

In EstBAN there are

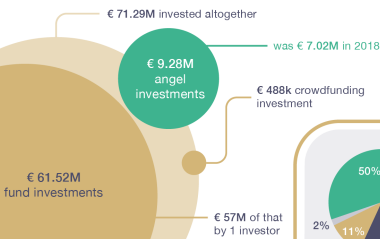
147 MEMBERS & 11 ASSOCIATE MEMBERS

“ EstBAN is taking an active role in developing the startup ecosystem in Estonia. ”

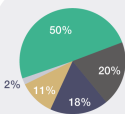
- 85 answered the annual poll. That's 58% of members.
- 34 joined in 2019. Annual growth rate is 15%.
- 25 are international investors. That's 17% of all members.
- 4 are women. That's only 3%.
- 43 is the average age of an EstBAN investor.

85% of those answered made at least one investment in 2019.

INVESTMENT SUMMARY



Number of investments

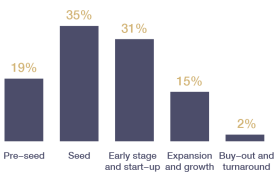


EstBAN investors usually invest

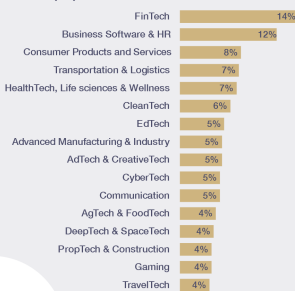
- as an individual angel through angel syndicates
- as an individual angel - solo
- through crowdfunding platforms
- through a fund
- through a family office

COMPANIES

Most popular startup investment stages



Most popular investment sectors



Company locations where EstBAN members invested in 2019

- 66% Estonia
- 19% Baltics and/or Nordics (excl. Estonia)
- 5% Northern America (US, Canada)
- 4% Elsewhere in Europe
- 2% UK
- 2% Asia
- 2% Africa
- 1% CIS countries (Russia, Belarus etc.)
- 0.3% South America
- 0% Australia and Oceania

23 EstBAN investors portfolio companies declared bankruptcy.

175 startup companies in EstBAN investors portfolios raised followup investments.

EstBAN investors exited from 23 companies.

EXITS

9

5

3

2

4

earned <1X back

earned <2X back

earned <5X back

earned <10X back

earned >10X back

YOUR FEEDBACK

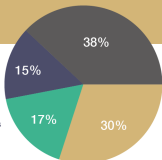
“ EstBAN provides a good platform to learn about start-up investments, build investor network and meet new people. ”

EstBAN investors know who are the important corporations supporting startup ecosystem. The TOP5 ranking is:

1. SEB
2. Tella
3. Elisa
4. Swedbank
5. Eesti Energia

What's important to you about EstBAN?

- Investment deal flow and syndication possibilities
- Networking with fellow investors
- Trainings and workshops
- Events and studytrips



Net Promoter Score: +48

Average: 8.62

Median: 9



NPS = ● % - ● %