

Opportunities for Women Entrepreneurs to access Angel Investment in the UK Market

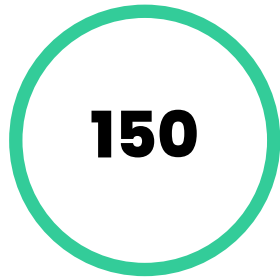


Jenny Tooth OBE
Executive Chair , UKBAA

THE TRADE BODY FOR ANGEL AND EARLY-STAGE INVESTING FOR THE UK



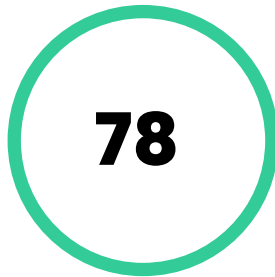
We are an Ecosystem



ANGEL GROUPS,
INVESTMENT FUNDS



INVESTORS



ACCELERATORS
CORPORATES &
ADVISORS



CONNECTING

Helping our members develop
valuable relationships



REPRESENTING

Championing the views and
interests of our industry



PROMOTING

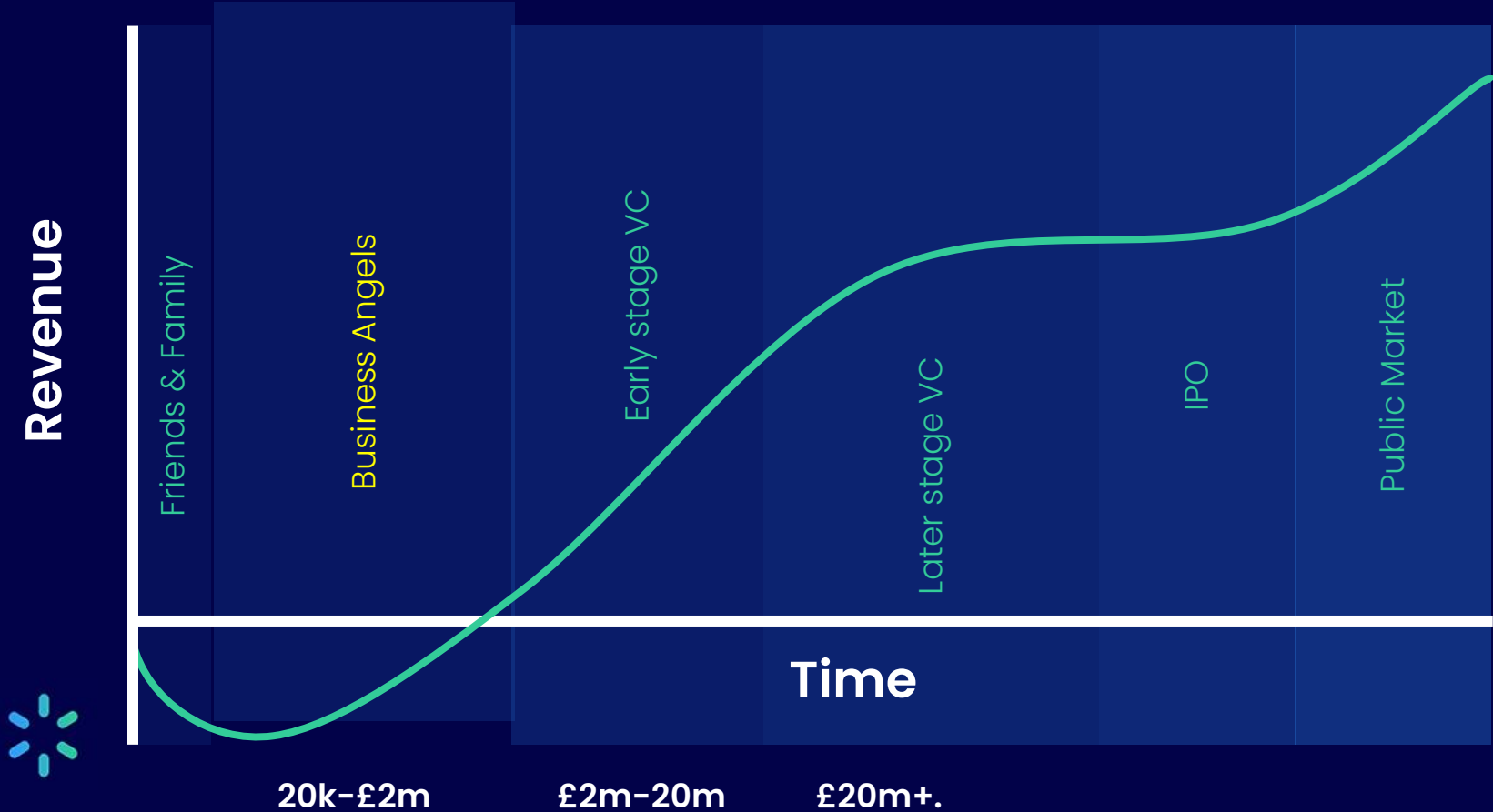
Raising awareness of early-
stage investing



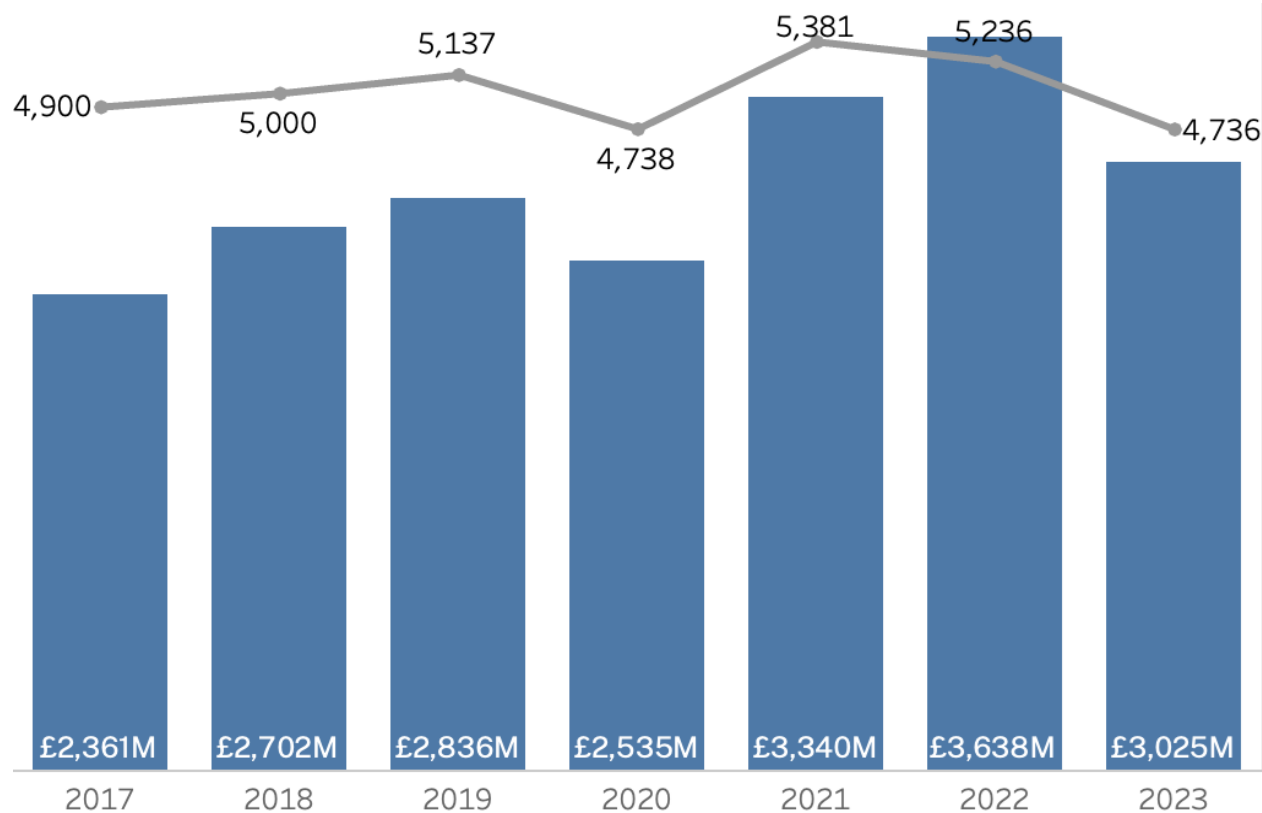
EDUCATING

Setting the industry standard on
best practice

The UK Investment Supply Chain



Angel Investment is a vital source of Risk Capital providing over £3bn to entrepreneurs annually



*Source Beauhurst
Angel networks and
EIS



WHAT IS A BUSINESS ANGEL?



Individuals Investing their own capital – make own decision



Either spare wealth/financial resources, or from a successful business career, or from an Exit etc.



Direct investment in unlisted businesses at an early stage of development- often Pre revenue



Take Shares in return for providing equity capital



Angels draw on their experience and knowledge to offer support, advice and expertise to their investee businesses
= **added value**

The UK is building an Angel and VC ecosystem for women founders

“£250 billion of new value could be added to the UK economy if women started and scaled new businesses at the same rate as men (Rose review of Female Entrepreneurship 2019)”



Investing in Women Code - requires Funding providers to provide data on the gender of the team they invest in and increase investment in women led businesses



Increasing the number of Women Angel investors to 30% of all investors “Women backing Women”



Accelerator Programmes and Mentorship for Women Entrepreneurs to increase access to Investment



British Business Bank supporting VC Funds focused on increasing investment in Women led Businesses

What do Angels Look For in making an investment?



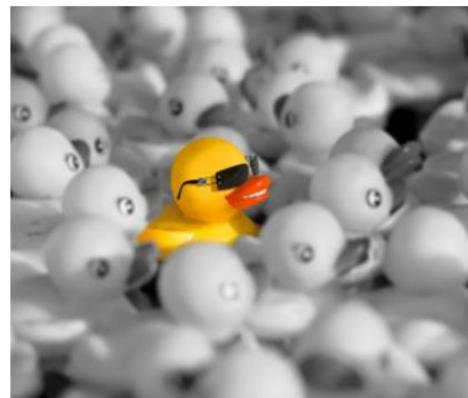
GREAT TEAM

- Do the founders/team have the skills and experience to build a high growth business to exit?
 - Do they have the drive to successfully enter the UK market?



TRULY SCALABLE

- What customers or sales have been achieved /identified so far in the UK? Can the business model achieve scale in the UK Market?



VALUE PROPOSITION

- Does the product or service look innovative or distinctive compared to other similar businesses in the UK - how can this compete with UK products/services?

Find out about Angel Investment

UKBAA INVESTOR DIRECTORY

- Provides searchable info on 106 Angel groups and over 30 funds, plus investment platforms

UKBAA PITCH AND SHOWCASE EVENTS

- Access to Investors for a range of specific sector or thematic events

UKBAA DEALSHARE PLATFORM

- Showcase and build deals for entrepreneurs that have already raised 20% of deal

UKBAA KNOWLEDGE RESOURCES

- “Effective Angel Investor” online course

UKBAA Women Backing Women

Dedicated webpages and details of activities



Thank you

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www.ukbaa.org.uk

