



Early Stage Financing Business Angels and Venture

**Candace Johnson
Global Forum – Shaping the Future 2009**





SBA – Sophia Business Angels

- Founded 7 years ago with Senator Laffitte
- International group of “serial entrepreneurs” based in Sophia Antipolis – 50 members/18 nationalities
- Work with « Serial Entrepreneurs/Business Angels » throughout France, Europe, Mediterranean and the World
- In 7 years, 30 million Euros invested in 60 companies throughout world in ICT, CleanTech, and MedTech
- 2000 jobs, 20 exits,
- Created a model of teaching and mentoring entrepreneurs « Venture Academies », « Informal Network Sessions » and « Cross-Border Investment »





SBA – Global/Local

- Cooperation with Cambridge Angels/Luxembourg Angels/Italian Angels/Canadian Angels/European Business Angel Network
- Has now started Angel Groups in Turkey, Middle East and hopes to work with new Angel Groups founded at this Forum
- Works with Venture Capitalists throughout Europe and World such as Iris Capital, Sofinova





Representative Investments in ICT, CleanTech, MedTech

- World Friends – First Subscription-based Social Network (SBA financed in Shanghai and brought to Europe)
- Blue H Group – First deep-water offshore windmills in the world (NL, I, F, UK)
- OmniGlobe – First Satellite/Wimax global infrastructure company (Canada)
- Claranor – First Light-Pulsing Water purifying company in world (France)
- InnovaCard – Fabless Semi Conductor French exited to Americans
- AlloMachine – Machine2Machine sold to France Telecom Group (French)
- eMedicis – TeleMedicine (French)
- BoatBookings.com – Largest online yacht e-commerce site in world (UK/F)
- Solar-Indice – Solar measurement algorithms (F)
- Scotland Electronics – Supplier for Large Haldron Collider (CERN) (UK)
- 3Roam – Wireless back haul for 4 G (F)
- Heleveta – RFID for Contraband of Timber (Financed with World Bank)
- BabyBidou – MP 3 player and RFID Magic Wand for Children (F)
- Nheolis – First individual windmills for homes

Sophia Business Angels Funding the Innovation Chain

From Startup - To Business Angels - To Venture Capitalist and Beyond!





The Men and Women behind the Sophia Business Angels – All Serial Entrepreneurs

- Candace Johnson – SES, Loral-Teleport, Europe Online, JPV, Ariadne Capital, SEL, GTWN, VTAM, IE, CE, SBA
- Gerard Bonnevey – Credit Agricole, Sage, Celimage, Cirrus,
- Mario Anid – Merrill Lynch
- Jean-Paul Ortelli – Ortelli–Peugeot, BioTech, VC – Boston/Paris
- Guy Fleury – COMEX, CleanTech Angels
- Alain Kagan – RISC, YPO
- Jean-Francois Heitz – Bull, WaveCom, Microsoft CFO
- Senator Pierre Laffitte – High-Tech Visionnaire de l'Europe
- Nick Paine – Lavalife, Quinto Investments
- Jean-Luc Nahon – Iperium, UUNet





The Men and Women behind the Sophia Business Angels – All Serial Entrepreneurs

- Marc Lassus – GemPlus, Garlaban Holdings
- Michel Bernasconi – Author, “High-Tech Entrepreneurship”
- Véronique Castelo –Kaerys
- Sylvie DesChamps – Texas Instruments MD
- Annie Prodhomme – Nephtys Finance, experte aide publique – OSEO, ANWAR, CDC, etc.
- Jan Loebbers – Alcatel-Lucent, Investisseur Télécoms
- Nick Pearch – Dyson, CEO, CPA, Bear & Partners
- Edgardo da Fonseca – Digital, Ascend, Lucent





Creating the Eco-System for Good Business and Entrepreneurship

- Venture Academies, Informal Network Sessions
- Due Diligence
- Reporting to Investors
- SBA Member on the Board of all Investee companies
- Preparing for the Exit at the time of investment!





The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Governments ...

- Enable private entrepreneurs and investors to “Just do It”
- Enact laws and incentive programs which will make “doing” business easier and more profitable – employment laws, investment incentives (e.g. Israel, France), cross-border business incentives,
- 80 % of the jobs which exist today did not exist 20 years ago
- 100 % of the new jobs in the “developed world” today are from SME’s
- Celebrate and Laud Success based on sound business
- Put Innovation and Entrepreneurship no. 1 on the Agenda





The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Private Entrepreneurs ...

- Fulfill their responsibility to innovate market-oriented and civic-oriented products, networks, and services (not_ be a research institute)
- Put together responsible business plans which create value, make money and execute on them
- Communicate their needs, their visions, their successes to their eco-systems
- Take calculable risks, but do not fail since they just have not succeeded yet
- Realize Visions for all – There has never been a better time for creating a better world





The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Private Investors

- Communicate and work with governments to enact the necessary legislation to encourage and inspire private entrepreneurs and investors
- Do not invest in dreams but in visions for a better reality
- Demand professional, well-thought out, realistic business plans from entrepreneurs and help them to make investment ready companies (Boot-Camps/Venture Academies/Competitions)
- Work hand-in-hand with government-financed research institutes, incubators etc. to provide LINK to business, other angels, companies, and VC's





The Social Contract – PPP Smart Governments, Entrepreneurs, and Investors WORK together to:

- Make certain that the innovative SME's survive and become great (working capital, etc.)
- Adopt from the start a world-class approach to innovation, entrepreneurship, and good business with borderless and barrierless thinking (Not out of the box, but Burn the Box)
- Prepare the Next Generation
- Create something which all can be proud of
- For some incredible examples of how private investors and entrepreneurs have created more than 60 world-class companies, please come tomorrow afternoon to Senator Laffitte's EU-Mediterranean session on successfully financing innovation and entrepreneurship.

