Silicon Valley Bank | ANGEL RESOURCE INSTITUTE

present the

HALO Report™

2011 Angel Group Year in Review

Data Powered by CB INSIGHTS

What is the Halo Report™?

Angel Group Investment Trends: The Angel Resource Institute, Silicon Valley Bank and CB Insights set out to raise awareness of early stage investment activities by angel investment groups. The Halo Report is the result. The research series highlights angel investment activity and trends in North America and provides much sought after data that has not been previously available to entrepreneurs or early stage investors.

The Halo Report includes aggregate analysis of investment activity by angels and angel groups and highlights trends in round sizes, location and industry preferences. The data is collected via survey and aggregation of public data using CB Insights innovative data analyses.

Get Involved: Angel groups and individual angel investors interested in including their data in the Halo Report should contact Sarah Dickey, ARI Research Manager: 913-894-4700 and sdickey@angelcapitalassociation.org.

The US Angel Group Year in Review: Report Highlights

Regional Activity

Angel Groups are active throughout the US: California is still king & leads in both deals & dollars for 2011. However, 79% of angel group investments occurred outside of California. In addition, 70% of the total dollars in 2011 deals were invested outside of California.

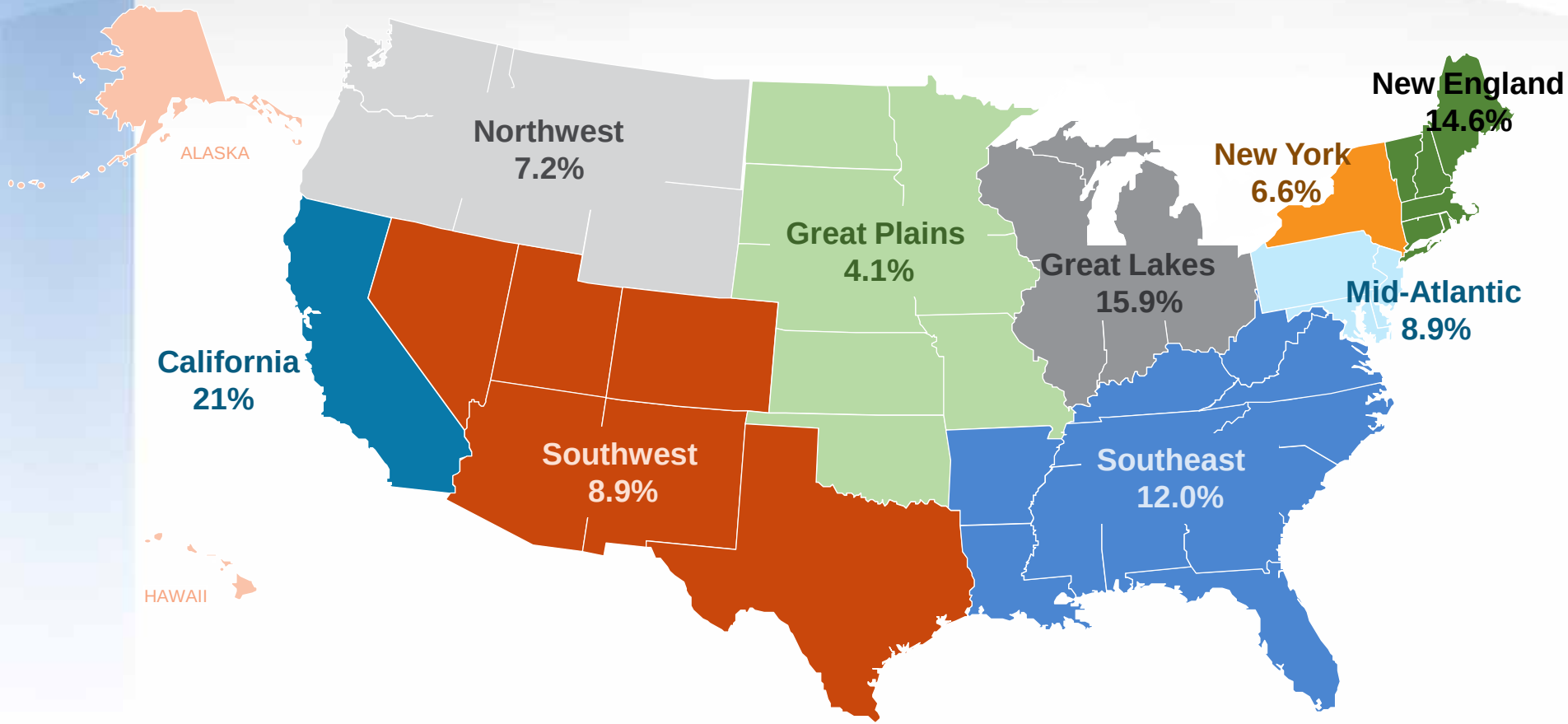
Sector Activity

58% of 2011 angel group investments are in healthcare and internet and 60% of healthcare deals were in medical device & equipment companies.

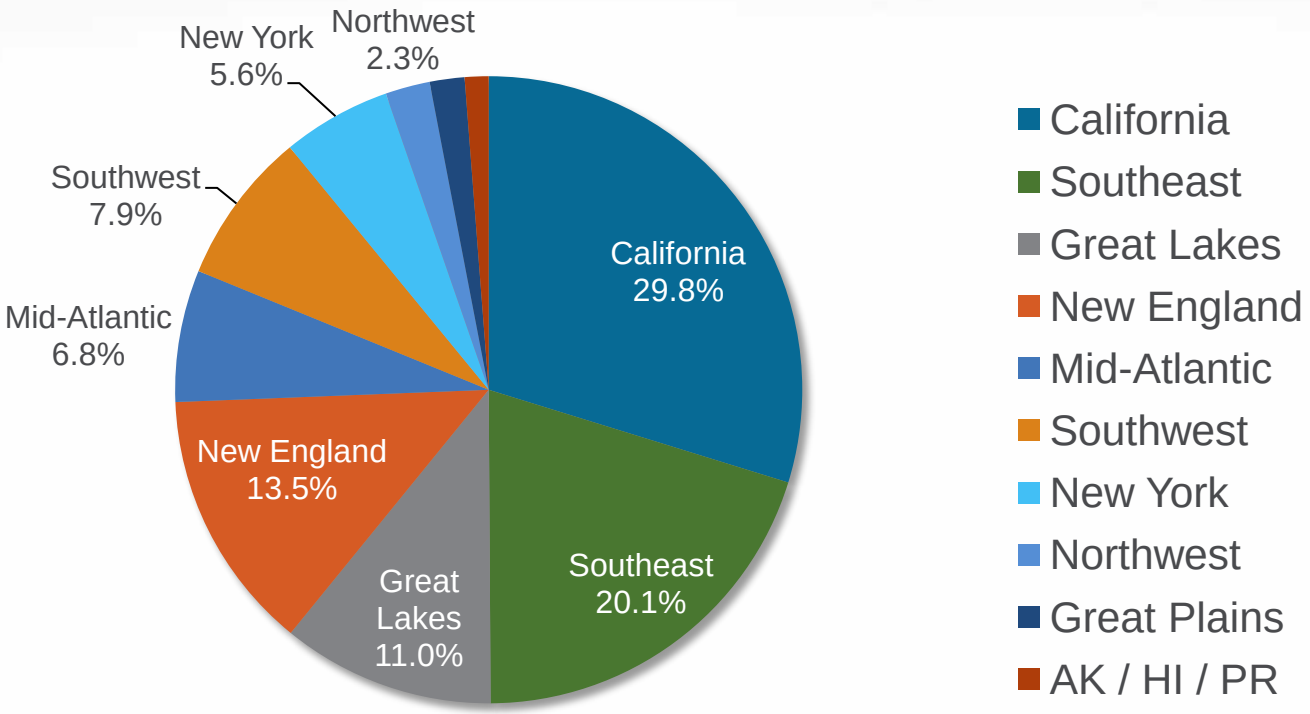
Round Size

The median size of angel & angel group syndicate rounds was $700K in 2011. This represents a 40% increase from the $500K reported median round size in 2010.

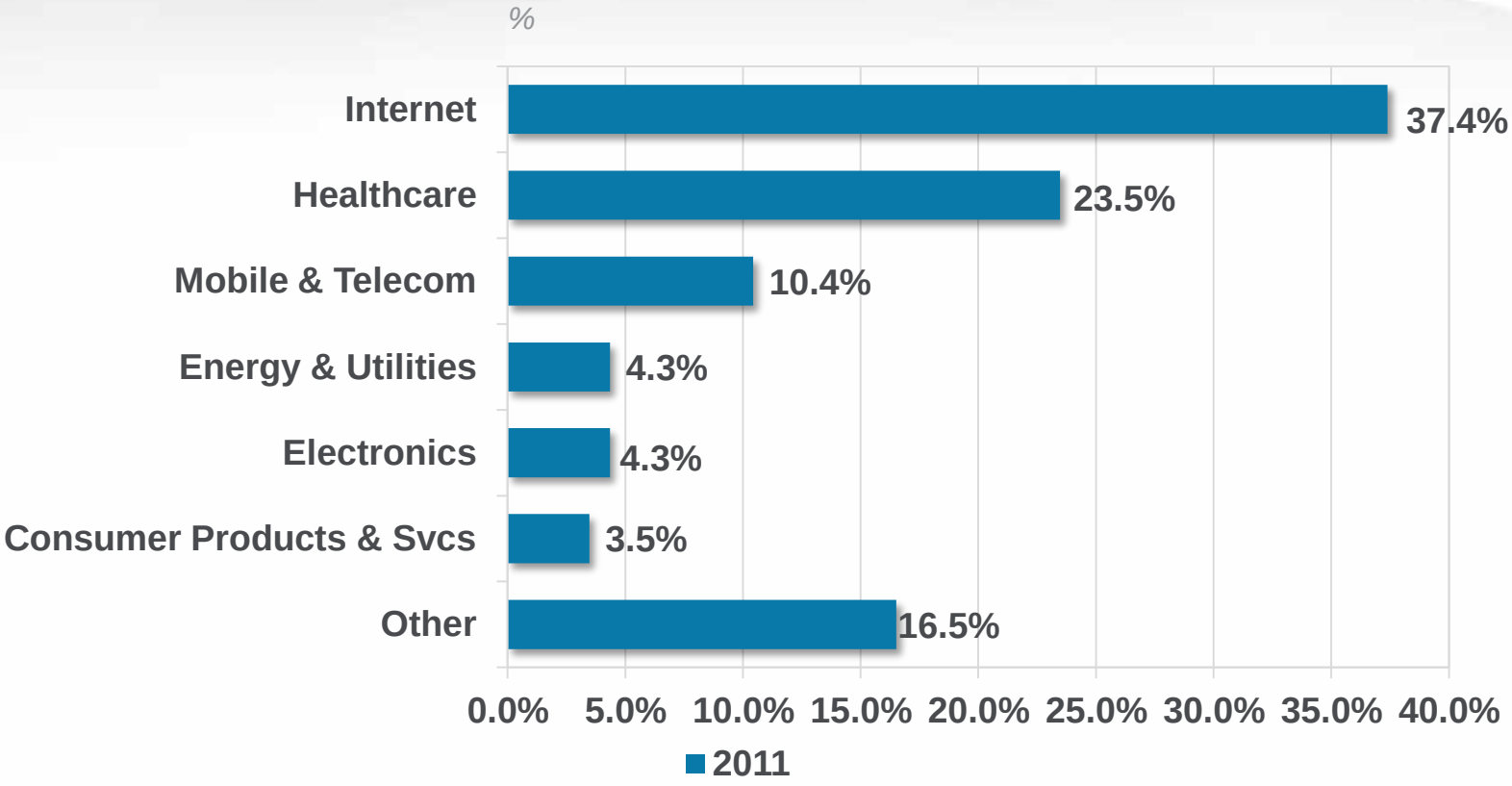
Angel Groups Were Active Throughout the US in 2011



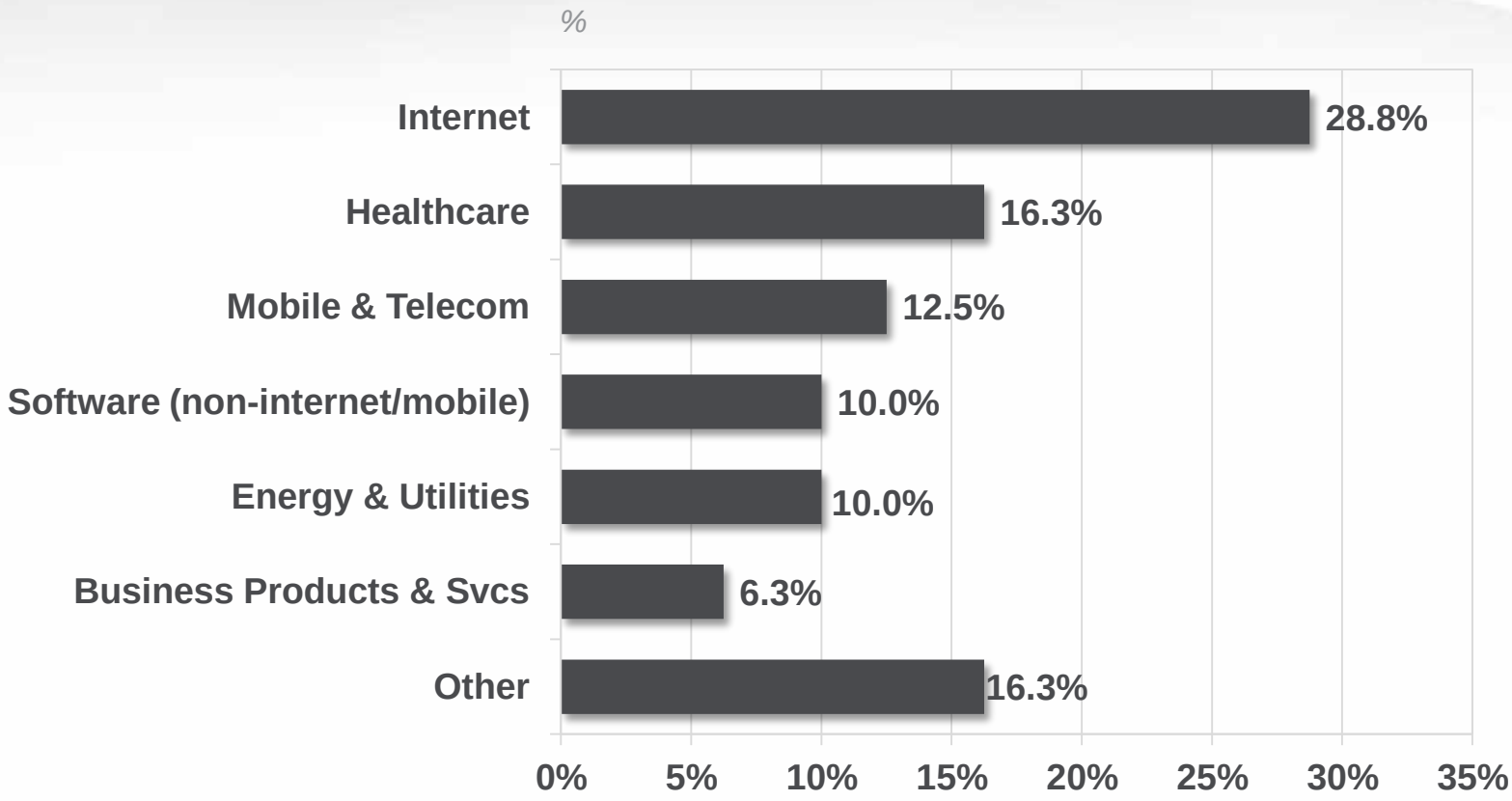
California Leads the Pack in Share of Total 2011 Dollars



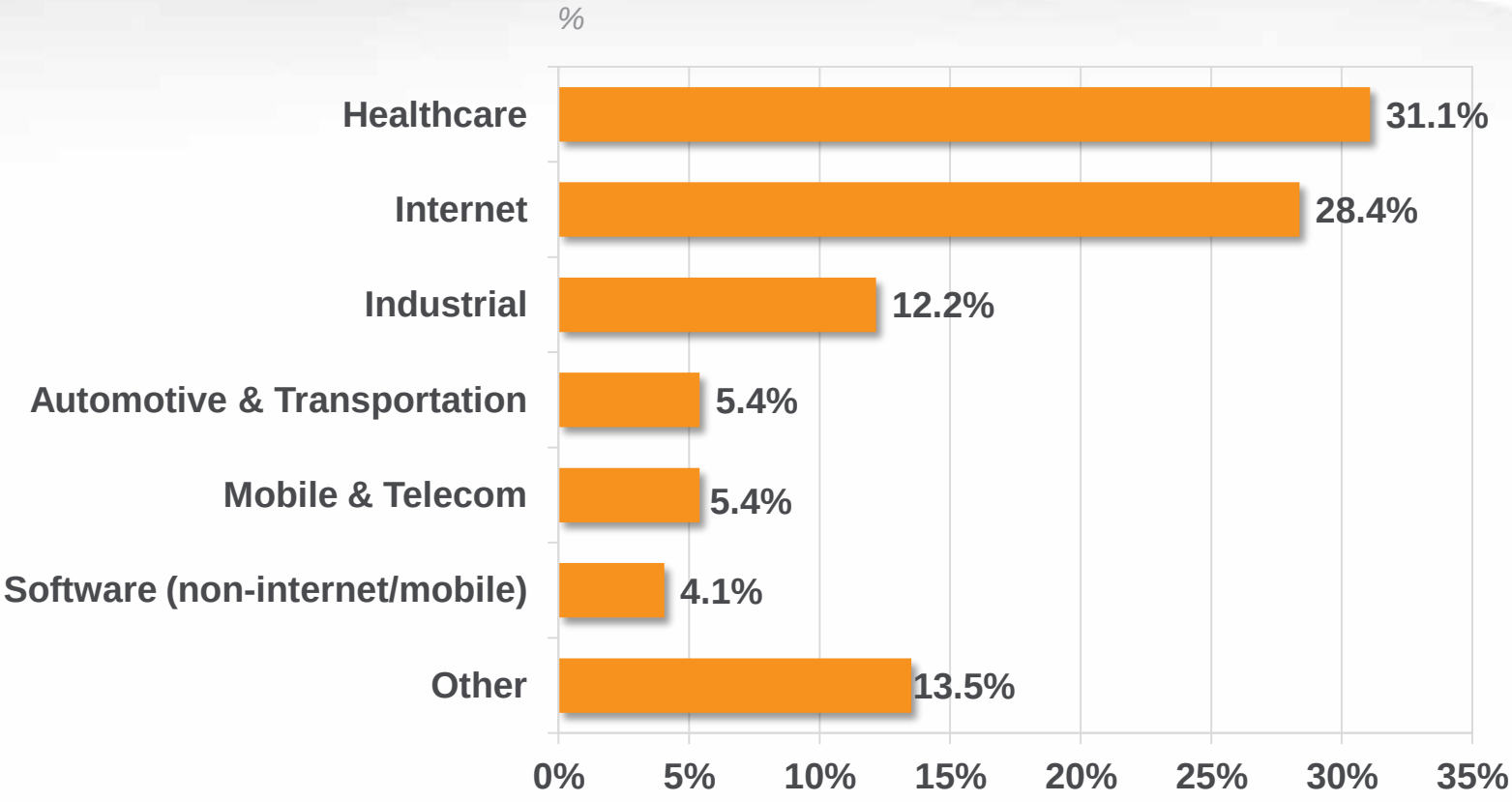
California Deals Parallel National Trends for Top 2011 Sectors



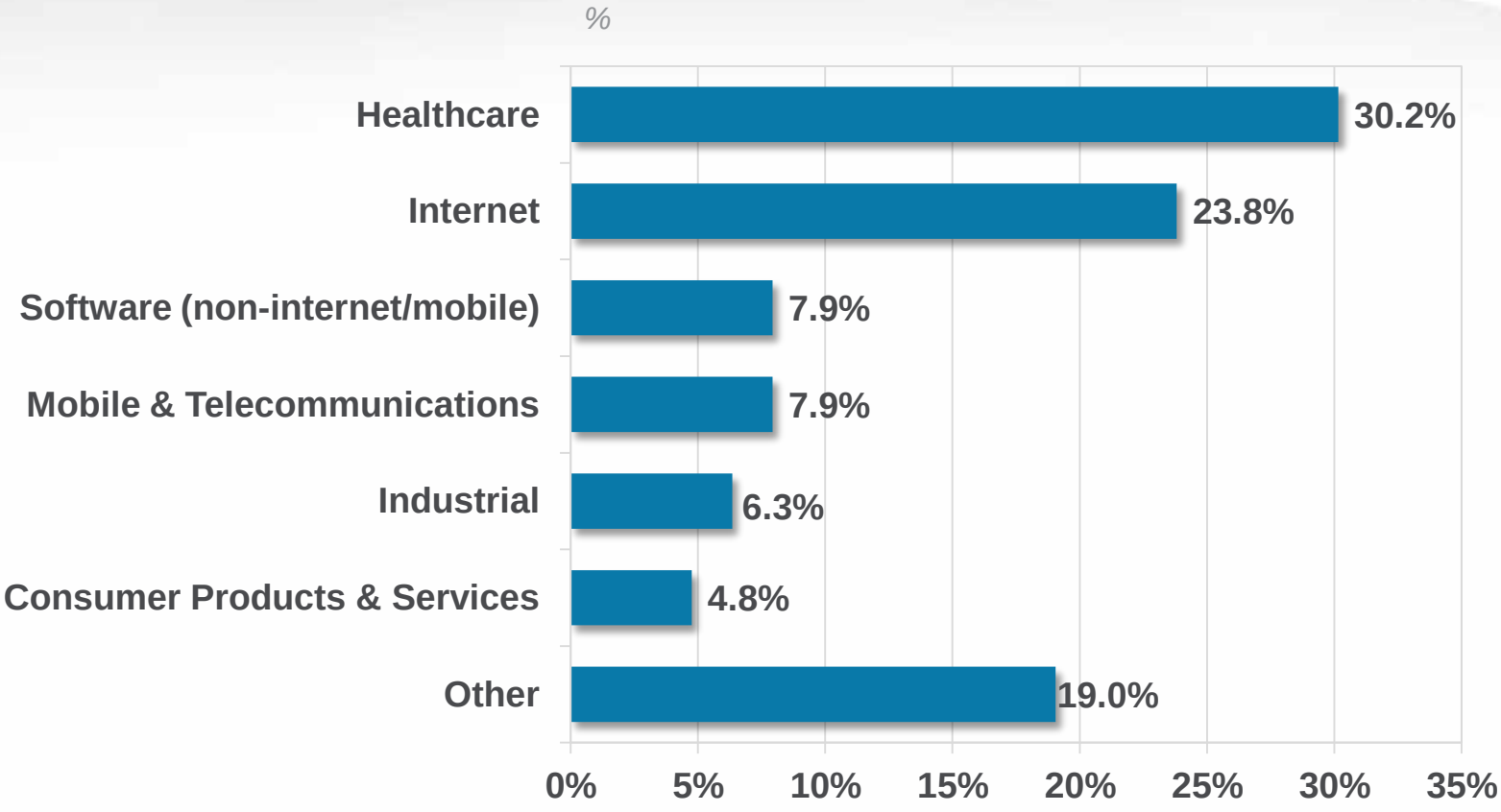
New England Displays Diverse Investment Interests in 2011 Deals



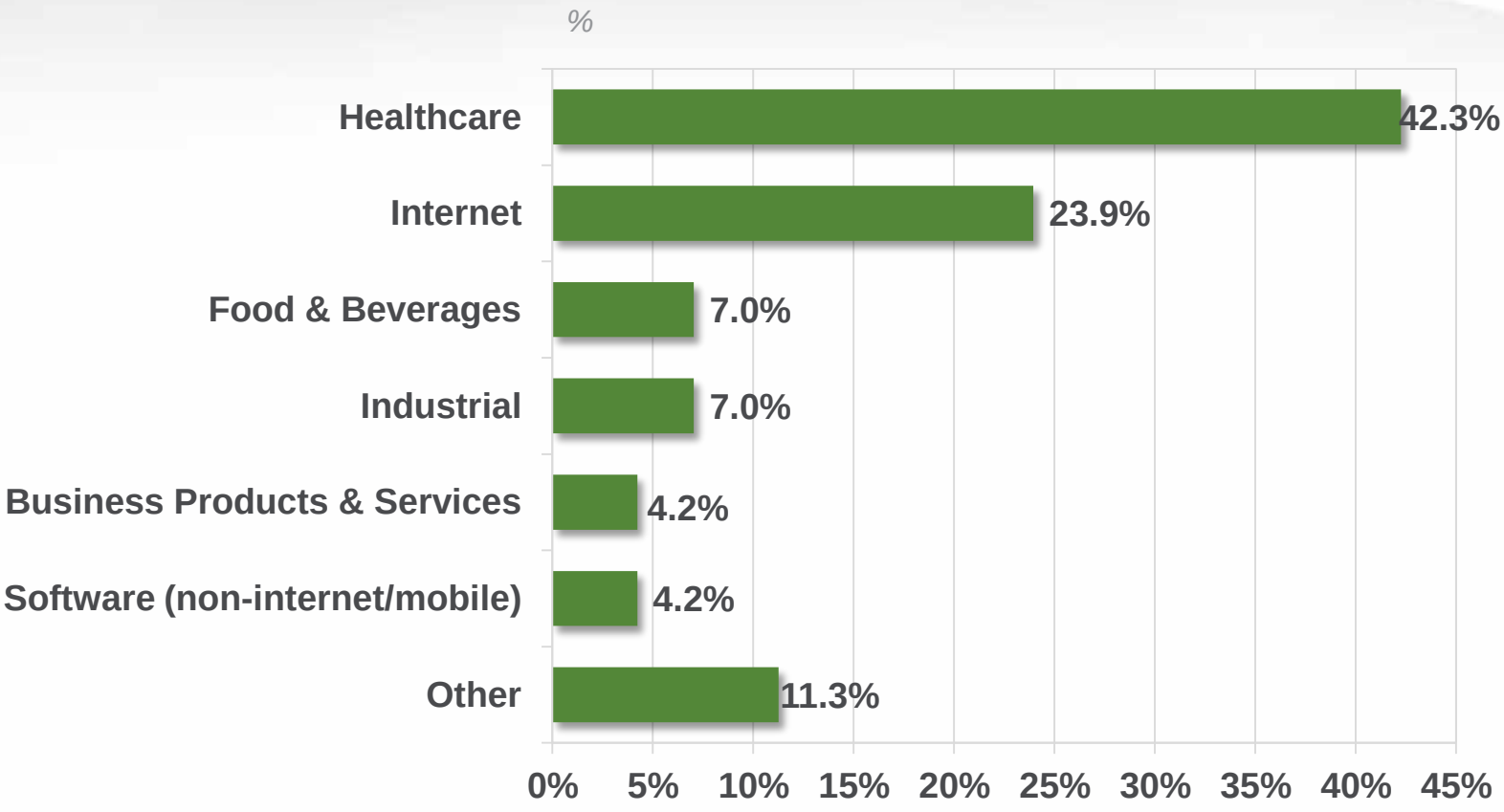
Great Lakes Region #3 in 2011 Deals



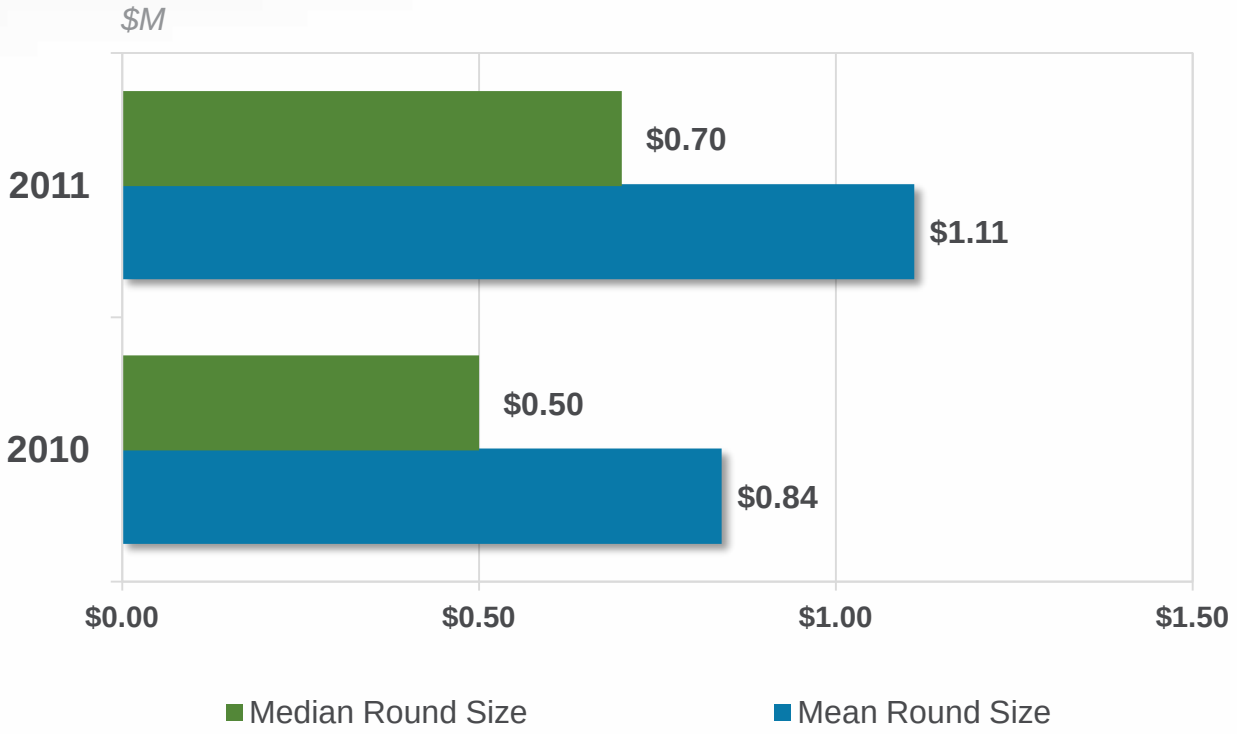
Healthcare Leads Southeast Deals in 2011



2011 Southwest Deals Show Strong Healthcare Preference



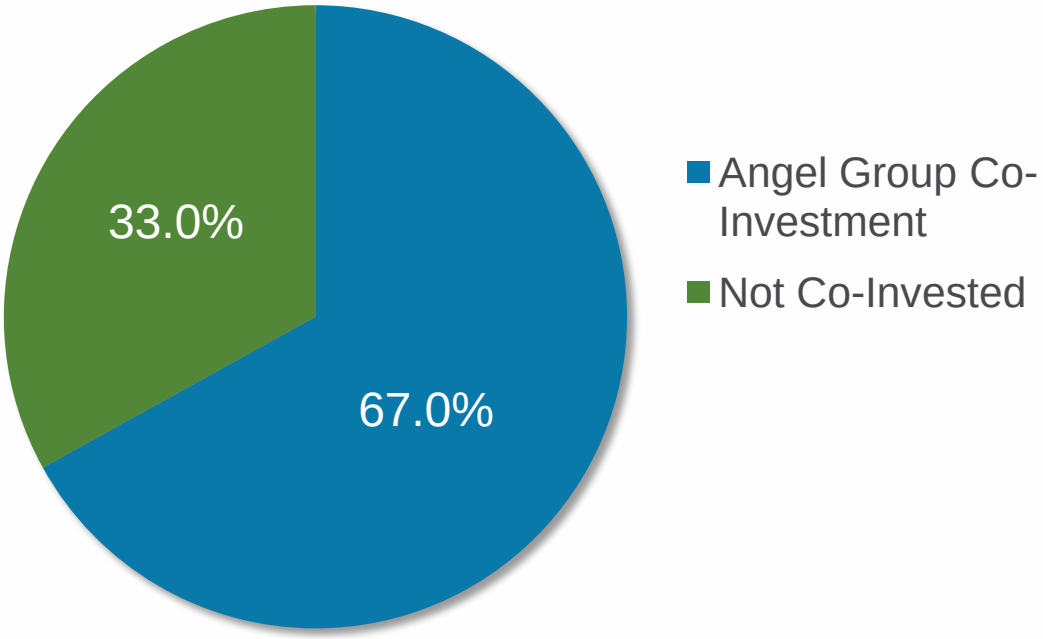
Median Angel Round* Size is $700K in 2011
This is up 40% over the 2010 angel round median



*Angel rounds include angels & angel groups only

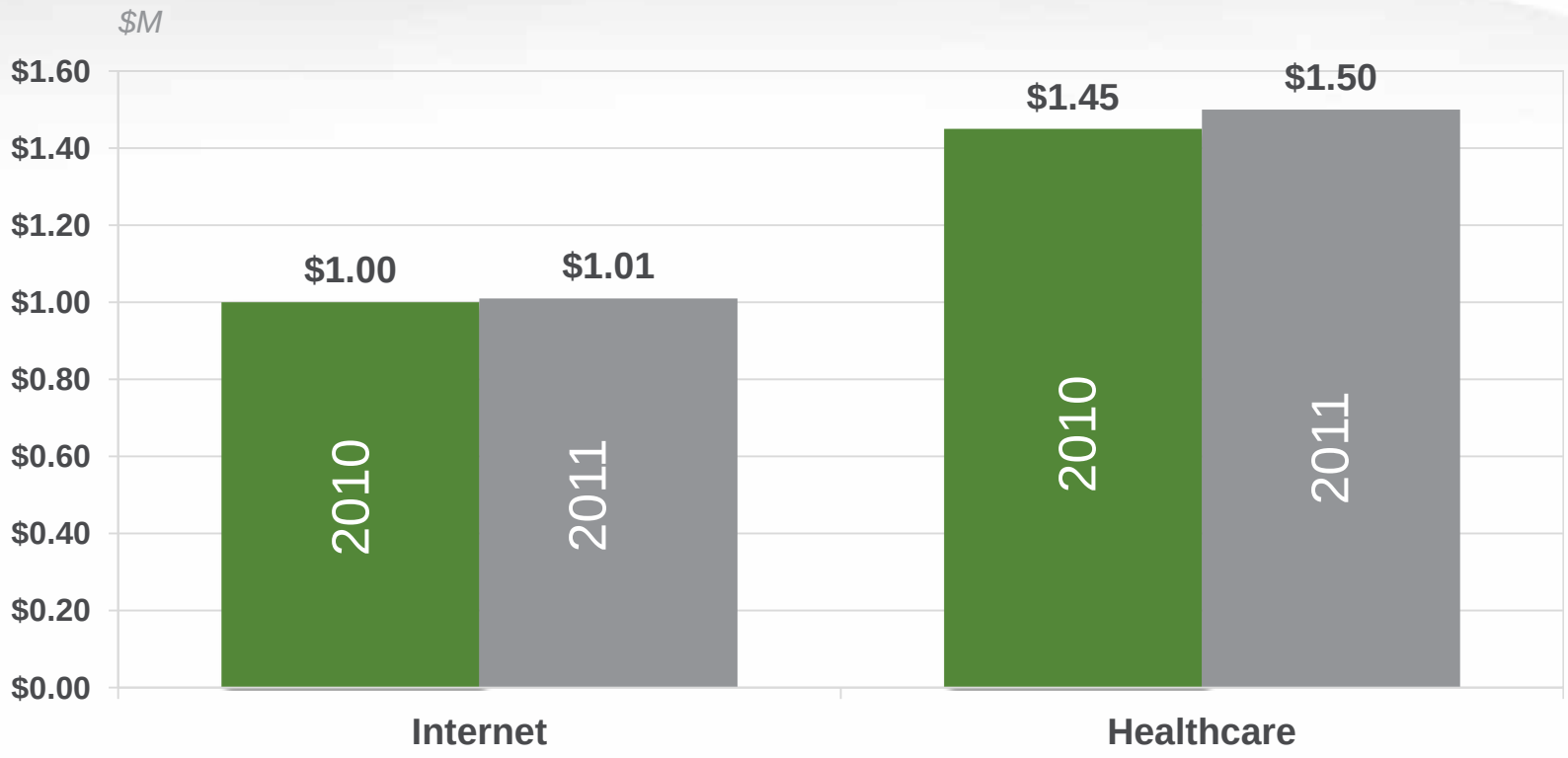
Median Round Size is $1.5M when Angel Groups Co-Invest with Other Types of Investors

Angel Groups Co-Invest Majority of Deals in 2011

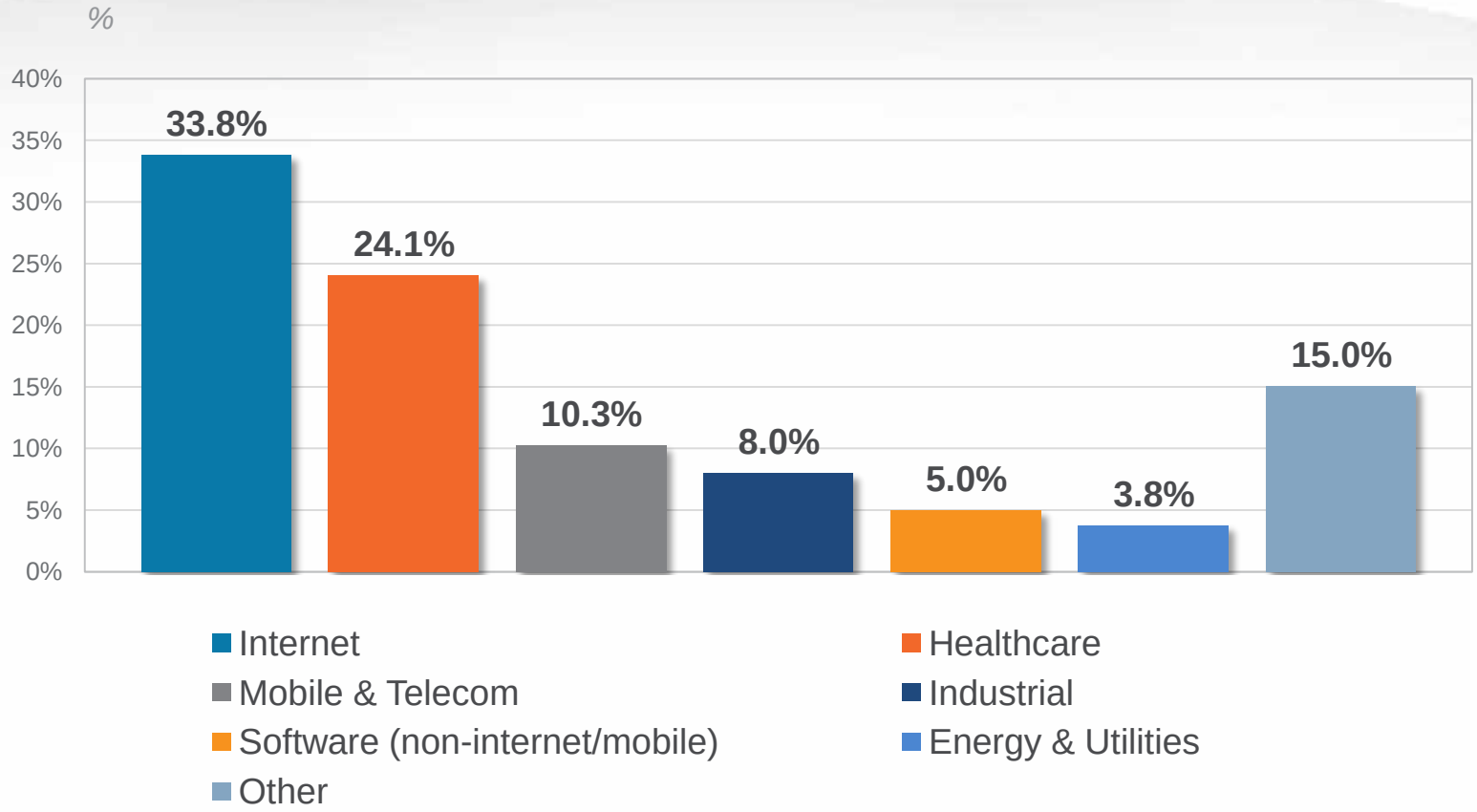


* 75% of reported 2011 co-investments include at least one non-angel

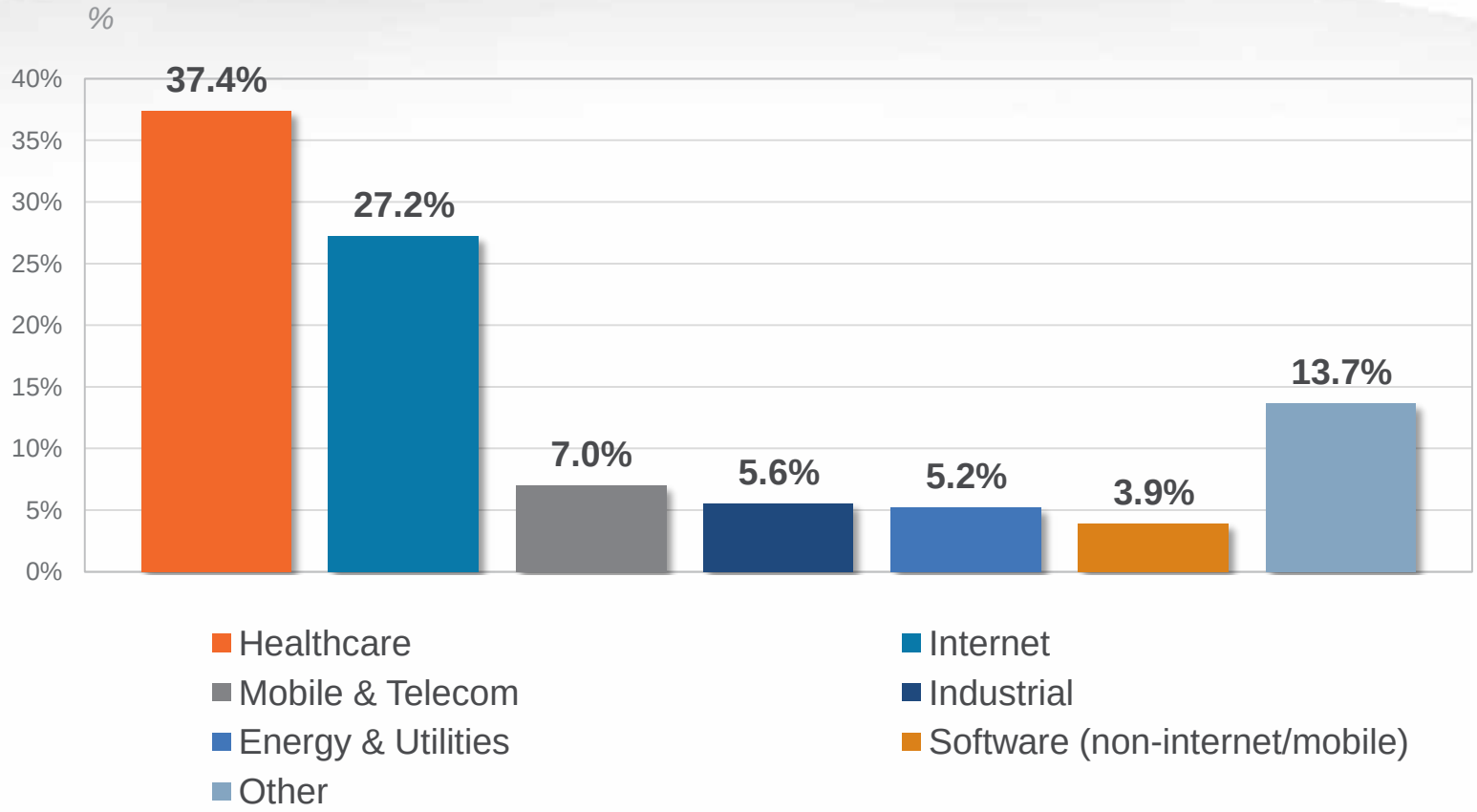
2011 Median Healthcare & Internet Round Sizes Hold Steady



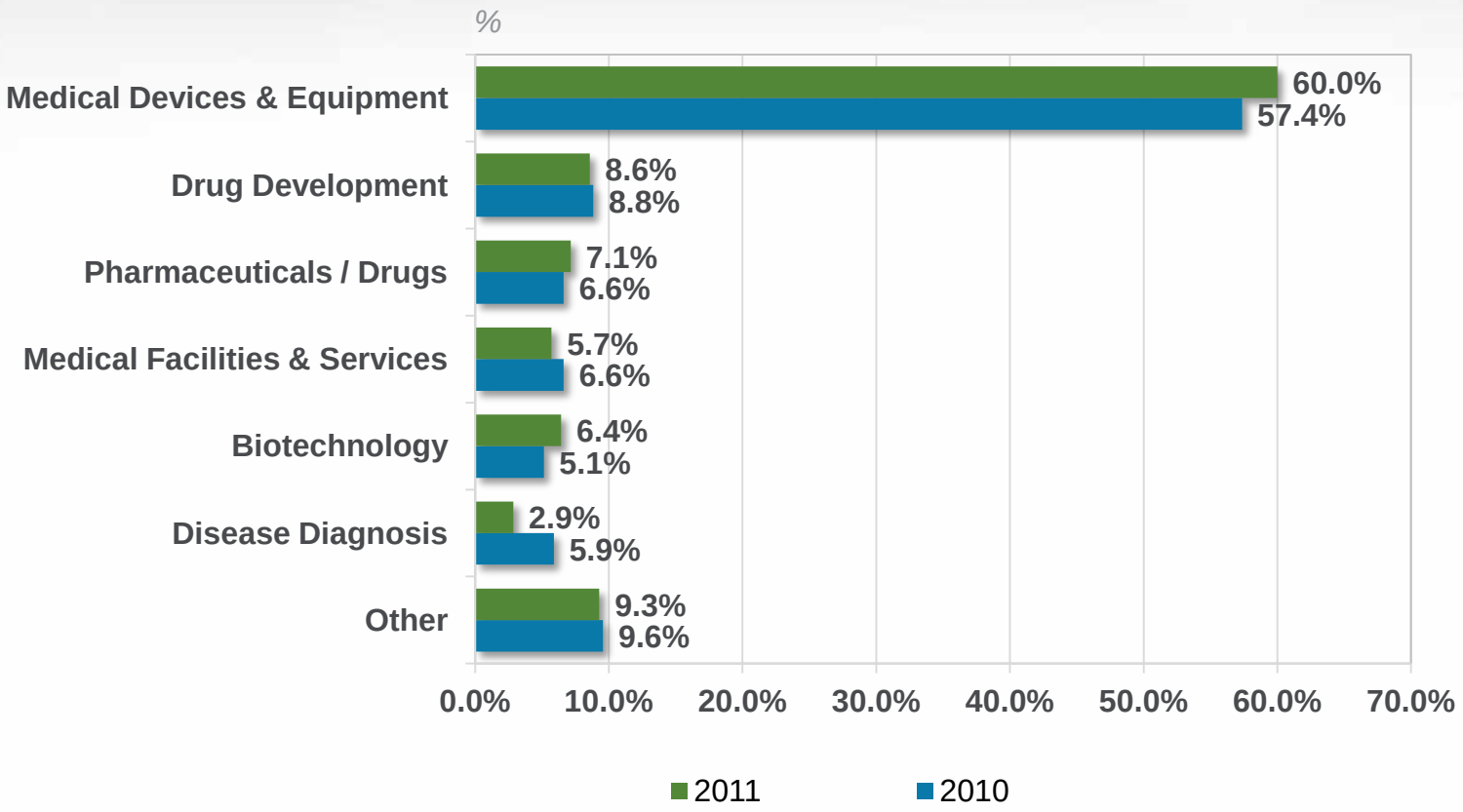
Internet and Healthcare Combine for More than Half of 2011 Deals



Healthcare Dominates per Share of 2011 Funding Dollars



Medical Devices & Equipment Deals Eclipse All Other 2011 Healthcare Investments



Most Active Angel Groups in 2011: Total Deals

TECH COAST ANGELS

Southern CA

band OF ANGELS

Menlo Park, CA

Golden Seeds

CA, MA, NY

CENTRAL TEXAS ANGEL NETWORK

Austin, TX

LAUNCHPAD VENTURE GROUP

Boston, MA

Understanding the Data:
Special Round Types and Industry Sectors

The Halo Report™ is a quarterly report that provides analysis and trends on US angel and angel group activity.

Angels and angel groups invest alone, together, and with many other types of investors. Unless otherwise noted the Halo Report data includes all rounds that have at least one angel group participating and may include other types of investors in those rounds. For 2011 this represents 573 deals and $873.3M invested.

A few slides report on an “Angel Round,” a special classification of investment for when angel groups invest alone or just with other angels and angel groups.

Unless otherwise noted, values of less than <1% are included, but are not labeled.

Halo Report Industry Sectors

Internet
Mobile & Telecom
Software
Energy & Utilities
Computer Hardware & Services
Healthcare

Industrial
Automotive & Transportation
Business Products & Services
Consumer Products & Services
Electronics
Environmental Services & Equipment

Financial Services
Food & Beverages
Leisure
Media
Metals & Mining
Retail
Risk & Security

Halo Report Contacts

Angel Resource Institute
Sarah Dickey, sdickey@angelcapitalassociation.org

The **Angel Resource Institute** (ARI) is a charitable organization devoted to education, mentoring and research in the field of angel investing, a growing driver of our entrepreneurial economy. ARI was founded by the Ewing Marion Kauffman Foundation. The programs of ARI include educational workshops and seminars, research projects and reports, and information about angel investing for the general public. ARI is affiliated with the Angel Capital Association, the professional association of angel groups in North America. More information is available at **www.angelresourceinstitute.org.**

Silicon Valley Bank / SVB Accelerator
Carrie Walsh, cwalsh@svb.com

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CB Insights
Anand Sanwal, asanwal@cbinsights.com

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