

2021 in EstBAN

Annual review 2021

250 MEMBERS 5 ASSOCIATED **MEMBERS**

165 members & 15 associated members in 2020.

2020 2021

105

143 answered the annual poll. That's **57%** of members.

41

8

new members joined in 2021.

are international investors.

are women. That's 7%.



Investment summary 2021

29.8M € invested all together by EstBAN investors.

11.1M € in 2020.



752 investments in total. **481** in 2020.

84% plan on investing in 2022

> 85% made at least 1 investment in 2021

Solo or Syndicate? EstBAN members usually invest as...

41%

individual angels investing through angel syndicates

35%

individual angels investing solo

21%

investing through crowdfunding platforms

9%

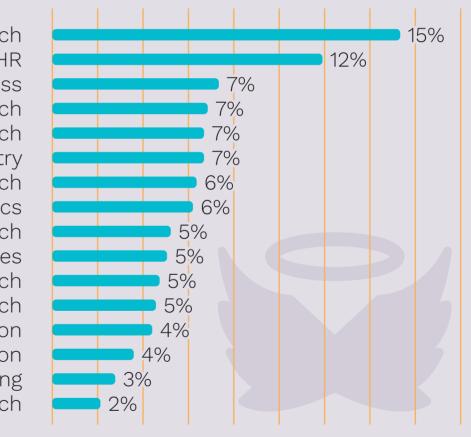
fund investors investing through a fund



Sector of investment

Sectors where EstBAN members prefer to invest

FinTech Business software & HR HealthTech, Life sciences & Wellness CleanTech DeepTech & SpaceTech Advanced Manufacturing & Industry AdTech & Creative Tech Transportation & Logistics AgriTech & FoodTech Consumer products and services EdTech CyberTech Communication PropTech & Construction Gaming TravelTech





0% 2% 4% 6% 8% 10% 12% 14% 16% 18%



Typical investment

size



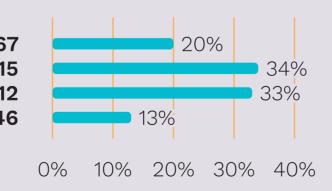
51%

5 000 - 20 000 €

Investment phase

EstBAN members mostly (67%) invest in seed and early startup stage startups

Pre-seed (idea/concept)
Seed (prototype is ready)
Early stage and start-up (testing markets)
Expansion and growth



Location

EstBAN members invest mostly to Estonia

Estonia Fiverywhere else 78% 22%

Company locations



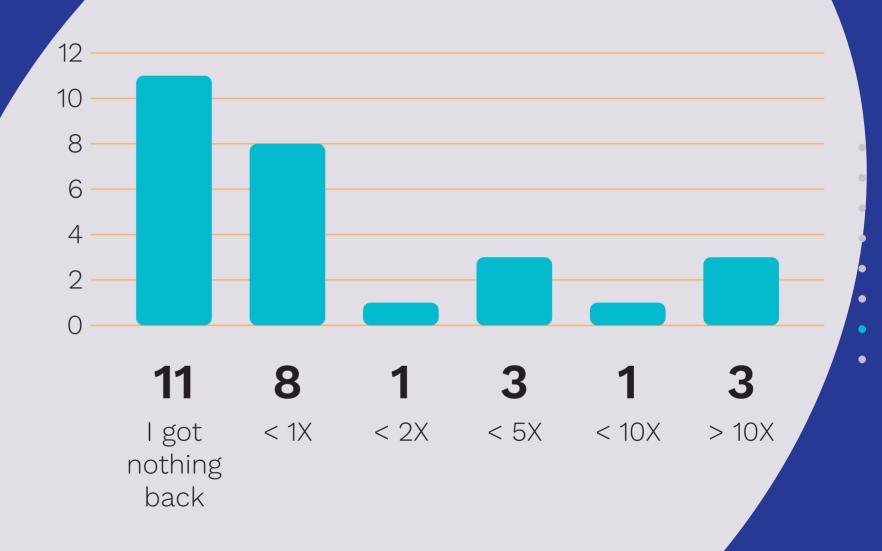




Exits

27 exits were reported for 2021

EstBAN investors exits 2021



* 59 portfolio companies declared a banckrupcy

Members' expectations for

ESTBAN

EstBAN promoter score

59 is the 2021 NPS score.

EstBAN10 **Estonian Business Angels Network** 33%

Investment deal flow and syndication possibilities

33%

Networking with fellow investors

17%

Events and study trips

13%

Trainings and workshops

Estonian Business Angels Network EstBAN gathers annual statistics data from members since 2013 via an online questionnaire. Results for 2021 are based on 143 replies. All percentages are from available information. In case of any questions, please write to info@estban.ee.