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Business Angels Panel

Presenter:

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Department of Economics and Business Administration

Chair of E-Business and E-Entrepreneurship

www.netcampus.de

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



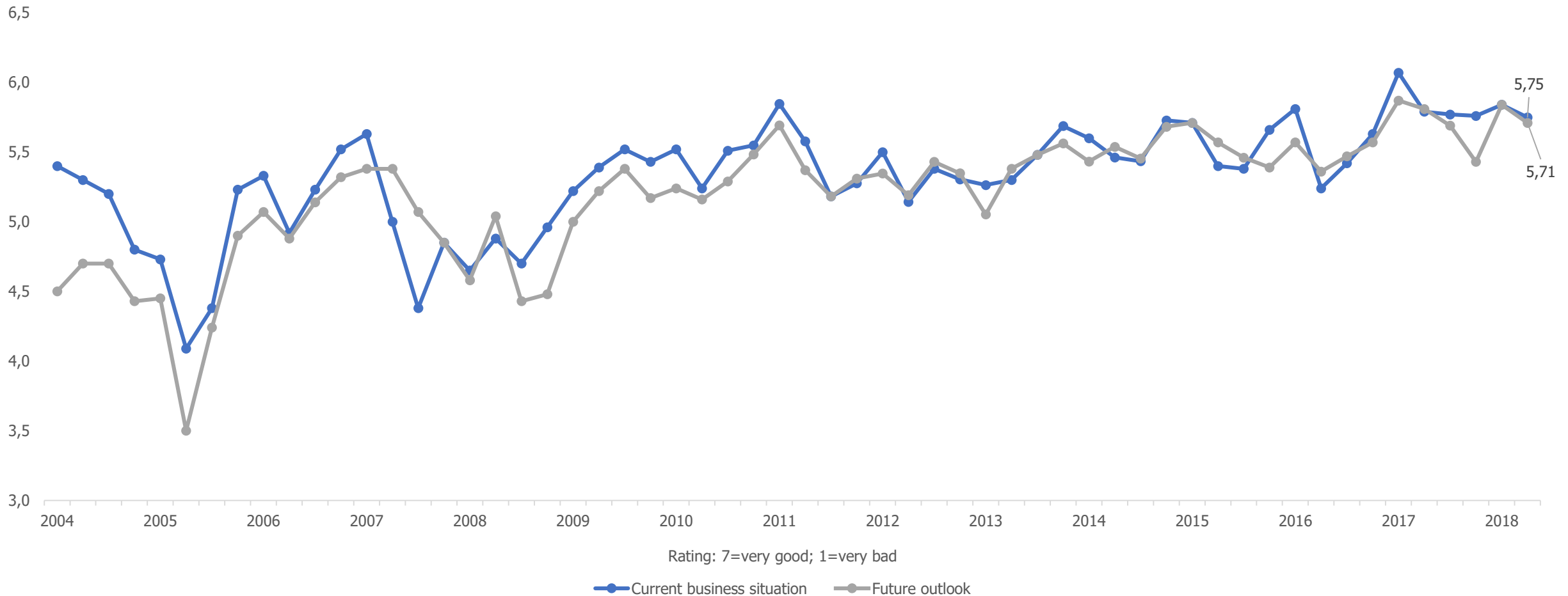
Topics:

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?

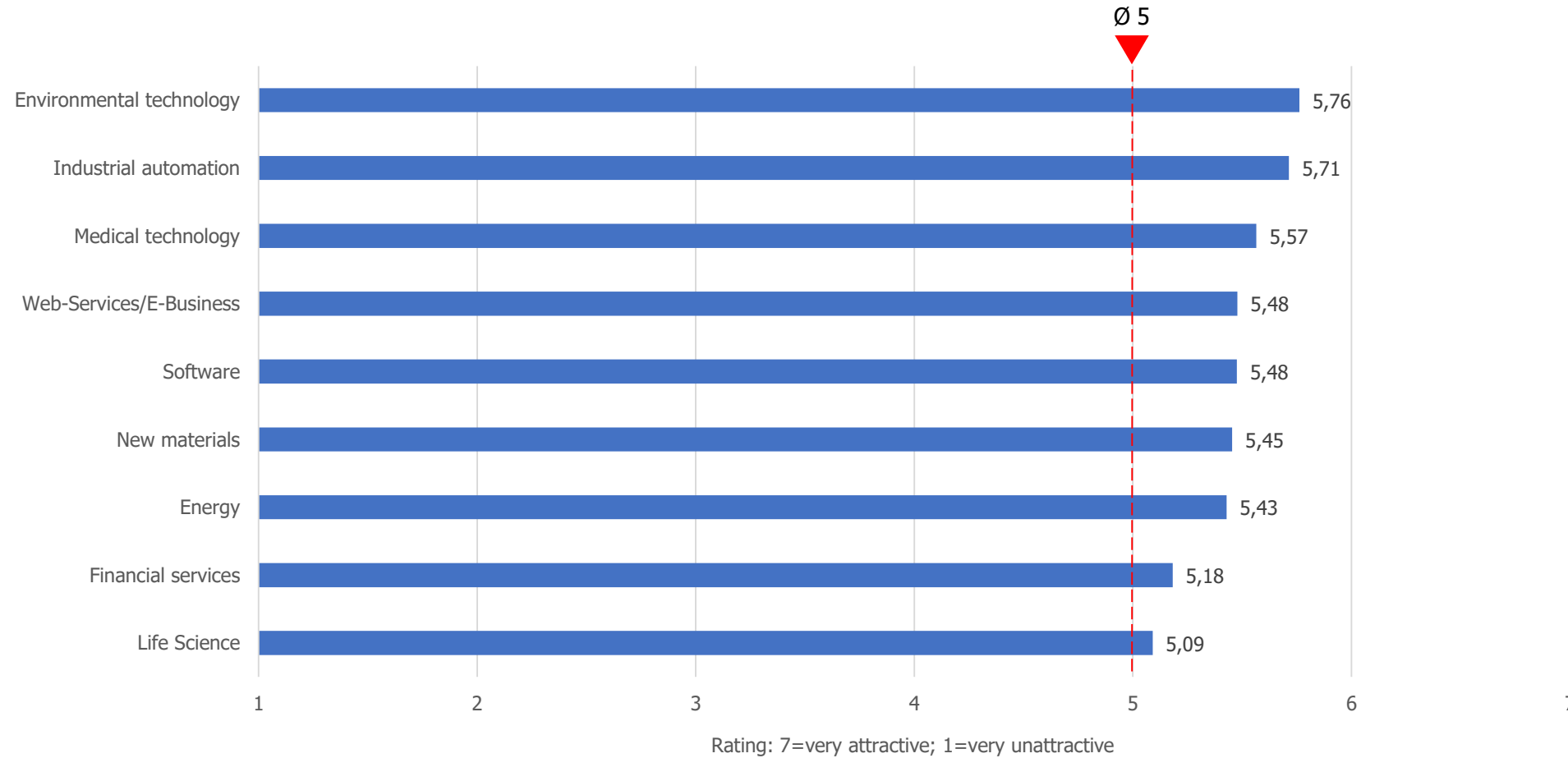
Exemplary results (I)



Source: Business Angels Panel Nr. 66

Which industries are currently attractive for Business Angels?

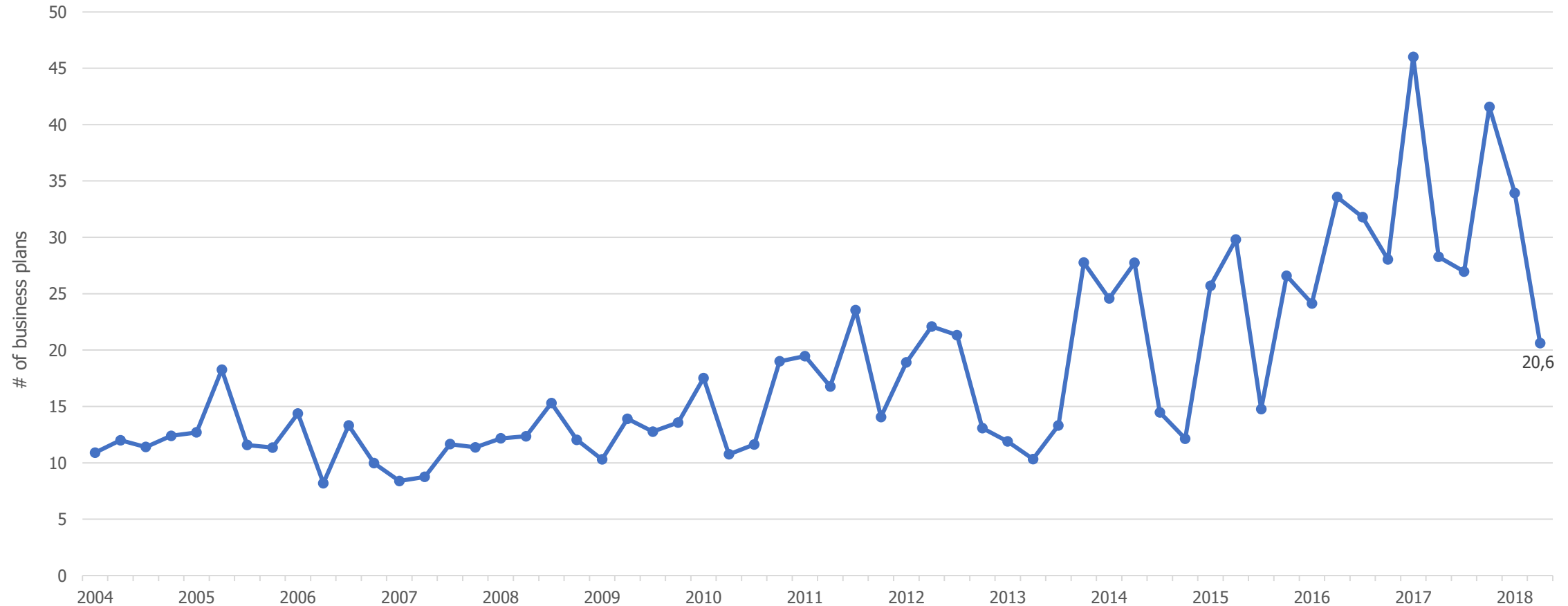
Exemplary results (II)



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)

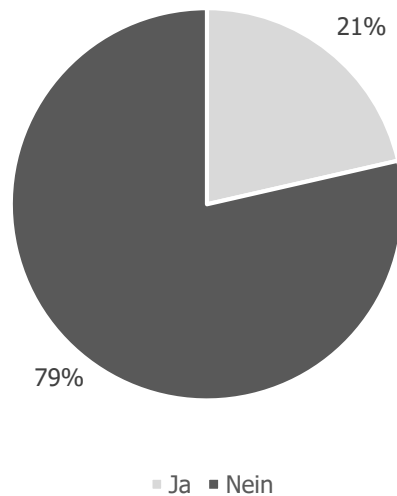


Source: Business Angels Panel Nr. 66

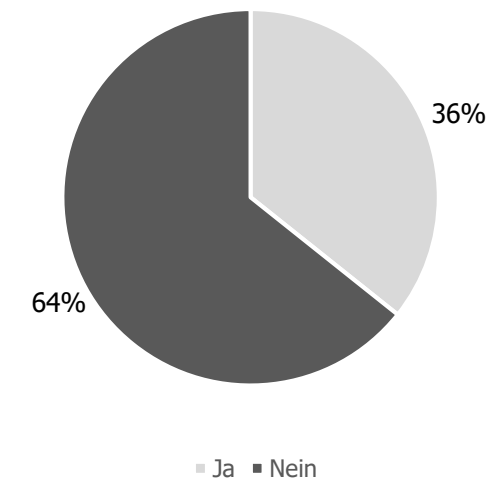
What do you think of initial coin offerings?

Exemplary results (IV) – Additional question from Q1 2018

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



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



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

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