

News from Angel Association New Zealand

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## 2018 – keeping up the momentum!

Last year investment in early stage companies started to generate the kinds of proof points needed for this endeavour to be sustainable. We need to double down on these positive outcomes.... :-)

The AANZ is committed to helping you and your ventures generate returns. In this newsletter we outline a raft of events which we encourage you to schedule. As well as the content shared, professional development opportunities are a great way to spend time with your colleagues and build supportive friendships.

Along with “the coin”, what founders need more than anything is our time – providing support, experience and expertise is what angel-ing is all about. Please consider becoming an investor director this year. We have started a programme called Flight specifically for investor directors. Flight provides a forum for mutual encouragement and to share knowledge and key contacts. Get in touch with me if you would like to know more.

Warmest wishes ... and a super warm welcome to our new leader John O’Hara!

Suse

### RAISED CAPITAL (closed)

Storm Systems, Orbis, Regen, Tradify, Joyous, Bot the Builder, Tiro

### RAISING CAPITAL (open)

Humblebee, The Clinician, Wing Acoustics, Dexibit, Spoke, FileInvite, Press Patron, Koru Diagnostics, Jupl

DISCLAIMER: The above deals are intended for persons who are considered wholesale investors under Schedule 1 of the Financial Markets Conduct Act 2013. Full details of the deals and eligibility criteria should be obtained through your Angel Association member organisation. The names of companies above are provided for general information purposes only. [Contact us](#) to be put in touch with the relevant AANZ member.

## ACTIVITIES (events, workshops, experts)

We have now scheduled a list of events including more "angel backed company" governance courses, more on preparing for exit, active portfolio management and, for those of you new to the space, Angel101 events. Our website has a list of upcoming events [here](#) so do refer to this for things like investment evenings and showcases. Below are a list of those events coming up in the next couple of months.

### APRIL

- 9th - Nelson Angels Investment Evenings (Nelson)
- 10th - Enterprise Angels Investment Evening (Tauranga)
- 11th - Enterprise Angels Investment Evening (Hamilton)
- 12th - AANZ Governance Course (Tauranga)
- 19th - ICE Angels Investment Evening (Auckland)
- 27th - AANZ Governance Course (Christchurch)

### MAY

- 7th - AANZ Angel 101 Course (Blenheim)
- 7th - Nelson Angel Investment Evening
- 9th - AANZ Angel 101 Course (Auckland)
- 15th - AANZ Governance Course (Auckland)
- 17th - Kiwibank Fintech Demo Day
- 23rd - ICE Angels Investment Evening

### JUNE

- 5th - Enterprise Angels Investment Evening (Tauranga)
- 6th - Enterprise Angels Investment Evening (Hamilton)
- 11th - Nelson Angels Investment Evening (Nelson)
- 15th - Kōkiri Maori Business Accelerator Demo Day (Auckland)
- 19th - Flying Kiwi Angels Investment Evening (Auckland)
- 28th - ICE Angels Investment Evening (Auckland)

[Click here](#) for more information and to register for any of these events

Key dates for later in the year that you should diary now are:

**Wednesday 31 October** in Blenheim - investor directors and founders day

**Thursday 1 and Friday 2 November** in Blenheim - Annual Angel Summit

## ADVOCACY (who we've seen about what)

**IRD** – AANZ have completed a position paper on tax policy which you can find [here](#), where we outline our thoughts on R&D tax credits, tax incentives for investors, tax treatment of employee share schemes and capital gains tax. We have also met with Minister Nash

**MBIE, NZTE, Callaghan, NZVIF** – post a 6 September AANZ-inspired, cross government meeting, former AANZ Chair, Marcel ven den Assum is leading a programme of work on a design led strategy to lift the performance of startups and deliver more \$100m exits.

We are in touch with all the relevant Ministers in the new Government to ensure they are aware of the role angel investment plays in economic development.

## RESOURCES (favourite/most topical resource of the month)

With our continuing focus on returns this year, it is timely to check in again with Basil Peters' Early Exits work. Basil spoke at the summit a year or two back and his rationale and approach remain bang on. For useful material check out his website [here](#) and scoop up his book. I am going to order a job lot for AANZ members. Let me know if you're interested in a copy. We might be able to get a discount on the price.

For a sense of how early stage investment is tracking in the US, you might like to check out Crunchbase's 2017 overview report [here](#). Fascinatingly, angel and seed investment accounted for just 4% of the global dollar value of activity but 58% of the deal volume.

## SPECIAL MENTIONS (initiatives, intel, opportunities)

A shout out to MIG Angels, Biolumic and Finistere Ventures who have recently partnered to support Biolumic's expansion into the US. Finistere's Arama Kukutai spoke compellingly at the summit about the increasing profile and role of agtech in venture funding. You can check out his summit presentation [here](#) where he talks specifically about the role corporates are playing in scaling agtech.

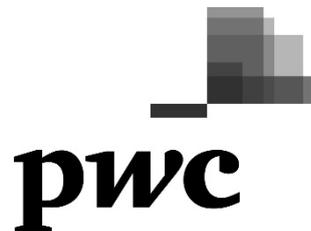
Almost 100 founders completed this year's Compass Startup Genome survey. I want to acknowledge and warmly thank them for taking the time to do this. Last year's survey is being widely used in government and also provides useful data points to validate our ecosystem with investors. For more on the findings click [here](#). This year's findings are due for release in late April.

We held the first of our two annual Angel Association Council meetings last month. 25+ people were in the room for the day for some super engaged discussion. Projects focusing on syndication, corporate engagement, templates, commissions and working with the universities were agreed. Great stuff !!

## A final word from our sponsors

We are super delighted to have welcomed Callaghan Innovation as a partner and look forward to working with them on more data based analysis of investment in NZ innovation and the provision of curriculum and professional development. Callaghan Innovation are all about catalysing innovation and accelerating commercialisation and our wonderful point person is Elena Higgison who can be reached [here](#).

*Angel Association New Zealand & AANZ Summit 2017 are supported by*





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