

The Next Decade

For

Angels & Start-ups



INNOVATION =  IDEAS + CHANGE 

@ The Swinburne Centre for
Transformative Innovation



Chairman - Victoria



Trustee/Director

Jordan Green
FAAAI GAICD SMIEEE MBA CPEng (2012) BEng (Electronics)
PostGrad Strategy, Marketing, Innovation, Product Development



Founder/President



Co-Founder/Chairman

Aspirations



- World's best business factory
- World leader in world improvement
- Build on strengths
- Value people and their contributions

Who is an Angel Investor?



An Angel is a person who invests his/her own money and time in an unlisted growth company as a personal decision with the objective of realising a capital return in the foreseeable future.

Financial Capital + Intellectual Capital



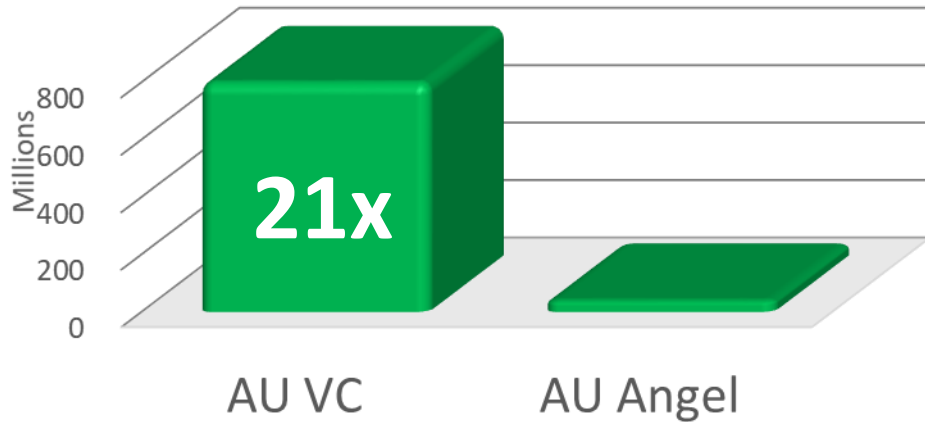
ANGELS ONLY SUCCEED WHEN FOUNDERS SUCCEED

The VC Pipeline Myth

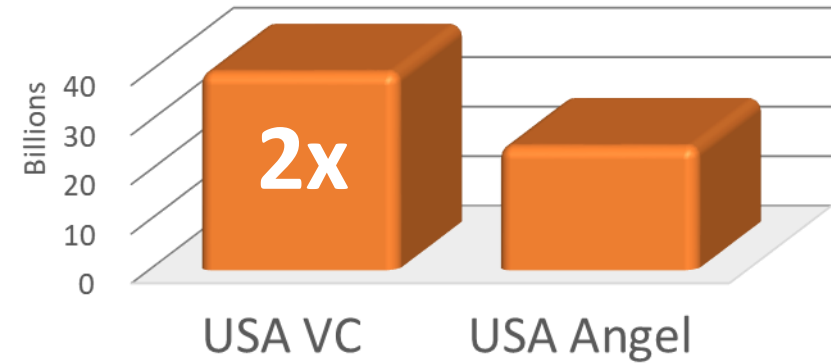


Invested (\$m)

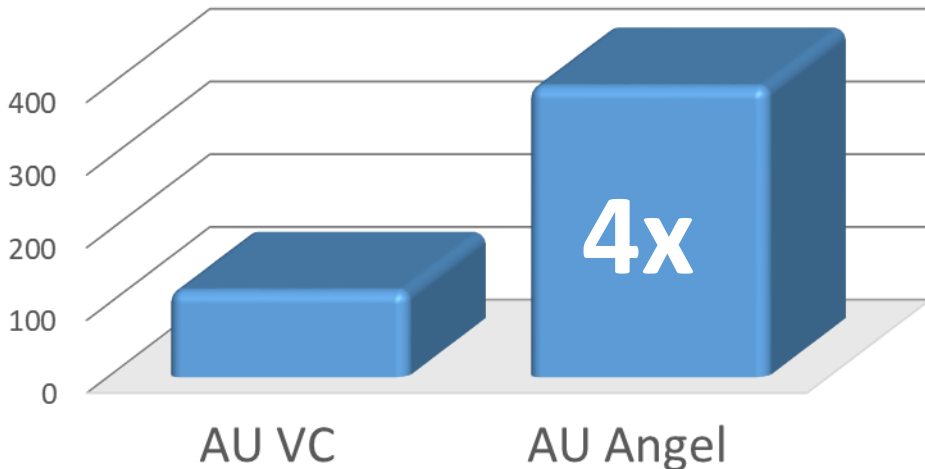
(2018)



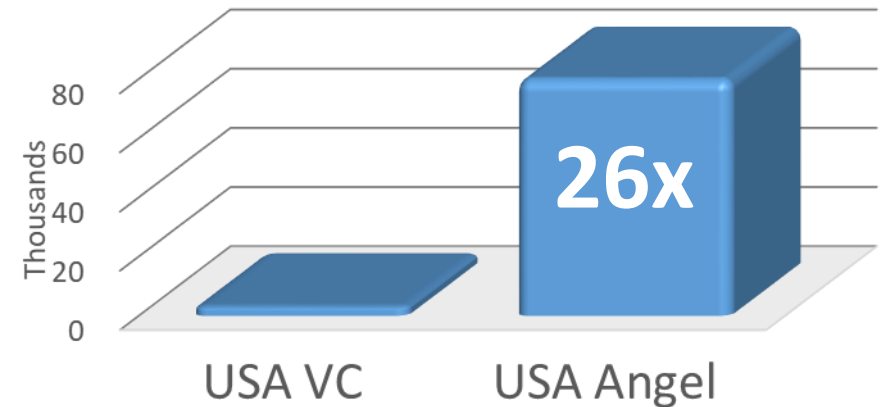
Invested (\$bn)



Companies



Companies

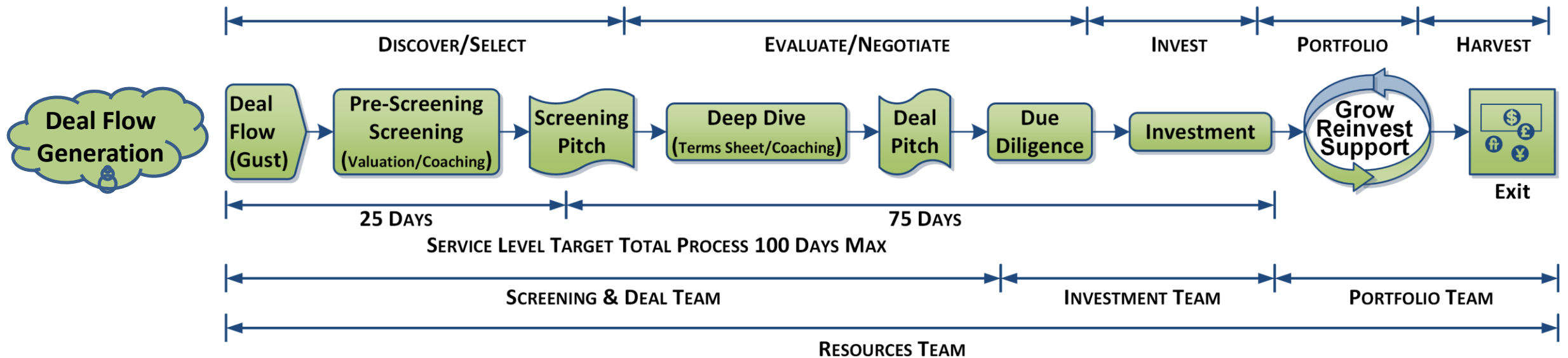




The Work of an Angel Investor



INVESTMENT LIFE CYCLE PROCESS WITH TEAM RESPONSIBILITIES & TIMING



\$500k investment

2010
[7-12]



\$25-50k
each



2020
[25-50]



\$10-20k
each

2030
[50-100]



\$5-10k
each



Challenges

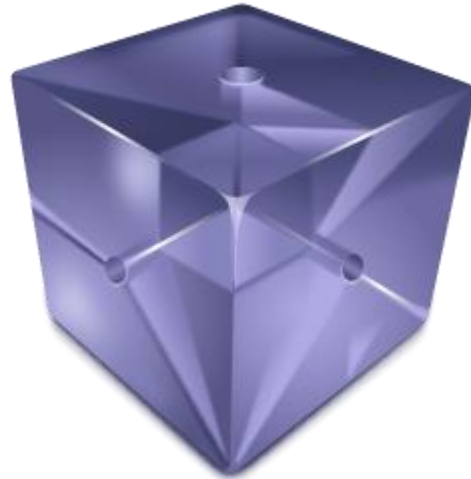
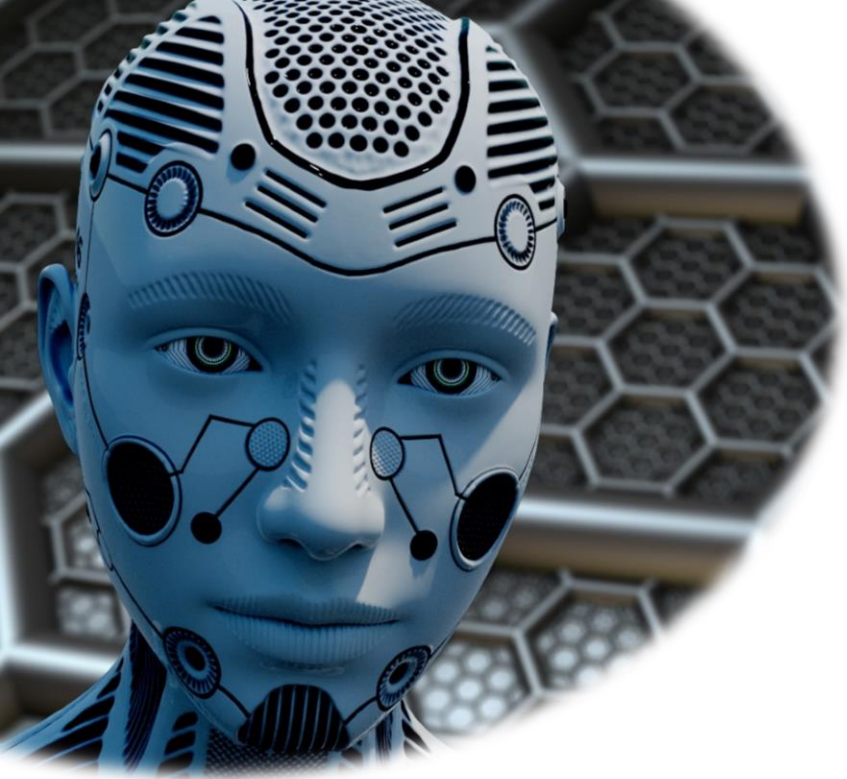


- More people than jobs - people faster than jobs
- Live & work longer
- Wages don't pay living costs
- Climate change demands investment and painful change
- Privacy gone, or digital business models broken
- Education does not lead to a job
- Venture capital isn't helping

Challenges

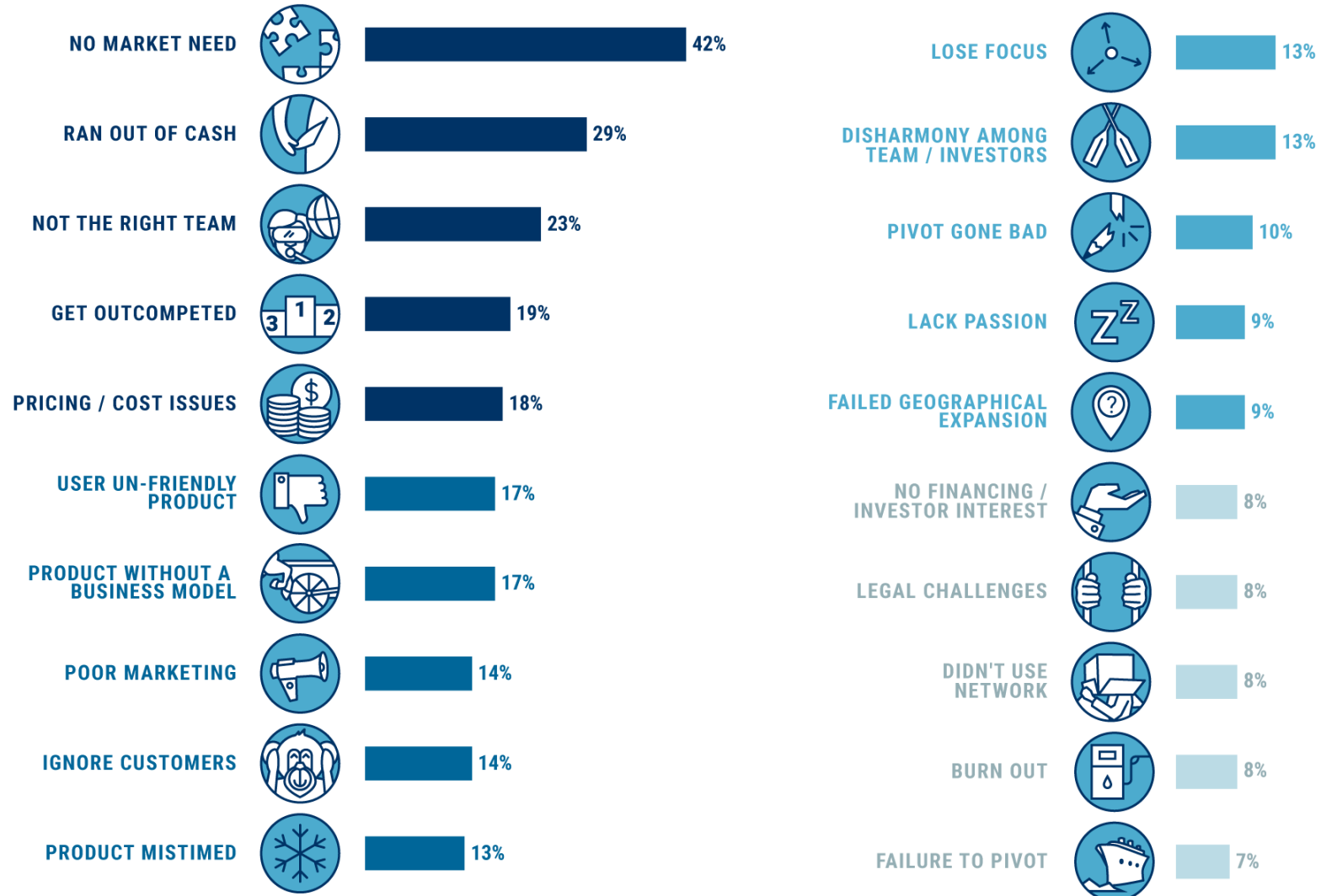


- Arrogance before experience
- Failure of political leadership
- Economic uncertainty
- Shifting global power
- Australia lacks core competency
- Political & corporate leadership don't know & don't want startup economy



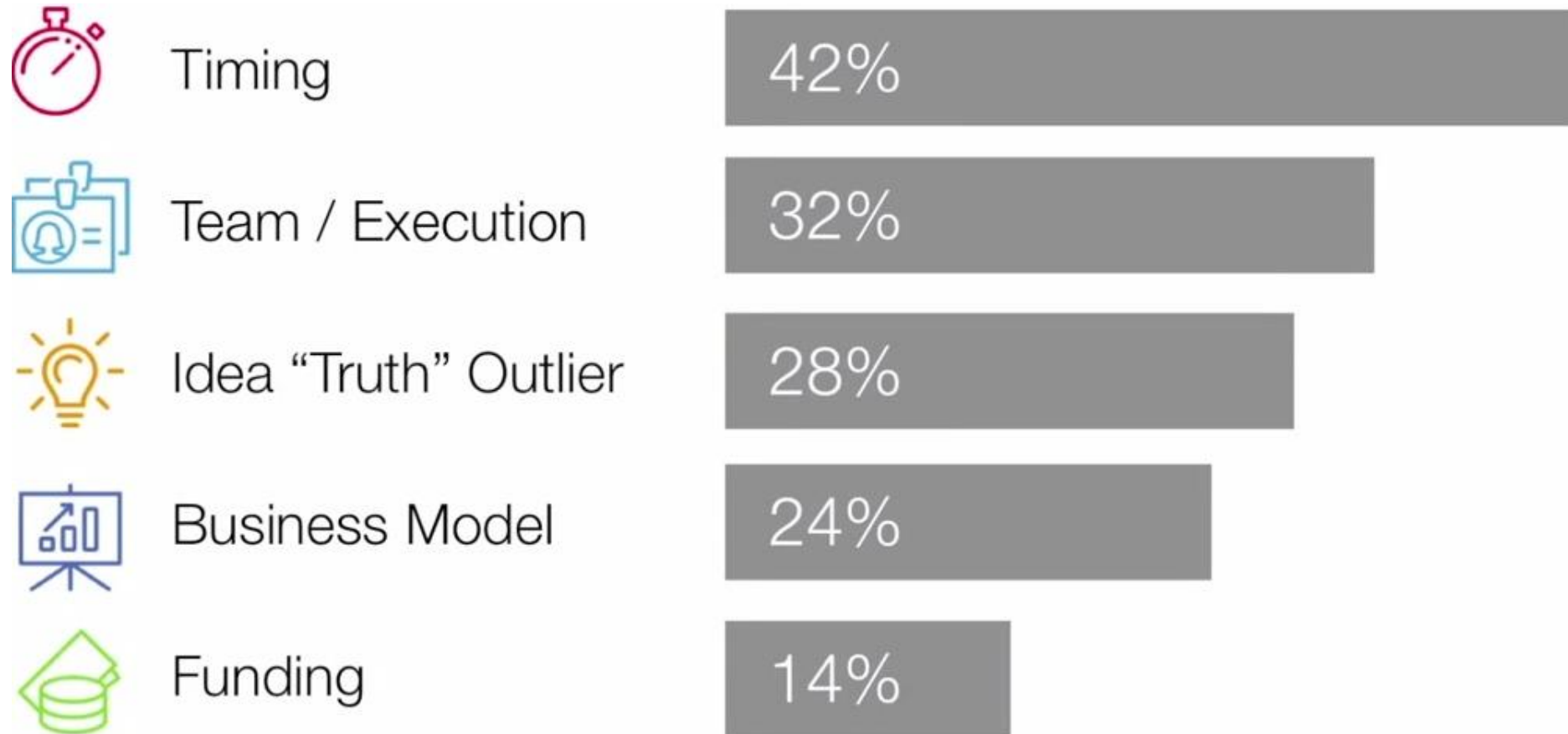
Top 20 Reasons Start-ups Fail

[CBInsights Feb 2018]



Top 5 Reasons Start-ups Succeed

[Bill Gross March 2017]



buildtech watertech securetech
healthtech deeptech kitchentech
fintech arttech
medtech constructech enttech
softtech proptech VRtech edtech
agtech mobiletech insuretech foodtech
dronetech sleepotech
pharmatech sewertech cybertech researchtech
defencetech biotech aerotech rivertech
spacetech marinetechn salestech
hometech



WHAT'S NEXT?



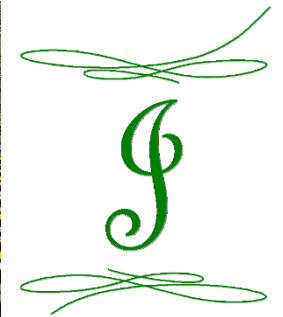
Australian Inventions Change the World



- Digital music
- Refrigerator
- Bionic Ear
- WiFi
- Electronic Pacemaker
- Black box flight recorder
- Polymer bank notes
- Electric Drill
- Ultrasound scanner
- Permaculture
- Plastic spectacle lenses



- Permanent crease clothing
- Inflatable aircraft escape slide/raft
- Gardasil & Cervarix cancer vaccines
- Hills Hoist
- Wine cask
- Boomerang
- Google Maps
- Medical application of penicillin
- Winged keel
- Racecam
- Eel traps





INNOVATION =  IDEAS + CHANGE 

@ **The Swinburne Centre for
Transformative Innovation**

THANK YOU
Good luck in all that you do

