

IBAN - Italian Business Angels Network - Association

IBAN - Italian Business Angels Network is a no-profit organization, officially recognized and endowed with legal personality, founded on March the 15th 1999 as a result of the “DG Enterprise” initiative promoted by the European Commission. In Italy, IBAN Association supports and coordinates the equity investment activity of informal private investors (“Business Angels” - BA) towards start-ups and SMEs. The association acts as main interface for any Business Angel, Business Angel Network (BAN) or Club deal in the Italian market; whilst at European level it is among the founding members of BAE - Business Angel Europe, the union of European business angels’ associations founded in 2014, thanks also to the support of IBAN, to represent the European business angels’ investors.

At regional level, Business Angels Network aims at providing managerial and financial support to entrepreneurs in order to build successful and longstanding businesses. Small companies, particularly start-ups, face growing difficulties in the access to finance. In this context, the business angels network intercepts the desire of several professionals, experienced company managers, executives and entrepreneurs who sold their company or simply want to contribute in the creation of new enterprises and jobs, and directs them to the common goal of supporting start-ups and SMEs.

Categories of IBAN services:

- Support and coordinate the investment activities of business angels in Italy and in Europe (see BAE membership)
- Support the matching of investors and startups or SMEs projects
- Contribute to local, national and European programs promoting the creation of a favorable environment for the business angels’ activity
- Develop its network with national and foreign organizations to pursue its objectives
- Promotes the recognition of business angels and Business Angels Networks (BAN) as enablers of economic development
- Support the networking and exchange of experiences among BANs in Italy
- Manages the cultural, associative and editorial activities related to the business angels’ sector, monitored through the committee of research
- Engages in any other activity deemed relevant, useful and licit with respect to the Association’s objectives.

Project focus, to support and foster:

- Identification of Potential Investors and Financial Institutions. Ready to invest program: recruiting BA and facilitate the setting up of BA networks (BAN) and clubs/syndication. Open innovation program: facilitate the setting up of Syndications involving BA’s and Corporate Venture Capital firms/Big Corporates
- Carry out strategic and technical documents to the definition of instruments for financing innovative enterprises
- Coaching preparation of Presentations for Targeted Investors. Investment readiness program: scouting and helping the financing of start-ups and SMEs. Increasing the sources of financing for unlisted SME and start-ups.
- Participation (also in remote mode) in Conferences and Networking Events

Investment Readiness and **Ready to Invest** programs include Seminars, Workshops and Learning Training Sessions for Business Angels and Entrepreneurs.

The methodology consists in blended learning with focus on coaching and mentoring approach. The activities are mainly focused on:

- The role and the importance of Angel Investors for SMEs
- The deal structuring
- The Investment Process and the selection of business opportunities
- Companies’ presentation
- Legal and Fiscal organization
- The intellectual property rights
- Exit Management