

AEBAN 2018 SURVEY

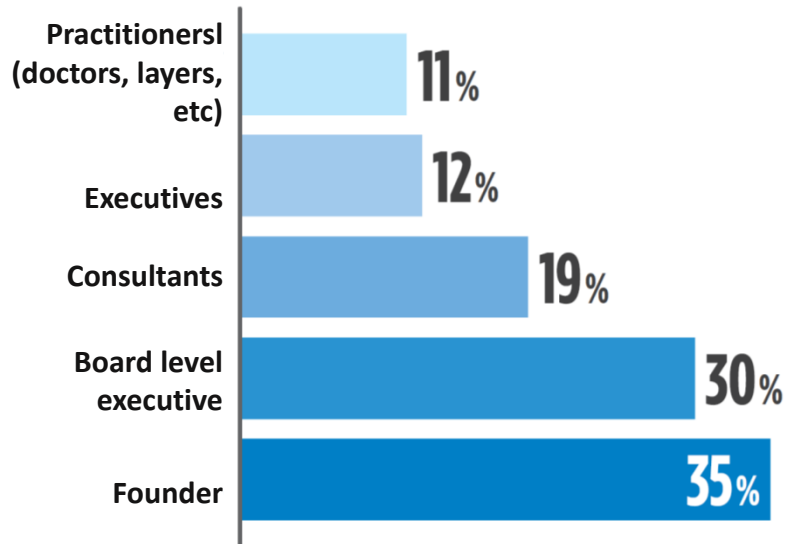
HIGHLIGHTS ON BUSINESS ANGELS IN SPAIN



76 million invested (12,1 million follow-on)
442 deals (by accelerators, angels and crowdfunding)

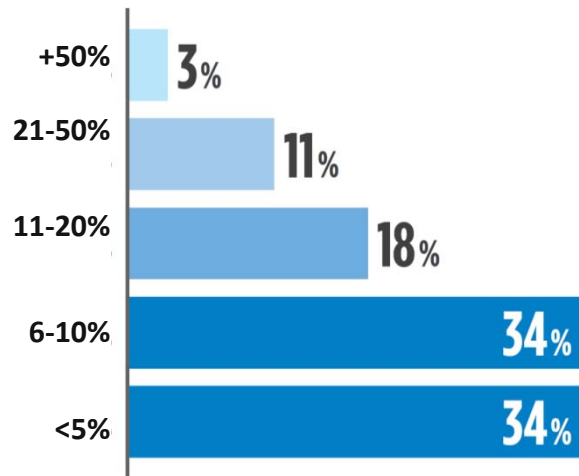
- 8% Women (21% in USA)
- 49% Invest across Spain
- 35% have been Entrepreneurs (55% in the USA)
- 29% have +100,000 € / year to invest
- Average portfolio 4 (mean 11 median 7 in USA)
- +90% had at least one exit
- 17% all negative exits

PROFESSIONALIZATION



35% have been
Entrepreneurs as in the USA

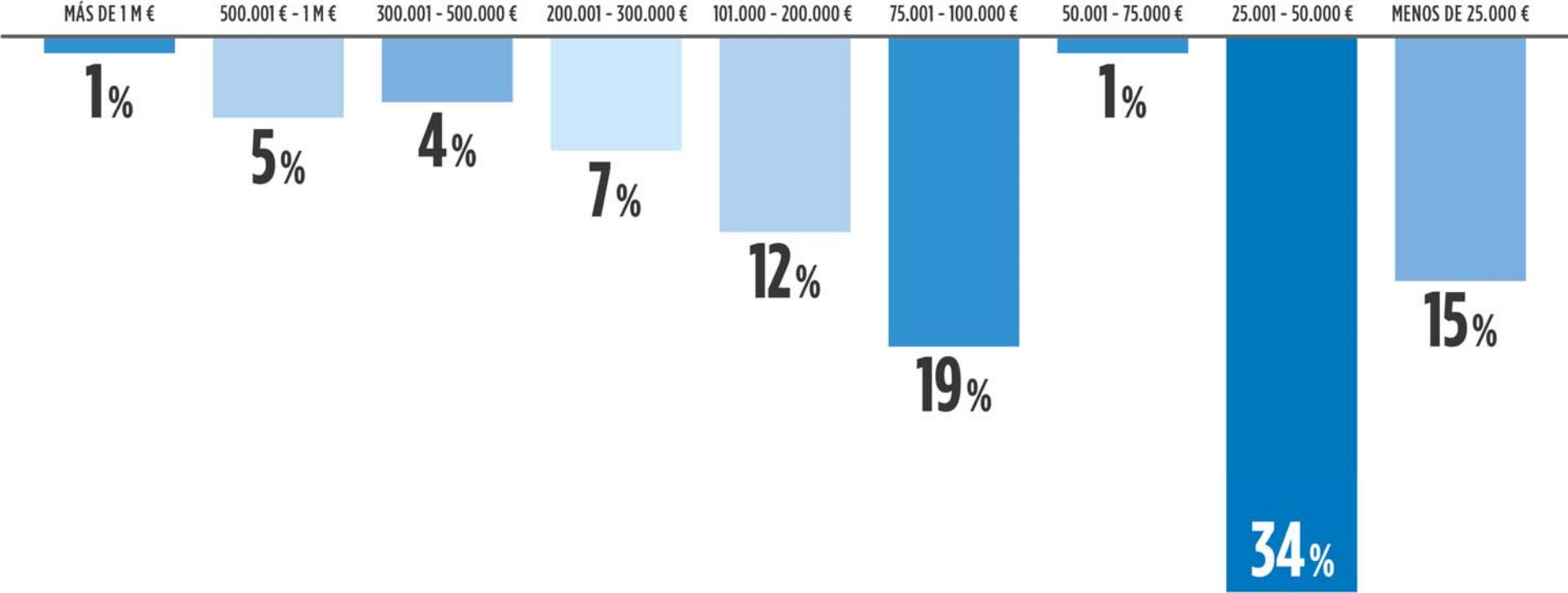
37% have technology
background



68% uses 10% of his/her
wealth for angel investment

Average portfolio is 8
investments. Mean is 4
investments.

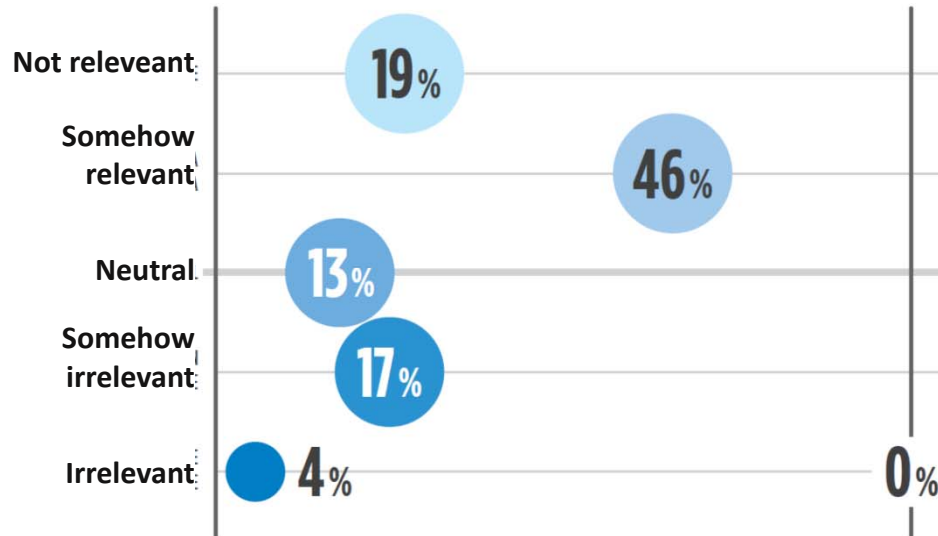
INVESTMENT CAPACITY



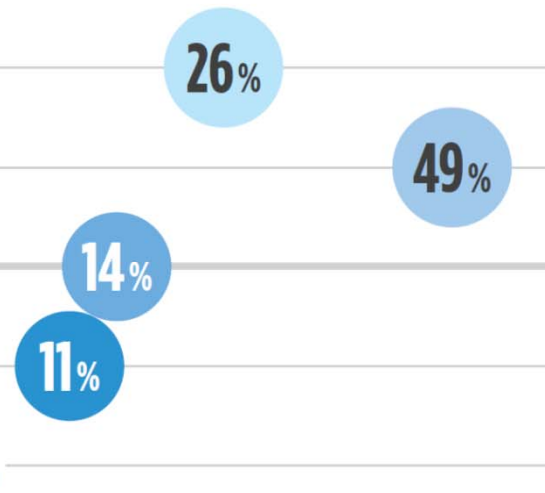
34% has between 25K to 50K a year to invest
1% has +1M a year to invest

DISRUPTION AND KNOWLEDGE AS INVESTMENT CRITERIA

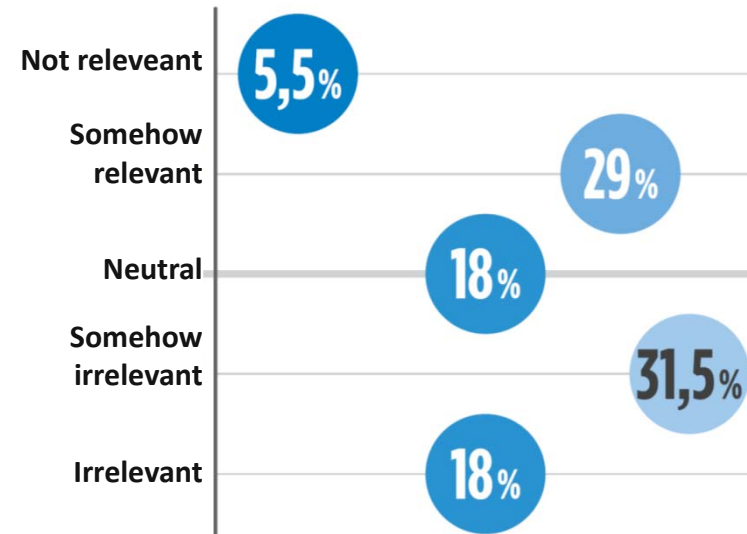
DISRUPTIVE TECHNOLOGY



SECTOR KNOWLEDGE



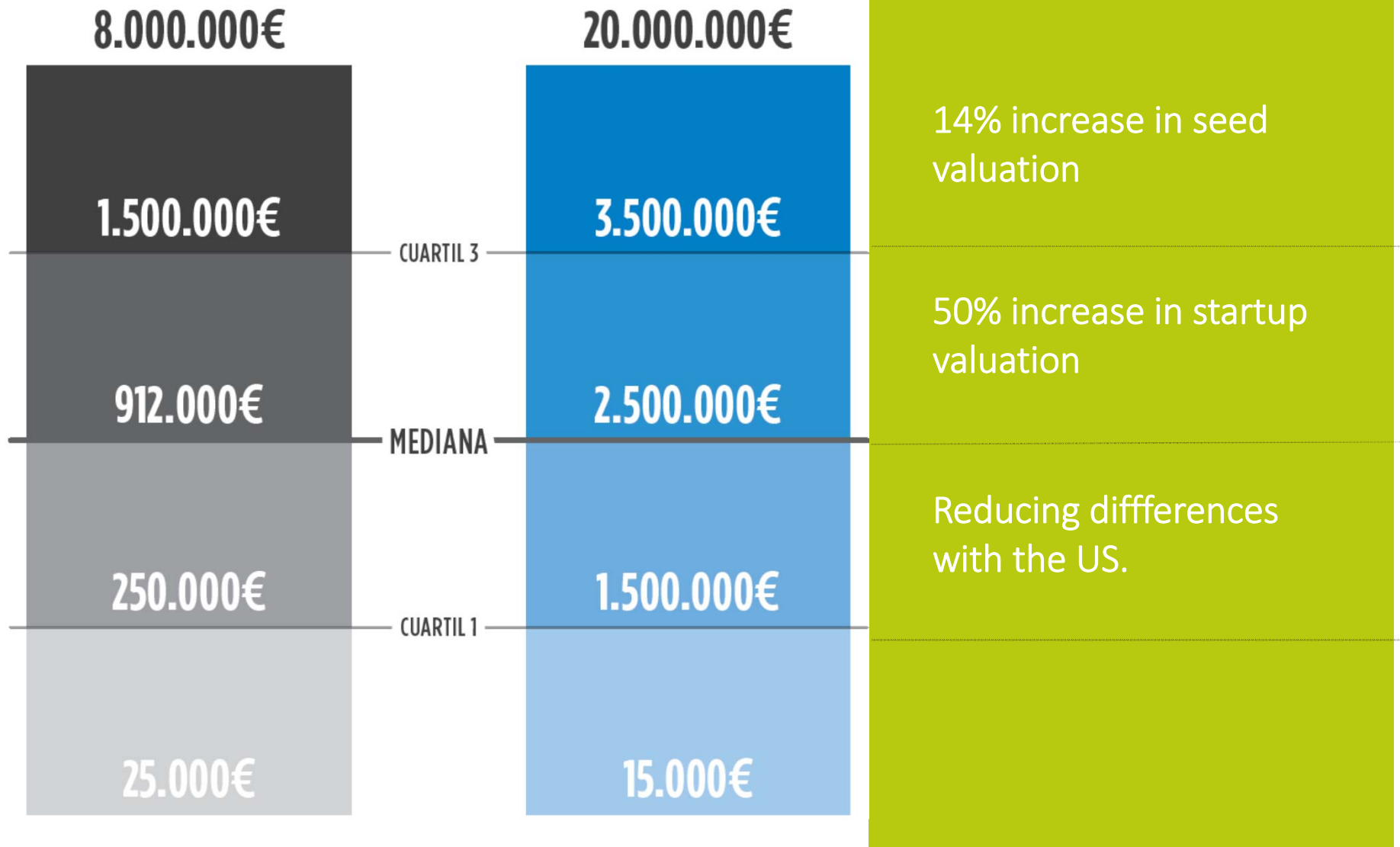
SOCIAL IMPACT



Research confirms:

- No aversion to disruptive technologies
- Key knowledge of sector or business model
- Impact does not move investors

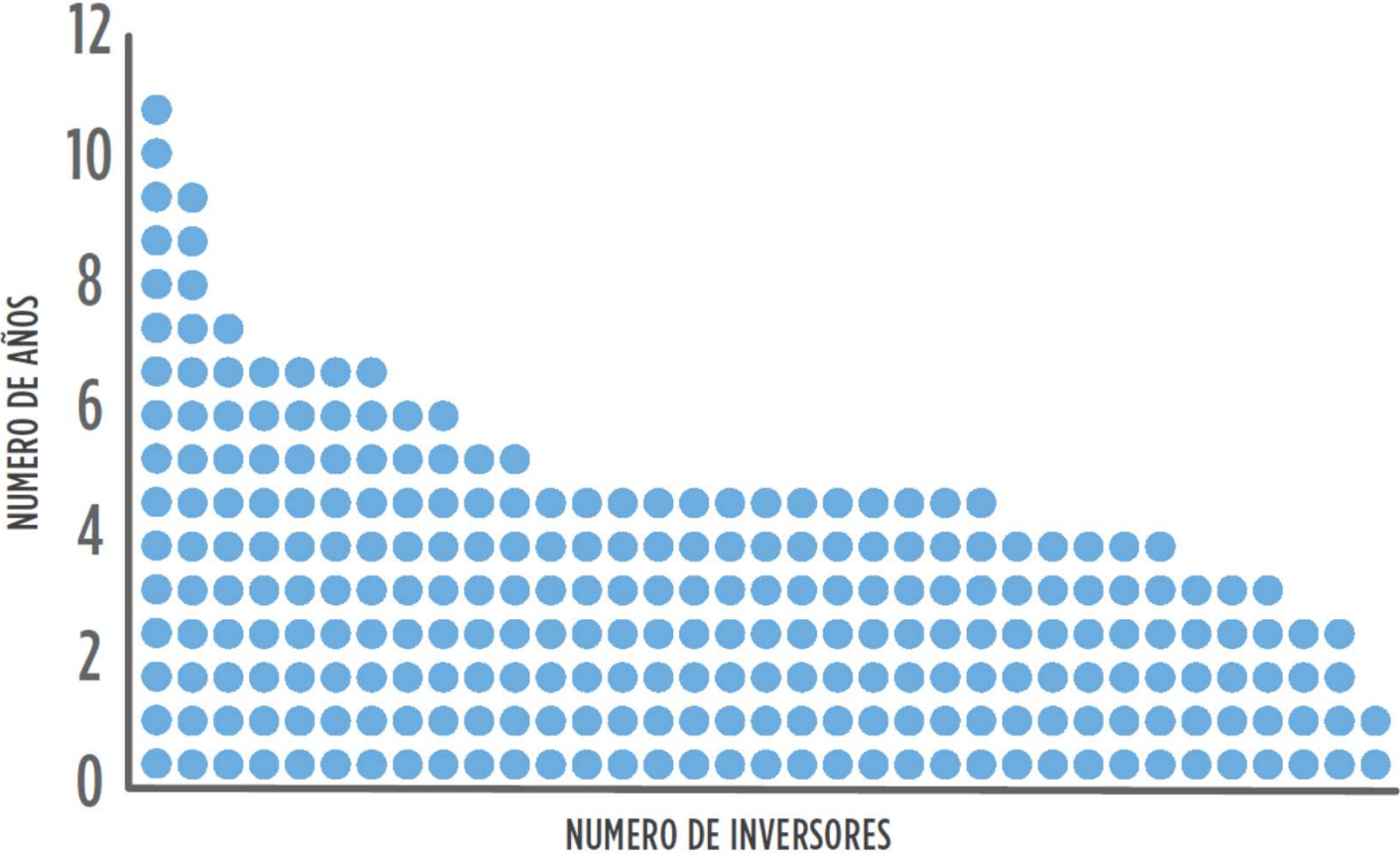
VALUATIONS





YEARS TO EXIT

- Average 5 years





Para los implicados:

- La inversión se decantará por una serie de sectores / tecnologías específicos
- Blockchain en particular suscita grandes expectativas

Muchas gracias!

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