



State of the Italian Angel Market

Marco Villa

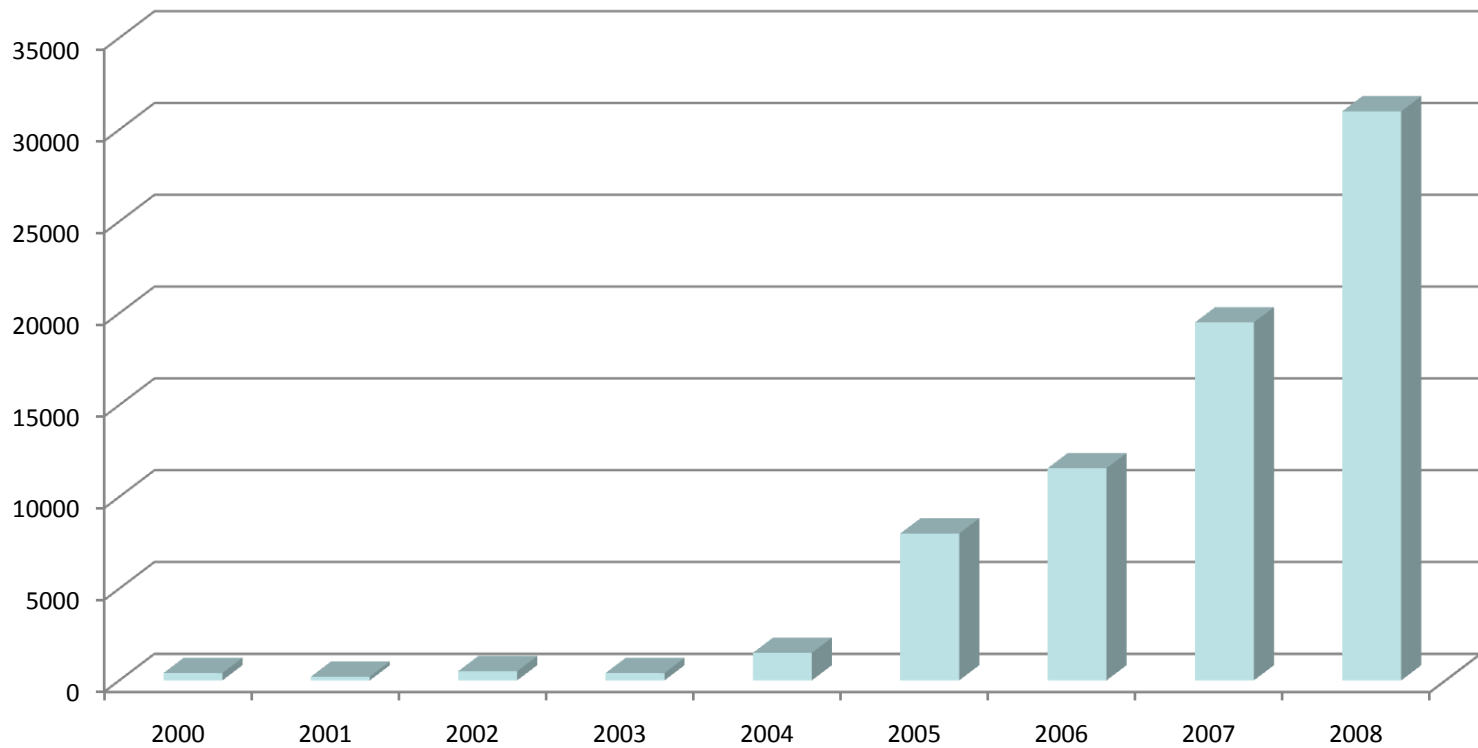
Stanford University - School of Engineering

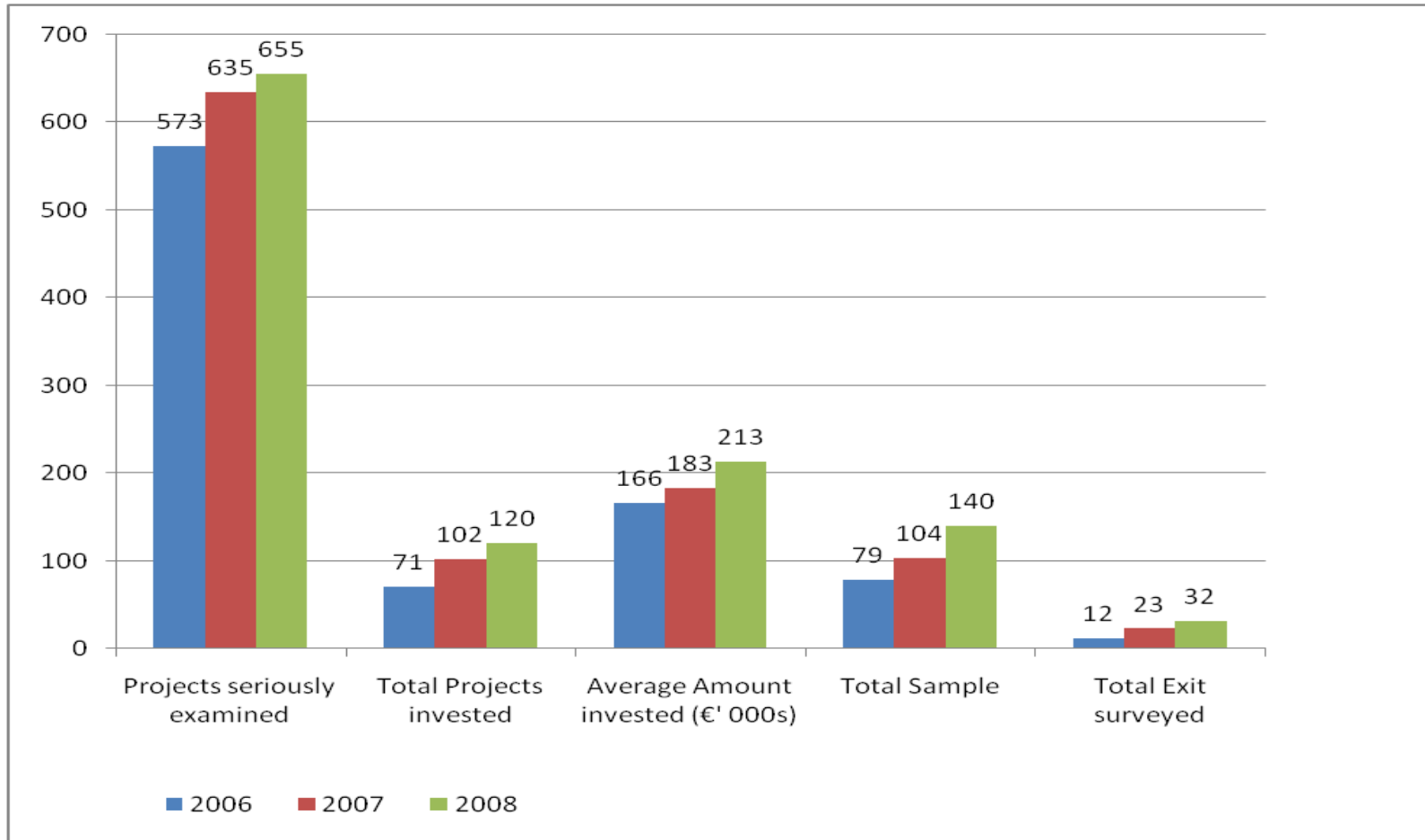
May 18th 2009



- Total of surveyed investments: €31.1M
- Total number of investments: 120
- Average investment: €213k

Total Investments surveyed by IBAN
€'000s







- Angel Investing in Italy is consolidating and slowly aligning with the rest of Europe
- The ecosystem is developing
- More and more people are interested in becoming angels



- Male, 40s, manager or entrepreneur
- Assets €500k
- Investing about 10%
- 60% open to investing far from home or abroad
- Holds less than 30% of the company
- Stays about 3 years in the company

ITALIAN ANGELS FOR GROWTH



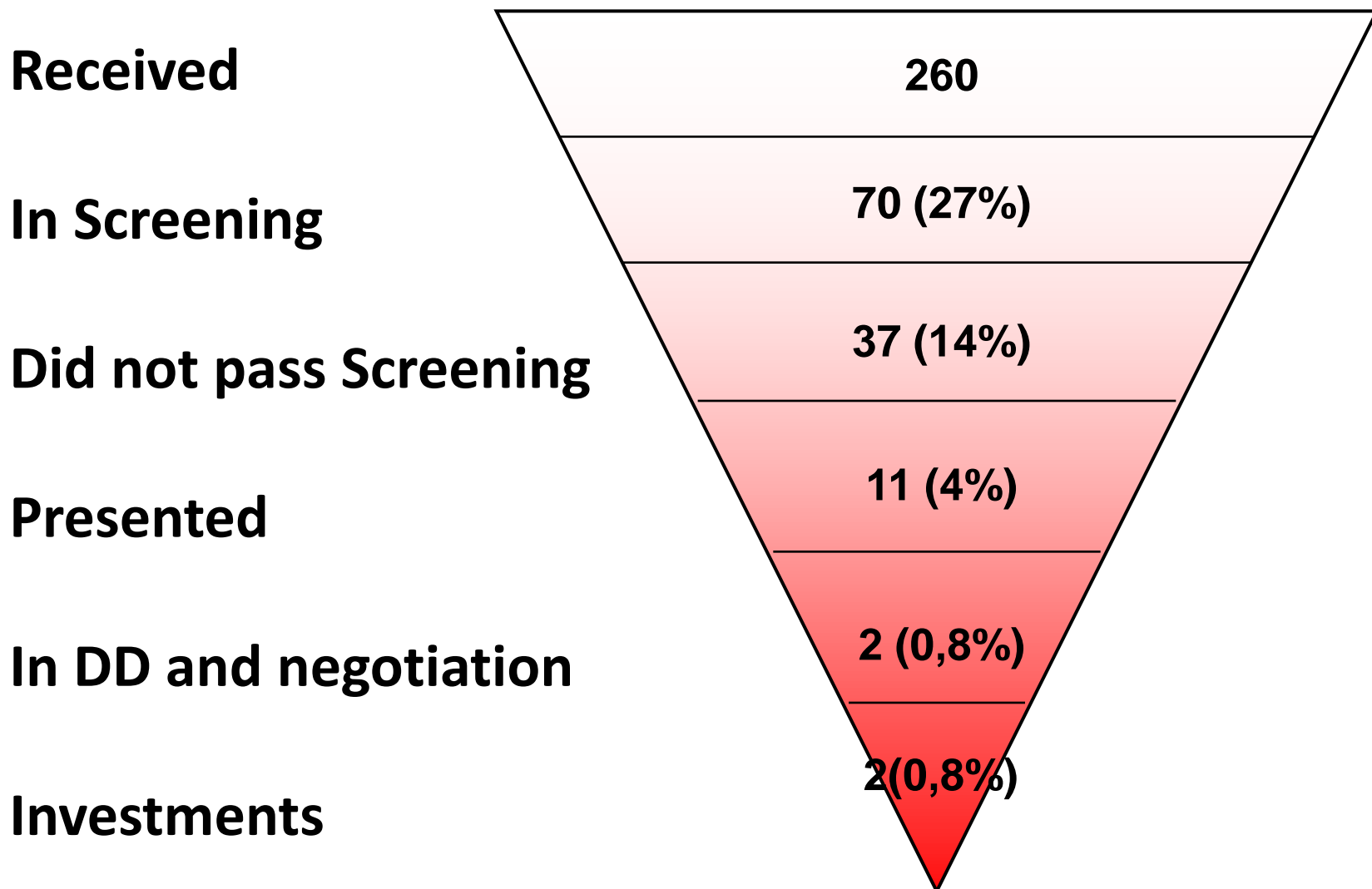
The objectives of IAG are:

- a) to promote *Angel Investing* as a tool for developing new entrepreneurial initiatives and to foster sustainable economic growth
- b) to facilitate the access to investment opportunities in *early stage financing* for our members,
- c) to help entrepreneurs to find financing and support for their business initiatives



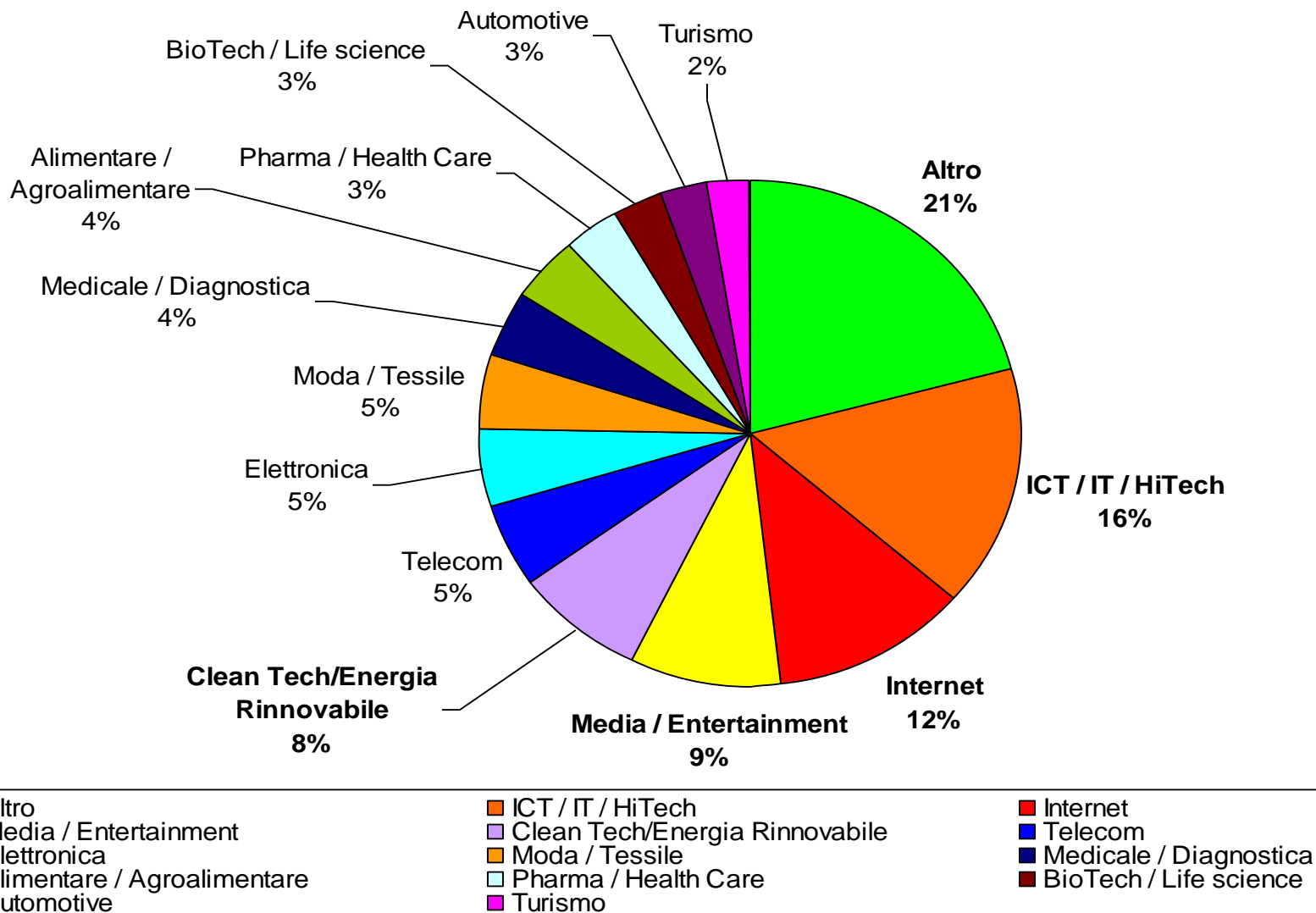
- IAG was created in December 2007 by 9 co-founders and is now the largest Angel Group in Italy
- Today, 43 members
- Objective for 2009, 60 members
- Final objective, 100 members
- Competences of members: telecommunications, renewable energy, internet, new media & mobility, retail, clothing, utilities, consumer goods, internationalization, etc.

IAG – deal funnel on yearly basis



Note: Data for 22.02.08 – 21.02.09

IAG – deal flow by sector



Note: Data for 22.02.08 – 28.02.09

Italian  **Angels**
F O R G R O W T H

www.italianangels.net