The MENA Business Angel Network, Seed Funds and Early Stage Market Players
Mission Statement

To support the Innovation momentum in the MENA region a new pan Arab initiative is created; **Middle East Business Angel Network (MBAN)** modelled on the European Business Angel Network (EBAN) with the purpose of bringing together all stakeholders in the start-up ecosystem, including limited partners; venture capital, seed, and angel investors; incubators; legal, accounting, and support functions; as well as the most important, **The Entrepreneurs**
The Goals of the MBAN

1. Promote contact between entrepreneurs and investors across the region.
2. Promote an entrepreneurial culture in the region that encourages risk-taking, acceptance of failure, and celebrates business success.
3. Train, advocate and support potential business Angels and provide a platform for cooperation.
4. Remove bureaucratic and legal obstacles to entrepreneurship and angel investment.
5. Promote investments in SMEs as means to support positive economic and social impact across MENA.
MBAN Focus

MBAN will be focusing on improving the deal-flow and increasing the number of start-ups that are viable to get follow-up funding. In addition we will facilitate approaching potential business angels to invest in these companies. Having a bigger deal-flow of viable startups in an organized way will stimulate a healthy investment environment and attracts business angels.
MBAN shall take the lead in the following actions:

Create awareness on Angel investing and the advantages of business angel networks and promote role models and success stories through:

- Conferences (speaker, organization of events).
- Production and circulation of papers and studies (advocacy), including Startup Investors “Manifesto”
Support the creation and the management of new BAN in the MENA countries (awareness, technical assistance, training, etc.)

- Inception mission (identify the leaders, supporters, raise awareness of the ecosystem).
- Assistance in start-up the BAN (share statutes of association, advises).
- Launch meeting (in presence of the core BAN members, public authorities and institutions, actors of the ecosystem).
- Assistance in organizing the first pitching session.
- Conducting and setup of Angel Academies (based on EBAN model).
Advocate a favorable framework for private early stage financing in MENA countries.

- Production of papers (inventory of regulations in MENA countries)
- Individual meetings with national authorities.

Facilitate initiating the first MENA inclusive fund (MENA), Innovation fund, through the participation of MBAN members, leading local regional and international institution and EBAN members,

The total fund size target will be 150 million Dollars.
The Opportunity

Invest in ventures that poised to exploit large opportunities at the tipping point before they go mainstream.

Build a portfolio of early stage (Beta Stage) and growth startups founded by MENA entrepreneurs.

The accelerating adoption of mobile technology is well-known, but the growing pervasiveness is astounding, when allied to the “Internet of Things”, a new mobile revolution is underway.

These ventures on the tipping point are creating next-gen products & services for mobile devices, real-world sensors, and mobile cloud infrastructure.
Market Opportunities

- Internet penetration growing by 26% per year
- Arabic language fastest growing online
- Social media density highest in MENA (50M Facebook users)
- E-Commerce growth of 300% to 16B USD in 2016
- Highest Smartphone penetration worldwide in GCC
Market Opportunities

**Number of Active Users by November 2012**

- Morocco: 5.0 M
- Tunisia: 3.3 M
- Palestine: 2.5 M
- Lebanon: 1.6 M
- Iraq: 2.4 M
- Bahrain: 0.6 M
- Kuwait: 0.5 M
- Oman: 0.6 M
- Syria: 9.7 M
- Libya: 9.3 M
- Saudi Arabia: 5.0 M
- Algeria: 4.9 M
- Egypt: 11.0 M
- Jordan: 2.3 M
- UAE: 3.3 M

**Smartphone Penetration**

- Egypt: 30%
- Saudi Arabia: 50%
- UAE: 50%
- USA: 75%

Base: Total population
How to do it?

- MBAN facilitate the creation of MENA inclusive Fund - *(MENA)* Innovation fund.
- “Seed Fund” to be registered in Luxembourg and Bahrain, and managed by a leading global general Financial Partner.
- The limited partners will be the “MENA Business Angel Network” members, providing mentorship and support to the start-ups, and local, regional and international institution.
- Members will be offered the opportunity of co-investment in the start-ups. Such decision will be made by the Angel member directly in a discretionary basis.
Our Advantage

Partners / Founders are successful operators and product-focused founders who work well with young companies.

More equity per dollar from startups than a purely financial investor by adding value and investing early.

Typically first venture money into our portfolio companies, allowing us to act more boldly on our vision and focus.

Deeper knowledge of MENA Market trends, key players in MENA, and well established in Bahrain, the economic hub globally.

Deeper and earlier engagement than a typical incubator or accelerator, creating more value for startups.

Access to MENA Startups, Accelerators, Incubators and key stake holders in the entrepreneurship eco-system.
MBAN Will Lead & Facilitate

- Selection process of startups
- Mentorship
- Due diligence and legal process
- Financial reporting
- Market access
- Scaling up
- Technology transfer
- Soft landing opportunities
MBAN & Corporate HUB

CH9 will be the Catalyst for MBAN infrastructure & will incubate MBAN through the Hubs that will be incorporated in MENA

Facilitate availability of funding to nascent entrepreneurs and startups

Establish a unique environment to foster collaboration and peer development

Provide best-in-class infrastructure for entrepreneurial development

Provide a cost-effective solutions to entrepreneurs and startups

Access to MENA Startups, Accelerators, Incubators and provide a platform for venturing into the local market

Ease the regulatory framework for SME’s within the MENA region
Model

D1 - Access to grants/finance
C1 - Collaborate with micro-SME finance, financial institutions, private equity and HNWIs

T1 - Identify entities

F1 - Access to professional services
M1 - Infrastructure
F2 - Access to mentors/advisors
M2 - Workshops
F3 - Virtual offices and conference room
M3 - Platform for networking
F4 - Paid training
T4 - Assess and probe
T3 - Host programs with entities

D2 - Inhouse venture capital
T2 - Pitch entities within the Hub

C2 - Gain visibility through publishing journals

D3 - Innovation programs
C3 - Communicate and collaborate with government organizations and NGOs

D4 - Dedicated labs
C4 - Collaborations with like-minded organizations
T4 - Assess and probe
Global and Regional Partnerships & Cooperation's that will help in the Deal flow
Thank you