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## **IIM Alumni SG and IAN Collaboration**

### **FAQs for IIM Alumni Singapore who wish to join the IAN Angel Platform:**

1. What is the process for application and becoming an angel investor member of the Indian Angel Network (IAN) through the collaboration with IIM Alumni SG?  
*Ans: The process for application is fairly straight forward. Any prospective member needs to fill the google form for investors as a first step. Post that, the Investor Relations team from IAN reaches out to the prospect to share a more detailed insight into angel investing, significant information on the network and how IAN conducts its processes. The prospect will need to provide IAN with a profile and KYC documents for preparation of signing documents.*
2. What are the fees for becoming a member?  
*Ans: IAN has 2 kinds of membership. An individual membership has a fee of INR 60,000 + applicable taxes which is renewable on a rolling basis and a onetime joining fee of INR 60,000 + applicable taxes. An institutional membership has a fee of INR 300,000+applicable taxes annually and an on-time joining fee of INR 200,000 + applicable taxes.*
3. What is the process for investing in start-ups that are showcased via IAN?  
*Ans: IAN undergoes vigorous multi-tiered screening processes to shortlist the best of the next startups and showcases these through online pitch sessions as a first step. These pitch sessions are conducted every Saturday 10am -12pm IST. The startups that gain traction from here, move to the diligence stages and from there on they are taken forward to the next steps.*
4. How many start-ups typically will be showcased by IAN on a monthly/ quarterly/ annual basis? What is the typical profile of these start-ups by age/ sector/ market etc.?  
*Ans: IAN showcases ~12-15 startups on a monthly basis to its members distributed across 3/4 Saturdays. The teaser of the shortlisted startups is sent prior to the Saturday call for the members' perusal. IAN has a sector agnostic approach and the members get to invest in startups from across various sectors at an early stage level as a healthy portfolio and risk mitigation strategy.*
5. What is a typical deal size? Is there any minimum investment amount per angel investor for a deal?  
*Ans: The typical deal size for startup fundraises at the Angel Network is between INR 75 lakhs and INR 6cr, with the sweet spot being INR 3cr. The minimum cheque size per deal per angel investor is INR 5 lakhs. However, a member is not obligated to invest a minimum amount per year.*
6. What are the regulations that govern such investments? Can Singapore-based angel investors invest in India-based start-ups?  
*Ans: Such investments are governed by the robust laws of India wherein any said startup needs to comply with regular mandatory fillings with different authorities. Singapore based angel investors can invest in India- based startups and IAN already has Singapore based investors as members doing the same.*

7. Can I also sign up to provide mentorship/ advisory support to start-ups?

*Ans: Mentorship/advisory roles are stitched into the investment process for all IAN members. As a member, if there is a particular startup that fits your domain expertise and if you wish to invest in it, you can volunteer to take up a lead investor role in it to mentor the startup.*

8. What are the other benefits, if any, of becoming an IAN member?

*Ans:*

- *As a member, you will get access to exclusive curated deal flow from a robust deal funnel. We receive more than 8000+ deals in a year from which we shortlist a small %age through our vigorous and multi-tiered screening process. Our strong IAN brand drives captive deal flow as well.*
- *Access to best of deals from various industries through IAN's long standing relationships with leading Incubators, Accelerators, VCs, Corporates and Super Angels.*
- *Co-Investing: Opportunity to co-invest with leading VCs, institutional players and angels from across the globe through the IAN platform*
- *Due Diligence: We carry out thorough business, financial and legal due diligence using reputed and impartial third parties on our deals to enable the best and most legitimate companies only to be funded through our members.*
- *Portfolio Services: We believe that the post investment stage is just as important as the pre-investment stage. Keeping this in mind, we provide services which help to review and monitor the performance of your investee companies on a quarterly basis. We also set up half yearly calls with the founders and investors to keep them updated.*
- *Exits and Next Rounds: We facilitate and enable follow-on rounds and exit discussions for our members in the portfolio companies they have invested in. The entire process and paperwork is carried out through our Portfolio team.*
- *Access to a very accomplished peer network: We are close to 500 members from India and globally which provides a very accomplished pedigree of peers for members to learn and interact with. Each individual comes with their expertise in different domains.*
- *Learning sessions/Events/Webinars: We also additionally, carry out webinars, learning sessions on various industry related topics, masterclasses for our network to help them understand the ecosystem better and carry out occasional events for our members to enable more engagement within the network and ecosystem.*