

Investing in High Tech Startups

Lessons in effectiveness

Café Américain, Amsterdam

18th May 2017



A one day course for experienced and less experienced business angels, private investors and specialised investment funds with an interest in High Tech startups

Organised by

ACADEMION

Partner

THE TECHNOLOGY NETWORK

The Global Community of Knowledge Regions

INVESTING IN HIGH TECH START-UPS

Lessons in effectiveness

Since the knowledge economy and the startup culture joined forces, the conditions for growth are reduced to two: the quality of high tech start-ups and its investors. Education is required to foster both. The Netherlands is the place where ambitious ecosystems flourish to fuel this. In order to raise the level of high growth startups and scale ups, Academion organises education tracks and meetings.

We are proud to announce that in this first edition some of the world's most experienced investors will gather to educate how to be successful as an investor in high tech growth. During our one day course you'll get direct insight in how to select the best startups, how to stimulate growth and how to arrange suitable exits. In depth experience will be shared on how to engage universities, public investors and private investors from your region or abroad.

Make use of the expertise of the recently elected "Best Angel of the World", nurtured in Deep Tech Cambridge. Get first-hand information from the best UK Angels how you can create High Tech Funds. Learn the do's and don'ts from seasoned Dutch Angels, educated in the Valley and Rothschild. They are looking forward to sharing their experience with yours.

PROGRAMME

9.30h – 11.00h *Introduction to the general theme*

Peter Cowley, Cambridge Based serial Tech entrepreneur and Angel Investor, “UK Business Angel of the Year (2014/15)” and “Best Angel in the World (2017)”

- Profiles and roles of private investors
- Mutual expectations between entrepreneurs and investors
- Transforming propositions into propositions that meet your needs
- Characteristics of a “professional business angel”
- Prepare yourself for investments in High Tech Start-ups

11.00h – 11.15h BREAK

11.15h – 12.45h *Optimising your return on Investment*

Anthony Clarke, CEO of Angel Capital Group and former Chairman of the UK Business Angel Association

- Systemising your insights in a good proposal
- Approaches towards Due Diligence
- Do’s and don’ts in High Tech Start-ups
- Combining private with public investments
- Exit arrangements and other legal conditions

12.45h – 13.45h LUNCH. Including a Speech of **Jan Dixel**, Board Member Netherlands Investment Agency, on enabling facilities for informal investors

13.45h – 15.15h *Due Diligence in High tech start-ups*

Willem Drost, Start Up Delta

- Access to public investments on a regional, national and European scale
- Matching the priorities of public and private investors
- Due diligence in High tech start-ups (It, Life sciences)

Helgert van Raamt, VC Investor Advisor and Due Diligence consultant

- Making a quick scan of a business plan
- What to expect from an entrepreneur in a High-Tech environment
- Contributions of an angel to a more successful company

15.15h – 15.30h BREAK

15.30h – 17.00h *Lessons for investing in University Start-ups*

Kees Eijkel, Director Strategic Business Development, University of Twente

- Coping with University IPR
- Embedding private investments with investments from universities and VC
- Integrating commercial stakes in a public research environment
- Do’s and don’ts in a science based firm

17.00h **Reception**