

INVESTING IN THE RIGHT STUFF



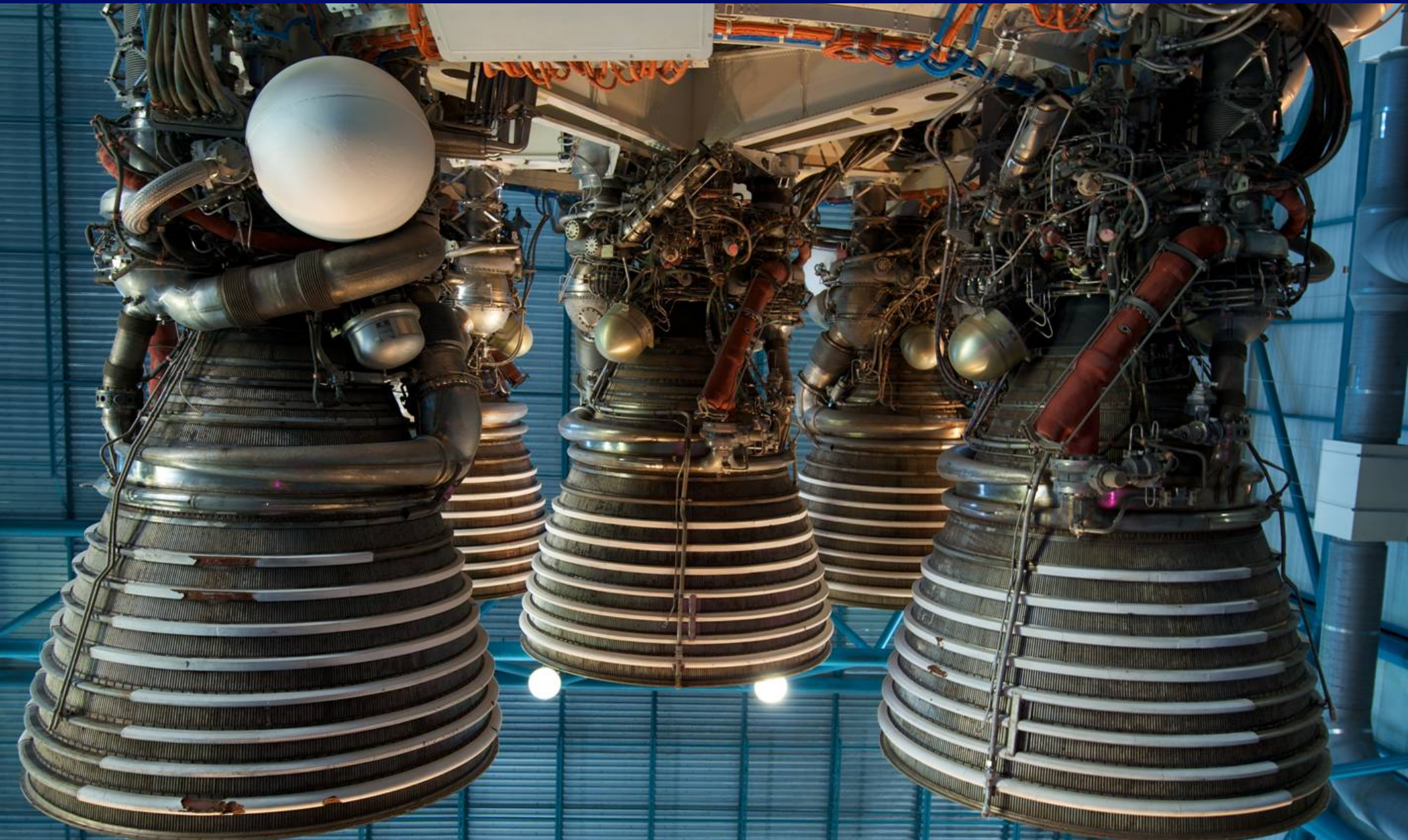
@JMCOBIAN @LUISRIVERAG

LISBON NOVEMBER 15TH

SILICON
VALLEY
COMES TO
Lisbon



DO YOU KNOW WHAT MAKES YOUR SHIPS GO UP?



**I' LL TELL YOU SOMETHING TOO NO BUCKS NO BUCK
RODGERS**



BOOTSTRAP OR VC



BEWARE THE ODDS



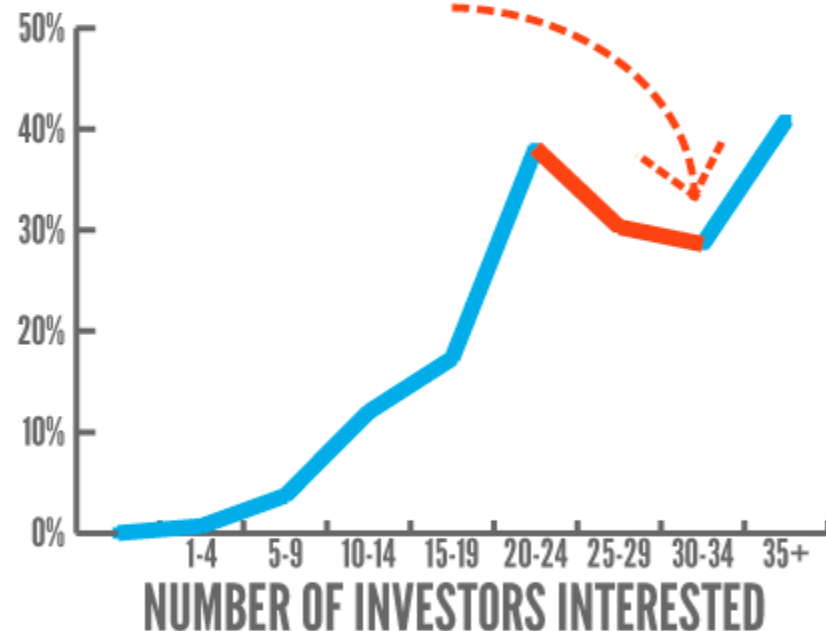
WHAT ARE YOUR CHANCES OF ANGEL INVESTMENT?

WHAT THE DATA CAN TELL US

FOR EVERY 100 PITCHES TO ANGEL GROUPS 3 RECEIVE FUNDING



CHANCE OF INVESTMENT



THE ANGEL MYSTERY: HOW CAN MORE POPULAR = LESS INVESTABLE?

FUNDED VENTURES VS UNFUNDED VENTURES

4+ YEARS AFTER PITCHING TO ANGELS

76% STILL ALIVE

14% ACQUIRED

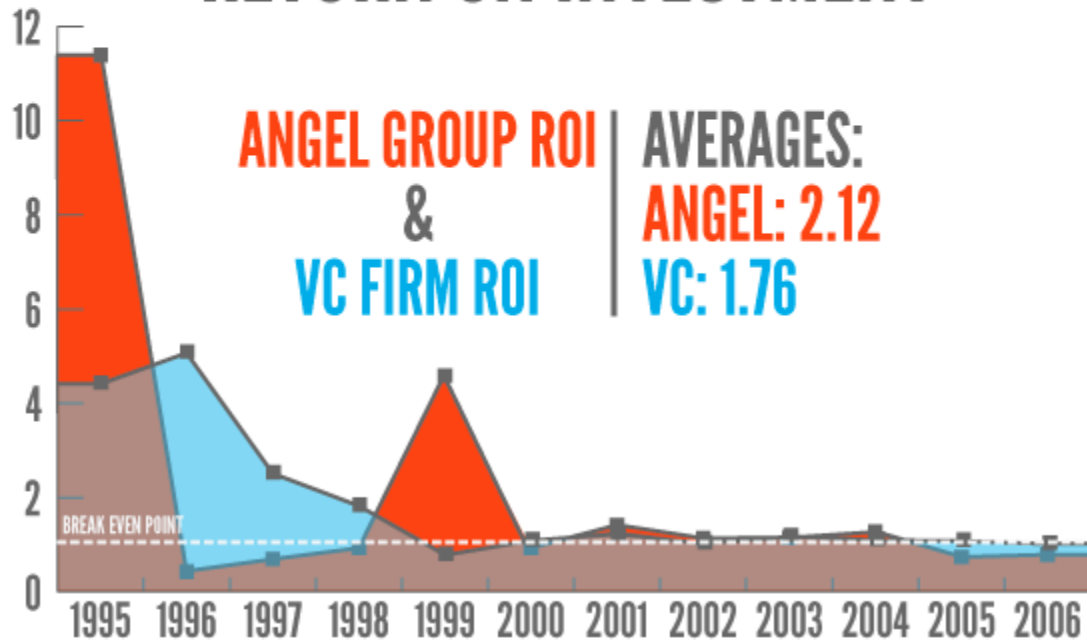
27% HAD 75 EMPLOYEES OR REPAID INVESTMENT

56% STILL ALIVE

4% ACQUIRED

9% HAD 75 EMPLOYEES

A COMPARISON OF RETURN ON INVESTMENT

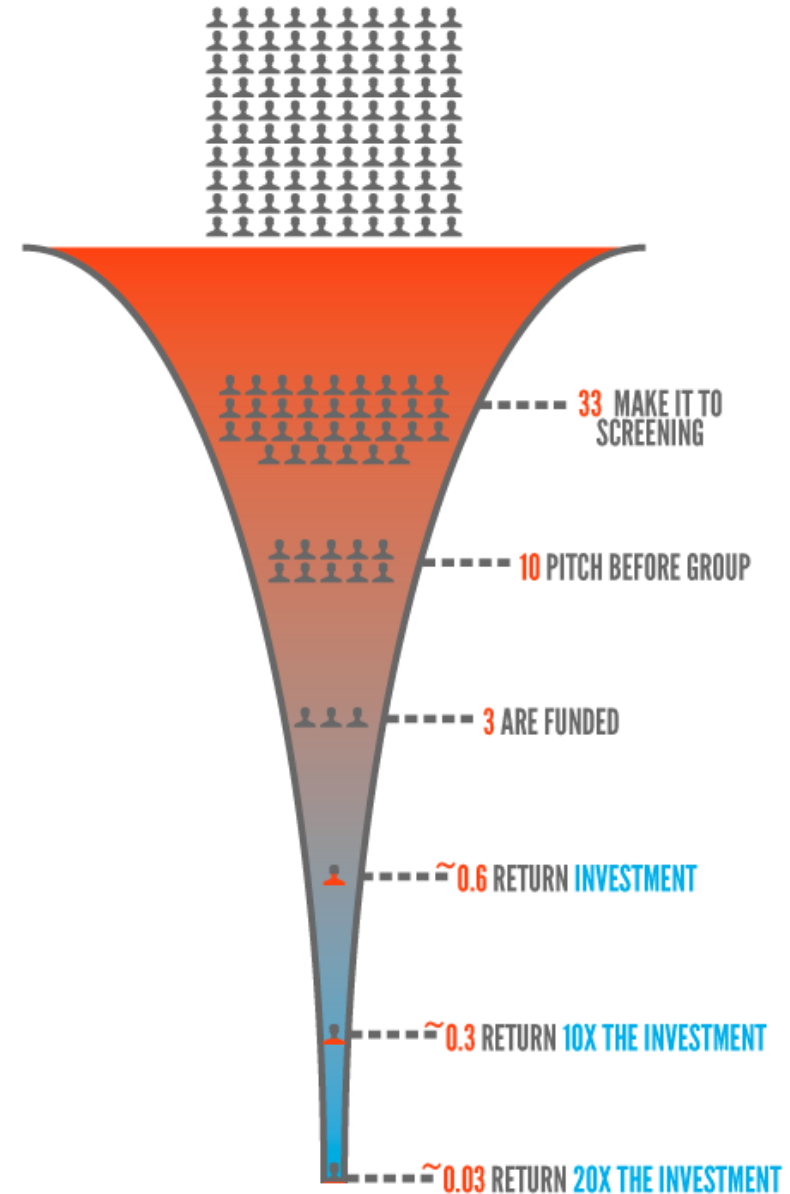


ON AVERAGE, A MILLION DOLLARS INVESTED CAN BE EXPECTED TO RETURN:

\$1,760,000 FOR VCS

\$2,120,000 FOR ANGELS

OF A HUNDRED ENTREPRENEURS THAT APPLY FOR ANGEL FUNDING:





MOTIVE VS MOTIVATION



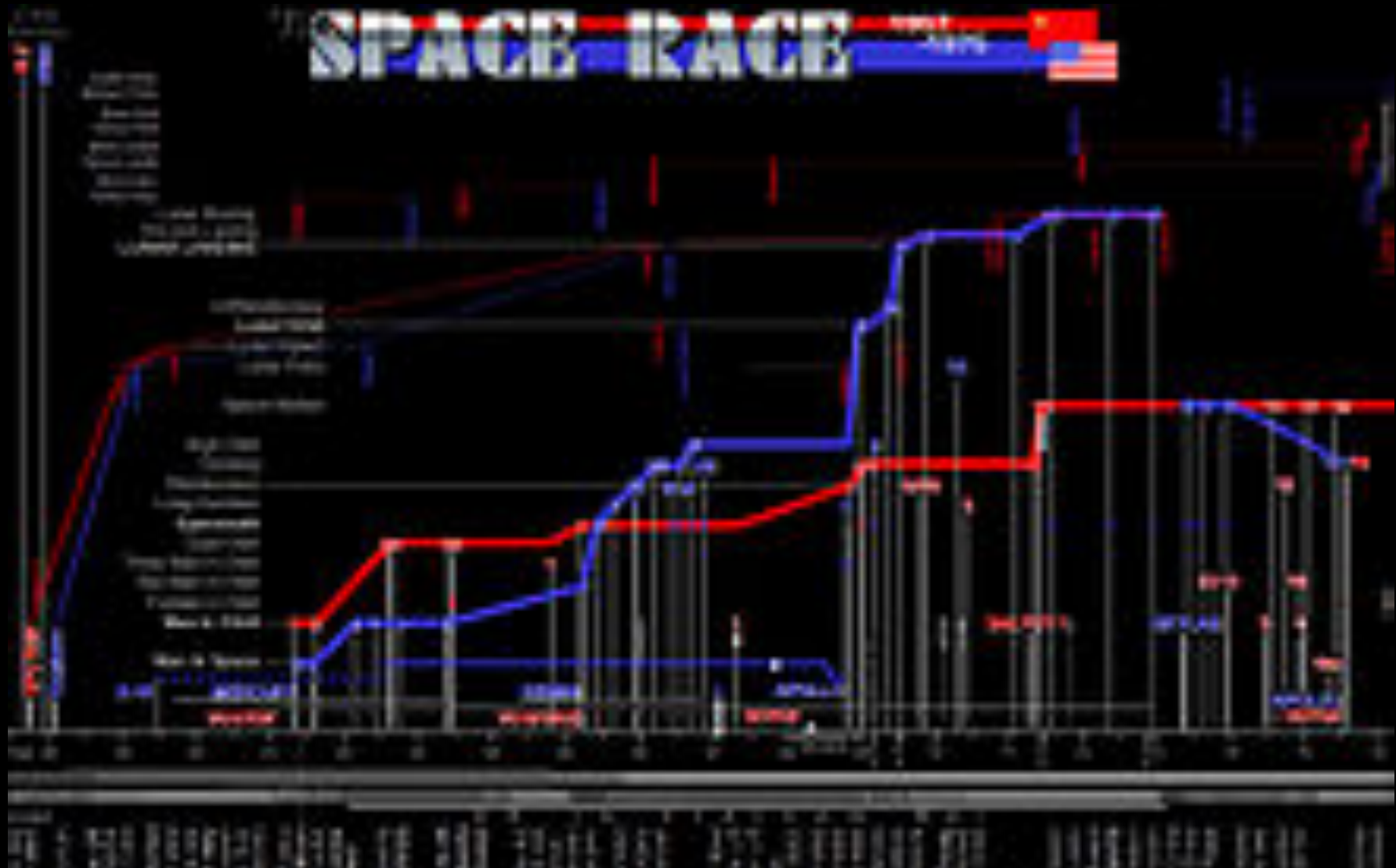
ENDURANCE



PARTNERS VS OTHERS



TRUST AND COMMUNICATION



FOLLOWERS AND COPYCATS

CAUTION

**THIS SIGN HAS
SHARP EDGES**

DO NOT TOUCH THE EDGES OF THIS SIGN

PRODUCT AND SUCCESS

**CHOOSE A
GOOD
WAVE!!!**



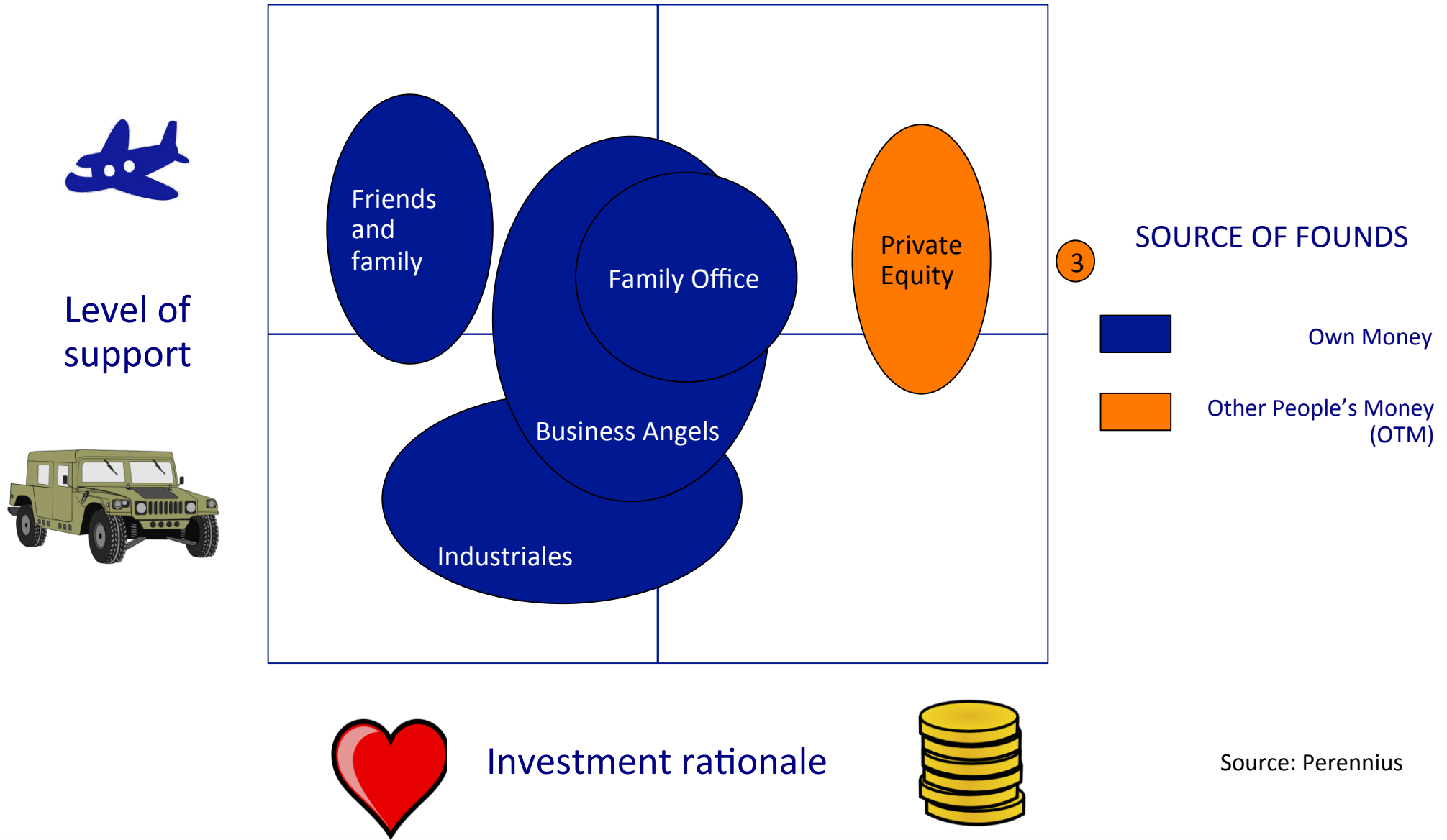


ONE YOU CAN LEARN TO LOVE



**SUSTAINABLE
MODELS
VS
FAIRY TALES**

HOW A FORMER CONSULTANT CLASSIFIES INVESTORS





DEAL FLOW SOURCES

DEAL FLOW SOURCES

Business Angel Networks



#StartSpain

DEAL FLOW SOURCES

Universities



INSEAD



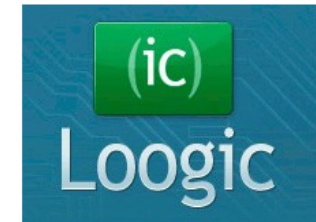
ESADE



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Luis Rivera Gurrea-Nozaleda

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David Lifson

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Jimmy Wales

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Julian Green updated their mini-resume.

CoFounder Houzz - #1 home design iPad app. Former StubHub, eBay, IronPlanet, Fatbrain. Channel.

Dustin Dolginow commented on AngelSquare.



AngelSquare

Virtual investing platform using Angel.co users and companies.

Really clever. Love the way you imagine investing post the passage of the Act.

Dharmesh Shah and Fred Destin followed DYPOL, Inc..



DYPOL, Inc.

We make good things happen at checkout!

Dustin Dolginow was introduced to Grove.



Grove

GUST (Formerly known as ANGELSOFT)

gust.com

The screenshot shows the ANGELSOFT web application interface. At the top, it says 'ANGELSOFT' and 'Welcome Back, Luis' with links for 'My Account', 'Feedback & Support', and 'Log Out'. There are language options for 'English' and 'Français'. Below this is a navigation bar with 'HOME', 'INSEAD GAIN - GLOBAL ANGEL INV...', and 'OPEN DEALS'. A dropdown menu is open under 'INSEAD GAIN - GLOBAL ANGEL INV...' showing 'Entrepreneur Commons' and 'INSEAD GAIN - Global Angel Investing Network'. Below the navigation bar are buttons for 'DEAL LIST', 'EVENTS', 'MESSAGES', and 'DOCUMENTS'. There is a search bar with 'Enter keyword' and a 'SEARCH' button, along with 'NEW DEAL' and 'PRINT' buttons. On the left side, there are filters for 'Deal Stage' (View All (22), New (0), In Progress (21), Invested (0), Inactive (1), Declined (1)) and 'Shared Deals' (Referred Out (0), Referred In (0), Co-invested In (0), Co-invested Out (0)). At the bottom left, there are 'Deal Labels' including 'Global Deals (1)'. On the right side, there is a list of deals with titles like 'Advisory board', 'Athens @ EntrepreneurCommons Space', 'Burlington VT @ Office Squared', 'C-Innova @ El Salvador', and 'Chicago @ Foley Lardner LLP'.

The banner features the GUST logo and navigation links: 'INDUSTRY STANDARD', 'BLOG & INSIGHTS', and 'HOW GUST WORKS'. The main headline reads 'The Global Platform for Startup Funding' and 'Over 1,000 startups funded last year'. A prominent blue button says 'Get Started'. Below this, there are two columns: 'For Investors' with a globe icon and currency symbols (\$ and €), and 'For Entrepreneurs' with a seedling icon. Both columns include a brief description and a 'Learn more' link.

For Investors
Get powerful deal flow on a private, secure platform.
[Learn more](#)


For Entrepreneurs
Build your startup profile and share with investors to get funding.
[Learn more](#)

#StartSpain



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General Information [edit](#)

Website [okuriventures.com](#)
Blog [blog.okuriventure...](#)
Twitter [@okuriventures](#)
Phone 34912940475
Email info@okuri.es
Employees 
Description Building companies

Funds [edit](#)

Offices [edit](#)

Headquarters
C/Marques de Urquijo 2
Planta 5
Madrid, 28008, ESP

Okuri Ventures [edit](#)

Professional services firm focused on aiding and investing on startups. Okuri Ventures contributes to the development of businesses through:

Advisory, helping entrepreneurs and young companies with their strategic plan and implementation, usually through interim management and sweat equity.

Education, contributing to the potential of startups. We offer exclusive programs and aid materials through our collaboration with business schools in Spain.

Incubator, combining a consulting and educational package tailored for each startup with flexible infrastructure and support services at a very competitive price.

Milestones [edit](#)

Videos

Above:
Animoto Tetuan Valley Startup School Fall 2009
Added: 12/24/09

Sources



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Last Edited 10/25/10

Revision History

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eu.techcrunch.com

[Cinco Dias \(Spanish financial newspaper\)](#)
cincodias.com

CrunchBase API

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Loogic



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encuentra lo que buscas al mejor precio

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Pixable

Por [admin](#) el 5 August 2009



Pixable beta

print your facebook content!

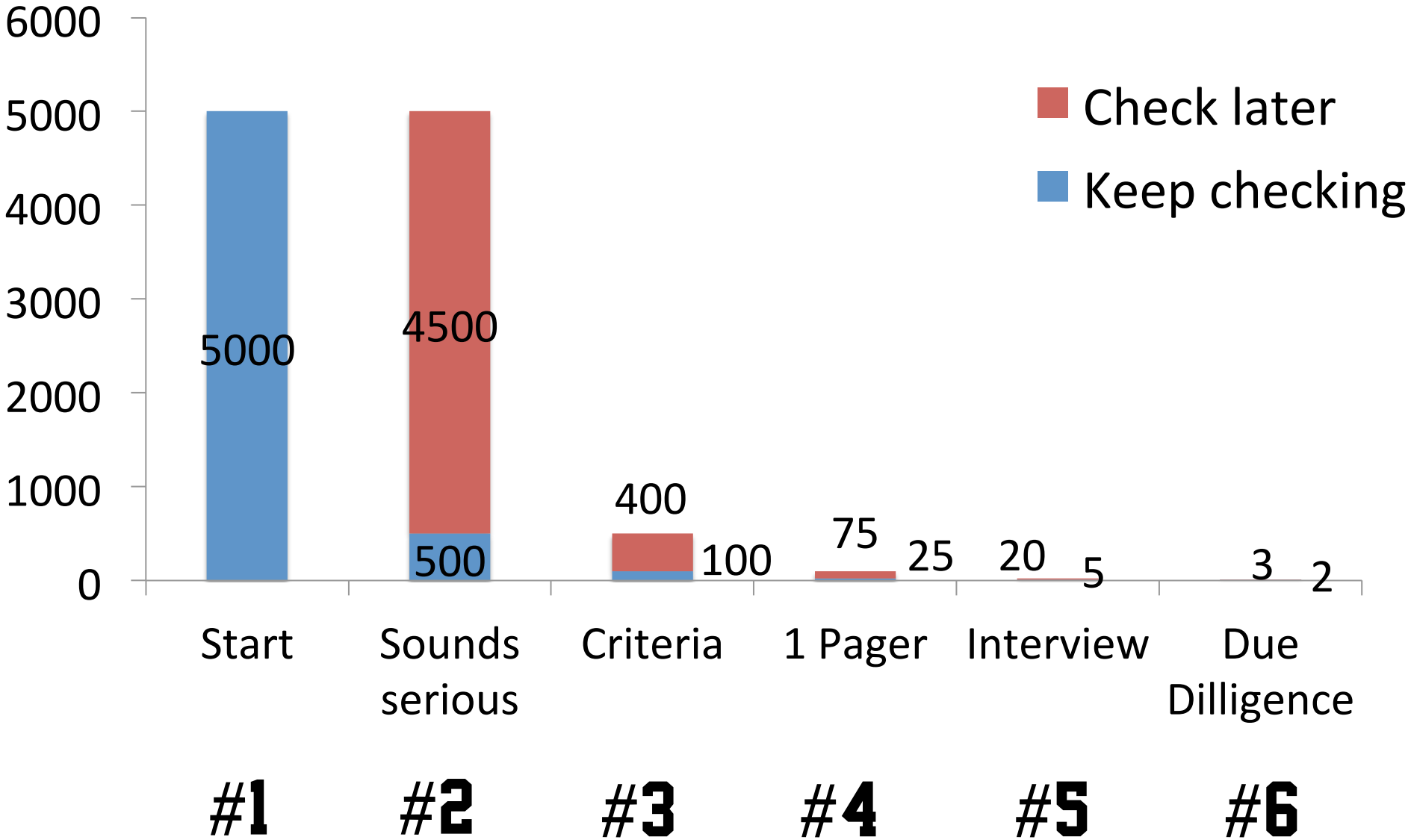
Pixable es una aplicación que permite seleccionar fotografías disponibles para el usuario en redes y aplicaciones sociales como Facebook, Flickr y Picasa, diseñar un álbum de fotos en papel y enviarlo a imprimir. En la web podemos ver los distintos precios por tipo de álbum



Feed RSS

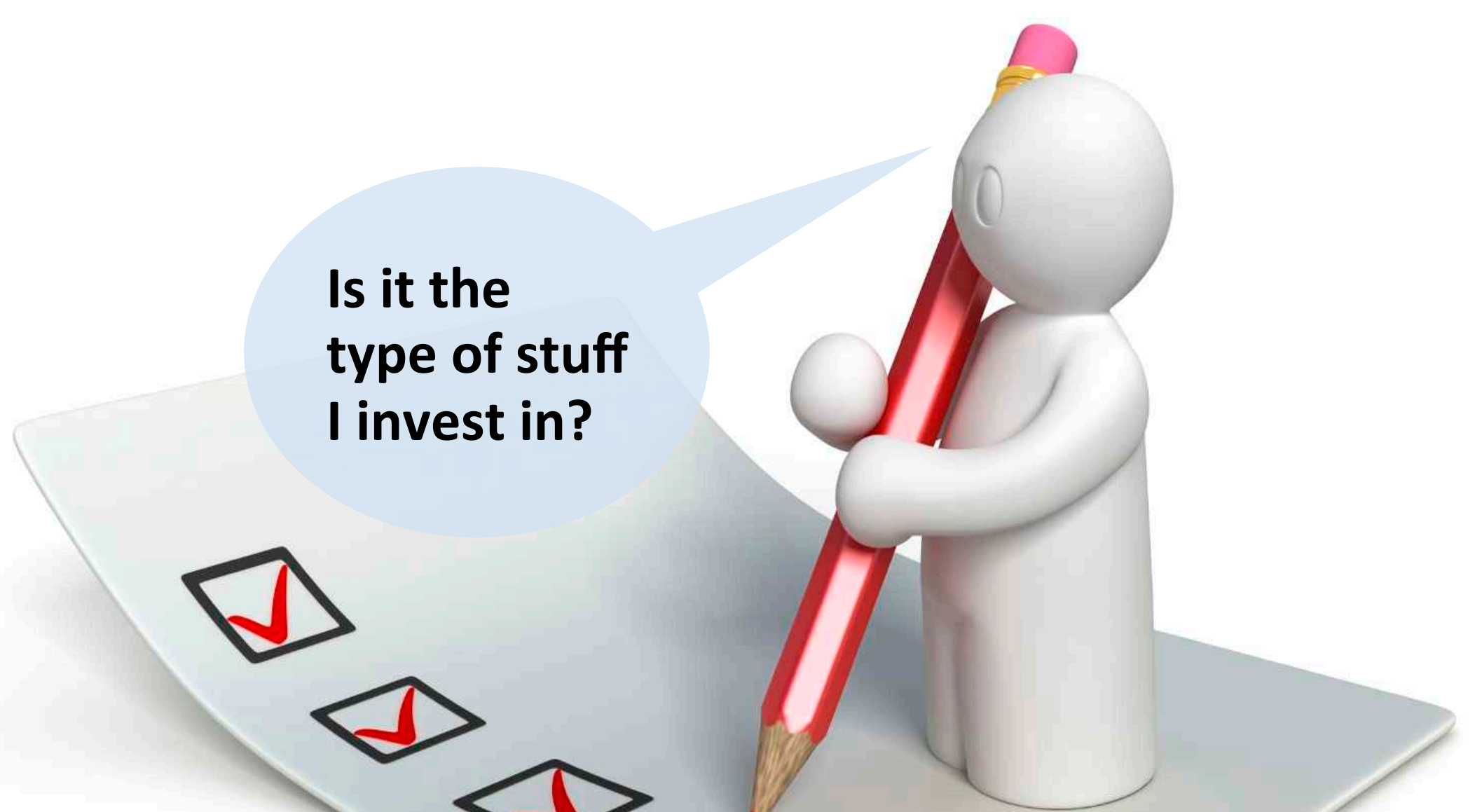
Recibe nuevos contenidos de Loogic Base

HOW DO INVESTORS MANAGE DEALFLOW





1. DOES THIS MAKE YOU LAUGH



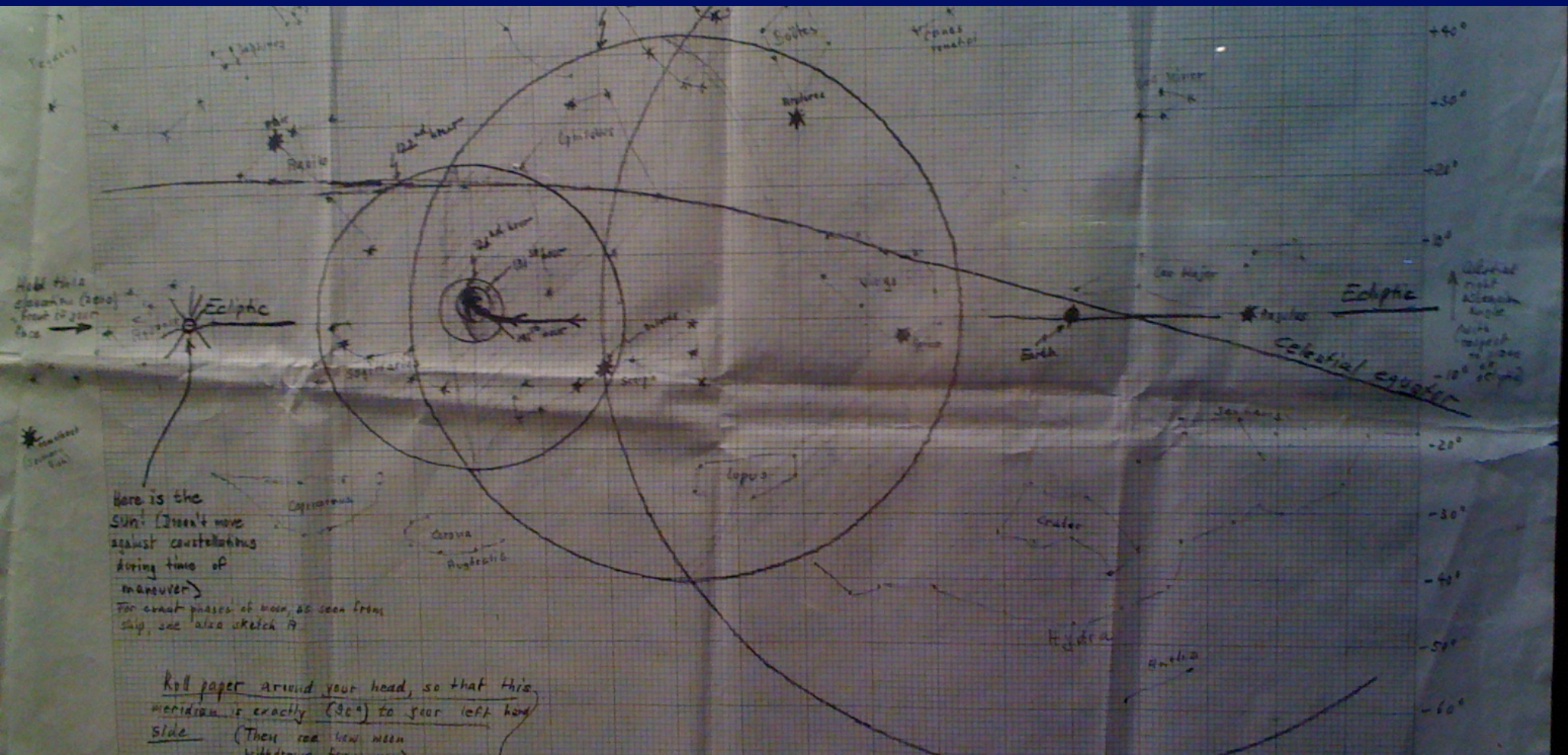
Is it the
type of stuff
I invest in?

2. CRITERIA CHECKLIST

A WORD ABOUT RETURN EXPECTATIONS

	<u>Target yearly return</u>	<u>Holding period (years)</u>	<u>Investment death rate</u>	<u>Entry/exit multiplier</u>
<u>PE</u>	25%+	3-5	<20%	x3,5
<u>VC</u>	25%+	3-5	>60%	x10+
<u>BA</u>	15%+	4-7	>80%	x20+

3.1 PAGER



“Before beginning with any startup you need to find a problem and the way to solve it without screwing anybody in the process”

- Tristan Mace



4. TEAM

5. COMPETITOR ANALYSIS

Feature Index

The Huntsville Times

Where Progress...

Man Enters Space

'So Close,
Yet So Far,'
Sighs Cape

U.S. Had Hoped
For Own Launch



Soviet Officer
Orbits Globe
In 5-Ton Ship
Maximum Height Reached
Reported As 188 Miles

6. DUE DILIGENCE



7. NEGOTIATION





@jmcobian & @luisriverag

www.okuriventures.com

www.tetuanvalley.com

www.startupbootcamp.org

www.startupspain.com