

News from Angel Association New Zealand

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## From the AANZ Executive Director

There's no dodging it... just about every metric relevant to angel investment is peaking at the moment. Whether it's dollars into deals, dollars into funds, the number of deals being done, attendees at showcases, angel network numbers or start-ups being generated; it's all "up and to the right".

Super exciting and inspiring!!

All the detail will be revealed at the angel summit in Marlborough in a week or two's time.

Without doubt "more" is a proxy for value. But peaking metrics are not the only measure of value. We need to be sure we are truly creating and generating value. It's important we all deeply understand value creation. If we don't the "mountains of more" could bury us.

Growth must be grounded in taking care of people and the planet, in building and growing businesses which expand knowledge, solve humanity's big problems and create joy. To be additive and sustainable, growth must have a creative and positive purpose.

And just a note on this year's summit; there are no more tickets left but if you were still keen to come, there is a waiting list you can join [here](#). It isn't long, so there is a decent chance of making it if you get your name down now.

Very best,

Suse

**RAISED CAPITAL (closed)**

Sharesies, 1Centre, Moovme, Avalia, The Clinician, Bison, NZeno, Wing Acoustics, Merlot Aero, Wipster, Press Patron, Margin Fuel, Hnry, Jrny, Dropit, Goodnest, Roholm, Retirement Income Group, Cove

## RAISING CAPITAL (open)

Upside Bio, Mastaplex, Mint, Synthase, Roller Blaster, Kintal Apps, Hectre, Yonder, Farmote, Tracplus, NomosOne, KITT, GeoAR, Ambit, Friendly Managers, Beany, Nyriad, Roller Blaster, Heilala Vanilla, Gatha, Zavy, Kintal Apps, Yonder, One Note, FaceMe, Dawn Aerospace, E-Ko, Raizada, Aider, Walkon, Ask Nicely, Evolution Meadows, Limpidity, Tripardo, McCarthy Finch, Learn Coach, Blue Frog, Tapi, Thought Wired, Postr, Terminus, Eight360, Spoke, Invsta, SLH

To save you counting, that's 20 ventures that have closed deals and 41 ventures actively raising money – all in the last six weeks!!

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)

### Thursday 18 October :: Canterbury Angels Pitch and Pizza

Another of the Canterbury Angels popular evenings.

Contact [gabby.addington@canterburyangels.nz](mailto:gabby.addington@canterburyangels.nz) if you can make it.

### Wednesday 24 October :: Ice Angels Investment Evening

You're also invited to Ice Angels investment evening for updates on the showcase deals and more. RSVP to [iceangels@theicehouse.co.nz](mailto:iceangels@theicehouse.co.nz) to attend.

### Wednesday 24 October :: Angels 101 :: Tauranga

Don't miss the last Angels 101 event of the year with the inimitable Ken Erskine presenting. All you need to know about the "how and why" of angel investment. To register email [contact@enterpriseangels.co.nz](mailto:contact@enterpriseangels.co.nz).

### Wednesday 31 October :: A NEW EVENT :: The Runway

For the first time we are bringing together New Zealand's investor directors and founders who are looking to prove value quickly. We will cover the fundamentals of setting up an effective venture, governance for growth, developing a robust capital strategy and how to scale teams and sales fast. There are still a few places for investor director angels and their founders. Flick a note to [Suse](#) if you'd like to enquire about attending.

**Thursday 1 November and Friday 2 November :: AANZ Summit :: *FULLY BOOKED***

This year's summit will focus on the power of diversity with a tight focus on how it delivers higher value outcomes. We have a terrific line-up of speakers addressing this theme. Check it out [here](#) and join the waiting list [here](#).

**Monday 12 November :: The Pick of Northland :: Regional Investor Showcase**

On 12 November, some of Northland's best and brightest startups will pitch to a room of angels and angels-in-waiting, in the first of a series of regional investor showcases initiated by AANZ and NZTE. Participating ventures will have been qualified and prepared through Northland Inc's [Taitokerau Incubation Programme](#).

As well as supporting founders to raise smart capital to support their growth ambitions, another of the event's objectives is to encourage the formation of a Northland Angel network. It'd be terrific to see you there!! To attend or find out more please contact Jessica Henderson who is the early stage business advisor for Northland Inc at [jessica.henderson@northlandinc.com](mailto:jessica.henderson@northlandinc.com)

**Tuesday 13 and Wednesday 14 November :: Enterprise Angels Investment Evenings**

Enterprise Angels holds back to back events in Tauranga and Hamilton. To register your interest in attending email [contact@enterpriseangels.co.nz](mailto:contact@enterpriseangels.co.nz).

**Tuesday 19 to Thursday 20 March 2019 :: NZTE's CEO Summit**

NZTE's Better by Design CEO Summit is a two-day inspirational design conference on best practice in design thinking and innovation from the world's best thinkers and practitioners. The conference serves to inspire New Zealand business leaders to adopt design thinking, help grow innovation and provide insights into building and designing business around the customer.

The 2019 CEO Summit is being held 19-20 March at Villa Maria Estate, Auckland: <https://ceosummit.betterbydesign.org.nz/>

Our website has a list of upcoming events [here](#).

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

The Tax Working Group has released its interim report and you can read it [here](#) and find the AANZ's submission [here](#). The interim report discusses a capital gains tax on realised income and explores wealth taxes whereby tax would be levied on the value of tax payers' assets. We will lobby hard for there to be commensurate offsetting of capital losses and for any wealth tax to take into account the unique context of startup valuations.

The Startup Leadership Group led by former AANZ Chair, Marcel van den Assum and

including **MBIE, Callaghan Innovation, NZTE and NZVIF** is now starting to focus on the metrics which will accelerate the success of a thriving start-up ecosystem. The generation of 5 \$100m exits a year would be a great metric, not simply as an end in itself but as genuine proof points of the value NZ founders are creating in building ventures people want to buy.

**ASB** are doing some great work bringing together key ecosystem players to talk about ways we might 'accelerate innovation' too. A second meeting of the group landed on two areas of focus; better output from central government and more grass roots action which would be grounded in supporting more and better connectivity. Heart-felt thanks to Jo Barriball and Leigh Angus for leading the charge on this work.

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

All the reports from the US Angel Capital Association's annual summit attended by five active kiwi angels this year are now up on the website [here](#). Gerald Carter (Canterbury Angels), Katherine Sandford (Enterprise Angels) and Phil Southward and Tim Warren (FKA Angels) reports also include the business cards of the people they met.

StartupAuz produced a fantastic report recently on startup remuneration. Check it out [here](#) for some insights on what founders, COOs and CTOs are being paid – salaries and ESOP are covered.

## SPECIAL MENTIONS (initiatives, intel, opportunities)

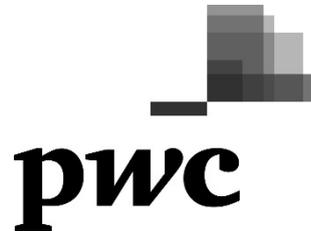
If you are looking for inspiration, the TIN100 crew put on a great 'do'. The 2018 TIN Report is being launched at the end of October in Auckland (dinner 24 October), Wellington (lunch 29 October) and Christchurch (reception 30 October). Register [here](#).

If you are part of a venture looking to scale into Asia from either Hong Kong or Singapore, there is a raft of financial and other support available. Yin Robards ([yin\\_robards@hketosydney.gov.hk](mailto:yin_robards@hketosydney.gov.hk)) works for Invest Hong Kong and is based in Sydney. She visited NZ recently and said she's very happy to help kiwi investors and ventures. I attended Singapore's SWITCH (Singapore Week of Tech) event in mid-September to speak at the Business Angels South East Asia event and to work on wooing aligned VCs to New Zealand. For a connection to these people contact me or reach out to NZTE's Cyn Li Lee ([CynLi.Lee@nzte.govt.nz](mailto:CynLi.Lee@nzte.govt.nz)) who is based there is well connected and happy to make connections.

## A final word from our sponsors

Huge ups and sincere thanks to our wonderful summit sponsors [KiwiNet](#) and [Uniservices](#). Both are terrific sources of deal flow and set positive examples of the power of collaboration and mutual support. We are also grateful to [Amazon Web Services](#) and [Spark Ventures](#) who are on our wing this year. Check out AWS's Activate for Startups [here](#) which has a number of resources for startups including credits, training and support.

*Angel Association New Zealand & AANZ Summit 2018 are supported by*





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