



Seed and Angel Financing in Tech Companies

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Managing Director,

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■ **Vivek Soni**

- **Managing Director, TiE Angels**
- **Managing Partner, Boston Cleantech**
- **Board of Directors, A.T.E. (India) Group companies**
- **Advisor, Mentor and Investor**

■ **Past**

- **Board of Directors, TiE Boston**
- **Venture Advisor, Nomura New Energy & Clean Technology Ventures**
- **President, Corporate Technology, Aditya Birla Group**
- **R&D and Technology roles – Polaroid and Shell**

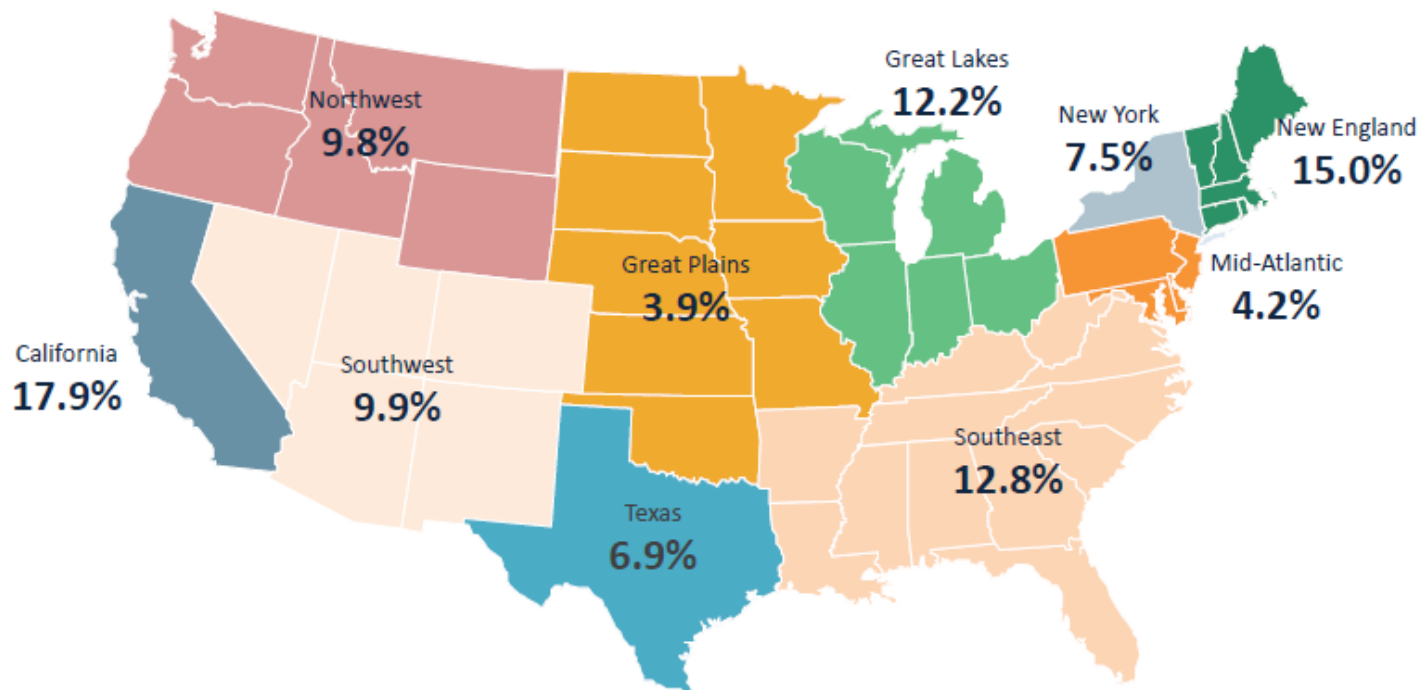
TiE Boston



- **TiE-Boston chapter of TiE-Global, largest global not-for-profit organization fostering entrepreneurship. 20 years young.**
- **TiE-Boston members leverage the global network of members from 61 chapters in 18 countries. 12,000 members worldwide, contributed \$250B in wealth creation.**
- **Programs: TiE ScaleUp, StartUp CON, TYE, TiE Angels, Deep Dives**
- **TiE Angels: Members invest individually in companies. Active since 2011, invested over \$6 Million in 18 + companies.**
- **Recent investments: eCare vault, Wyebot, Antera, Pragma Systems, Cimcon Lighting, Maxwell Health, Constant Therapy, Viral Gains.**

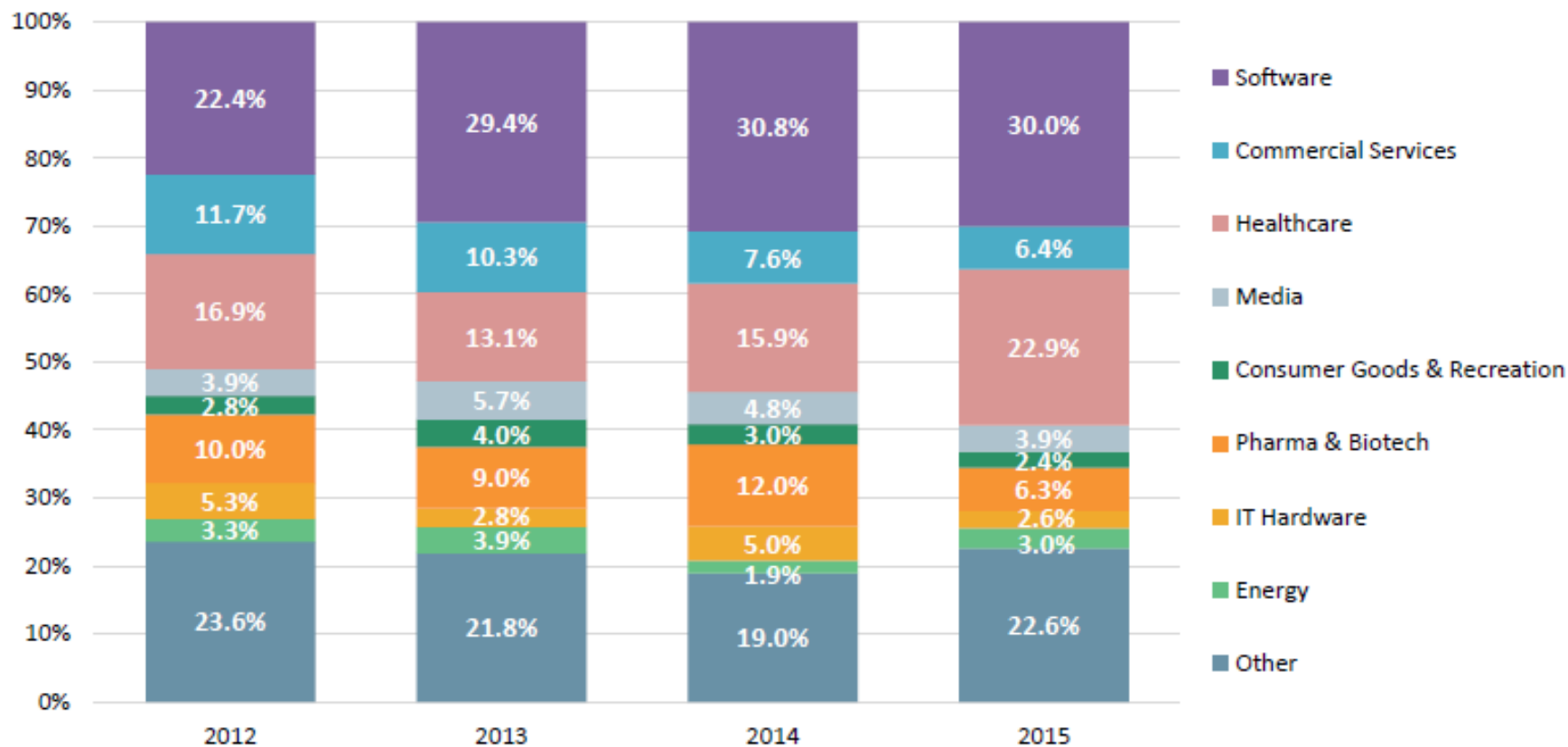
Follow the Money 2015 Halo Report

2015 Share of Angel Group Dollars by Region



Yearly Share of Angel Group Dollars by Sector

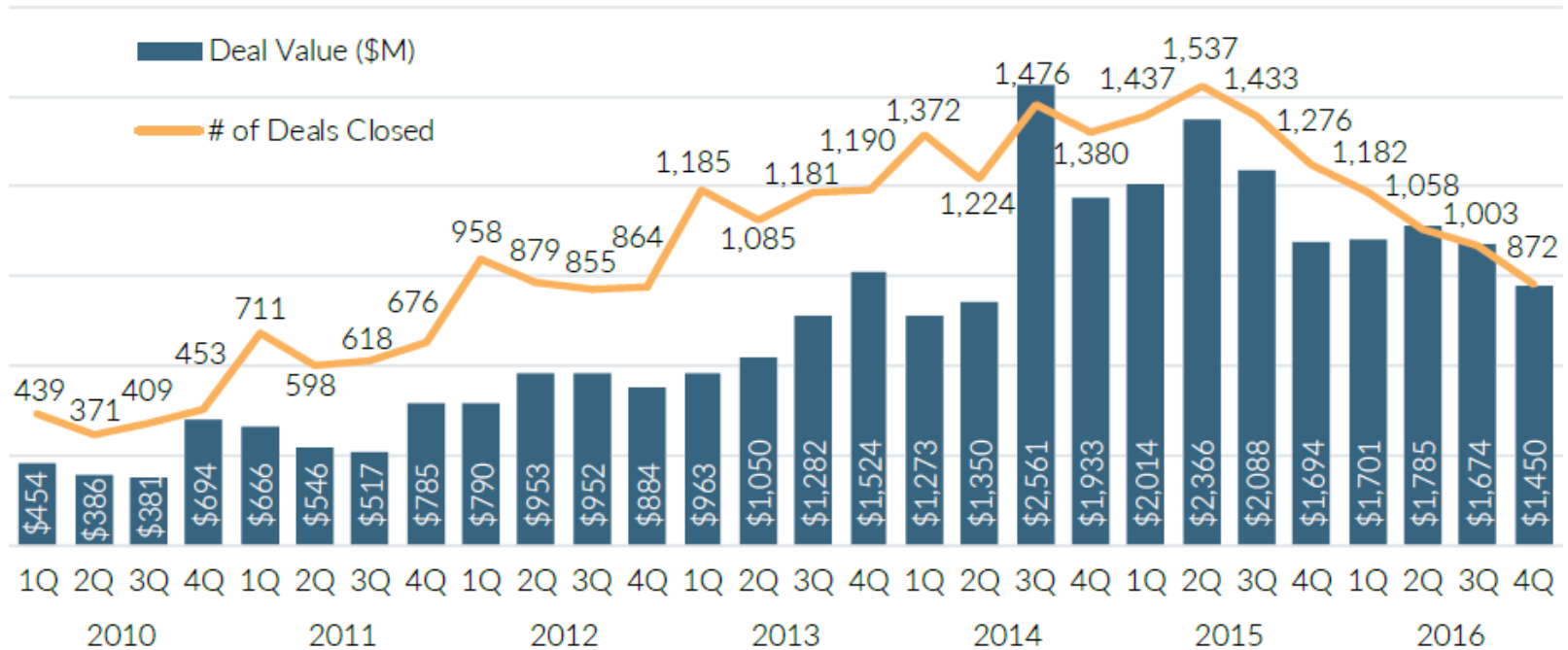
Healthcare investment continues to rise, Pharma & Biotech declines



Angel and Seed Activity - NVCA



US angel & seed activity by quarter

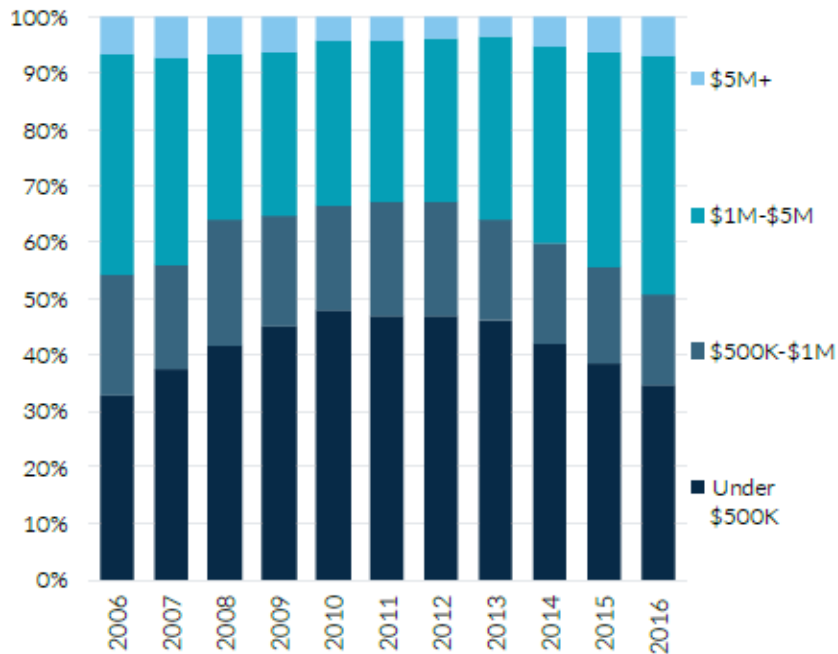


Source: PitchBook

Angel and Seed Round Data - NVCA

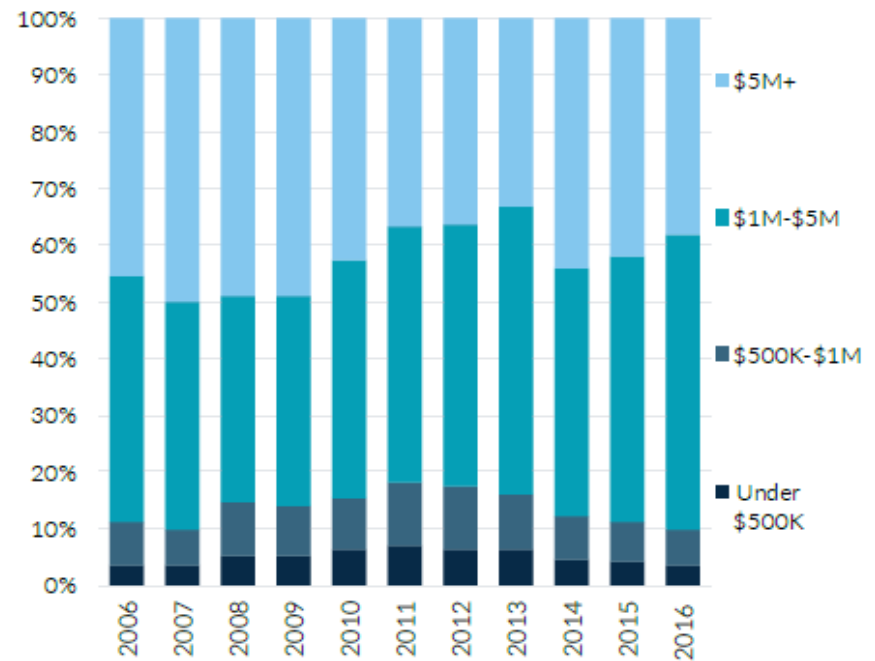


US angel & seed activity (#) by size



Source: PitchBook

US angel & seed activity (\$) by size

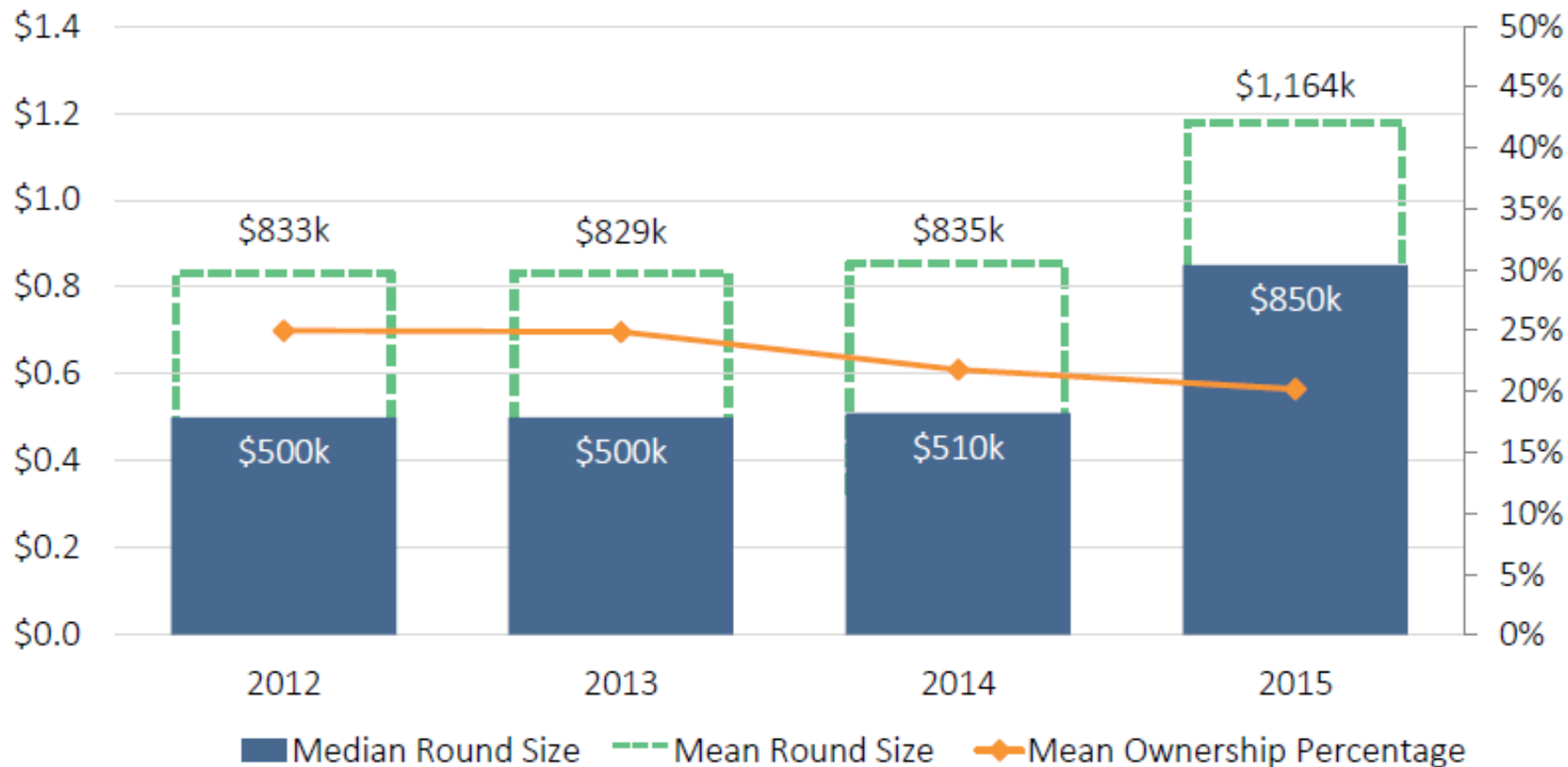


Source: PitchBook

Median and Mean Round Sizes – Angels Only

2015 Shows Round Sizes Increasing,

Mean Ownership of Angel round is Relatively Stable 20-25%



Median Seed Stage Pre-Money Valuation

Median Valuation Up 53% From 2014, Highest Valuation in HALO History

2014

\$13.5M

3rd Quartile:
\$4.4M

MEDIAN :
\$3.0M

1st Quartile:
\$2.0M

\$0.30M

\$23.5M

2015

3rd Quartile:
\$7.5M

MEDIAN :
\$4.6M

1st Quartile:
\$3.1M

\$0.22M

TiE Angels process

- Deal flow: members / network (angels groups, investors, ..) / direct contact
- Process: pre screening / screening / pitch / DD / term sheet
- Sectors of interest: Internet, mobility, software & infrastructure, digital health, bio-tech, clean-tech, finance, media & entertainment
- Stage: Seed and Series A Financing
- Invest up to \$500,000 in each transaction. Syndicate up to \$2 million with other angel groups.

Some Angel Groups in New England



- Boston Harbor Angels
- Boynton Angels
- Cherrystone Angel Group
- Clean Energy Venture Group
- eCoast Angels
- Golden Seeds LLC
- HubAngels
- Launchpad Venture Group
- Maine Angels
- Mass Medical Angels
- River Valley Investors
- SideCar Angels
- TiE Angels - Boston
- Walnut Venture Associates

Resources

- Angel Capital Association
 - <https://www.angelcapitalassociation.org/entrepreneurs/>
- Halo Report
 - <https://angelresourceinstitute.org/>
- Seraf Compass
 - <https://seraf-investor.com/compass>
- National Venture Capital Association
 - <http://nvca.org/research/venture-monitor/>



Thank you

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