

British Business Angels Association

2nd Annual Awards Dinner 12th June 2006

Great Eastern Hotel, Liverpool Street, London, EC2M 7QN

The BBAA is organising its second sponsored awards event at the prestigious Great Eastern Hotel in the City of London on 12th June 2006. This will be an opportunity to nominate investors, practitioners and businesses that have made a significant contribution to the development of the angel investment market and SME growth in the past year and with a view to raising awareness about the importance of angel investing.

Please find below details of each award and the sponsors and the criteria for making nominations which will be used as the basis for evaluation by our panel of judges.

Best Angel funded deal with Young Management

Sponsor: Crimson Publishing

This award is open to innovative early stage businesses who can demonstrate a strong young management team who are driven by their vision and will to succeed. The business should be able to demonstrate success by trading figures or achieving customers or specific impact on their market or sector. The investment needs to have included angel finance as one of the main components.

- *Has a strong young management team, drawing on sector/business experience or other relevant qualities (age range 18-30)...*
- *Can demonstrate novelty in business strategy, or producing innovative products or services, or new routes to market ...*
- *Can illustrate clear vision and ability for strong growth potential*
- *Can demonstrate how angel finance will impact on their growth or competitiveness as a young company in their market or sector.*

Most Exciting New Entrant to The Market

Sponsor: Angel News

This award is open to organisations including entrepreneurs, business angel groups, intermediaries or professional services, relevant to the small business equity market. The organisation must be able to demonstrate innovation and added value to the equity market in terms of products, services or business model and should have been in operation for at least one year.

- *Has an innovative service, product or approach...*
- *Can illustrate originality either by changing industry accepted practices, or providing innovative products or services, or more effective mechanisms to interface with the SME equity market...*
- *Can illustrate growth potential via market demand and reviews...*
- *Can illustrate positive contributions to the SME investment market...*

All Entries to be e-mailed to Liz@bbaa.org.uk or faxed to 0207 089 2301
by the 23rd May 2006

Most promising investment in a Technology Firm

Sponsor: E-Synergy

This award is open to a Member angel network or angel grouping or Associate Member organisation that has made an investment in a technology based business in any relevant sub-sector. Nominations must demonstrate that they have significantly supported the growth potential and competitiveness of the company. Investments can have been linked to relevant technology funds or other co-investment funds but must include angel investors.

- *Played a role in identifying the investment opportunity of the technology company in relation to the sector/market*
- *Facilitated the preparation of the company including potentially support with investment readiness*
- *Supported the deal structuring or identification of relevant investors and funds*
- *Can demonstrate added value to the entrepreneur or the technology sector*

Best Syndicated Deal

Sponsor: TEChINVEST (Northwest Regional Development Agency)

This award is open to business angel networks or groups who have put together a dynamic syndicate of investors and facilitated the deal in order to achieve a significant level of angel investment in a relevant SME proposition with high growth potential. This can include relevant co-investment funds.

- *Played a significant role in facilitating the development of the syndicate including angel investment and co-investment funds where relevant*
- *Successfully structured the syndicate in relation to both number of investors and deployment of relevant strengths and skills of the investors.*
- *Demonstrate the added value of the syndicate in relation to the amount of finance raised and the needs of the entrepreneur*
- *Demonstrate the benefits of the syndication in relation to the specific sector or impact on the SME equity market place*

Business Angel of the Year

Sponsor: SEEDA

This award is open to individual business angels who are operating as part of a Member business angel network or grouping. They must have invested in a minimum of two businesses in the last year and be able to demonstrate their active involvement in at least one other business.

- *Played an active part in the Business Angel Network or group, attending meetings and events*
- *Made at least two investments during 2005*
- *Made a significant contribution to at least one company in which they have invested which may be shown to have impacted on the business....*
- *If the investor has invested as part of a syndicate must have acted as lead investor or taken an active role ...*

Most Creative Deal Structure of the year

Sponsor: Advantage Business Angels

This award is open to both Members and Associates who can demonstrate their role in structuring an innovative or creative approach to a deal to achieve long term growth and potential for further financing rounds or successful exit. This could focus on the way the deal is structured in relation to specific parties or in the creative use of different financial components eg angel finance and VC funds or including proof of concept, grants, loans, etc. All entries must include Angel finance as one of the components.

- *Have played an active role in structuring the deal*
- *Can demonstrate an innovative or creative approach based on either the financial components, different actors or the deal itself eg share options etc..*
- *Can show how this is innovative or adds value to other deal approaches or structures*
- *Can demonstrate how this will offer benefit to the investors or entrepreneur in achieving long-term growth or successful exit*

All applicants must be nominated by, or be, Full Members or Associates of BBAA. Please complete this form and provide up to 2 pages of supporting evidence as to why the nominee deserves to win the award. Please ensure your entry form and supporting documents and testimonials have been submitted no later than Monday 22nd May 2006.

Entries are strictly confidential.

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by the 23rd May 2006