Presenter:
Philipp Benedikt Jung, M. Sc.

Univ.-Prof. Dr. Tobias Kollmann
Department of Economics and Business Administration
Chair of E-Business and E-Entrepreneurship

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What exactly is the Business Angels Panel?

Description of the Business Angels Panel

= market barometer for current and future developments of informal/private equity in Germany

History:
• Introduced in 2001
• Initiated by:
  ➢ Business Angels Netzwerk Deutschland e.V. (BAND)
  ➢ University of Duisburg-Essen
  ➢ RWTH Aachen University
  ➢ VDI nachrichten

Goals:
• Grasp the status quo of informal/private equity
• Show trends and predict future developments
• Act as a market barometer
• Enhance the understanding of Business Angels environment in Germany
How is the Business Angels Panel set up?

Structure of Business Angel Panel

Survey:
- Data is collected through a pool of more than 50 experienced Business Angels
- Participants sign up to regularly answer questionnaire
- Conducted on a quarterly basis
- Survey responses analyzed by the University of Duisburg-Essen and RWTH Aachen University
- Results are published

Topics:
1. Current and future business environment of Business Angels
2. Applications
3. Recent investments
4. Existing investments
5. Attractiveness of different industries for investments
6. Exit strategies
+ Additional questions to current topics
How do you assess the current business situation/future outlook for Business Angels?

Exemplary results (I)

Source: Business Angels Panel Nr. 66
Which industries are currently attractive for Business Angels?

Exemplary results (II)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Environmental technology</td>
<td>5.76</td>
</tr>
<tr>
<td>Industrial automation</td>
<td>5.71</td>
</tr>
<tr>
<td>Medical technology</td>
<td>5.57</td>
</tr>
<tr>
<td>Web-Services/E-Business</td>
<td>5.48</td>
</tr>
<tr>
<td>Software</td>
<td>5.48</td>
</tr>
<tr>
<td>New materials</td>
<td>5.45</td>
</tr>
<tr>
<td>Energy</td>
<td>5.43</td>
</tr>
<tr>
<td>Financial services</td>
<td>5.18</td>
</tr>
<tr>
<td>Life Science</td>
<td>5.09</td>
</tr>
</tbody>
</table>

Rating: 7=very attractive; 1=very unattractive

Source: Business Angels Panel Nr. 66 - Only excerpt of industries displayed here
How many business plans did you receive within the recent three months?

Exemplary results (III)

Source: Business Angels Panel Nr. 66
What do you think of initial coin offerings?

Exemplary results (IV) – Additional question from Q1 2018

**Have you ever purchased tokens as part of an Initial Coin Offering (ICO)?**

- Ja: 79%
- Nein: 21%

**Can you imagine investing in companies in this way in the future?**

- Ja: 36%
- Nein: 64%

Source: Business Angels Panel Nr. 65
What did we achieve and where should we go?

Achievements and future directions

Achievements:
• Raised awareness and better understanding of Business Angels environment in Germany
• Market indicator that is known throughout Europe
• Oftentimes cited

Limitations:
• Thus far only data about German Business Angels

Future opportunities:
• Why not try to capture data from Business Angels throughout Europe to gain a more comprehensive picture?

Are there any further questions?
Please feel free to talk to me directly after the talks or contact us via E-Mail.
Thank you for your attention!
## Chair of E-Business and E-Entrepreneurship

### Contact details

**Univ.-Prof. Dr. Tobias Kollmann**  
Philipp Benedikt Jung, M. Sc.  
Chair of E-Business and E-Entrepreneurship  
University of Duisburg-Essen, Campus Essen  
Universitätsstr. 9, 45141 Essen  
Room: R09, 2nd floor, H27  
Tel.: 0201 – 183 - 2892  
E-Mail:  
tobias.kollmann@uni-due.de  
philipp.jung@icb.uni-due.de  

www.twitter.com/prof_kollmann

### Internet

- www.netcampus.de  
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