

SUMMARY OF INDUSTRY STATISTICS

	EU	US
Networks	400	340
Commercial	20%	n/a
Estimate # of angels	75k	259k
Total estimate invested annually by angels	3-4 billion €	18 billion \$
VC Investments in seed and start-up/early stage	Circa 2 billion €	6 billion \$

Source: EVCA, NVCA

EUROPEAN ANGEL MARKET=25% OF US ANGEL MARKET

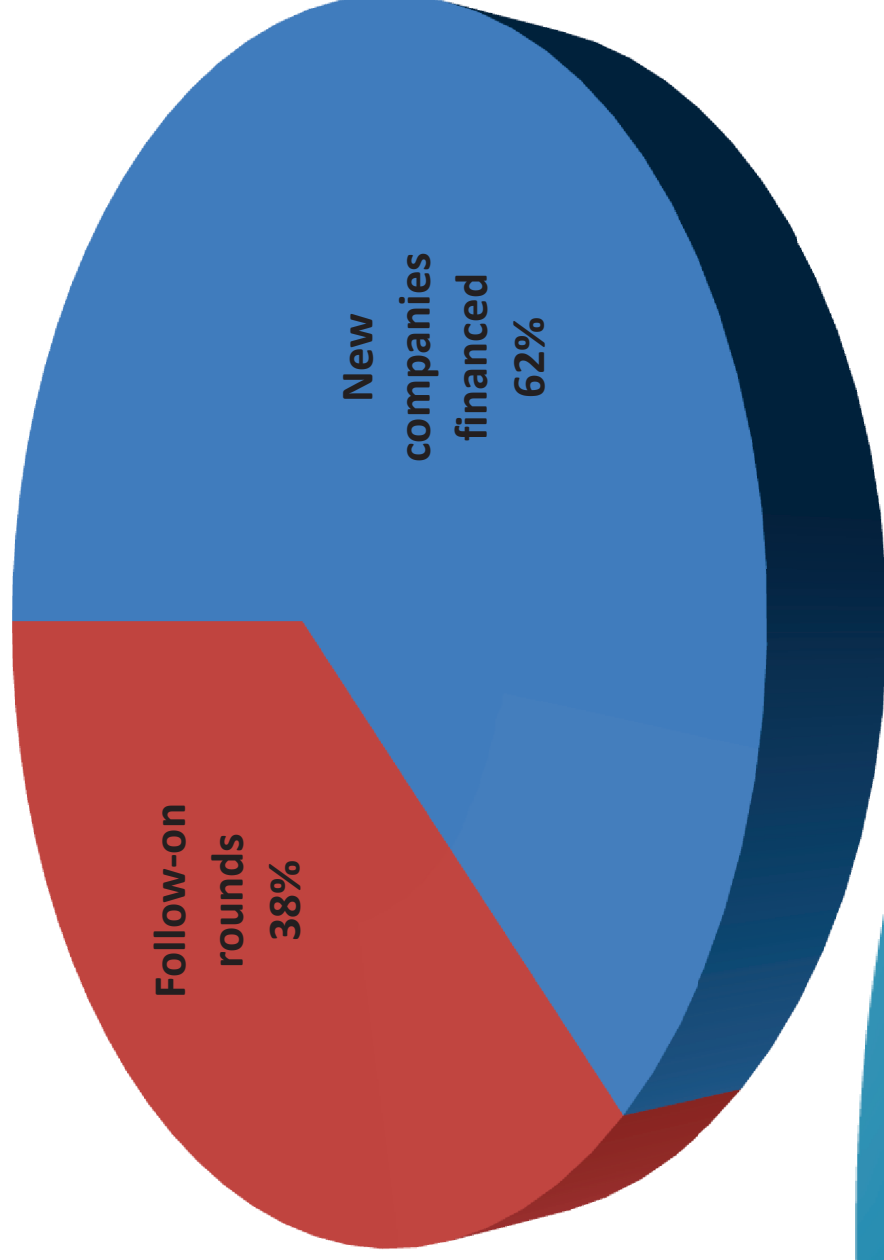
SAMPLE OF CURRENT ACTIVITY

Avg. # of members for BAN	53
% of women	6,2%
Avg. # of deals/network/year	7
Avg. amount of the deal	€ 150.000
Avg. amount invested by one BA/deal	€ 40.000

Countries yet to include: NL, UK, D, CH, S

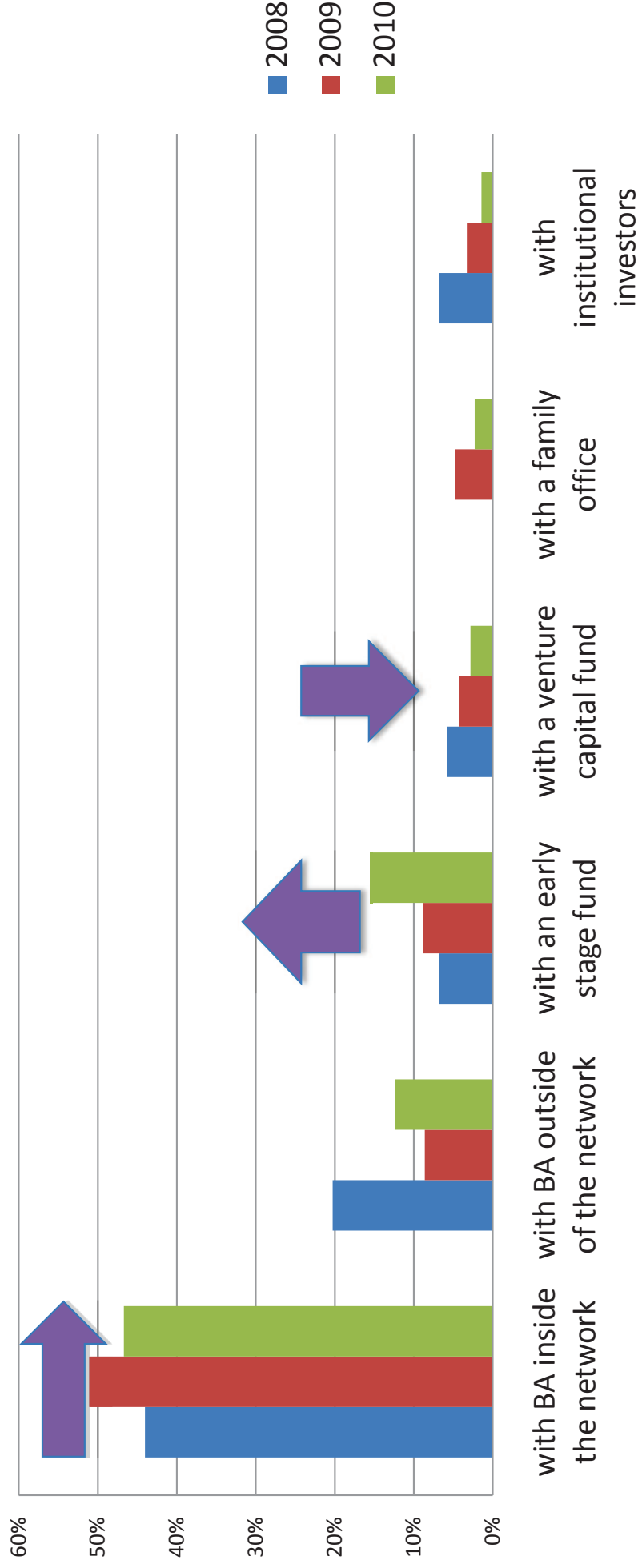
SAMPLE OF CURRENT ACTIVITY

Breakdown for different kind of deals



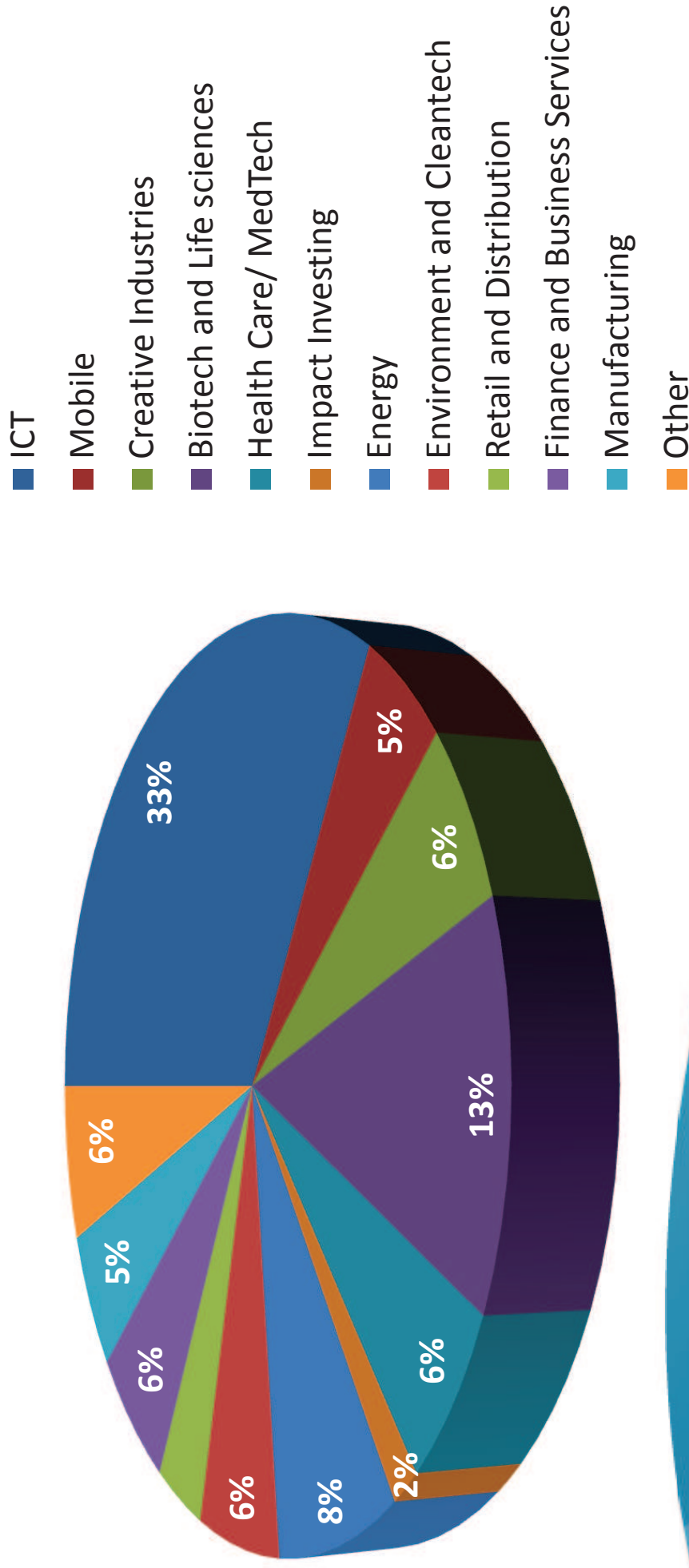
SAMPLE OF CURRENT ACTIVITY

% of deals that were co-invested



SAMPLE OF CURRENT ACTIVITY

Sector of investment as a % of the # of deals - 2010

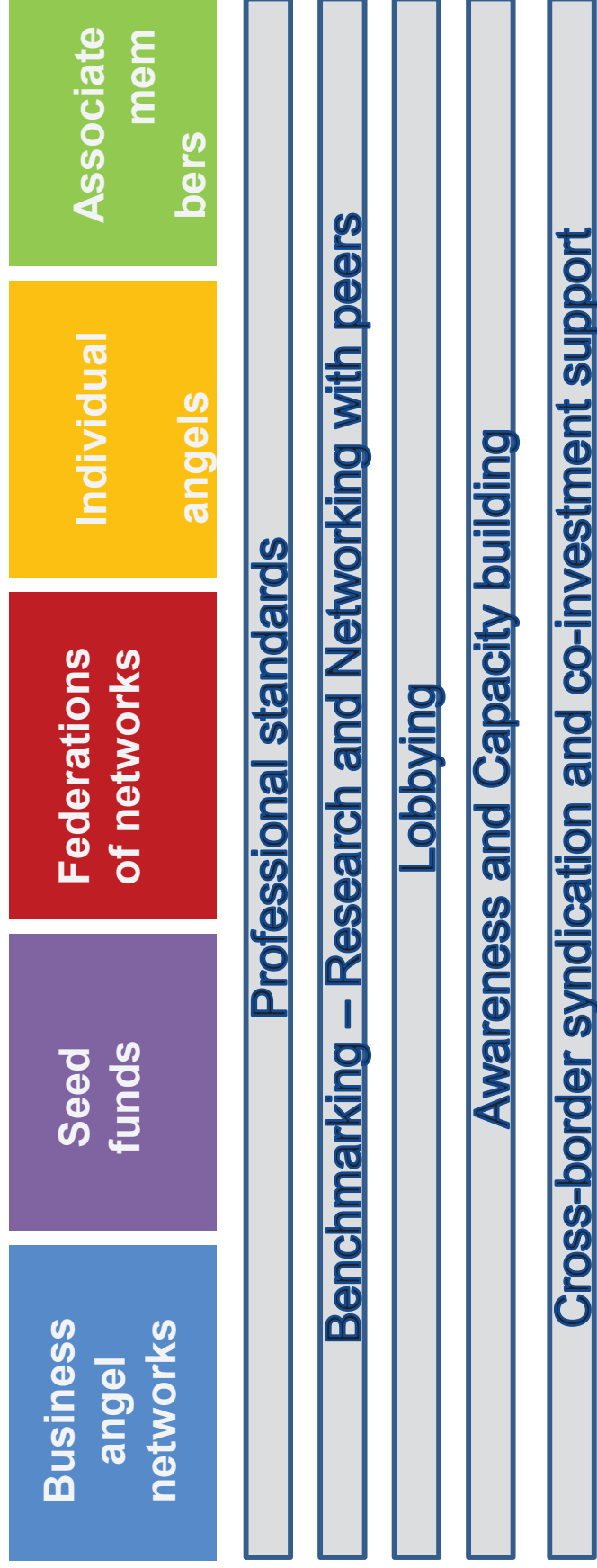


EBAN STRATEGIC INITIATIVES

OUR MISSION: Support the trebling of the early stage investment asset class

- Professionalisation, data and transparency
- Facilitate best practice sharing
- Self-sustainability economic models
- Shaping the next programming period at EU level
- Follow-on rounds, including cross border, and exits

ABOUT EBAN



114 member organisations – Representing 300 BANs – 27 countries
15% growth year on year

WHAT SERVICES DO OUR MEMBERS WANT?

SERVICE	BAN	FEDERATION	SEED FUND
Accreditation/professional standards	XX	XX	X
Best practice sharing Data/Networking	XX	XX	XX
Lobbying	X	XX	XXX
Awareness/ communication	X	X	
Syndication, cross border, coinvestment	XX		XX

EBAN Board Strategic Meeting 03/10

KEY ACTIVITIES UNDERTAKEN IN 2011

Professional standards

BA, BAN definition; Criteria for full membership; Draft accreditation grid

Lobbying

Policy marathon; Breakfast at EP with SME Union; SME Finance Forum

Awareness and Capacity building

EBAN Institute first courses; ACCESS-ICT; WBAA Secretariat; Speaking engagements

Cross-border syndication and co-investment support

Shared deals; Trusted Service provider network; BANGA project

KEY ACTIVITIES UNDERTAKEN IN 2011

Benchmarking – Research and Networking with peers

- Meeting for leaders of federations of networks
- 3 day Study visit to Israel



Collaboration with Bureau Van Dijk
Deal reporting
Quarterly Early Stage Investing Reports



Collaboration with BDO
Co-investment and angel funds
Annual reports with regular updates

IN THE PIPELINE TILL END OF YEAR

Professional standards

Early stage investor definitions; Accreditation process; Accreditation of courses for angels and entrepreneurs

Benchmarking – Research and Networking with peers

Annual Statistics; Winter University; 2nd Federation leaders meeting; Impact investing report; Early stage investing reports

Lobbying

Contributions to open consultations; SME Finance Forum; SME Week

Awareness and Capacity building

Second EBAN Institute courses; ACCESS ICT Project

Cross-border syndication and co-investment support

Shared deals; Cross border international investor good practice sharing