



# ANGEL NEWS AUSTRALIA

Volume 1 Issue 5

November 2008

## 2009 National Angel Conference BRISBANE 18-20 FEBRUARY

Registrations are open for the 2009 National Angels Conference. To register just click [Register Here](#)

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### In this Issue:

|                            |        |
|----------------------------|--------|
| AAAI National Conference   | Page 1 |
| News                       | Page 1 |
| AAAI Conference Program    | Page 2 |
| Events                     | Page 3 |
| AAAI Angel Survey          | Page 3 |
| Angel Group Directory      | Page 3 |
| Special Offers for Members | Page 3 |
| Stop Press                 | Page 3 |

### Funding Australian Innovation

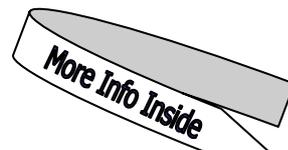
The imperative for innovation to realise a sustainable global future is well recognised. The drive to succeed in commercialising innovation is even more pressured by the global financial crisis. The path forward demands taking prudent, astute risks to break new ground and deliver new commercial success.

AAAI research suggests that, with their co-investors, Australian angel investors leverage as much as \$5 from other investors for every \$1 an angel invests in entrepreneurial ventures. Australia is a world leader in researching innovation in sectors including information technology, water, renewable energy, construction, mining, agriculture, food, biotechnology and nanotechnology.

The business experience and finance that angel investors bring to an investment are fundamental contributors to success. Learn more about how, why and in what angels invest when you attend this conference.

Whether you are already an angel, or are just thinking about becoming one, join us to:

- share in the latest in angel education at the Master Classes;
- hear about real angel deals that are in the works;
- get the latest research on the Australian Angel sector;
- review trends in Angel investment around the world;
- learn how angel groups can be more successful;
- discuss the practicalities of IP and governance; and
- explore the benefits of co-investment with venture funds.



AAAI will present the views of angel investors and other investors and professionals from across Australia and around the world.

If you are interested in how Australians investing in Australian innovation can help Australia grow and prosper in these challenging times then please, join us at the AAAI 2009 National Angels Conference.

### News 2008 NEW ZEALAND ANGEL SUMMIT

AAAI Chairman, John Mactaggart, together with AAAI Board members Jordan Green and Stewart Gow were pleased to accept the invitation to attend and participate in the inaugural national conference for the Angel Association of New Zealand.

Prior to the Summit the Australian contingent attended the finals of the \$unlimited Investment Challenge. Hosted in the offices of Ernst & Young where ten companies presented their opportunities to an audience of active angel investors. An impressive range of new and expanding businesses in this second year of the challenge organised by leading business magazine, \$unlimited and the UK Trade & Investment office.

After the Challenge most of the investors took the ferry to Waiheke Island in the Bay of Islands. The AANZ held a Council meeting and invited the AAAI representatives to participate. Evident in the discussions at the Council and again at the Summit the following day is the strong view by all concerned that collaboration across the Tasman will benefit everyone.

The Summit was a gathering of international and local angels that ran all day November 5 at the Cable Bay Vineyard. The relaxed, informal environment made for enjoyable conversations but did not prevent the speakers and the delegates from getting into some challenging and important

Continued on page 2

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## 2009 National Angel Conference

### SPEAKERS (CONFIRMED)

- Andrew Hamilton Angel Association of New Zealand (AANZ)
- John May Angel Capital Association (USA)
- Susan Preston CalCEF (USA)
- Melissa Widner Alliance of Angels (USA)
- John Ballard, BioAngels (SA)
- Bob Christiansen Southern Cross Venture Partners (Qld)
- Ruth Drinkwater, TeQstart Fund (Qld)
- Stewart Gow, Brisbane Angels (Qld)
- Jordan Green, Melbourne Angels (Vic)
- Andrew Loch, Gold Coast Angels (Qld)
- John Mactaggart Brisbane Angels (Qld)
- David Malloch, Capital Angels (ACT)
- Richard McElhinney Founders' Forum (Qld)
- Malcolm Thornton Starfish Ventures (Vic)
- Vivian Stewart, Sydney Angels (NSW)

### MASTER CLASS

#### Master Class: Angel Investing in Australia

This workshop is an introduction to angel investing in an Australian context. It covers the pros and cons of solo angel versus angel group, delineates the core process from deal flow generation to exit, discusses angel investment philosophy, examines the AAAI Code of Conduct and explores working with entrepreneurs before and after the pitch.

[Seats are limited. Apply early.]

#### Master Class: Post Investment Relationship

This workshop for experienced angels focuses on the angel's post investment relationship with the entrepreneur and the portfolio company including mentoring, coaching and serving as director on the boards of early stage ventures in which the angel has invested.

[Seats are limited. Apply early.]

**Note:** Registration for the Conference is required to register for a Master Class.

### CONFERENCE PROGRAM

#### Wednesday 18 February 2009 – Day 1

11:00am Queensland Government Clean Technology Forum  
3:30pm Government Innovation Policy Forum – “Angel Investors Drive Innovation” (Closed Session)

6:00pm Opening Networking Drinks

8:00pm AAAI International Dinner

#### Thursday 19 February 2009 – Day 2

7:30am Continental Breakfast

8:00am Power of Angel Investing Master Class: “Post Investment Relationship”

8:00am Angel Investing Master Class: “Angel Investing in Australia”

12:30pm Active Angel Deals Luncheon

2:00pm Chairman's Opening Address

2:05pm Session 1 “The Dynamics of Angel Investing in Australia”

2:20pm Session 2 “What's Hot in Angel Investing – A Global Perspective”

3:30pm Afternoon Tea

4:00pm Session 3 “Founding & Funding Sustainable Angel Groups”

6:30pm Pre-Dinner Drinks

7:30pm Conference Dinner

#### Friday 20 February 2009 – Day 3

8:30am Continental Breakfast

9:00am Session 4 “IP Strategy – What it is? What it's worth?”

10:00am Morning Tea

10:30am Session 5 “Critical Corporate Governance – What Every Angel MUST KNOW”

12:00pm Session 6 “Funds Co-investing with Angels”

1:00pm Networking Lunch

2:00pm AAAI Annual General Meeting (Open Session)

3:00pm Conference Close

#### Friday 20 to Sunday 22 February 2009

For those interested, there is a fun weekend planned at the Tangalooma Island Retreat. This is a partner and family friendly weekend. You can continue exploring finer points of angel investing with the AAAI Board and, maybe, one or two of our international guests while feeding the dolphins.

The 2009 AAAI Conference is being hosted by Brisbane Angels.



## News 2008 NEW ZEALAND ANGEL SUMMIT

CONTINUED FROM PAGE 1

topics. There is an interesting Capital Market Development Task Force organised by the Crown to develop a comprehensive strategy for New Zealand capital markets, a strategy that is incorporating the informal markets including angel investors. Not as surprising when one considers the sustained success of the NZ Venture Investment Fund in fostering the growth of early-stage investment and in growing the angel community through its Seed Co-investment Fund [provides capped matching funds to approved angel groups for all their investments].

Richard Palmer, NZVIF Director responsible for the SCIF announced a new fund at the Summit. The Halo Fund is a joint venture of the NZVIF and leading angel groups in New Zealand to create a co-investment fund to operate in parallel with the SCIF. The Halo Fund will take its investors from the private sector and while mostly angels are expected, the door is not closed to other private or corporate investors.

Breakout sessions followed to address hot investment sectors (CleanTech, Life Science, Web 2.0), building value in an angel portfolio and exiting the investment. These lively sessions included guest speakers from the relevant sectors in New Zealand. The presentation rounded off with a tongue in cheek debate on the topic “Why Angels and Venture Capitalists need to be wed locked”. A strong case was put by both teams who had the room chuckling at the humour to be found in this important relationship.

Finally it was time to grab a class of fine wine, enjoy the spectacular views and network. As we sat down to dinner the news came in that Obama had triumphed in the USA elections. Much of the dinner table conversation included this uncertain development in world affairs and even how it might impact a few eager angel investors in New Zealand and Australia. Many clever thoughts were shared but, sadly, we did not solve the global financial crisis over dinner. So it was off to the ferry and a chance to wind down on the ride across the water while making a note to oneself to attend the AANZ 2009 Summit.

**Footnote:** As a first major collaboration the AAAI and AANZ are collaborating on the purchase of licenses and train-the-trainer instruction for the Power of Angel Investing workshop series from our friends at the Angel Capital Education Foundation in the USA. Based on the Kauffman Foundation work in angel research and education the workshops will be available in 2009 in Australia and New Zealand with fully trained local facilitators. The AAAI and AANZ have also agreed to work on developing additional education material for angel investors that is tailored to the circumstances of angels in Australia and New Zealand.

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**ANTHILL SUBSCRIPTION**

AAAI members get a discount subscription to the Australian Anthill. To arrange your subscription send your name, postal address and credit card details to [info@aaai.net.au](mailto:info@aaai.net.au).

**Stop Press**

As reported in the media, incoming New Zealand Prime Minister John Key has revealed an ambitious plan to harmonise securities regulation, accounting procedures and some tax legislation with Australia to create a single market for investment capital

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**Events**

**AUSTRALIA**

AAAI National Angel Conference  
 February 18-20 2009 Brisbane  
 Melbourne Angels  
 Lunch November 28<sup>th</sup> 12-2pm, Toorak  
 Meeting December 10<sup>th</sup> 4:15-6:15pm

Capital Angels Meeting  
 November 25<sup>th</sup> 6pm Canberra

Brisbane Angels Entrepreneurs Welcome  
 November 26<sup>th</sup> 6:30pm Brisbane

BioAngels Meeting  
 December 10<sup>th</sup> 5:30pm Adelaide (w/SA Angels)  
 Queensland Government Clean Technology  
 Investor Forum  
 February 18<sup>th</sup>, 2009 Brisbane

**INTERNATIONAL**

EBAN 9<sup>th</sup> Annual Congress  
 27-28 April 2009 Madrid, Spain

ACA National Summit  
 15-18 April 2009 Atlanta, Georgia, USA

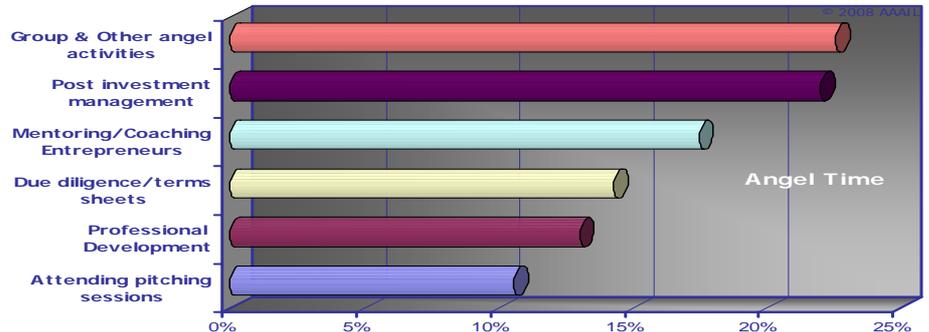
**Angel Survey**

If you receive this newsletter then you probably received our recent request to participate in a short online survey. Our apology if this was an imposition.

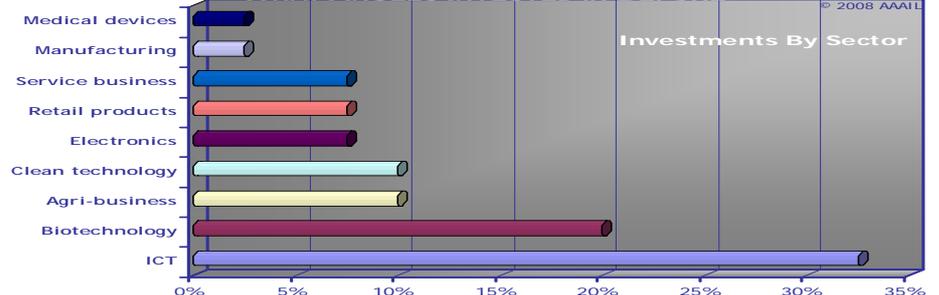
This survey is the first of a three part research project to start building baseline data about angel investors and angel investing in Australia. Research of the angel sector and dissemination of the findings are a key function of the AAAI. The final results of this first annual survey together with the other parts of the project will be presented at the 2009 National Angels Conference.

Overall the respondents represent **over 250 angel investments comprising a total commitment of \$42,417,500** to underwrite the commercial success of Australian innovation. Factoring in the **5:1 leverage of angel investments** the respondents represent **\$212,087,500 invested in Australian entrepreneurs**. Fully 40% of respondents interested in making angel investments do not satisfy the definition of a Sophisticated Investor.

**HOW ANGELS SPEND THEIR TIME**



**WHAT ANGELS INVESTED IN BEFORE**



**WHAT ANGELS WILL INVEST IN NEXT**

