

Interreg



EUROPEAN UNION

North-West Europe

Codex4SMEs

European Regional Development Fund



Centre for Research in Medical Devices

WestBIC





Welcome

Codex4SMES Double Session Information and Networking Event



**Galway
Ireland**



Codex4SMES Double Session Information and Networking Event

Wednesday 18th September 2019

Hotel Meyrick, Galway, Ireland

Wednesday 18th September 2019: Hotel Meyrick, Galway City

0900: Welcome and introductions

0905: Introduction and overview of Interreg Codex4SMEs project and the supports for SMEs - **Dr Margot Jehle, Lead partner, Codex4SMEs**

0920: Pathway to regulation and market for IVD Companies and start-ups: **Diarmuid Cahalane, Metabolomic Diagnostics**

0940: How to convince the investor to invest in your SME: **Ultan Faherty, Halo Business Angel Network.**

1000: The transfer of diagnostics tests from "bench to bedside" **John O'Loughlin, Rotunda Hospital**

1030: Tea break and parallel networking **Part 1**

1100: Evaluation of how different IVD's perform from clinical prospective **Dr Fergus Mc Carthy, Obstetrician, Cork University Maternity Hospital**

1130: Engagement with Pharmaceutical Companies **Len Marshall, Access and Innovation Manager, Roche Diagnostics**

1200: Questions and discussion.

1230: Lunch

1300: Networking **Part 2**

1400: Overview of funding access and sustainability of projects within European environment **Jeanette Mueller, Acceloment**

1430: Networking **Part 3**

1500: Finish

Ultan Faherty

HBAN / WestBIC / ESIL



Halo Business Angel Network (HBAN)



- All-island umbrella group
- Responsible for the promotion of Business Angel Investment &
- Creation of Business Angel Syndicates on the island of Ireland

Who Are We?

ABOUT US

Established 2007

Responsible for Angel Activity across Ireland, North and South

Experienced in managing deal flow

Robust Screening Process for Angels and Entrepreneurs

WHAT WE ARE

A trusted NETWORK for business angels...

WHAT WE ARE NOT

- ▶ A seed fund
- ▶ A corporate finance house
- ▶ A centre for advice
- ▶ We do not take a fee for services
- ▶ We do not take equity stakes and we do invest in companies outside Ireland

STAKEHOLDERS

We are part of a wide ecosystem and work with a broad range of parties to source deal flow and deliver value. EBAN, Enterprise Ireland, InterTradeIreland, Invest Northern Ireland, Irish BIC's, Universities, Accelerators, VC's and Seed Funds

HBAN Halo Business Angel Network

All-Island Syndicates

All-Island Syndicates

- ▶ Boole Syndicate
- ▶ Bloom Equity
- ▶ Irrus Investments
- ▶ Food Syndicate
- ▶ MedTech Syndicate
- ▶ West by North West
- ▶ South East Syndicate



Networks

- ▶ Dublin Investor Forum
- ▶ South East
- ▶ South West
- ▶ West
- ▶ HBAN Ulster



Headlines

- 2018 - 44 deals with €9.3M of Angel Funding, €27.4M of other funds leveraged - total €36.8M.
- HBAN investors have done 460+ deals with € 99M angel money invested and another €167m leveraged funds in these deals since 2008
- Average angel investment per deal - €274K
- Projects supported in sectors such as Medical Device (Medtech), eHealth, ICT (including Financial Technology (Bloom, Boole)), Food, (Dublin Syndicate) Manufacturing, Services, etc., etc. (WxNW).
- HBAN's MedTech Syndicate has invested a total of €8m in 20+ investment rounds into 13 companies.

All Island MedTech Syndicate & Irrus

- Focused on Medical technology and devices (MedTech is Galway centric)



Angel	Other	Total
€1.15M	€500k	€1.65M



Angel	Other	Total
€955k	€300k	€1.255M



Angel	Other	Total
€200k	€1.6M	€1.8M



Angel	Other	Total
€1.475M	€1.51M	€2.985M





Bloom Equity

- Technology focused & Dublin based
- 24 members
- 16 investments to date
- Meeting every 6 weeks
- (August 2018 Phorest raised €20m from US investment firm Susquehanna Growth Equity (10x growth on original investment))



Boole Syndicate

- Technology/general focus & Cork based
- 25 members
- 25 investments to date
- Meeting every 6 weeks
- Regularly co-invest with Bloom Equity



WxNW Syndicate



- Focused on investing in companies based in or connected to the Western counties
- Meeting 3 times a year
- Strong interest from investors
- Cerebreon / Payslip



Overview

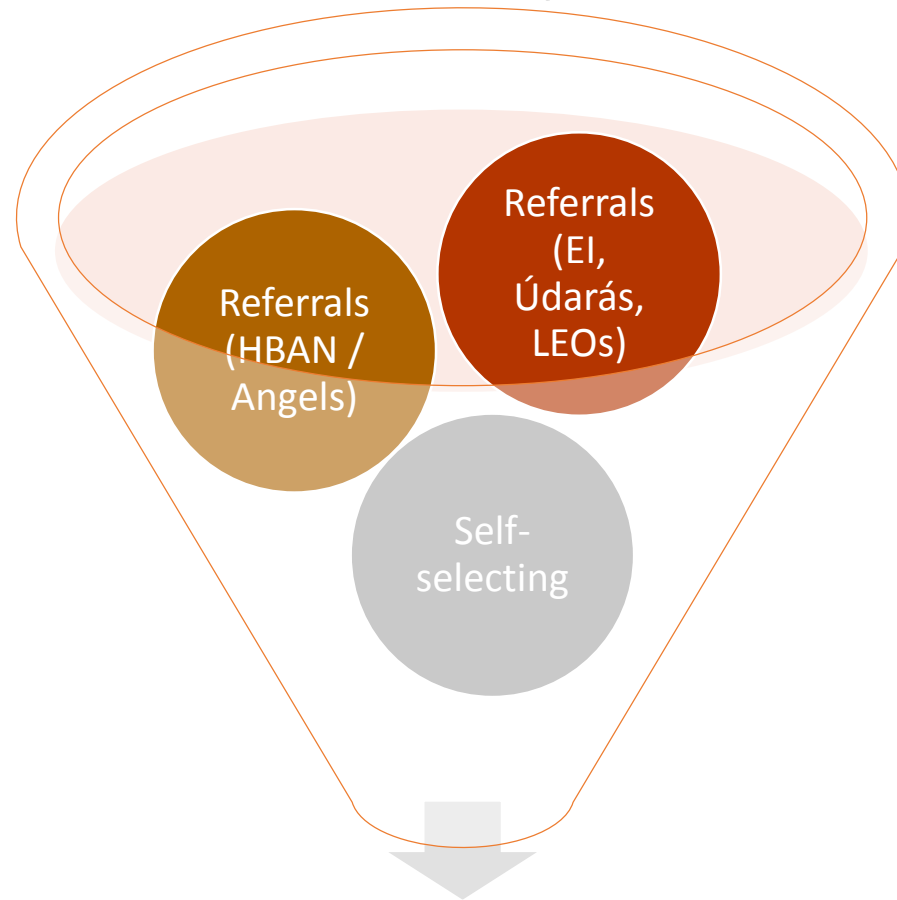
We match private investors with pre-screened investment opportunities in early stage, start-up and developing businesses

Private investors get access to ambitious, early stage companies with growth potential

Businesses seeking funding get access to private investors with business expertise

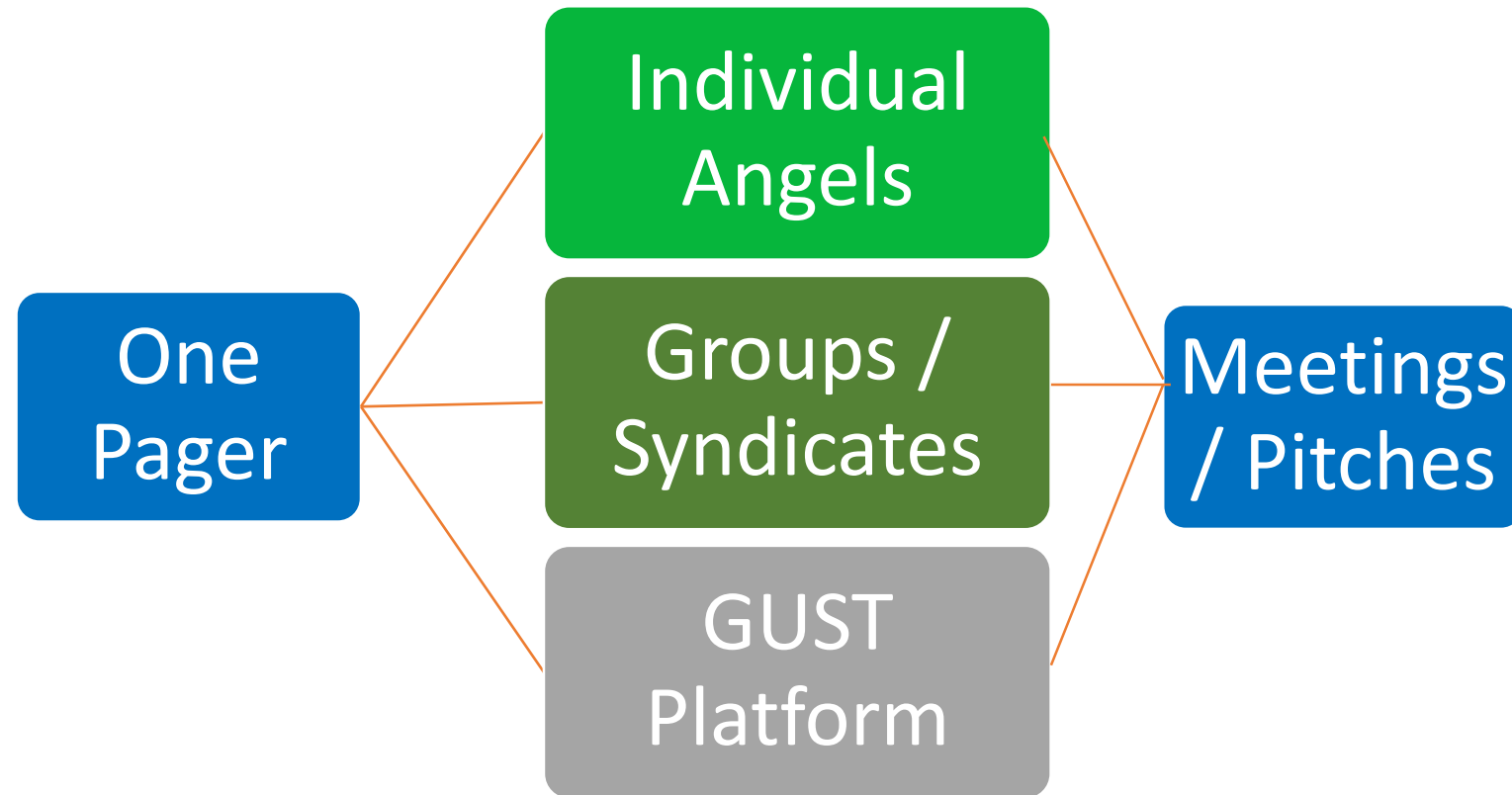
HBAN can provide Professional Advisors with alternative investment and financing options for their clients

Sources of Companies / Projects



Business Plan and/or One Pager

Route to (Registered) Angels



Investor Ready?

- Market Traction
- Comprehensive Documentation
- Intensively Practiced
- No unvalidated assumptions
- Team
- Market
- Milestones (to date and future)
- Ask
- Business Model
- Competition
- Compelling Investor Case



Empowering Angel Syndicate Investment

Halo Business Angel Network is an all-island umbrella group responsible for the development of business angel syndicates on the island of Ireland. HBAN is actively working to increase the number of angel investors who are interested in investing in early stage technology, MedTech, AgriTech & food companies and supporting the early stage entrepreneurial community.

FIND OUT MORE

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HBAN Featured Stories

Videos

Would you like to receive our newsletter? (This information will be used for our mailing list only)
 Yes (please enter your name and email address)
 No thanks
 I've already signed up
Not using HubSpot yet?

ESIL - Early Stage Investing Launchpad

Overview

- Pan-European community aiming to improve angel investment market
- Stimulate cross border investment opportunities, find new deals, connect the most relevant networks and build a tailored training programme for local ecosystems
- Targets business angel, early stage investor, crowdfunding network, an incubator and accelerator or an entrepreneur
- Interactation with other individual investors, BAs, crowdfunding platforms, early stage VCs and highly innovative companies.



Thank You

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