



GO BEYOND

The Angel Investing Academy

Training, Investment Events and Coaching Services

You can register for the trainings and investment events online at www.go-beyond.biz .
For questions you can send an email to info@go-beyond.biz

Angel Investing Awareness Event (2 hours – free)

Find out who Business Angels are, why they invest time and/or money in start-ups and how to get started. Get an overview of the European angel investing sector. Meet with start-up(s) and listen to proposals.

Angel Investing Half Day Training (4 hours – €450+VAT)

Learn the angel investing mechanics and best practices in a small group, with an experienced Business Angel.

- ◆ Overview of the angel investing process
- ◆ Sourcing investment opportunities
- ◆ Steps to conduct due diligence
- ◆ Key terms in shareholder agreements and valuation
- ◆ Managing and exiting investments
- ◆ Case study
- ◆ Elements of an investment strategy
- ◆ Go Beyond's continuing support

Business Angel Investment Events

1. Single event €200+VAT

Meet start-ups seeking financing and collaborate with other investors.

- Meet 2-4 start-ups who are looking for Angel financing across Europe.
- Debrief in a group with an experienced Business Angel.
- If desired, create a syndicate to invest with others.
- Update and discuss past and current investments.

2. Business Angel Network (BAN) Annual Investment Membership €800+VAT

- Unlimited attendance at BAN Investment events throughout Europe
- Access to additional investment opportunities via electronic deal collaborative platform.
- Personal profile and investment tracking on the electronic deal collaborative platform.

3. Personalised Deal Flow €1600+VAT

- Business Angel Network Annual Investment Membership plus
- investment opportunities are identified from the Go Beyond deal flow which meet the investor's interests

In-Depth Training Modules

Each module is 2x1.5 hours Audio/Video Class in a small group of maximum 10 participants.

Taught by an experienced Business Angel @ €450 each module

| Module | Course Objective | |
|---|--|--|
| Investment Strategy Develop and analyze your investment strategy. | Part 1 Why have an investment strategy. How and when to develop, use and update it. | Part 2 Discuss your investment strategy one on one and decide on next steps |
| Due Diligence Know how to build a deal flow and how to conduct due diligence. | ♦ How to find investment opportunities? ♦ What to assess in a due diligence? ♦ How to conduct a due diligence? both from the investor and entrepreneur perspective ♦ What due diligence is done in follow on rounds? ♦ How do business angel networks, syndicates and co-investment seed funds work? | |
| Deal Terms Understand the general terms and conditions of shareholder agreements and the impact they may have on an investment. | Part 1 Key principles of capital structure: General terms and conditions of shareholder agreements. Note: the topics covered are common EU/US practices. They do not cover local/national specificities. | Part 2 Review real shareholder agreements. Steps and tips for closing a deal. - pre-closing and at-closing |

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| <p>Manage and Exit an Investment</p> | <ul style="list-style-type: none"> ◆ Develop an awareness of the differences between being a manager and an advisor/Board Member. ◆ Discuss possible challenges that may arise during the life of an investment. ◆ Gain an understanding of the types of exits, and tips to completing a successful exit. |
| <p>Financials and Investment Tools</p> <p>Learn about (or review) the fundamentals in financial reporting, financial analysis and investment tools.</p> | <ul style="list-style-type: none"> ◆ The course provides basic information on how to read financial statements in a company's business plan or annual report, from an investor's point of view. ◆ Gain basic financial vocabulary with a focused picture of the core fundamentals in analyzing a business plan and its financial reports or projections. ◆ Learn the common valuation methods used to assess a company's value. ◆ Obtain a better understanding of the various investment tools and structures available which investors and entrepreneurs can use to structure deals according to the needs of both the business and the investing parties. |
| <p>Phases of Growth of Start-Up and Challenges</p> | <ul style="list-style-type: none"> ◆ Become familiar with the stages a start-up often goes through and the operational and financing implications involved. ◆ Discuss the differences between building a business in a large company vs in a start-up. |
| <p>Sustainable Development (currently in development)</p> | <ul style="list-style-type: none"> ◆ What is sustainable development? Learn how to assess if a start-up is on a path of sustainable development. |

Local Tax and Investment Structures

(France available and other countries in development)

- ◆ What are the different ways a person and/or groups of individuals can invest together in start-ups?
- ◆ How do they work? What are the tax implications?
- ◆ How to choose one and set it up?

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Individual Coaching with an experienced Business Angel €200+VAT per hour

If you are interested in this service please send an email to info@go-beyond.biz

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