



BAS 23

BUSINESS ANGEL SUMMIT 2023

18-20.10.2023.
SARAJEVO, BOSNA I HERCEGOVINA

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BUSINESS ANGELS SUMMIT – ANGEL INVESTORS SUMMIT (BAS)

BUSINESS ANGELS SUMMIT (BAS) is the only event that brings together individual investors from Bosnia and Herzegovina, as well as from the region, who wish to contribute to the development of the regional business and startup scene through their engagement and financial investments.

In this year's edition, the summit will gather 100 investors, as well as startups and representatives of relevant ecosystem stakeholders supporting the growth of local businesses and startups, making a total of 120 participants. Through an intensive summit program, attendees will have the opportunity to familiarize themselves with investment trends and events in the region and Europe, various regulatory solutions, tools, and active investment groups. They will also have the chance to network with potential co-investors.

The Business Angels Summit will also feature the presentation of 10 startups from Bosnia and the region, where potential future investments will be directly identified. The organizer of the summit, the 787 Foundation, successfully hosted the first edition of the Business Angels Summit in 2022, which brought together 80 participants, including 40 investors from Bosnia and the region. Five startups were presented, leading to a joint investment opportunity. Thanks to this edition of the summit, a group of investors was brought together to establish BHBAN - the first network of business angels. Learn more about last year's event [here](#).

Bosnia and Herzegovina

Croatia

Serbia

Montenegro

North Macedonia

Albania

Kosovo

Startups are coming from these countries



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BAS Investor Profile

Business angels are individual investors, typically experienced professionals (successful entrepreneurs, top managers, etc.), who, besides providing funds, offer relevant entrepreneurial experience and access to a business network or client base.

Business angels often invest in early-stage businesses in exchange for ownership stakes, and thus, these investments are characterized by a high level of risk.

Alongside business angels, representatives from **venture capital (VC) funds from the region and Europe** also participate in the Summit, open to co-investing with the angels.

Investor Expectations

Return on Investment and Exit Strategy: Business angels generally anticipate a significant return on their investments. They plan for an exit from their investment within a certain time frame, which could be achieved through selling their stake in the startup to other investors, for example, via an initial public offering (IPO) or the sale of the entire startup. The goal is for the startup business to achieve its objectives within 5 to 7 years and to realize a profitable exit.

Growth and Scalability: Business angels often invest in startups with the potential for rapid growth and scalability. They want to see a sustainable business model that can capture a substantial market share or achieve significant revenues within a relatively short timeframe.

Management and Team: Angels usually invest in teams with proven skills, expertise, and enthusiasm. Effective management is crucial for success, so business angels carefully assess the team and management before making an investment decision.



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Investment Range of Individuals: The typical investment amount from an individual within a syndicate/group investment ranges from 2,000 to 10,000 EUR.

Planned Investment Activities

The Summit gathers diverse investor groups and individuals from the region to establish and strengthen relationships, exchange investment opportunities, and invest collectively. Investors participating in the Summit are open not only to investing in businesses within their own country but also in businesses from the broader region. After the Summit, they gain access to businesses and startups ready for investment, both from the BHBAN network and other interested parties.

The Business Angels Summit takes place once a year, and Summit participants may be invited to join the BHBAN network, with membership being free until the end of 2024. BHBAN organizes additional individual events, educational sessions, and business presentations multiple times a year.

Post-Investment Monitoring

The invested business provides quarterly reports to all investor community members who participated in the investment. The report may include requests for specific contacts or advice. For businesses in Bosnia and Herzegovina, the 787 Foundation offers additional support in development and financial access.



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Date and Venue: October 18-20, 2023, Sarajevo, Bosnia and Herzegovina

October 18

19h - Reception for regional investors

October 19

10-18h - Business Angels Summit 2023

20-22h – BAS Dinner

October 20

10-13h - Working sessions - regional cooperation & female investor collaboration

The Foundation 787 covers the costs of participation in BAS 2023, accommodation (2 nights), and all meals during the stay.

Link for registration: <https://airtable.com/app2yHCCSTvz0ZSw1/shrHJPGgoovqsditQ>



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