



ANGEL
INVESTORS
ONTARIO

Technology Innovation & Policy Forum

Jeffrey Steiner, AIO President

November 7, 2018

Our Organization



ANGEL
INVESTORS
ONTARIO

Our Mission:

To grow Ontario's Angel investing ecosystem to build prosperity, create jobs and strengthen communities

What is an Angel Group?

A group of Angels who invest together to:

- ✓ Mitigate risk, save time, and attract better investment opportunities
- ✓ Develop best practices for due diligence/
Board of Directors

Ontario's 13 Angel Investor Groups

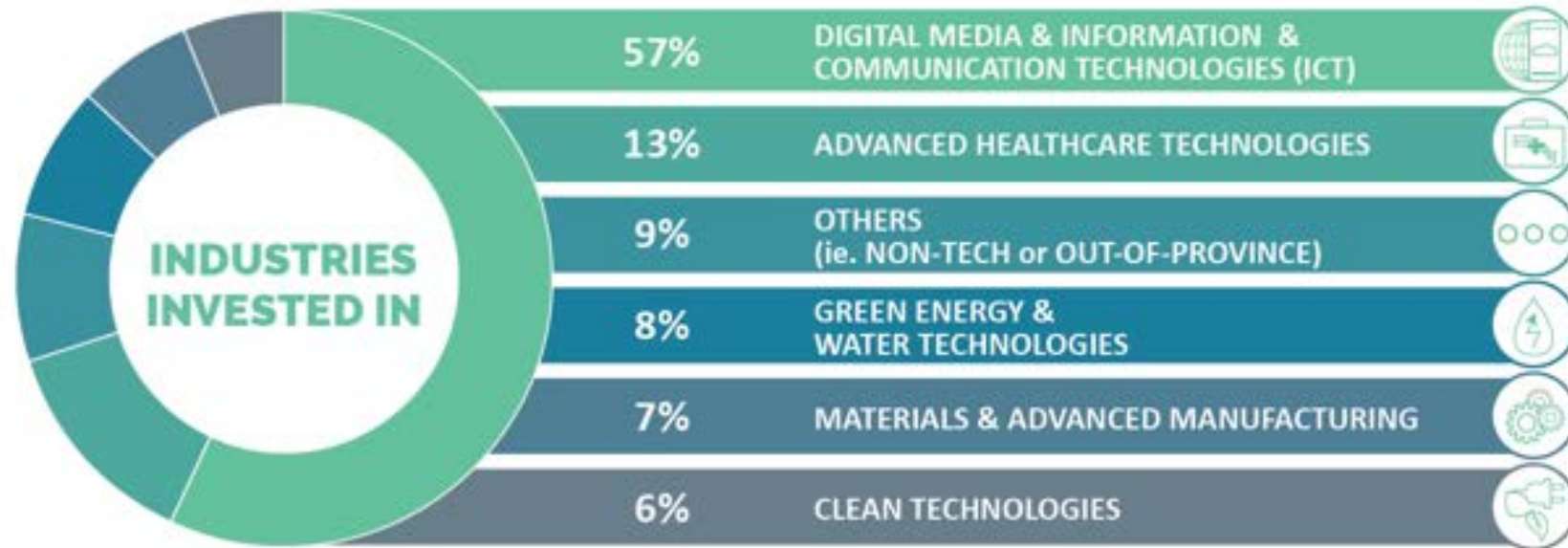


Who Invests in Start-Ups?

- ✓ **Angel Investor:** Former Entrepreneur or Business Professional
- ✓ High Net Worth with investible risk funds
- ✓ Mentoring Skills & Business Contacts



Industries → Angels Invest In



Angel Network Performance

**Fiscal Year
2017-2018¹**

APRIL 1, 2017 - MARCH 31, 2018

\$56,732,041

TOTAL INVESTMENTS
BY NETWORK MEMBERS

1840
NET JOBS

9% INCREASE FROM LAST YEAR

1508²
INVESTORS

5% INCREASE FROM LAST YEAR

\$370,333



AVERAGE GROUP INVESTMENT
5% INCREASE FROM LAST YEAR

\$76,632



AVERAGE INVESTMENT/ANGEL
16% DECREASE FROM LAST YEAR

221
INVESTMENT
ROUNDS
WENT INTO
155
NEW FIRMS

53% INCREASE IN ROUNDS & 31%
INCREASE IN FIRMS FROM LAST YEAR

Cumulative Totals

**Cumulative
Totals
2007-2018¹**

\$365,695,155

TOTAL INVESTMENTS
BY NETWORK MEMBERS

11,733
NET JOBS

1082 → **656**
INVESTMENT ROUNDS into FIRMS

Entrepreneur Support from AIO

416-628-1458 | info@angelinvestorsontario.ca | [Twitter](#) [LinkedIn](#)

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- Ontario's Innovation System
- Investment Ready Quiz
- Angel Money Compatibility
- Apply to Angel Groups

INVESTMENT READY QUIZ

You've dreamed. You've toiled. You've brought your dream to life and are ready to scale, but require capital to go forward. Angel investment may be the solution. But don't take the term "Angel" literally. The bottom line for Angel investors is to make a healthy return on their investments. Before pursuing this path, you must ensure that your business is Angel investment ready.

Angel-ready entrepreneurs typically have a company with an innovative product or service just entering the marketplace, a credible plan for considerable growth, and require capital to finance additional production, marketing and/or sales.

Take the self-assessment quiz to determine if your business is Angel-ready.

www.angelinvestorsontario.ca/entrepreneurship

INTERESTED IN BECOMING AN ANGEL?

If the idea of joining a community of professionals and industry leaders, investing in innovating start-ups, and providing mentorship to promising entrepreneurs interests you, [click here to learn more.](#)

ARE YOU AN INVESTMENT-READY ENTREPRENEUR?

You've dreamed. You've toiled. You've brought your dream to life, and are ready to scale, but require capital to move forward. [Click here to](#)



Group Mgr. & Chairs Sept 2018

Northern Ontario Angels



- One of 13 Angel Groups. NOA is a Premiere organization for entrepreneurs (looking for growth capital) and angel investors in Northern Ontario.
- Largest Angel Group in Ontario!
- NOA is continually growing, developing and updating it's Angel Investment Groups throughout the north. Presently, NOA supports Angel Investment Groups in Sudbury, North Bay, Thunder Bay and Sault Ste. Marie.

Northern Ontario Angels

Services for Entrepreneurs:

- Investment Readiness Assessments
- Investment Readiness Preparation
- Presentation Skills Coaching
- Facilitation of Investor Presentations
- Entrepreneur Education Seminars (various topics)
- Networking Opportunities

Northern Ontario Angels

Apply directly on their website:

- To be an Angel Investor, or
- To apply as an entrepreneur for funding
- Follow NOA on Facebook for live updates:

<https://www.facebook.com/NorthernOntarioAngels/>

AIO's Programs & Initiatives:

Virtual Joint Screenings (VJS):

- themes include: Women Entrepreneurs, Cleantech
- Future themes could be mining technology or First Nations-led businesses

Syrian Refugee Entrepreneur Pilot

Women Angel Investors & Entrepreneurs Pilot Proposal

Due Diligence Administrator Pilot & Proposal

AIO Events Hosted & Supported

2017 Annual General Meeting (2018 is Dec 12th)

Joint Angel Investment Event (was May 2018)

National Angel Capital Organization (NACO) 2018

Sector-Specific Screening by all Angel Groups (VJS)

Peer to Peer Sessions

THANK YOU!



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