



PROJECT PRESENTATION

Branko Drobnak, Initiator of the project

Slobodan Sibinčič, President

Enej Kuščer, Vice-President

Blaž Kos, Group Manager

Jonathan Cooper in Jan Kobler, Consultants

Business Angels

- Successful high net-worth individuals who have already built one or more successful companies
- Equity financing – with his/her investment the Business Angel becomes a shareholder of the company
- “Smart Money” - high value-added for entrepreneurs
 - Know-how
 - Business experience
 - Social capital
- High personal engagement into growth of the company

Profile of the Club

- **Legal founding form:** Association (club)
- **Founding date:** June 2007
- **Official name:** Poslovni angeli Slovenije
- **International name:** Business Angels of Slovenia
- **Webpage:** www.poslovniangeli.si, www.businessangels.si
(under construction)
- **Primary investment region:** Slovenia
- **Secondary investment region:** Countries in the Balkan region (cross border investments)
- **Our members:** Between 20 and 30 carefully selected top high net-worth individuals from Slovenia

Our clear vision

- Our vision is to become renowned as being the best business angel club in Slovenia with the most angel investments. We will achieve our vision by carefully selecting members who are well known top high net-worth individuals, by employing an innovative approach, encouraging know-how transfer and making successful investments
- Our ultimate goal is that we are the number one choice of any entrepreneur in Slovenia considering equity financing for innovative and high potential projects

Our mission

- The main mission of the Club is to identify potential projects for equity financing, help entrepreneurs write their investment documentation, prepare selected entrepreneurs for their presentation to investors and to help match business angels with ambitious entrepreneurs
- Know-how transfer and cooperation with other business angel networks
- Redirection of projects not suitable for equity investment to entrepreneurial support organizations (incubators, etc.)
- Contribution to the development of entrepreneurship in Slovenia and elsewhere

Our core values

- Creativity
- Integrity, transparency
- Value-added investments
- Adherence to the investment process
- Openness and pragmatic approach
- Win-win situations for investors and entrepreneurs
- Investment syndication (investor pooling)

Club activities

- Scanning and evaluating the projects/teams/companies
- Cooperation with entrepreneurial support organizations
- Execution of the investment process and organization of internal events
- Development and implementation of IT support to the investment process (Angelsoft)
- Guest promotional and educational appearances on entrepreneurial events
- Information exchange between members
- Cooperation with foreign business angel clubs

Investment criteria

- **Phase of the company:** Seed or startup (founded company with first revenues)
- **Investment size:** 50.000 € - 300.000 € (syndication)
- **Investment mechanisms:** Equity financing, convertible loan agreements
- **Sectors:** No limitations (ethical business)
- **Investment time:** 3 to 5 years
- **Expected:** Minimum 30% annual return
- **Targets:** Companies with high growth potential, excellent management and viable exit strategy.

Investment process (4. phases)

- **First phase: Board review**
 - Feedback about adequacy of the project
 - Directions for further cooperation (startup school or phase two)
- **Second phase: Expert review**
 - Expert evaluation of the technical and business risks
 - Additional expert committee feedback to help with final decision
- **Third phase: Presentation and interview**
 - Presentation to Business Angels members
 - Identification of possible lead investor and co-investors
 - Negotiations and deal structure
- **Forth phase: Investment dinner**
 - Gala dinner with entrepreneurs securing investment
 - Twice a year to review achieved goals for the year

Start Up School

- The purpose is to help entrepreneurs write appropriate investment documentation:
 - Business plan
 - Executive summary
 - Business plan presentation (10/20/30)
- The emphasis is on financial projections for a 3 to 5 year forecast
- For every project, we try to make a basic deal structure which is the starting-point for further negotiations between the investors and entrepreneurs
- We also prepare the entrepreneurs for their presentation to the investors

Current members

- Branko Drobnak (Poteza d.d.)
- Slobodan Sibinčič (PAS)
- Jože Godec (Iskra, d.d.)
- Zvone Jagodic (Noviforum, d.o.o.)
- Tomaž Lovše (Diners Club, d.o.o.)
- Jože Mermal (BTC, d.d.)
- Matjaž Satler (MB Satler investicije, d.o.o.)
- Janez Škrabec (Riko, d.o.o.)
- Alenka Žnidaršič Kranjc (Prva pokojninska družba, d.d.)
- Aleš Okorn (Aktiva Invest d.d.)
- Tone Strnad (Medis d.o.o.)
- Marko Mulej (Euroin Fond Managent, d.o.o.)
- Vlado Lojak
- Aleš Blatnik (Megaklik, d.o.o.)
- Boštjan Marušič (Megaklik, d.o.o.)
- Janko Jenko
- Mark Pleško (Cosylab d.o.o.)
- Tomaž Dimnik (Mojedelo d.o.o.)
- Filip Remškar (SmartCom d.o.o.)
- Boštjan Šifrar (Sibo G d.o.o.)
- Franc Bohneč (Interra d.d.)

Contact information

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