



- ▶ The Angel Voice of the Midlands
- ▶ One of the UK's largest and oldest networks
- ▶ Part of the University of Warwick Science Park
- ▶ Partnerships right across the region
- ▶ Currently undergoing a refresh and refocus

[www.minerva.uk.net](http://www.minerva.uk.net)

LinkedIn – “Minerva Business Angels”





## Minerva Business Angels - One of the UK's leading Investor Networks & the Angel Voice of the Midlands



Minerva Angels invest in scale-ups to spinouts/start-ups

A wealth of angel experience which is as valuable as their financial support

Clear focus on Midlands businesses

- 3rd most active network in the UK
- Most prolific investors in the Midlands
- Sector agnostic
  
- Over 1000 companies supported
- Over 177 deals since 2010, £120mn leveraged
- More than 100 investors
- ~ 1,000 applicants per year to Minerva with 70 pitching

### Other Initiatives



#### Minerva's Delivery Collaborators



UNIVERSITY OF BIRMINGHAM

ENTERPRISE



Loughborough University



University of Nottingham  
UK · CHINA · MALAYSIA

NOTTINGHAM  
TRENT UNIVERSITY



WIMG  
THE UNIVERSITY OF WARWICK



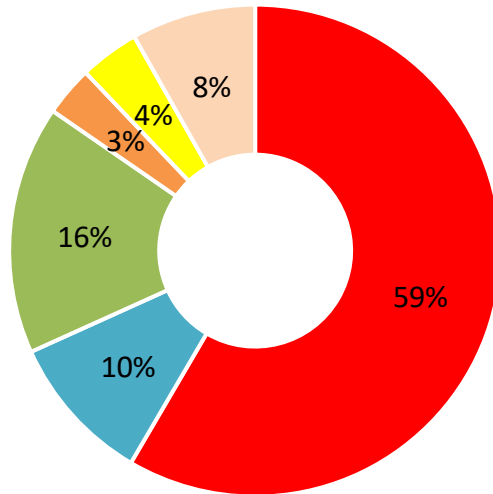
## Minerva refocus

- ▶ High growth midlands based businesses or with strong link.
- ▶ Usually with a tech/IP focus.
- ▶ Traction/turnover.
- ▶ Raising up to £0.5m of angel finance, possibly match.
- ▶ Looking for smart capital.
- ▶ 10-25x ROI within a 5-7 year window.
- ▶ What we are NOT...



# Deal Flow Source ~ 1,000 companies

Applications



Deal Flow Source

1. Investor referrals & University Network
2. Innovate programme
3. VC & family office recommendations
4. Innovate Investor Partnership source
5. Catapult recommendations
6. Third-party introductions – incubators, investor-ready partnerships
7. Company introductions
8. Direct application – LinkedIn and through the website



# Our angels....



- ▶ Backgrounds
- ▶ Syndicate approach
- ▶ Why do they invest?
- ▶ What are they looking for?
- ▶ Always looking for new investors to join our community!







# How can we work together?



- ▶ Introductions and events
- ▶ Both sets of pipeline
- ▶ We can help with education, showcase events, getting capital into our businesses
- ▶ Advocacy of region and businesses
- ▶ UKBAA diversity and inclusion





Thank you for listening

Any questions?

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