

Aussie Angels in Global Premiere

Beijing, December 5th-8th 2009 AAAI Chairman and World Business Angels Association (WBAA) Director, John Mactaggart and AAAI Deputy Chairman, Jordan Green travelled to China this month to collaborate with Angel leaders from around the globe in the introduction of organised Angel investing to the largest and fastest developing economy in the world.

At the inaugural WBAA conference attended by over 250 people in Beijing, John and Jordan joined with Angels from over 20 countries, including the UK, USA, New Zealand, South America and Europe.

Strong vision and government support in China promise to rapidly out pace the slow and uninspired response of Australian governments to the challenge of commercialisation, a key driver of economic growth and success in the 21st century.

“Australian Angel investors forge ahead, using their own international relationships to build local businesses into international successes,” said John Mactaggart. “Even communist China is developing tax incentives and government sponsored Angel co-investment opportunities to match best practice in the global Angel community.”

“The AAAI has earned a front row seat for Australian Angels at the global table of commercialisation,” said John Mactaggart. “With strong support at home we can keep Australia at the forefront of developed nations. Without support for Angels, Australia’s best and brightest entrepreneurs and early-stage investors will flow to more favourable markets and our country will continue to slip behind in the global innovation stakes.”



WBAA Board with CBAA and WRSA hosts.



WBAA International Delegates in the Great Hall of the People

If you were at the AAAI 2009 Conference you may have had the good fortune of meeting Professor Mannie Liu from Renmin University. A special vote of thanks to our good friend Mannie and the CBAA from the international delegates who enjoyed superb Chinese hospitality. A gala banquet in the Great Hall of the People in the National Congress Building on Tiananmen Square and hosted visits to the impressive cities of Qin Huang Dao and Kunshan. [\[Full Media release\]](#)

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Even Angels take a Holiday!

As we prepare this final newsletter for 2009 and reflect on the tumultuous year just past, the reports flowing in from Angel groups around the country are of increasing volumes of high quality deal flow. Australian entrepreneurs remain active, enthusiastic and eager to take on the world. Angels remain excited about investing in those entrepreneurs and if you share that excitement then consider joining your [local Angel group](#).

We all know that Australia was in much better condition than other countries when the USA gifted the world with the GFC. Even so, our governments have delivered controversial stimulus packages (\$42b) and embarked on epic infrastructure spending. The \$4.7b support for upgrading our communications systems has become a \$47b National Broadband Network but, don't expect to see delivery before the middle of the next decade. The bigger states are spending \$20-40b on transport, entertainment and sporting facility infrastructure.

Meanwhile, Government support for innovation and commercialisation has been slashed to almost nothing. New programmes, promised to commence next year, have budgets for the next five years that equate to about 2km of one of the new freeways or bridges being built around the country. The roads are certainly needed and will mostly be ready for traffic within 2 years. The smaller states continue to deliver support but, as a nation the picayune effort to address the commercialisation of innovation is unlikely to bear fruit for several years and, probably, will be too little, too late.

Australian business suffers from a plague of excess conservatism and Australian governments do little to change that culture because politicians see no votes in supporting innovation. Most commercialisation of innovation takes place in small companies and those enterprises have none of the resources to expend on lobbying government. All around the country we tell ourselves at conferences, in workshops and via public servants that the Small and Medium Enterprises (SME) are the engine of our economy, responsible for the majority of private sector R&D, innovation, jobs growth and economic development. We just don't follow through with enough substantive action to support the investment in and success of those entrepreneurs.

While we all enjoy our quiet January, spare a few moments to think of how you can help our entrepreneurs build the future of our country in spite of the apathy of our governments and institutional investors.

Angel Investing in NSW - Hunter Style

The first Angel Investing Seminar for the Hunter was jointly presented on November 5th 2009 by AAI affiliate group [Hunter Founders Forum Limited](#), Industry & Investment NSW, the Australian Association of Angel Investors (AAAI) and TAFE NSW - Hunter Institute of Technology. The program was free and 33 participants registered, despite it being the week of the Melbourne Cup!

The quality of speakers was excellent and included:

1. Neville Sawyer AM, Chair Hunter Founders Forum
2. TAFE NSW- Hunter Institute teachers of Design and Innovation: Kathryn Swan BA; Jon Pryer MDIA; Mathew J Dowman BA
3. Andrew Sneddon B Econ CA, Former partner of PWC, retiring in 2008 after 33 years
4. Tony Sansom OAM, Regional Manager Hunter Central Coast, Industry & Investment NSW
5. Hamish Hawthorn, CEO ATP Innovations & AAI NSW working group

The Program was aimed at:

- Angel investors and those interested in Angel investment groups, best practices, and the opportunities and support available in the Hunter Region.
- Anyone curious about Angel investing and looking for information and assistance to get started as an Angel investor in NSW.
- Anyone who has an idea they would like to get in front of Angel Investors and needs training in how to approach these investors.
- Helping Angel investors understand what innovation is and the importance of product design to Angel investors.

Angel investors and would-be Angel s attending were [delighted](#) with the seminar and the knowledge and experience of the guest presenters.



Seminar Presenters (L to R) Michael St Hill BDM Industry & Investment NSW; Professor Eileen Doyle Director HFF; Hamish Hawthorn CEO ATP-Innovations; Andrew Sneddon Venture Capitalist; Peter Hicks Director HFF



(Foreground L to R) HFF Chair Neville Sawyer AM, discusses elements of innovative design with workshop leader Mathew J Dowman: BA Industrial Design Teacher/Product Design and Innovation Hunter TAFE

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WA Angels

Coming in 2010, contact the editor to be referred to the founders.

Events Calendar**Australia****AAAI Workshops**

Angel Education Workshops
 Hosted by AAAI
 February 17th, 1pm-5pm, Glenelg, South Australia

BioAngels

February 10th, 5:30-8pm, Bionomics Ltd, Thebarton

Hunter Founders Forum

February 12th, Breakfast, Newcastle

Melbourne Angels

February 10th, 4:15-6:15pm, Deal Meeting ICN, Melbourne
 February 26th, 12-2pm, Lunch, Fiorini's, Toorak

Conferences – Australia & Overseas**South Australia - Clever Green Conference & Showcase**

February 15th & 16th, 2010 Adelaide Convention Centre, Adelaide

AAAI National Angel Conference

February 17th-19th 2010 Glenelg, SA

Inaugural Asian Business Angel Forum

March 8th & 9th 2010, Singapore

EBAN 10th Annual Congress and 5th Award Ceremony

April 15th & 16th 2010, Istanbul, Turkey

ACA 2010 Summit

May 5th, 6th & 7th, San Francisco, USA

AAAI 2010 National Angels Conference

The AAAI annual conference is the premier event in Australia for Angels and others who are interested in investing in early-stage companies.

Combining globally recognised Angel education master classes with expert panel led forums this event brings together investors, advisers and researchers from across the country and around the world.

Panellists include leading Angel investors from Australia, New Zealand, Canada, Europe & the USA, Angel Fund managers from New Zealand and the USA, venture capital investors, intellectual property experts, legal experts, investment bankers, university commercialisation experts and both successful and aspiring Australian entrepreneurs.

In three days this packed programme will feature genuine experts in lively discussion with conference delegates about the whole gamut of issues facing Angel investors. All with one goal - to dramatically improve the success of commercialisation of Australian innovation. The introductory Master Class included in the registration fee provides a comprehensive overview of what is required to be a successful, disciplined Angel investor with the goal of realising superior returns from a portfolio of investments

Most Australian Angel-backed companies seek scalable growth in foreign markets and that often leads to exits - selling the company - in foreign markets. This pattern leads to high value export earnings for Australian entrepreneurs and investors. That success, in turn, supports the international reputation of Australian entrepreneurs as being outstanding achievers. The advanced Master Class considers the importance of Due Diligence prior to an investment and the conference explores what Angels can do after they've invested to enhance the success of their portfolio companies.

REGISTRATION

	<u>Members</u>	<u>Non-members</u>
Early Bird (Until December 31 st)	\$605	\$880
Full Rate	\$715	\$990

Register Here

Includes all sessions, workshops, conference lunches, cocktails and gala dinner.

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