

# Science Angel Forum

*Where international investors meet university startups*

**December 10-11, Amsterdam-Nijmegen, The Netherlands**

**Connecting European Business Angels  
with the fastest growing science based startup companies from the Netherlands**

## Background

[Business Angels Europe](#) (BAE) represents the European Business Angels' federations and trade associations in Europe. BAE brings together the most active and developed countries operating in the angel market in Europe. The Technopolicy Network organises global information exchange on science based regional development. In the beginning of 2015, BAE, [Business Angels Networks the Netherlands](#) (BANN) and Technopolicy Network have decided to join forces in bringing together knowledge regions on a national scale. By doing this, three goals can be achieved:

- Ambitious startup companies are connected to the most successful internationally oriented angels;
- It creates an opportunity to discuss policies for creating a more effective Angel market;
- It provides an overview of investment opportunities for European Business Angels in fast growing startups.

## Creating a forum for the BAE club

In 2014, a group of European Business Angels is brought together in the [BAE Club](#). This group consists of the most internationally oriented business angels from Europe. They are also the group of investors that focus on the fastest growing high-tech firms. These angels have the ambition to organize high level investment pitches of deep tech startup companies, and create critical mass for such investment opportunities.

For this purpose, the Science Angel Forum (SAF) is launched. This forum is organized on such a (regional/national) level that it aims to bring together:

- internationally oriented Business Angels from 10 to 15 countries and their investment partners;
- qualitative science based startup firms, primarily from the region/country involved. By qualitative, we refer to the conditions described at the bottom of this page.

For creating such a forum, it needs to be launched on an appropriate level with the right amount of startup companies and with a clear support from the involved region.

## Debate with policymakers and universities

SAF focusses on high-tech startup firms, based on university technologies, since this raises specific issues for investors with university policies. This may relate to the way Intellectual Property Rights (IPR) are treated, the involvement of university seed funds, the management of the startups or the exit arrangements. Next to this, also policy issues with regional or national governmental organizations often occur. As Angels provide (in Europe) twice as much funding for startup companies than venture capital firms, it is important that BAE provides a voice to policymakers - in cooperation with national Angel Networks.. During the morning of the Forum, the following issues will be discussed:

- How can national & regional public investment funds enforce the opportunities for private investors?
- How can we optimize the way that universities organize their involvement in these startup companies?

## Investor Pitches

After lunch, the participating startups will present their investment opportunities in "Life science", "HTSM" and "ICT" to the investors, that qualify for the following conditions:

- It's preferably a second round finance opportunity;
- The startup's technology is based on scientific research, mostly with well protected intellectual property;
- The investment opportunity is related to a clear internationalization strategy;
- The required investment should be between €50,000 and 1.5 Million;

## Program

December 10, Amsterdam

### *Business Angels Networking and international science based deal flow* Amsterdam Science Park

**14.30h INTRODUCTION TO THE NETWORKS**

Presentations of the Networks of the BAE Club and BANN on their interest in Science Based deal flow.

**15.00h WELCOME** at the Amsterdam Science Park

- Welcome on behalf of the BAE Club by **René Reijtenbagh** (VP of BAE and co-founder of BAE club) and BANN by **Bas Langelaar** (board member of BANN and founder of Vectrix).
- Presentations of successful investments in science based startups:
  - The Netherlands: *Best Practice: an investor's view on the Netherlands as a region for science based deal flow*, **René Kuijten**, General Partner at [Life Science Partners](#)
  - Amsterdam: *Successfully connecting investors and Angels to university startups*, **Geert-Jan Mulder**, Founding Partner at [Forbion](#)
  - Europe: **Gilles Le Coguen**, [Euroquity](#), International consortium based in Paris

**16.00h BREAK**

**16.20h MEET, MATCH & DEAL European Science Angel Forum**

Moderated by **Will Brown**, European Business Development Director at [GUST](#)

Science based businesses from BAE Club members present their investment opportunities to investors from Europe and the Netherlands

**17.30h RECEPTION**

**19.00h TRANSPORT** by bus to Café Americain

**19.30h DINNER** at Café Americain, Leidseplein, Amsterdam City Centre



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**December 11, Nijmegen**  
*Sustaining & expanding science based business*  
**Novio Tech Campus, Nijmegen**

- 8.00h** **TRANSPORT** by bus from Amsterdam to Nijmegen
- 10.00h** **WELCOME** introduction of the [Novio Tech Campus](#): Rikus Wolbers, Director Novio Tech Campus
- 10.15h** **SEMINAR Shaping science based business for growth** (plenary)  
*How can we best shape university startup's legally and financially so that they can facilitate growth?*  
Plenary contributions, 15 minutes each:
- *Opening* by the chair of the seminar: **Hans Schikan**, Member National Topteam Life Sciences & Health, entrepreneur in life sciences, former CEO of [Prosensa](#)
  - *Perspectives on science based business from Business Angels*, **Philippe Gluntz**, President Business Angels Europe, Paris, France
  - Raising return on investment for business angels in high-tech, **Jan Dexel**, Senior policy advisor/programme manager venture capital at the Ministry of Economic Affairs
  - *An American Investor in Dutch university regions*, **Ray Quintana**, General Partner [Cottonwood Technology Fund](#), USA
  - *National and international partnering between German Angels and Dutch Universities*, **Antoine Fraaij & Dorien Wellen**, Department of Innovation, Radboud University
  - *Appealing Case Study*, presented by a member of BAE or BANN: Introduction to the panel
- 12.00h** Panel discussion with a panel from **Science Based entrepreneurs**: **Paul Vulto**, Managing Director of [Mimetas](#) and a panel of **Business Angels**: **Anthony Clarke**, CEO of [Angel Capital Group London](#) & **Luigi Amati**, CEO at [META Group](#) and VP of Business Angels Europe
- 12.30h** **LUNCH**
- 13.30h** **PITCHES Science based business meets investors** Dutch entrepreneurs pitch to Dutch & European investors. Moderated by **Keith Wallace**, Managing Partner [De Investeerd.club](#)
- 13.30h** **ROUND TABLE Building stones for startups, suitable for growth** (parallel to the pitches)  
Round table discussion for investors and university policymakers, addressing the following:
- IPR conditions
  - Public vs. private conditions
  - Exit arrangements
  - University conditions
- Drafting a joint "Science Investment Memorandum"
- 15.15h** **TEA and continuation of the sessions**
- 16.30h** **CLOSING SESSION**  
Reflections on the Building stones from the Round Table by the entrepreneurs and investors with a possible adoption of the Science Investment Memorandum, followed by:
- RECEPTION** and follow up contacts between the investors and the entrepreneurs
- 17.30h** **TRANSPORT** by bus to Amsterdam and Schiphol Airport, 'Buzz in the Bus' (follow up of the pitches)  
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