

Developing cross-border investing through the 4NGELS programme

Tuesday, January 10, 2023

91

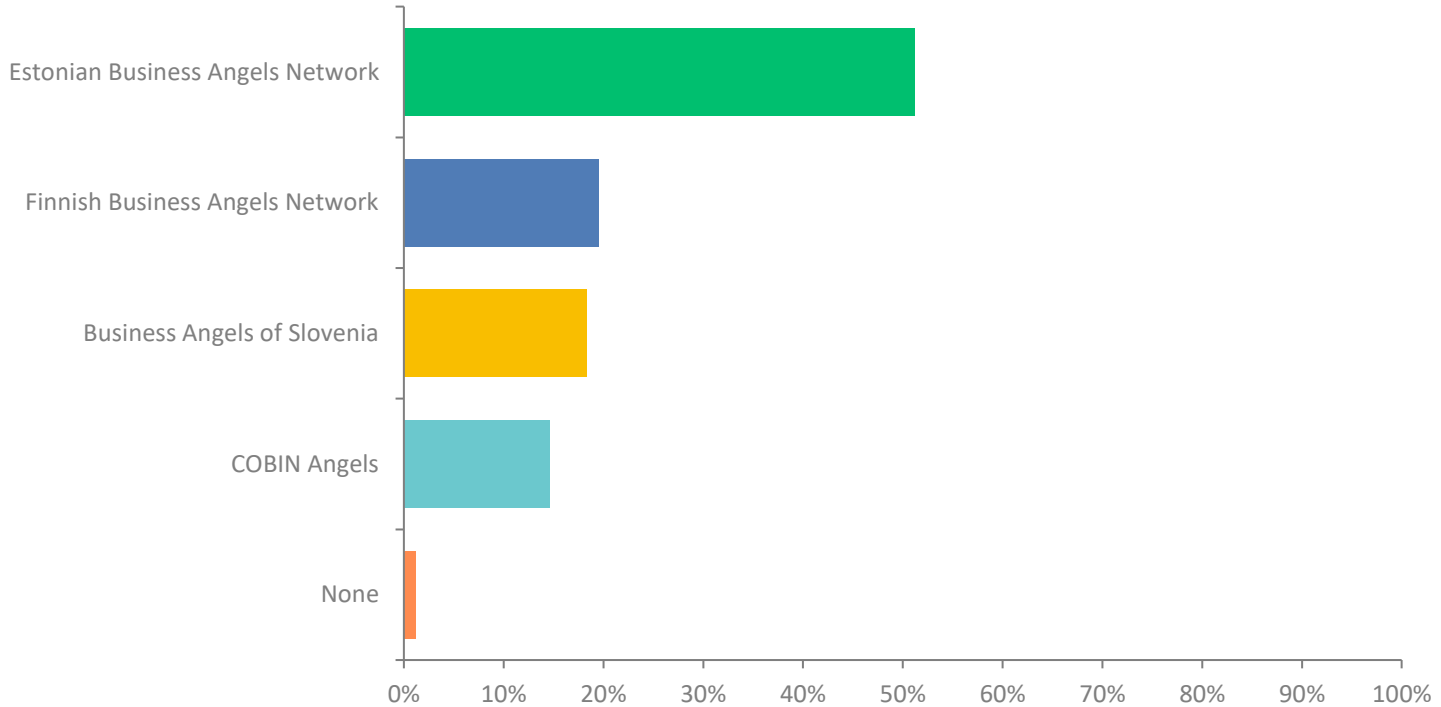
Total Responses

Date Created: Monday, December 12, 2022

Complete Responses: 91

Q1: Which Business Angel Network are you a member of?

Answered: 82 Skipped: 9



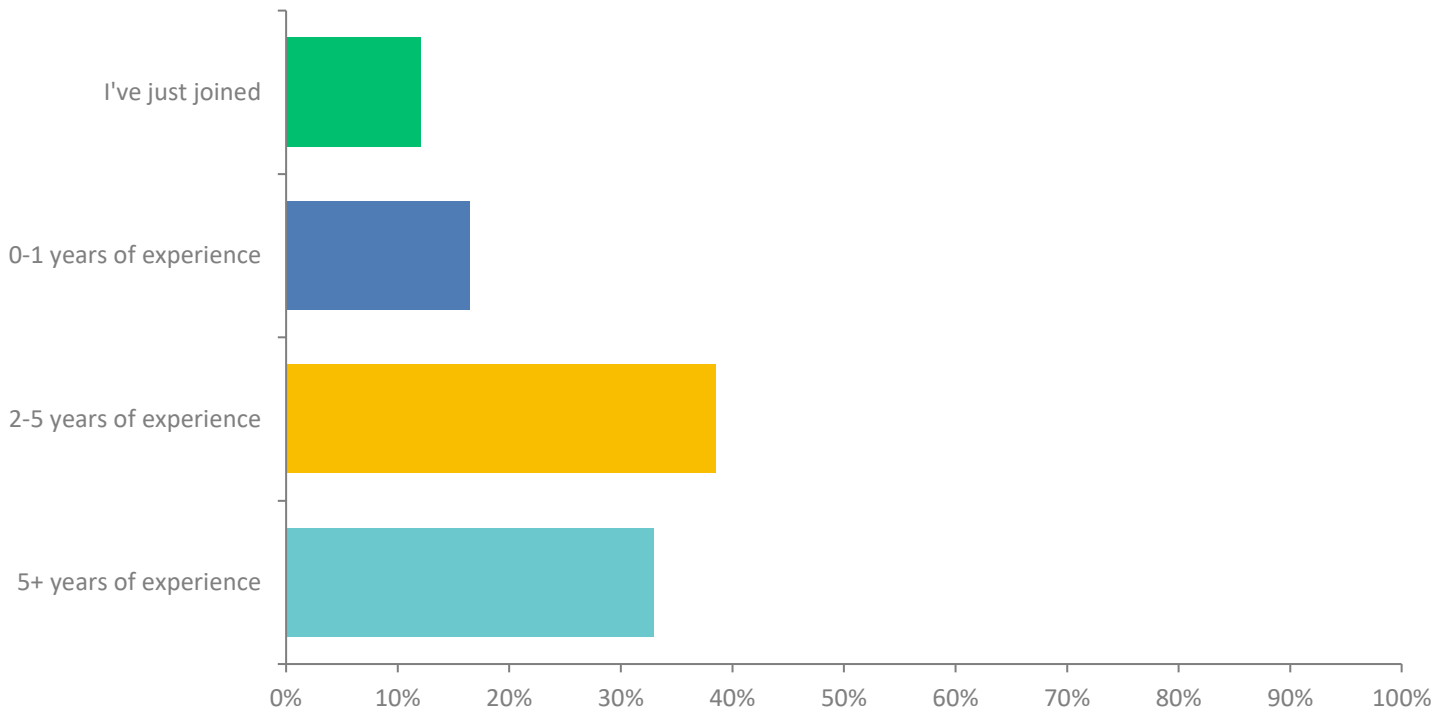
Q1: Which Business Angel Network are you a member of?

Answered: 82 Skipped: 9

ANSWER CHOICES	RESPONSES	
Estonian Business Angels Network	51.22%	42
Finnish Business Angels Network	19.51%	16
Business Angels of Slovenia	18.29%	15
COBIN Angels	14.63%	12
None	1.22%	1
TOTAL		86

Q2: How long have you been investing in startups?

Answered: 91 Skipped: 0



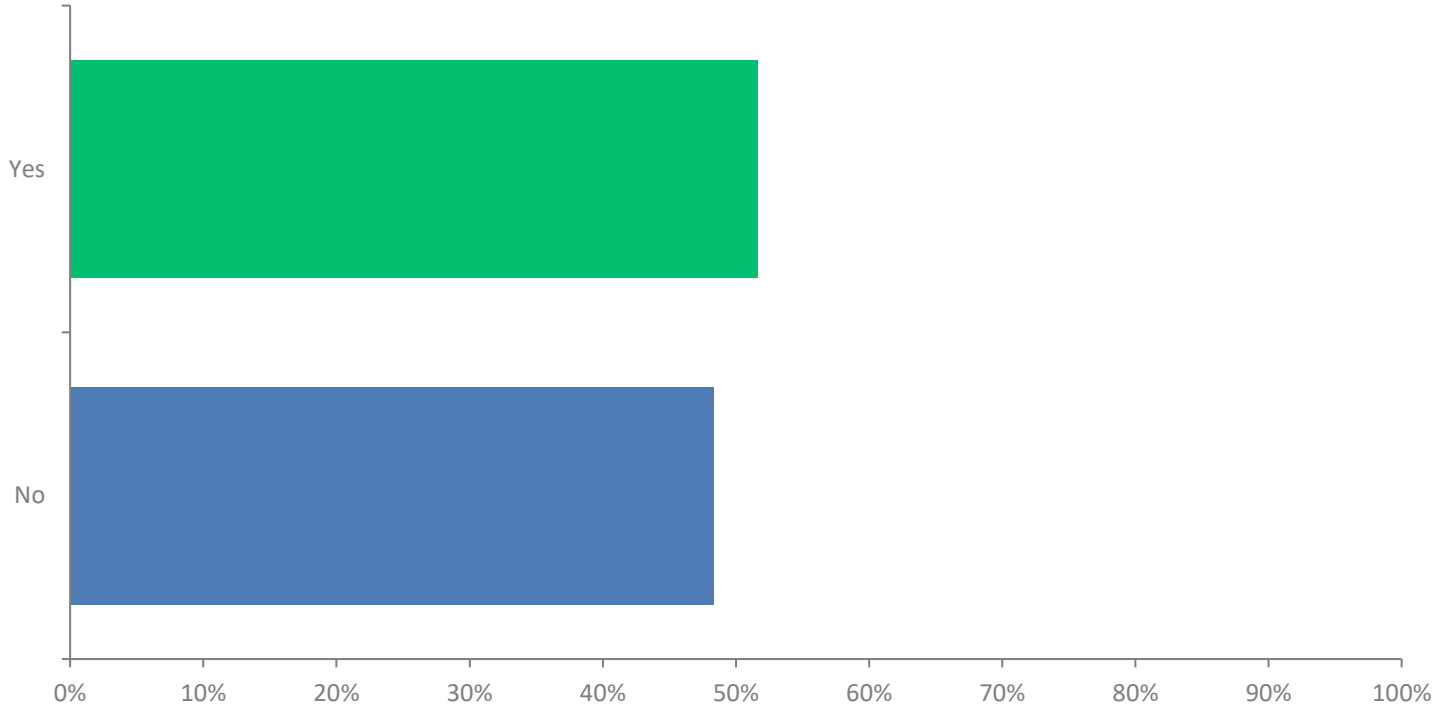
Q2: How long have you been investing in startups?

Answered: 91 Skipped: 0

ANSWER CHOICES	RESPONSES	
I've just joined	12.09%	11
0-1 years of experience	16.48%	15
2-5 years of experience	38.46%	35
5+ years of experience	32.97%	30
TOTAL		91

company with foreign founders registered in different country than your residence)

Answered: 91 Skipped: 0



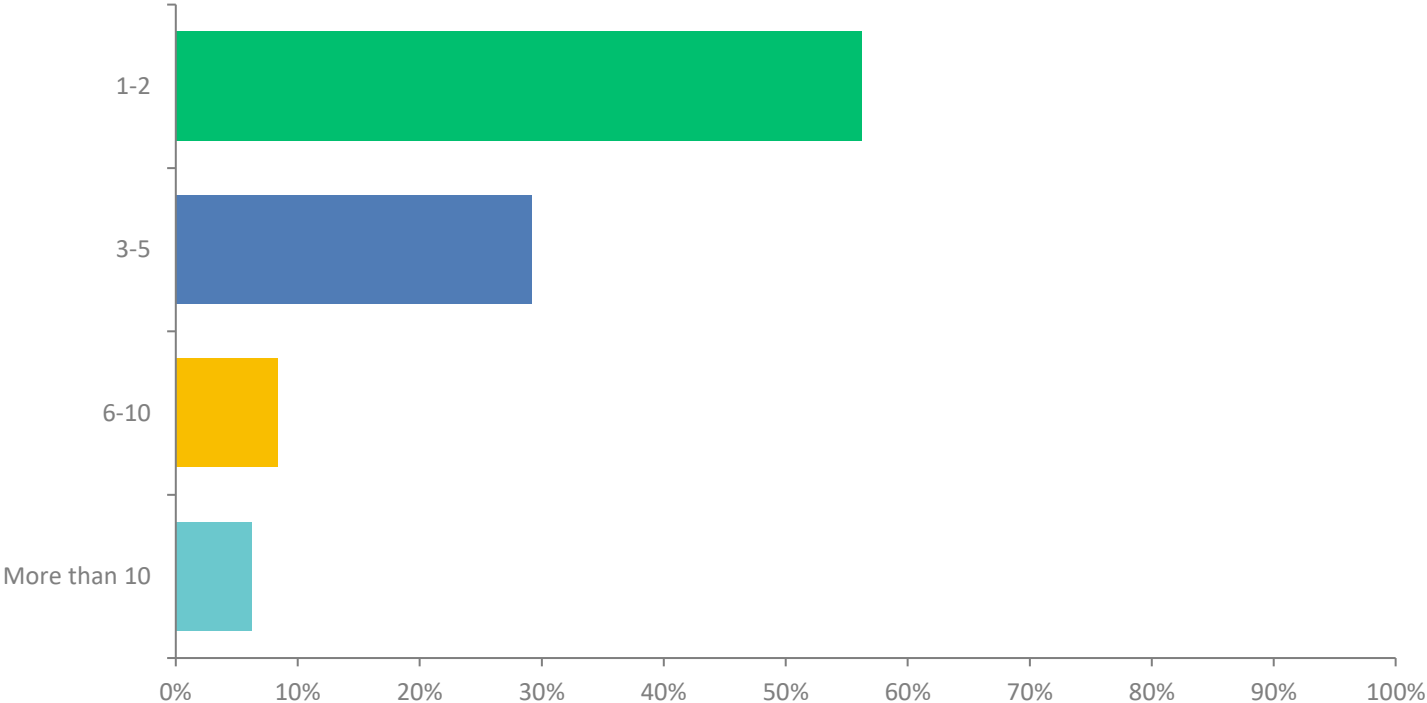
company with foreign founders registered in different country than your residence)

Answered: 91 Skipped: 0

ANSWER CHOICES	RESPONSES	
Yes	51.65%	47
No	48.35%	44
TOTAL		91

Q4: How many cross-border investments have you done in total?

Answered: 48 Skipped: 43



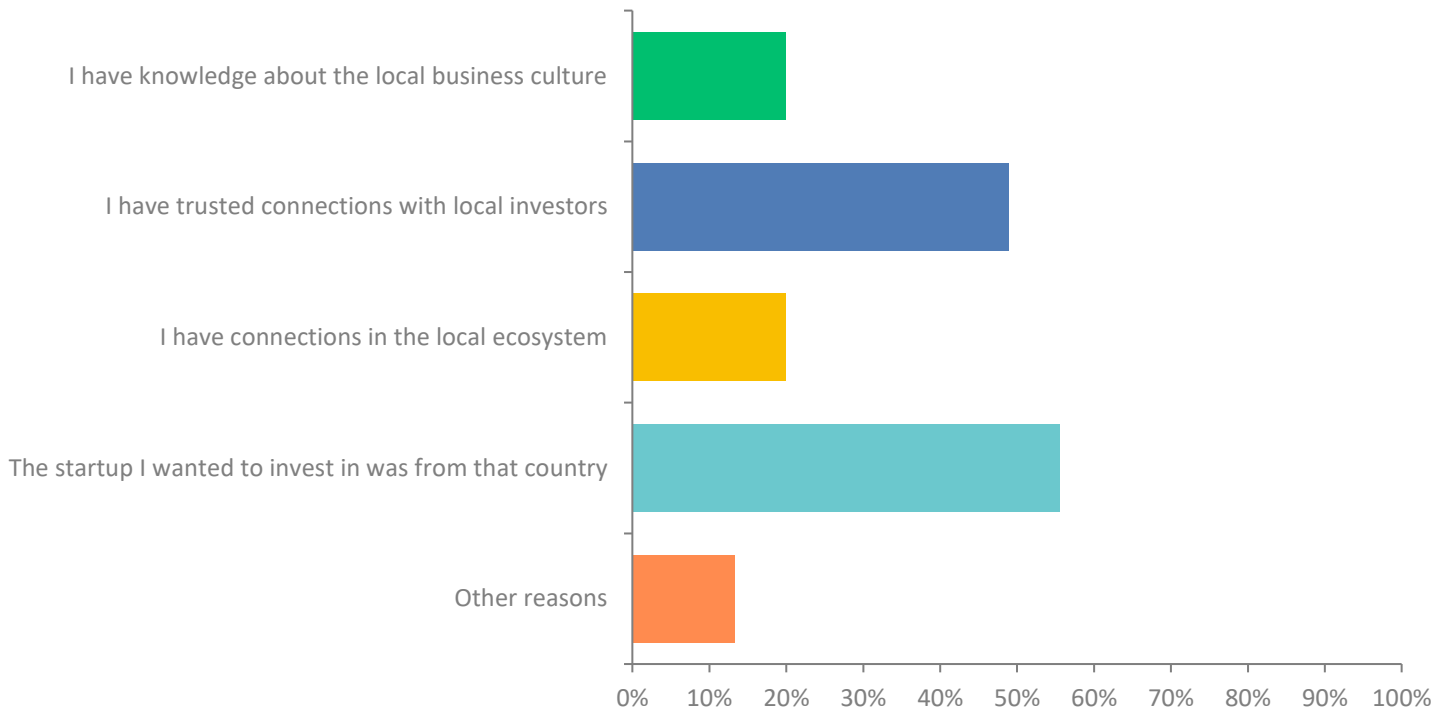
Q4: How many cross-border investments have you done in total?

Answered: 48 Skipped: 43

ANSWER CHOICES	RESPONSES	
1-2	56.25%	27
3-5	29.17%	14
6-10	8.33%	4
More than 10	6.25%	3
TOTAL		48

Q6: What made you choose these countries?

Answered: 45 Skipped: 46



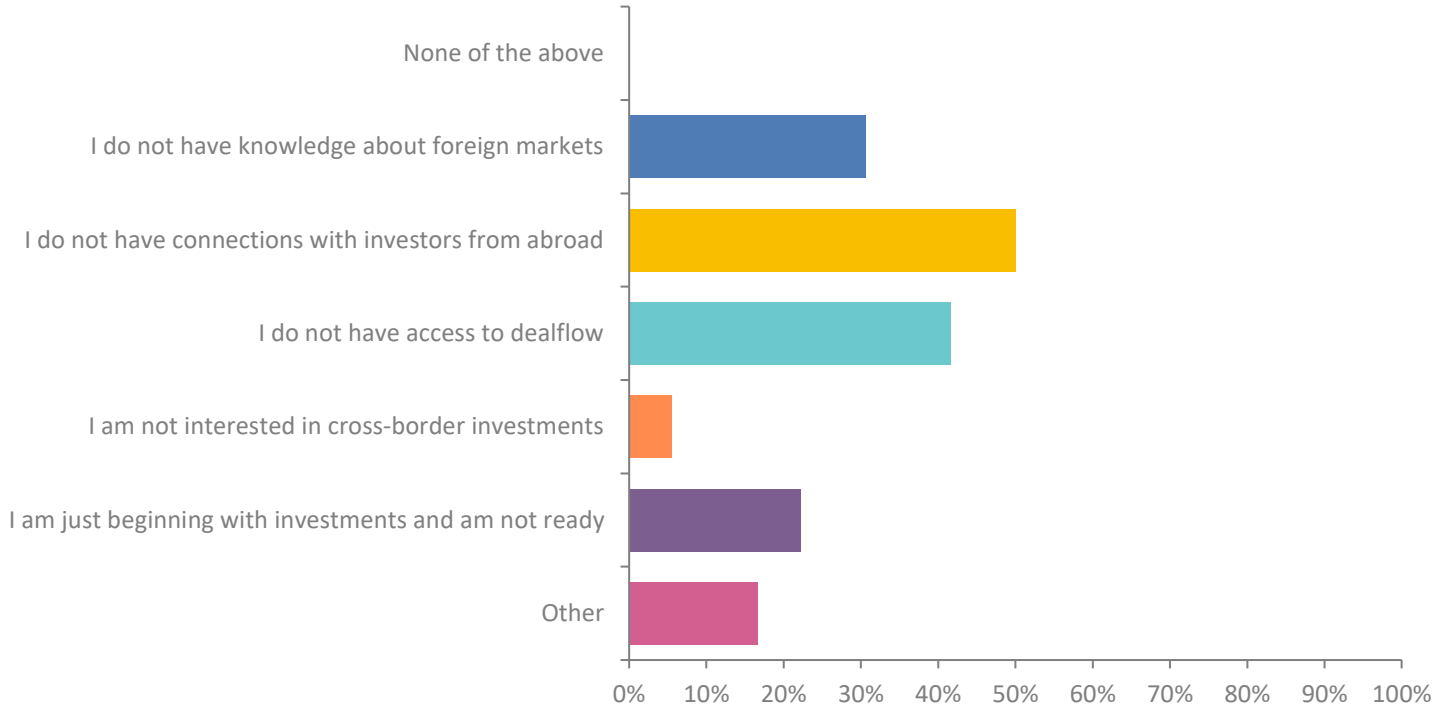
Q6: What made you choose these countries?

Answered: 45 Skipped: 46

ANSWER CHOICES	RESPONSES	
I have knowledge about the local business culture	20.0%	9
I have trusted connections with local investors	48.89%	22
I have connections in the local ecosystem	20.0%	9
The startup I wanted to invest in was from that country	55.56%	25
Other reasons	13.33%	6
TOTAL		71

Q7: Why have you never done cross-border investment?

Answered: 36 Skipped: 55



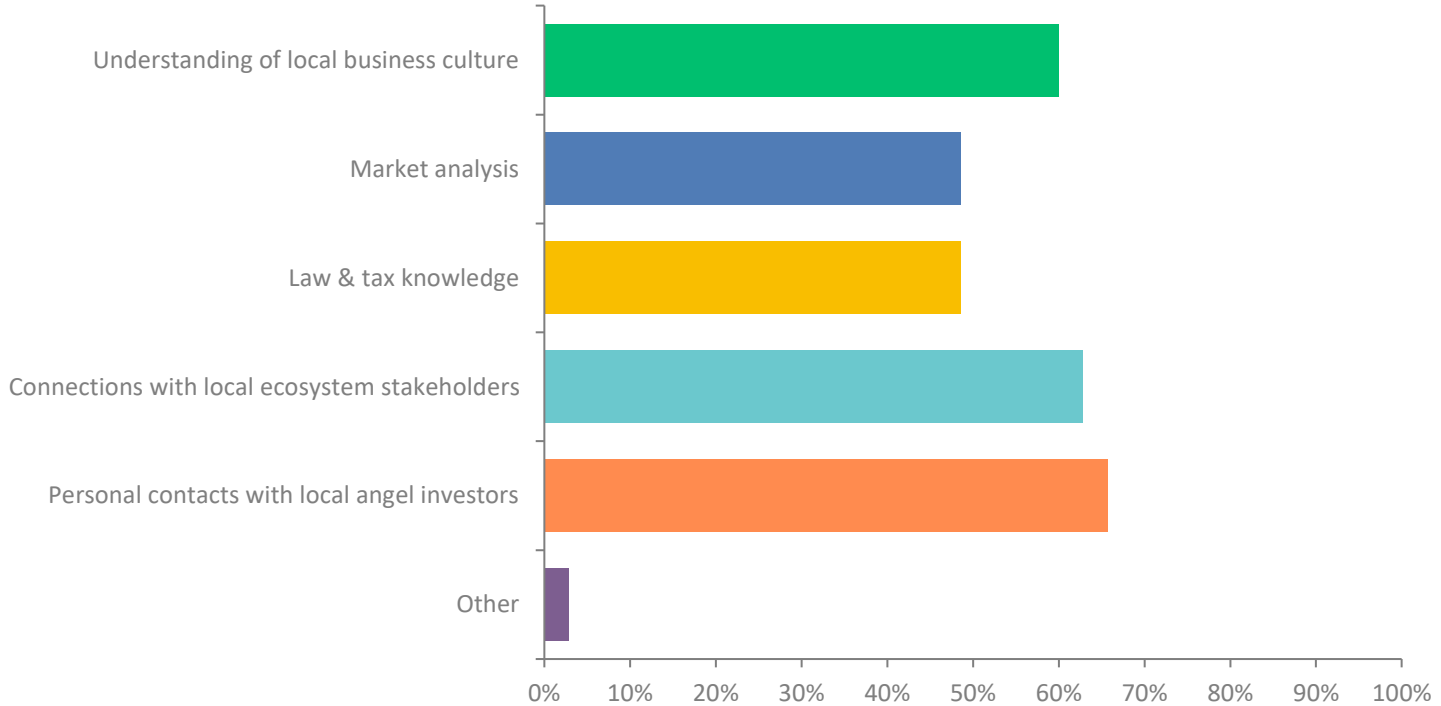
Q7: Why have you never done cross-border investment?

Answered: 36 Skipped: 55

ANSWER CHOICES	RESPONSES	
None of the above	0%	0
I do not have knowledge about foreign markets	30.56%	11
I do not have connections with investors from abroad	50.0%	18
I do not have access to dealflow	41.67%	15
I am not interested in cross-border investments	5.56%	2
I am just beginning with investments and am not ready	22.22%	8
Other	16.67%	6
TOTAL		60

Q8: Which aspects would be needed the most to start investing in startups abroad?

Answered: 35 Skipped: 56



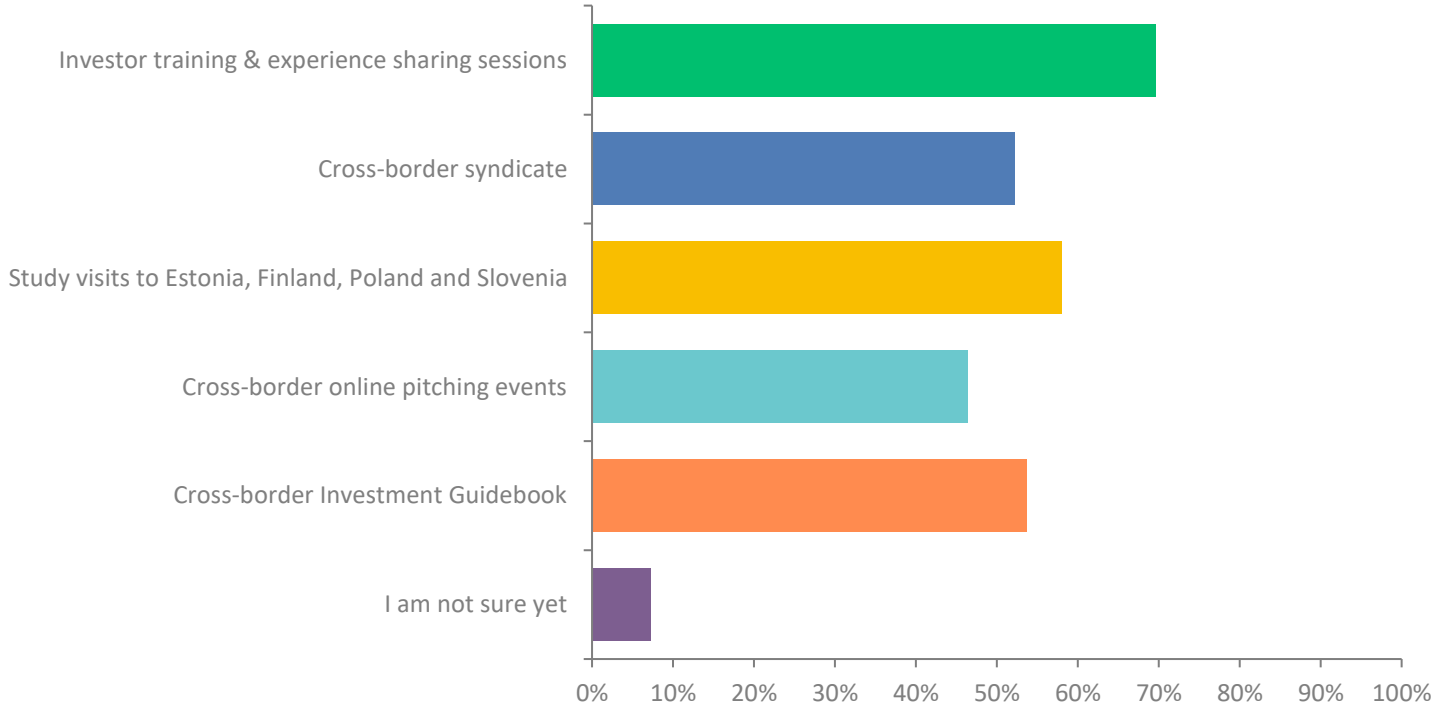
Q8: Which aspects would be needed the most to start investing in startups abroad?

Answered: 35 Skipped: 56

ANSWER CHOICES	RESPONSES	
Understanding of local business culture	60.0%	21
Market analysis	48.57%	17
Law & tax knowledge	48.57%	17
Connections with local ecosystem stakeholders	62.86%	22
Personal contacts with local angel investors	65.71%	23
Other	2.86%	1
TOTAL		101

interested in? (Find out more information about the program from the onepager attached to the email)

Answered: 69 Skipped: 22



interested in? (Find out more information about the program from the onepager attached to the email)

Answered: 69 Skipped: 22

ANSWER CHOICES	RESPONSES	
Investor training & experience sharing sessions	69.57%	48
Cross-border syndicate	52.17%	36
Study visits to Estonia, Finland, Poland and Slovenia	57.97%	40
Cross-border online pitching events	46.38%	32
Cross-border Investment Guidebook	53.62%	37
I am not sure yet	7.25%	5
TOTAL		198