

APPLICATION TO ANGELS4IMPACT

Angels4Impact is an association of young people who invest in startups with a relevant innovative and technological component and with a focus on Impact.

Our background is composed by a story of investments and success. The Association prefers to evaluate entrepreneurial projects of companies that are in the initial phase of their activity, and/or in companies that have high growth potential and/or are characterized by a high rate of innovation with an additional focus on Impact, as well as the sharing of entrepreneurial experiences.

The Association meets in plenary meetings four/five times a year, during which the startups selected during the screening process have the opportunity to present their project and their application for funding in front of the members.

As a rule, at least 3 startups are selected by the Association for each meeting.

1. Who we are looking for

We are looking for startups which have:

- They are legally constituted with a valid and experienced team in their field;
- A highly scalable business model;
- An opportunity that can be accelerated with the support of our investors;
- A plausible exit strategy for investors within 5-7 years;
- An investment request between €100,000 and €500,000, also in co-investment with other Business Angel or Venture Capital funds.
- At the end, it would be preferable to have a business model with Impact features.

2. Our investment

The Angels4Impact members jointly invest between 100.000€ and 500.000€, through a vehicle (or other suitable type of aggregation). In addition, they offer their network of professional support through a deal champion, in order to grow the startup and make it successful.

3. When apply

Angels4Impact applications are open all year round. A deadline is set for each plenary meeting 30 days before the event; in the month before the meeting the startups that will present at the meeting are selected. If a startup submits its candidature after the deadline for an event, it will be considered eligible for the next meeting. The date of the next event and deadline of the related application are available on the Association's website: <http://angels4impact.net> .

4. Screening process

The screening process is divided into three different phases. The first two phases, pre-screening and screening, take place throughout the year, as soon as the Association receives the startup's application. The third phase, otherwise the presentation to the Screening Committee, takes place in the month preceding the plenary meeting.

a) Pre-screening

The Angels4Impact team will make an initial assessment of the projects regularly received and considered eligible based on the following standard:

- Completeness of the information received

- Compliance with the requirements set out in point 1
- Technical feasibility and economic sustainability
- Quality and skills of the team
- Scalability/replicability

b) Screening

The projects selected will be screened by the members of the Association, who may request more in-depth information from the startups and any meetings.

Based on the considerations that appear in this phase, a short list of 5/6 startups will be selected, which will be taken to the third phase of the selection process.

c) Screening Committee

The 5/6 projects identified in the previous phase will be invited to present in front of the screening committee of the Association, during a pitching + Q&A session that will take place online. Following this pitching session, the Committee will select the three startups that will have presented at the plenary meeting.

5. Documents and information needed for the application

The application of startup is loading on our platform https://gust.com/organizations/angels4impact/public_profile. So that the application is valid, we need the informations and the documents illustrate below.

Overview Pitch deck Exectuive Summary Financials Documents

1 – Overview

- short description of startup (required);
- contacts (required);
- entrepreneur and team name (required);
- name of previous investors (optional);
- amount of funds already received (optional, but recommended);
- amount of funds required (required);
- presence or not of a Prototype, market test or clinical trials (where is relevant) – (highly recommended);
- investment phase in which the startup is located (optional).

2 – Pitch deck

Pitch Deck is required for the presentation (required).

It is recommended no more than 10 pages.

3 – Executive Summary

- names and roles of Management Team (required);
- target market (obligatory);
- problem that startup would solve (required);
- product and service offered (required);
- market and sales strategy (required);
- competitors (required);
- competitive advantage (required);
- business model (required).

4 – Financials

- financial situation for the current year and forecast for at least three years (required);
- amount of funds already received (optional, but recommended);
- amount of funds required (required);
- type of funding requested (optional);

- pre-money evaluation (required)

5 – Documents

- business Plan (required);
- financial forecast of at least three years, beyond the present (required);
- Copies of patents and operating and/or market test results (recommended).

6. Presentation at the plenary meeting

Startups selected by the Screening Committee will be invited to present in front of Angels4Impact members. It is required the signature of a Letter of Intent (LoI) in which the startups undertake to grant Angels4Impact investors certain rights listed in this document in order to be able to present to the members; the LoI will be made available to the startups at the time of the invitation to the meeting.

Each startup will have 15 minutes of presentation time, followed by 15 minutes of Q&A during which members present will be able to ask startups questions.

Startups can have a presentation to be projected (preferably in ppt format) and, if available, they can bring a prototype, or a sample of the product/service offered by their company to show to members.

The pitch should contain the following information:

Value Proposition, Business Model and strategy, Reference market, Financials and KPI 3-year business plan, What is required in the current financing round and destination of use,

Following the meeting, members will express their interest in the startup. If there will be enough evidence of interest, we will proceed in the following phases of deepening in view of a possible investment.

7. Post-meeting phase

If a startup has received sufficient evidence of interest, we will proceed to the next Due Diligence phase, in which we will identify a Champion of the Association who can follow the investment and we will accomplish all the necessary details study to evaluate the goodness of the investment and the possibility to proceed with it.

8. Protection of privacy and confidentiality

In agreement with the art. 13 of Legislative Decree 196/2003 (Personal Data Protection Code), the data provided by startups and their promoters will be processed in accordance with the provisions of the Personal Data Protection Code, as well as with the contents of the privacy policy: the participant accepts when registering. All parties involved, in every phase of the activity in according to the call, even after its conclusion, will guarantee the confidentiality of the information relating to the projects submitted. The selected startups give the permission to include and cite their names, logos and any other non-confidential information in all their online and offline communication materials, tools and activities to Angels4Impact, its members and any partners.

The material and intellectual property of what is presented together with the documentation sent by the startups remains their exclusive property.