

Guidelines for presentations to Bioangels members

BioAngels - who we are

BioAngels are a group of private investors that invest in small Australian Life Sciences companies, helping them to grow and prosper. Typically, Angel Investors invest because they have something more to offer than capital. In addition to the capital investment, Angels invest time, knowledge and expertise brought on through their own direct experience as entrepreneur or business owners.

Investment targets

BioAngels investments are targeted at promising early-stage Life Sciences companies that have been established by entrepreneurs and are seeking both capital and mentoring assistance. Our members are committed to providing mentoring support to investees and will call upon members to assist with this input.

Ideally, we are seeking investee companies that have capable and experienced management, a product or service that answers a market demand and has a protectable competitive advantages, a business with revenues or near that stage, and one in which our commitment of capital, time and skills will make a real difference.

Companies with the need for long-term and expensive R&D programs before they expect to become profitable are likely to be less attractive as an investment for BioAngels members.

Target Industries

BioAngels members will only invest in BioScience companies. However, our definition of bioscience is broad as it covers manufacturing, marketing and services in the agriculture, aquaculture, medical devices, diagnostics, healthcare, veterinary practice, bioremediation, natural products and biotechnology fields.

Presentation/Pitch

We expect that entrepreneurs seeking investment will have developed a suitable business plan for the company that addresses a number of criteria listed in the next segment. For assistance with your presentation please contact the Executive Officer at Bioangels (Corinna Steeb, 8354 6144 or csteeb@bioangels.org).

Presentation/Pitch guidelines

Presentation by entrepreneurs to BioAngels members needs to be arranged through the Executive officer. Pitches are usually held at their monthly members meeting, held on the 2nd Wednesday of each month. Typically, pitches are presented in a visual format (powerpoint presentation or video), addressing most or all of the criteria listed below. The presentations should last for no more than 15 to 20 minutes, allowing for 10 to 15 minutes of questions. Hand-out notes are encouraged. Feedback on the outcome will be provided to the entrepreneur within 14 days after the presentation.

Prior to the presentation

Prior to presenting to BioAngels, the investee will have discussed with BioAngels the suitability of the pitch for Angel Investment. Further, a basic business plan, a set of financials, forecasts and an executive summary has been prepared and can be made available to members at the pitch session.

- Business plan and Executive summary has been made available
- The Executive summary will be forwarded to members prior to the pitch

Presentation Guidelines

1. **Description of the product/service, the point of difference, similar products**
 - Technology/Service platform
 - Technology/Service application
 - Competitive advantage
 - Status of product or service development
2. **Market opportunities**
 - Total and accessible market
 - Competitors / Limitations / Scalability
 - IP and/or freedom-to-operate information
3. **Company/Enterprise structure – current and proposed**
 - Current equity holders, directors and managers, advisors
 - Organisational structure
4. **Commercialisation - and how to achieve it**
 - Path to market - proposed distribution and market penetration
 - Milestones, must be linked to financial inputs
5. **Financials**
 - Current financial position (P/L, cash-flow, equity input by entrepreneur)
 - Financial projections (P/L and cash flow)
 - Expectation of financial support from BioAngels
 - Other equity partners (current and future)
 - Exit strategy for investors
 - Current and projected valuation of company
 - Proposed share structure
6. **Expectations of level of mentoring support from BioAngels**
 - Potential board position
 - Other input