

Don't Be Afraid of Cross-Border Deals –

How Angels are REALLY Doing It

DanBAN, Danish Business Angels -
the journey so far

European Angel Investment Summit 2019

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**Danish
Business
Angels**



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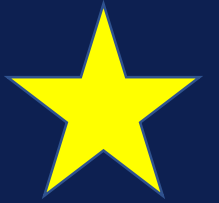
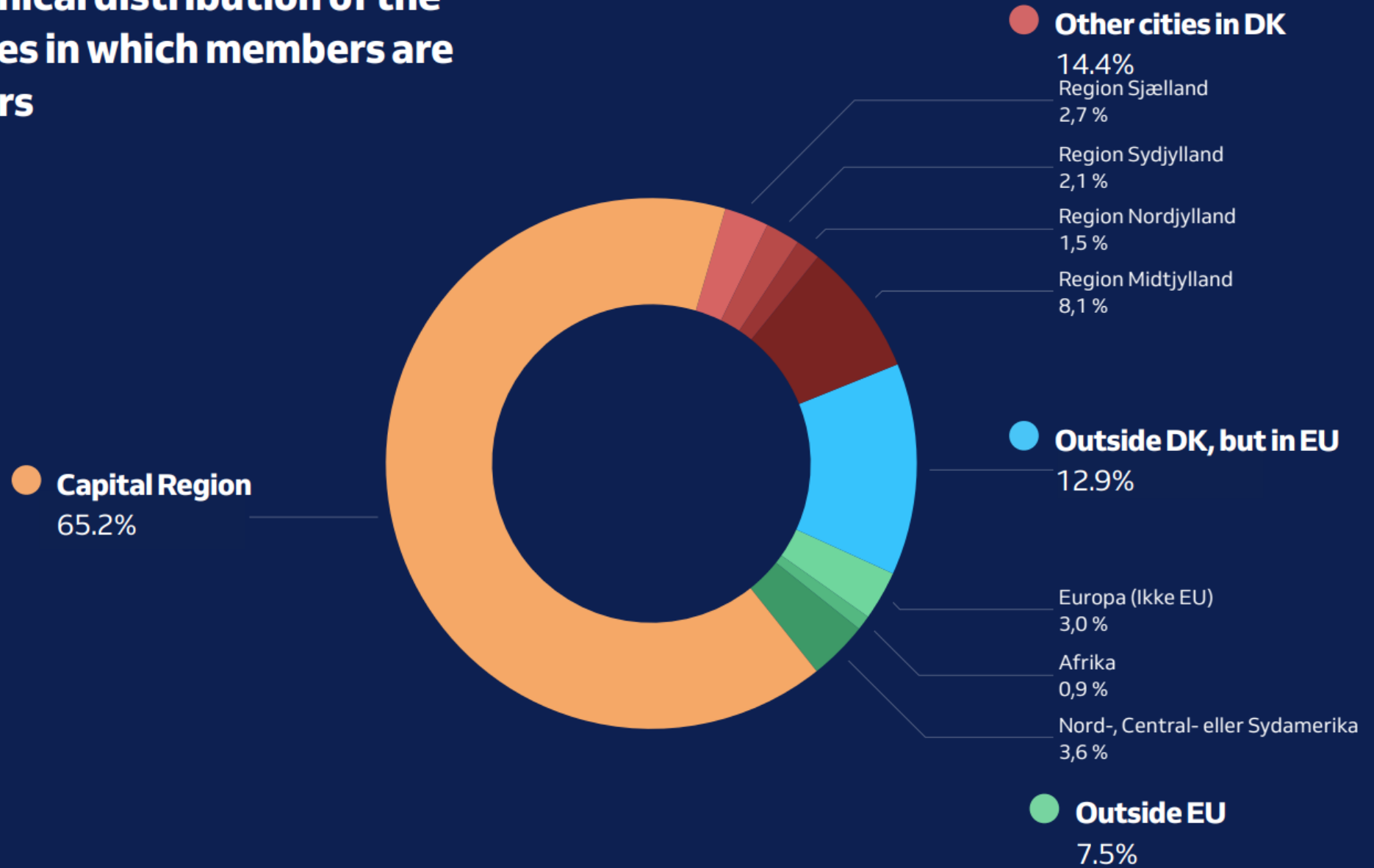
What is DanBAN ?

- Formed by merger in 2011 – 55 members
- Today 200 members – countrywide
- Supported by staff of five people
- 2018 investments above 25 mill Euro
- More than 500 portfolio investments

- *135 exits in 5 years :*
MBM multiple consistently around 3.0

- "BEST PERFORMING EBAN MEMBER" 2014 & 2016

Geographical distribution of the companies in which members are co-owners



What's the safe connection ?



One or more of the following factors:



No language barrier (English)



Establish SPV in home country



Designated Lead angel(s)



Co-invest with local angels



Invest through well-regulated on-line platform



Invest in sophisticated market (e.g London).

What's the point ?



Fishing in a bigger pond



Diversification of portfolio



Increased awareness of global trends



More bang for the buck