsoptionen zur Verbesserung der Rahmenbedingungen für Start ups in Österreich.
- Christopoulos, Dimitris (2015): Study on Investment Funds for Technology Based Startups in Vienna.
- Furlinger, Georg (on-going): Academic Entrepreneurship in the US and EU: The Impact of Social Capital on University Spin-Off Performance.
- Furtlehner, Julian (2014): Die Institutionalisierung von Business Angels und dessen Auswirkungen auf Start-Ups im deutschsprachigen Raum.
- Guth, Sebastian (2015): Developing a competitor analysis canvas model for start-ups in the pre-seed phase: a qualitative study of approaches, models and concepts used by innovation-oriented entrepreneurs, consultants and investors.
- Hartl, Herbert (2015): Entrepreneurship bei kapitalintensiven IT-Innovationen und wenig oder keinem Eigenkapital.
- Inquart, Julia (2015): Austrian business angels and rejected investment opportunities.
- Jahn, Katharina (2015): Der Einfluss von Venture Capital auf die Internationalisierung von österreichischen Start-up-Unternehmen.
- Munoz, Elena Toca (2014): Venture Failure - Basis für den zukünftigen unternehmerischen Erfolg?
- Steinbauer, David (2014): Business Angels in Österreich. Eine quantitative Analyse.



# Coming soon: Promoting Scientific Papers

- New section on website for promoting and discussing scientific papers about angel and venture finance

## Do you want to contribute?

Please contact us:  
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