



EU4Digital

EU4Digital ICT Innovation second networking event:

«Integration of business angels and venture capital (individuals and associations) into the EU and global networks and their capacity building to increase digital SMEs access to finance in EaP region»

Online | 8 October 2020

WHO I AM

About JESÚS (CHUS) LOZANO



28+

Experience on IT sector

12+

Founded IT Startups

70+

Tech Startups advised

\$190M

In founded Startups Exits

\$1.7Billion

Advised startups valuation



crosspring

madri+d

Taishan
INVEST

SILICON GARAGE ARTS

100pasos



lemonQUEST

EVERTRALE

JIANPIN
坚品科技

estudio
Zona7

EB
Estudio38
DREAM FACTORY

SiliconShop

NOVERTIA
interactive technologies

鹊桥配
www.qiaoqiao.com

gUparty



I AM A BUSINESS ANGEL



Individuals that invest their **own money** and time with the goal of profiting from their long-term growth.



High-net worth individuals with considerable **business experience**.



With personal motivations: desire to give back & thrill of **being involved** with an innovative company.



Investments characterized by very **high level of risk** as most companies are in the seed stages.



HOW I BECAME A BUSINESS ANGEL?

Challenges

- Limited money
- My own network was not enough
- Hard to find the best Startups
- Lack of influence
- Investors obsessed with the real estate

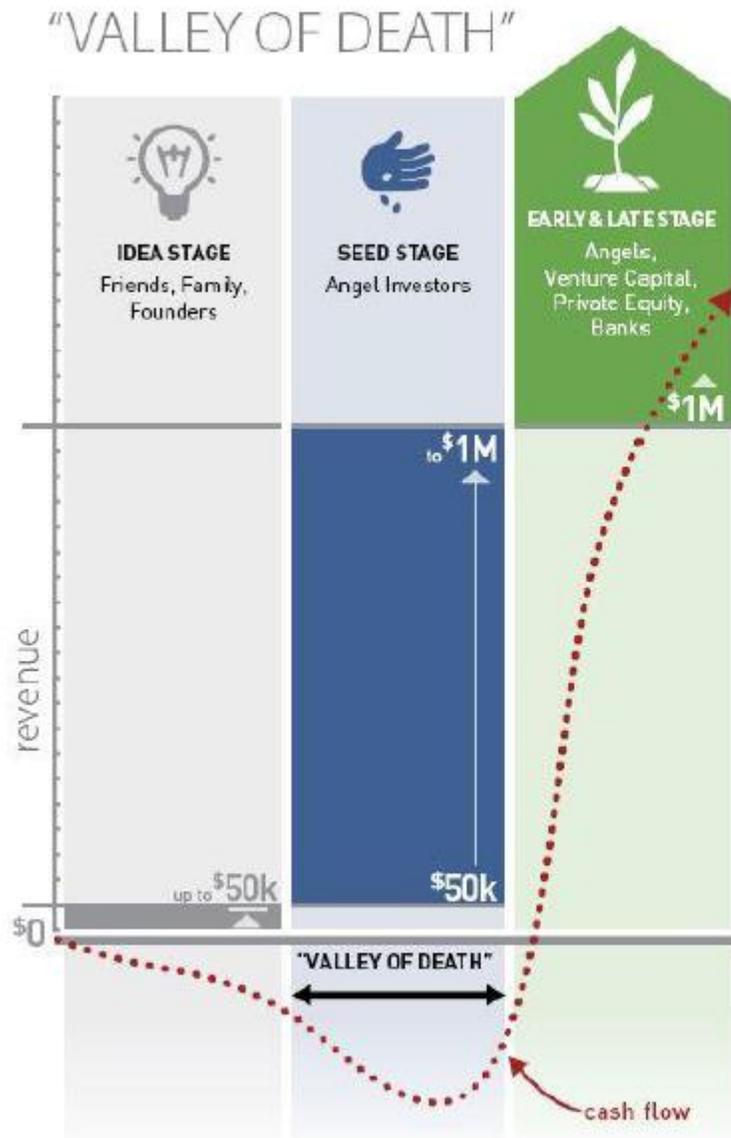


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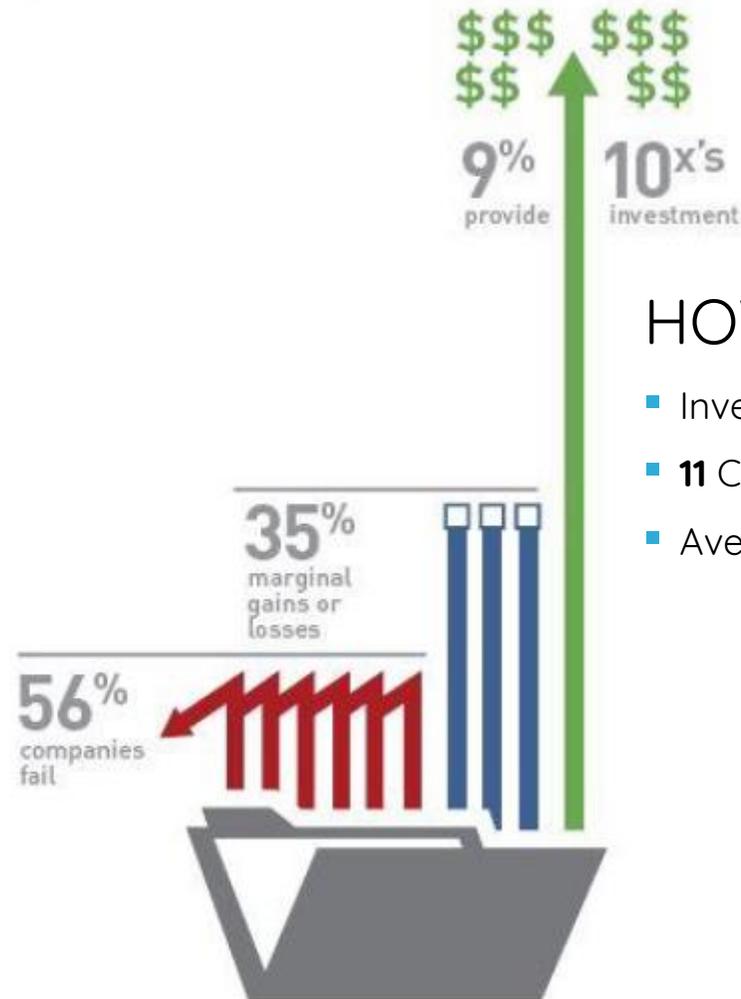


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WHAT I DID?



sample PORTFOLIO



HOW Do I Invest?

- Invest €250k per Year/6 years
- 11 Companies
- Average profit x4.7

BEONPRICE

Archivex
Clinical

NOVERTIA

BENEFITS BEING A BUSINESS ANGEL



Resources

Business people and executives joint ventures put at the disposal of startups varied resources such as personnel, products and technologies.



Risk Sharing

An angel can diversify his investment in different startups because the BAN allows the startups to obtain the necessary financing with a new angel investing.



Camaraderie

Business Angel Networks makes the angels associate common projects, help others and share everyday experiences and activities.



Matching

An Angels Network allows for a better search of startups, with technologies and services that may be of value to Angels investors themselves.



Pooled Funds

An Angel Network can propose shared investments to its different members, as well as incorporate third entities such as VCs or Public Entities.



Influence

An Angel Network with relevant members of the local community can influence local entities and government to favor startups.



WHAT WE DO FOR THEM?



Team

The joining of the startups to the training programs allows its members to unite by improving the teams.



Networking

An Angel Network can generate networking for startups with new contacts, providers and professionals.



Customers

The biggest advantage of an Angel Network, along with the investment, is the possibility of becoming an early adopter of inverted startup.



Expert Board

The Angel Network can present mentors and experts to startups who can incorporate them to their boards as a value advisors.



Well-Trained

The Education and Development programs run by partners will help to have well-prepared entrepreneurs.



Success

A Business Angels Network can not guarantee success for a startup, but it does make the road to success much easier.



BUT I WANT TO DO MORE FOR THEM



High-Level Expert of the EIC

- Launched 2019
- €2 billion yearly budget
- € 5.3 Billion attracted in private funding
- 3700 Scientific Publications
- 46 global patents
- 34% of selected companies are women-led



What are WE doing for the EaP Entrepreneurs and Startups?

EU4Digital EaP DISC Capital



PRINCIPLES

- Investment-focused smart financing
- Implementation through deal sourcing actors
- Regional-level facilities with centralized funding decision making
- Investments syndication with BANs





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THANK YOU
Q&A