



an, World Business Angels Investment Forum

Final Report 2020 WBAF Global Survey



World Business Angels Investment Forum

Final Report 2020 WBAF GLOBAL SURVEY

Expectations of Startups & Entrepreneurs For The Post-Pandemic World Economy

A Global Survey initiated by the

WBAF Global Startup Committee

May 9th-May 31st, 2020



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Key Survey Highlights



WBAF

WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Responses From: 81 Countries

Top 5 Countries With Highest Responses:

Turkey

India

Singapore

Spain

USA

Top 5 Industries Affected

Consulting & Professional Services: **29.02%**

Information Technology: **13.33%**

Health, Healthcare & Life Sciences: **8.24%**

Food, F&B & Agriculture: **7.06%**

Finance: **7.45%**



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Funding, Demand and Workforce

represent **37.93%** of challenges faced by startups



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Funding Without Additional Cash-Injection

Only 3-6 months: **52.22%** of respondents



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Business Valuation

Decrease: 39.90% of respondents

&

Increase: 21.67% of respondents



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Duration of Pandemic Impact

6 months to 1 year: **46.53%** of respondents



WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Pivoting Business

During This business cycle: 36.14%

Post-Pandemic business cycle: 63.05%



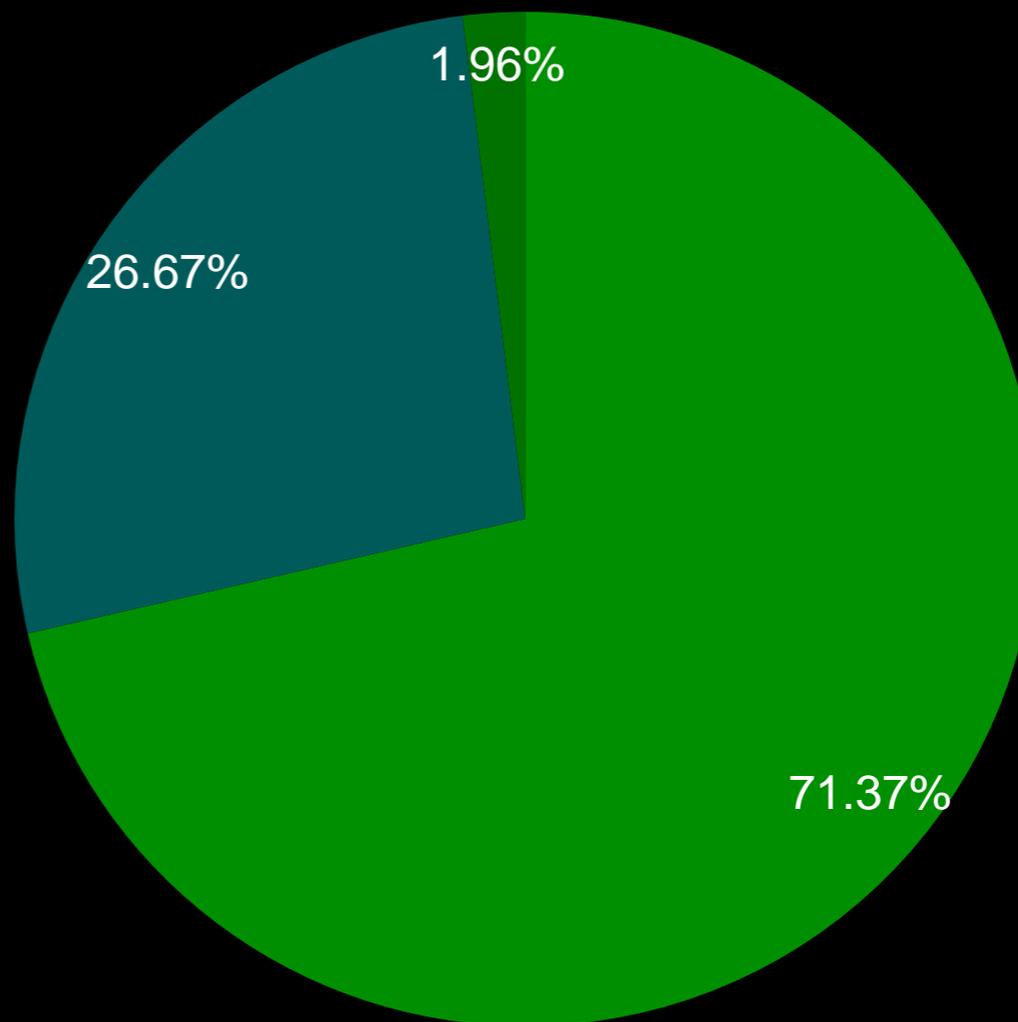
WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Survey Report Details



Respondent Demographics

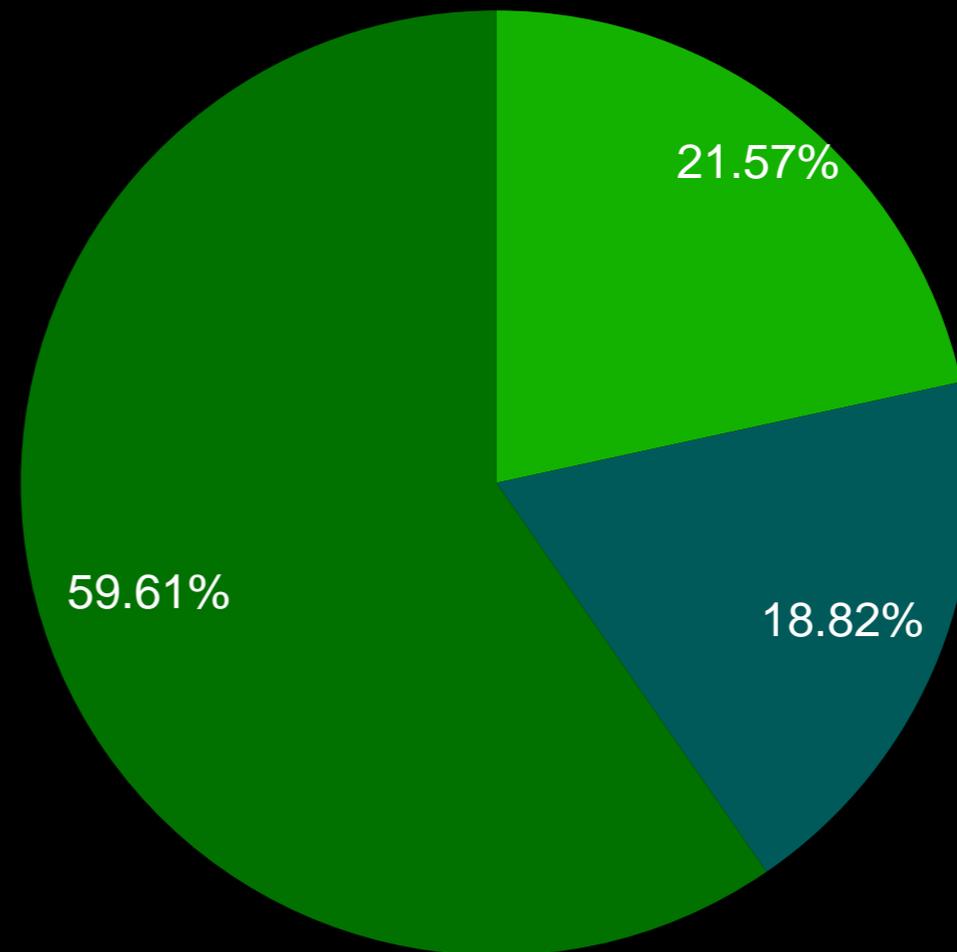
- Male
- Female
- No response





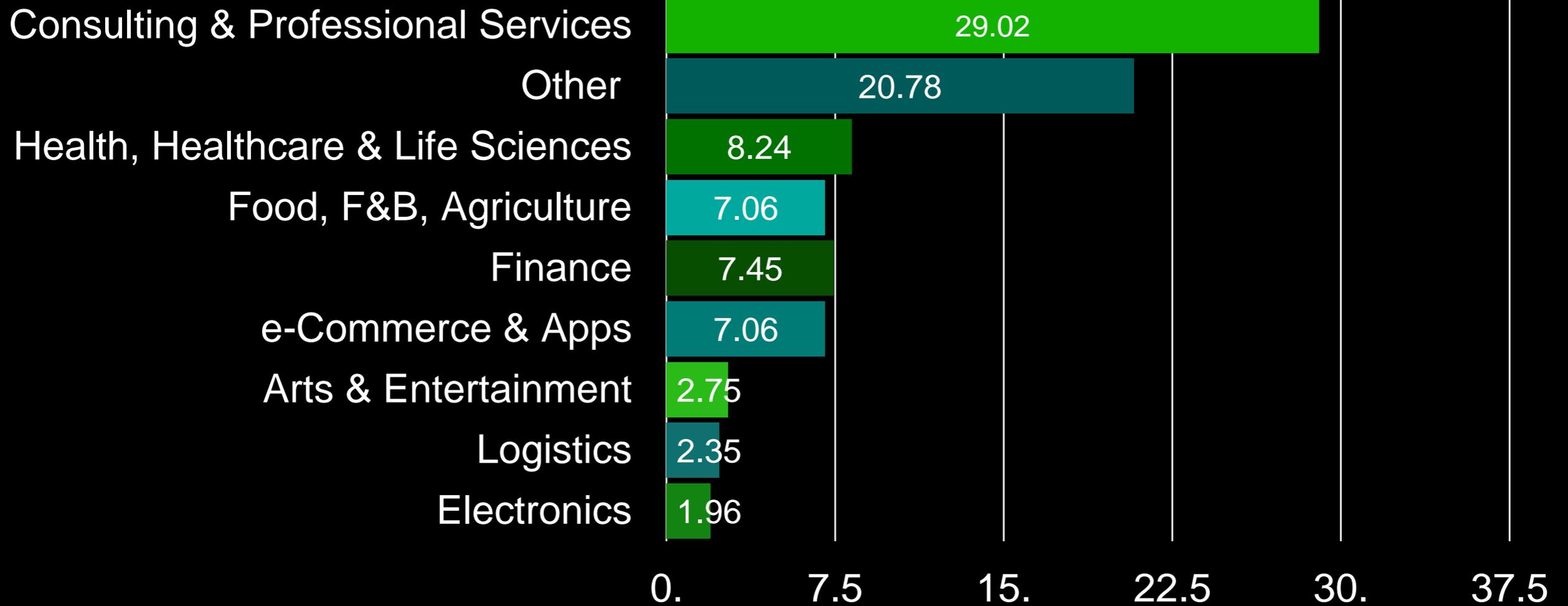
Years in Business

- Less Than 1 Year
- 1-2 Years
- More Than 2 Years



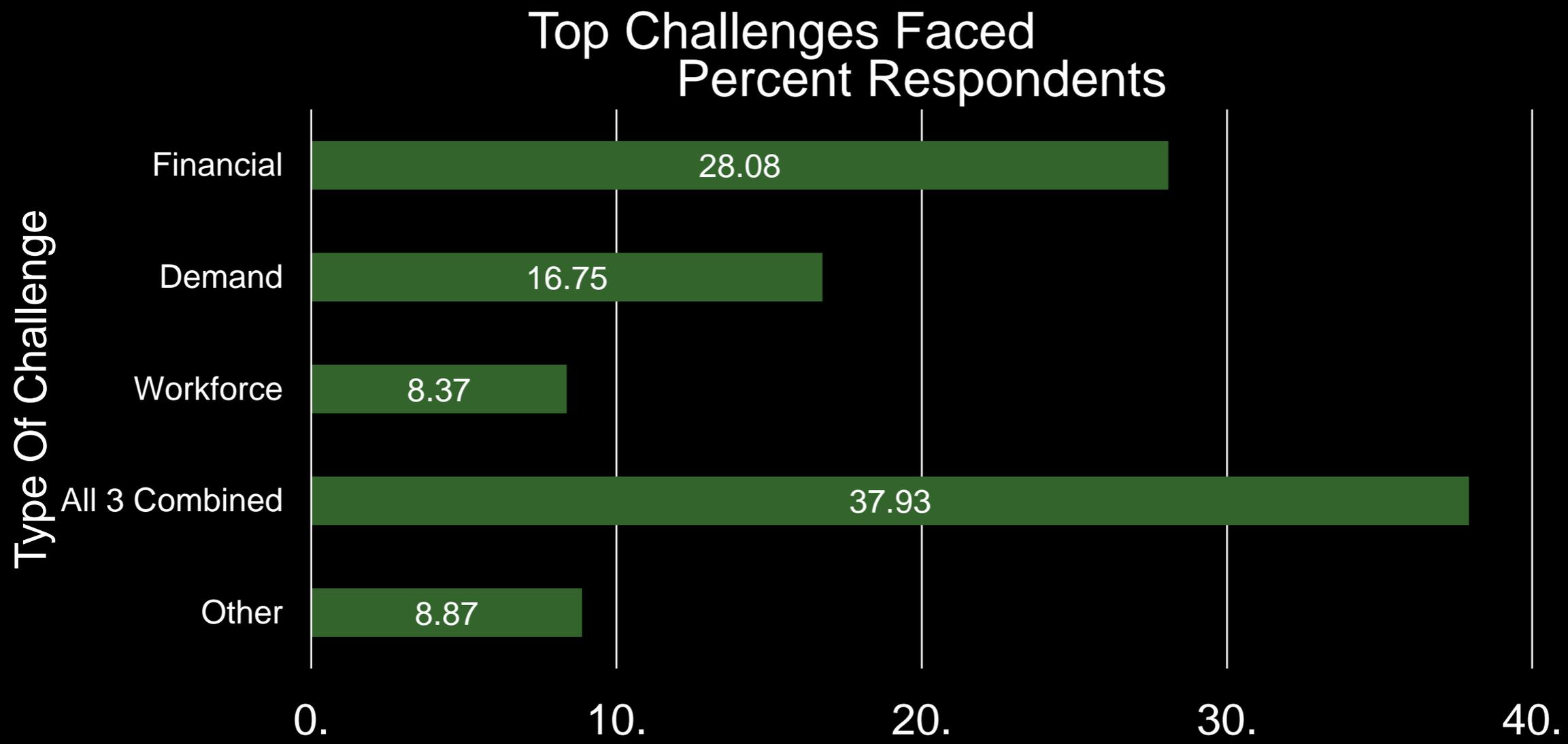
Affected Industries

Percent Responders





What are the top 3 challenges your start-up is facing due to the Pandemic?

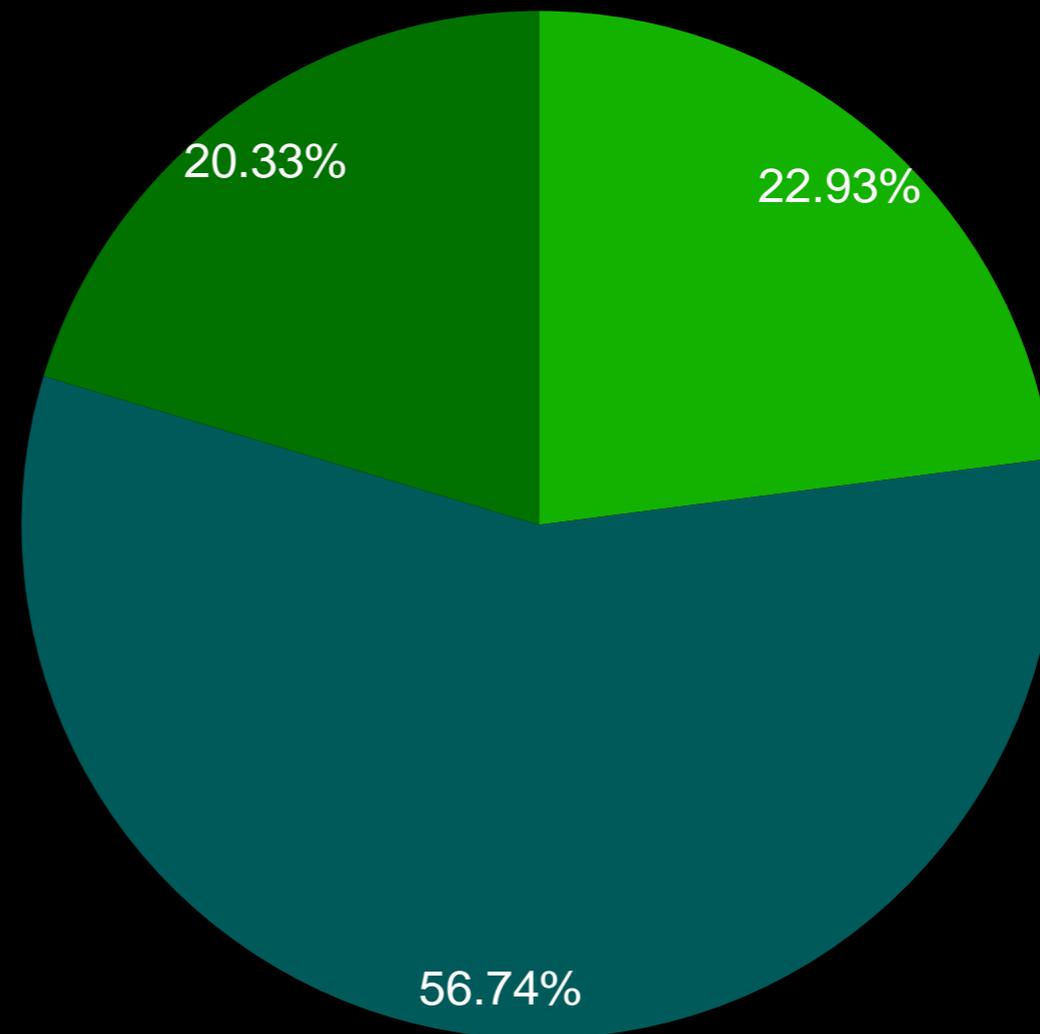




How long can you continue running your start-up without a new cash-injection?

Runway Without New Cash-Injection

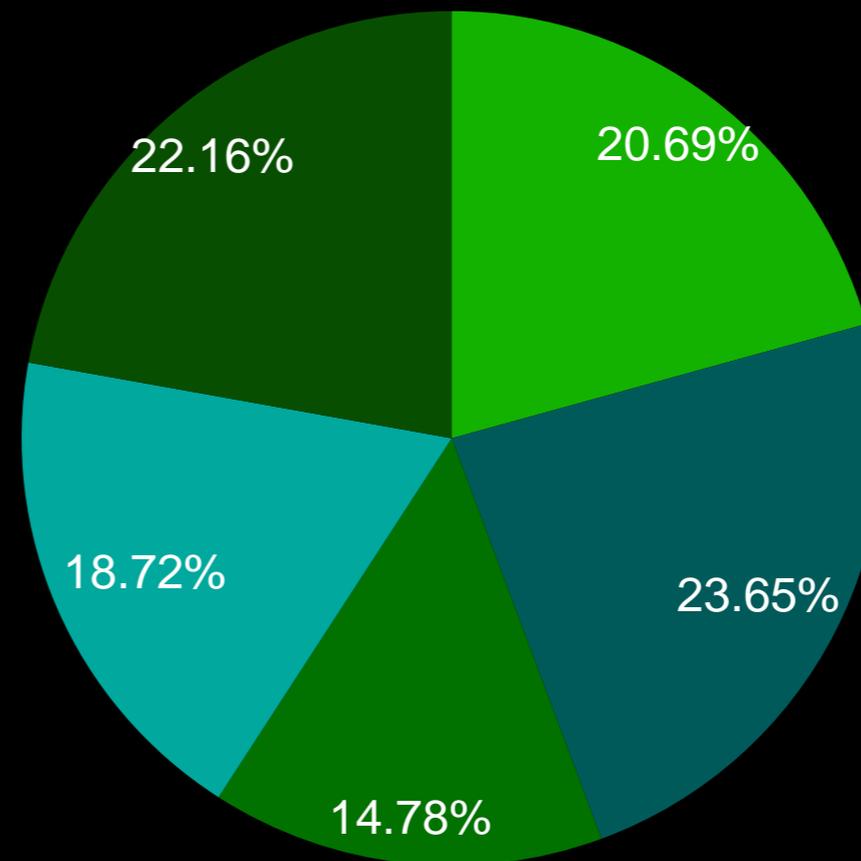
- Less Than 3 Months
- 3-6 Months
- Other



How significantly has the demand for your start-up been affected?

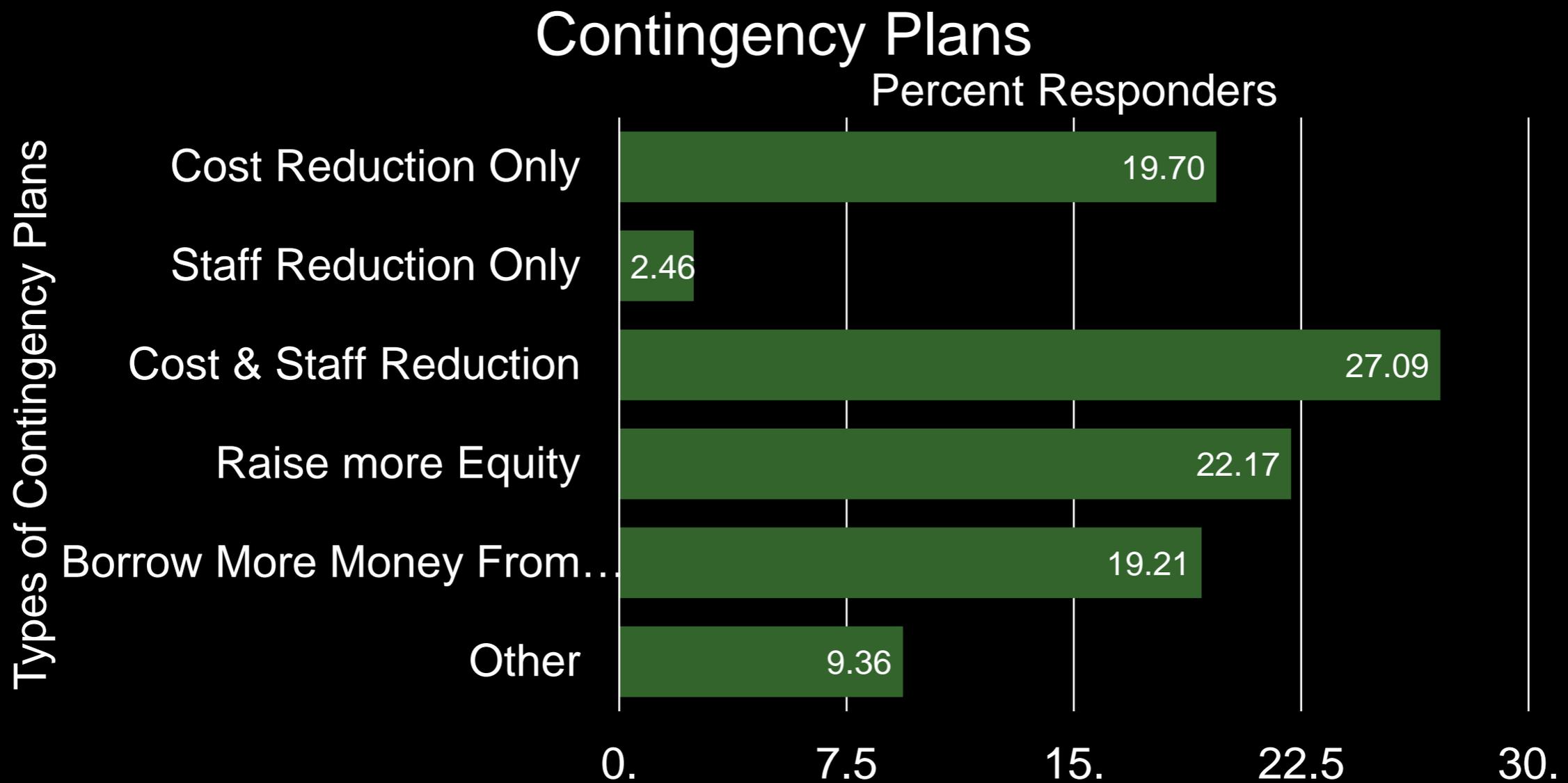
Demand For Startup

- Dropped 30-50%
- Dropped 50-80%
- Dropped >80%
- Increased
- Not able to evaluate





What are your contingency plans for this cycle?

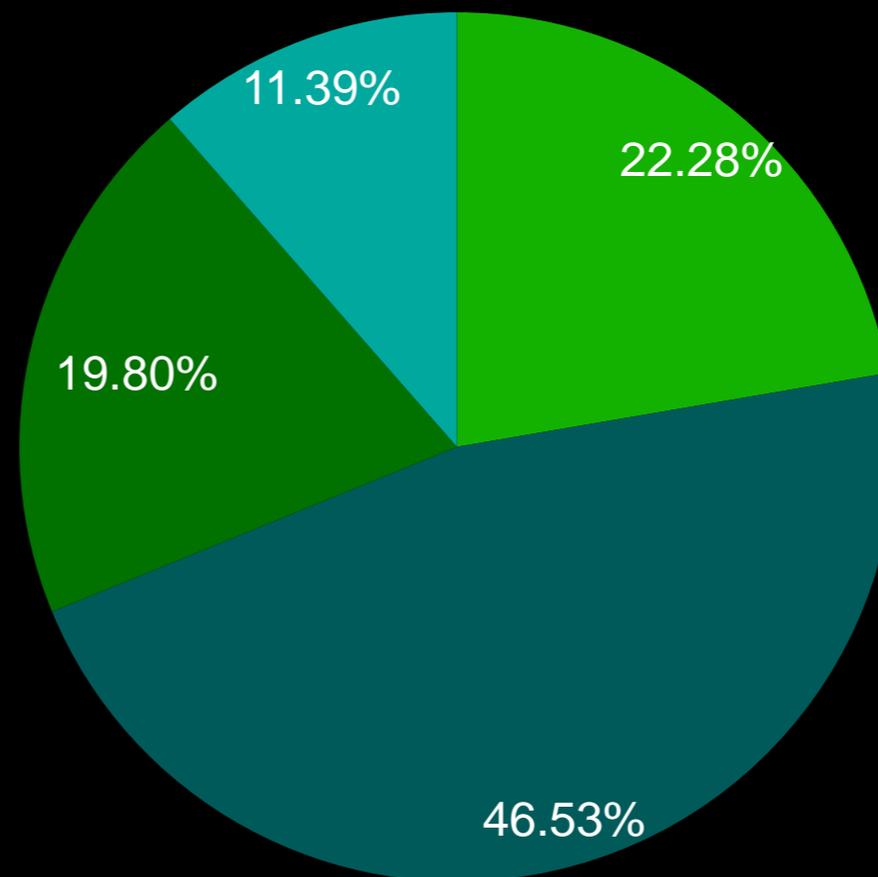




How long do you believe the downturn will last?

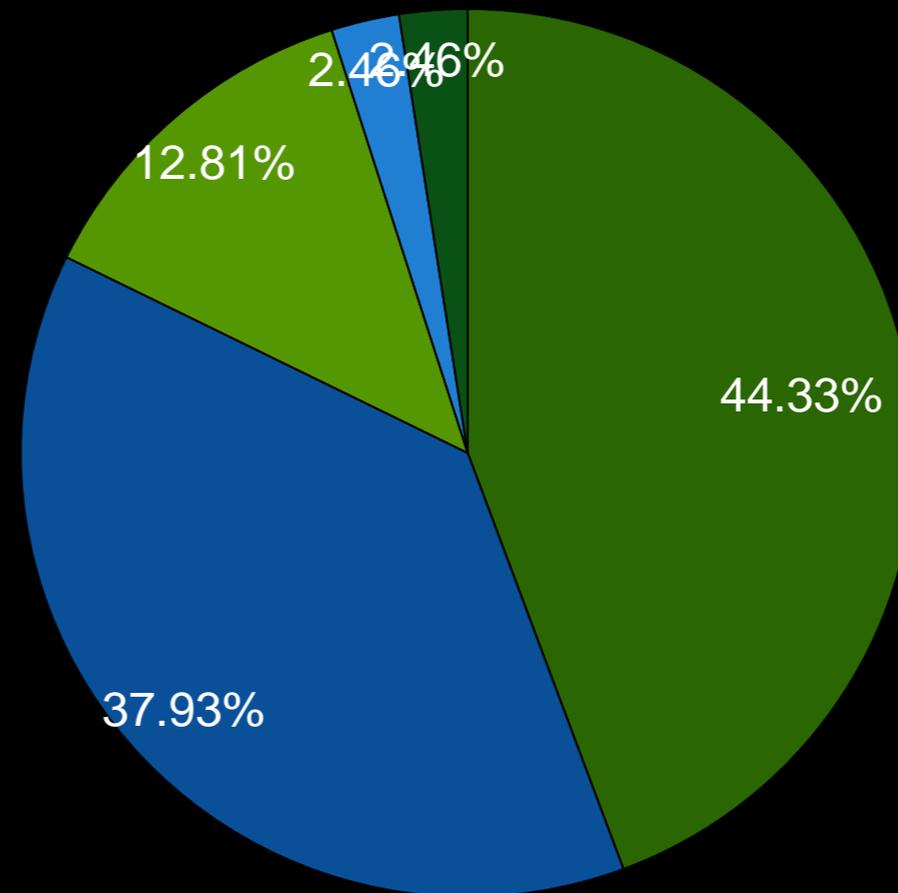
Duration of Economic Downturn

- < 6 Months
- 6 Months-1 Year
- 1-2 years
- >2 years



How important are analytics in facilitating recovery?

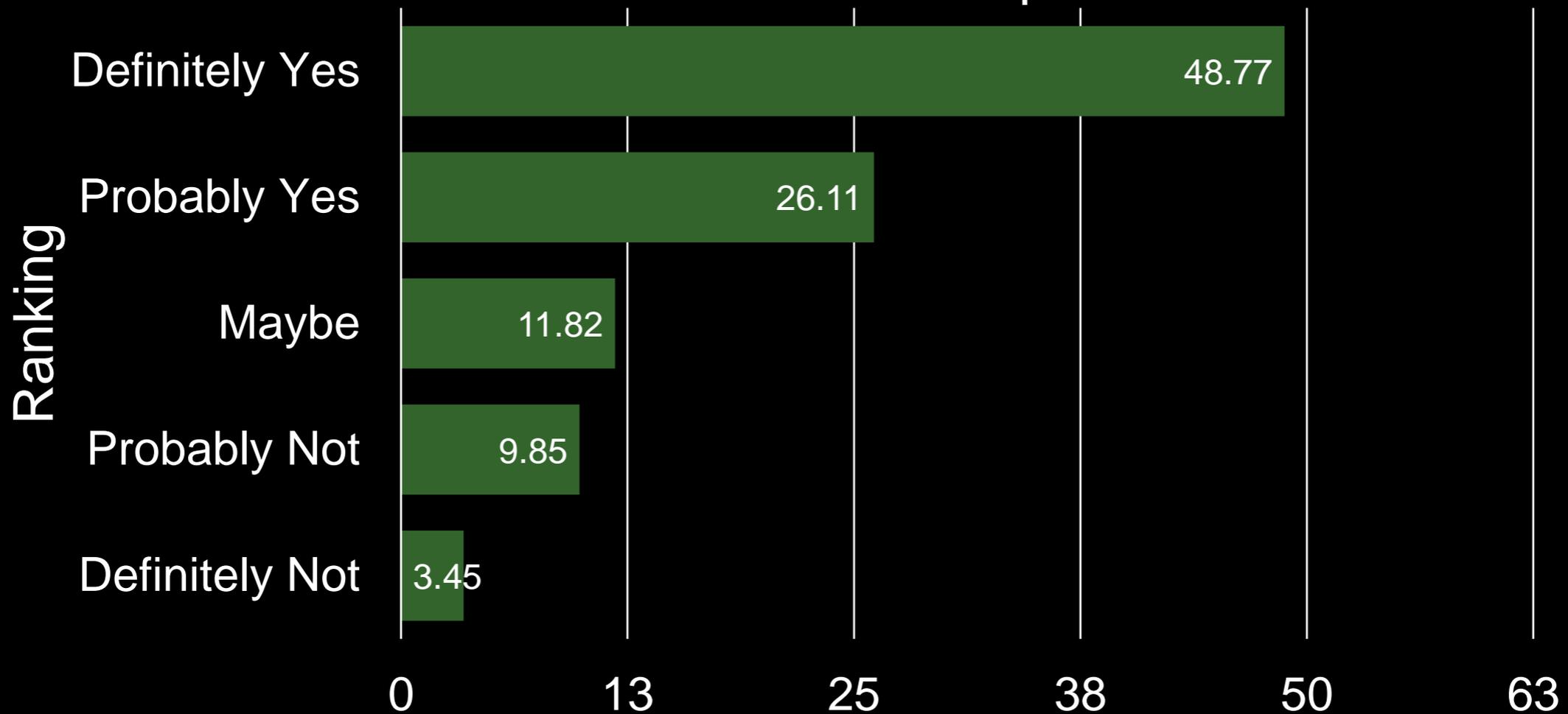
- Extremely
- Very
- Moderate
- Slightly
- Not at all





Do you need assistance in facilitating conversations between policymakers and the start-up community?

Assistance In Facilitating Conversations
Percent Responders

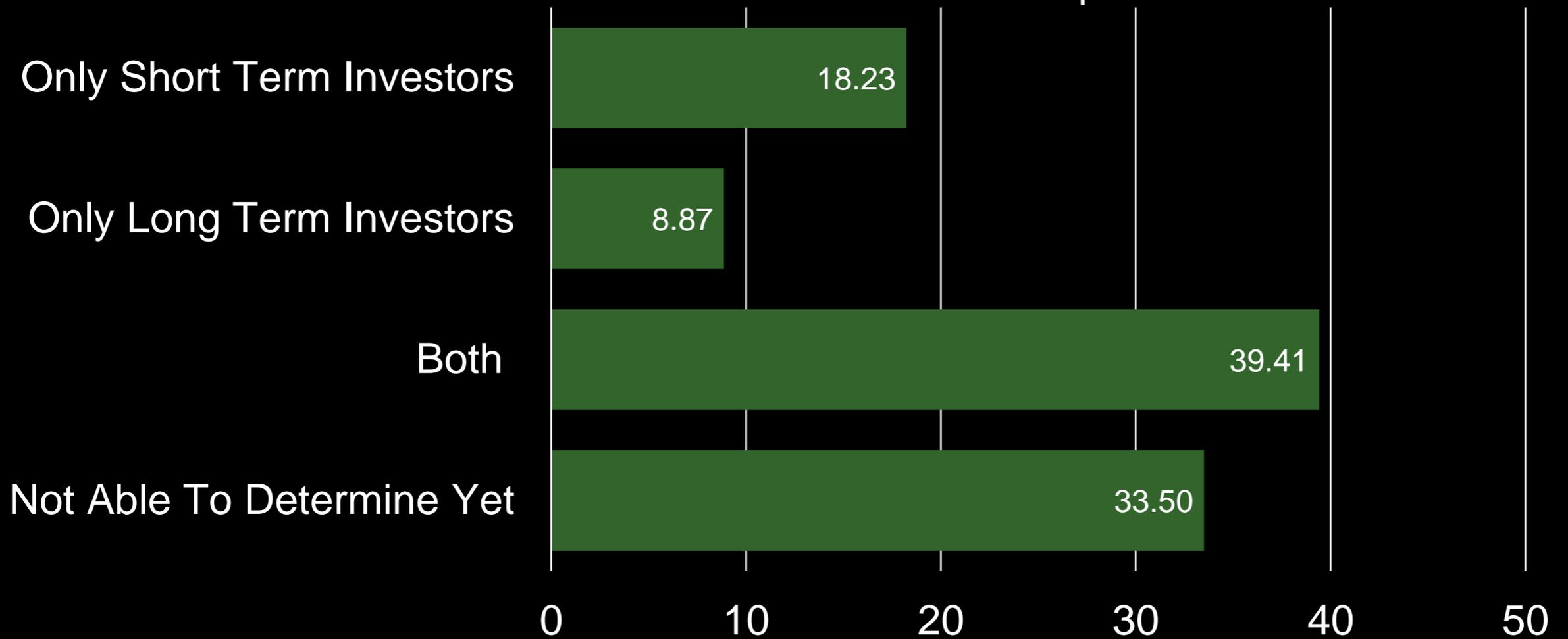




Are you experiencing a downturn in short-term and long-term investors?

Downturn In Investors

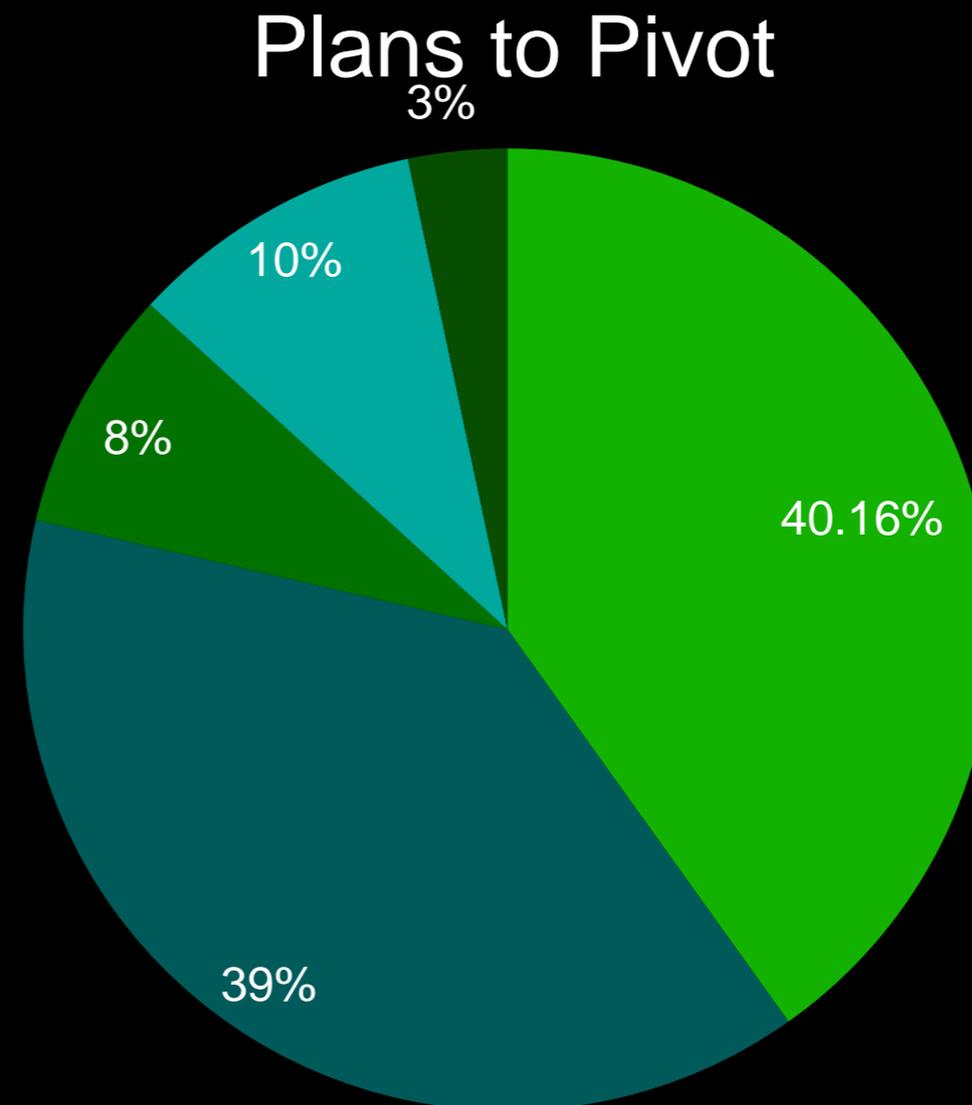
Percent Responders





Do you have plans to pivot during this cycle?

- Definitely Yes
- Probably Yes
- Maybe
- Probably Not
- Definitely Not

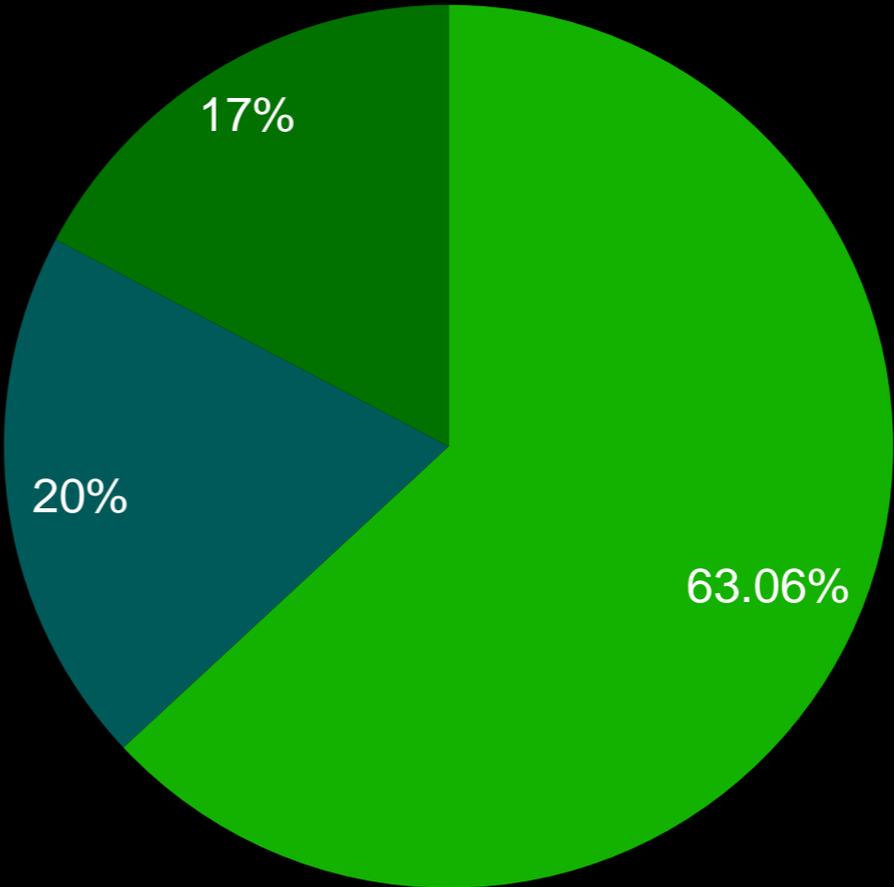




Do you plan to change your business model in order to be more compatible with the post-pandemic economic environment?

Plan To Change Business Model

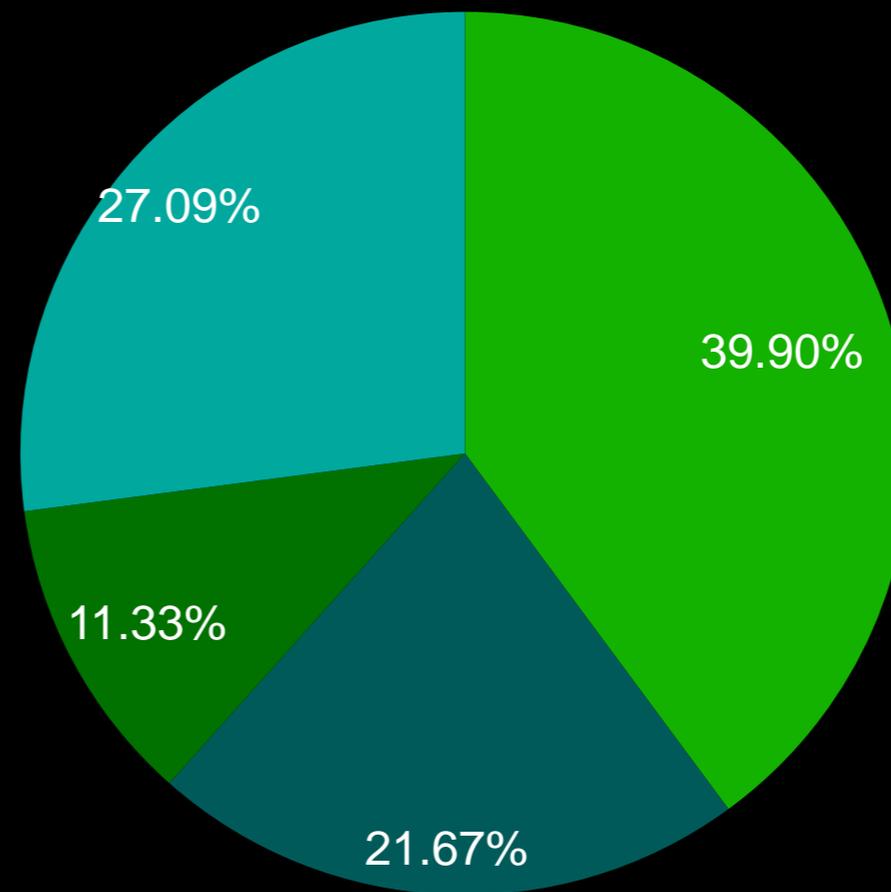
- Yes
- No
- Not Decided Yet



Do you believe the valuation of your start-up venture changed due to the pandemic?

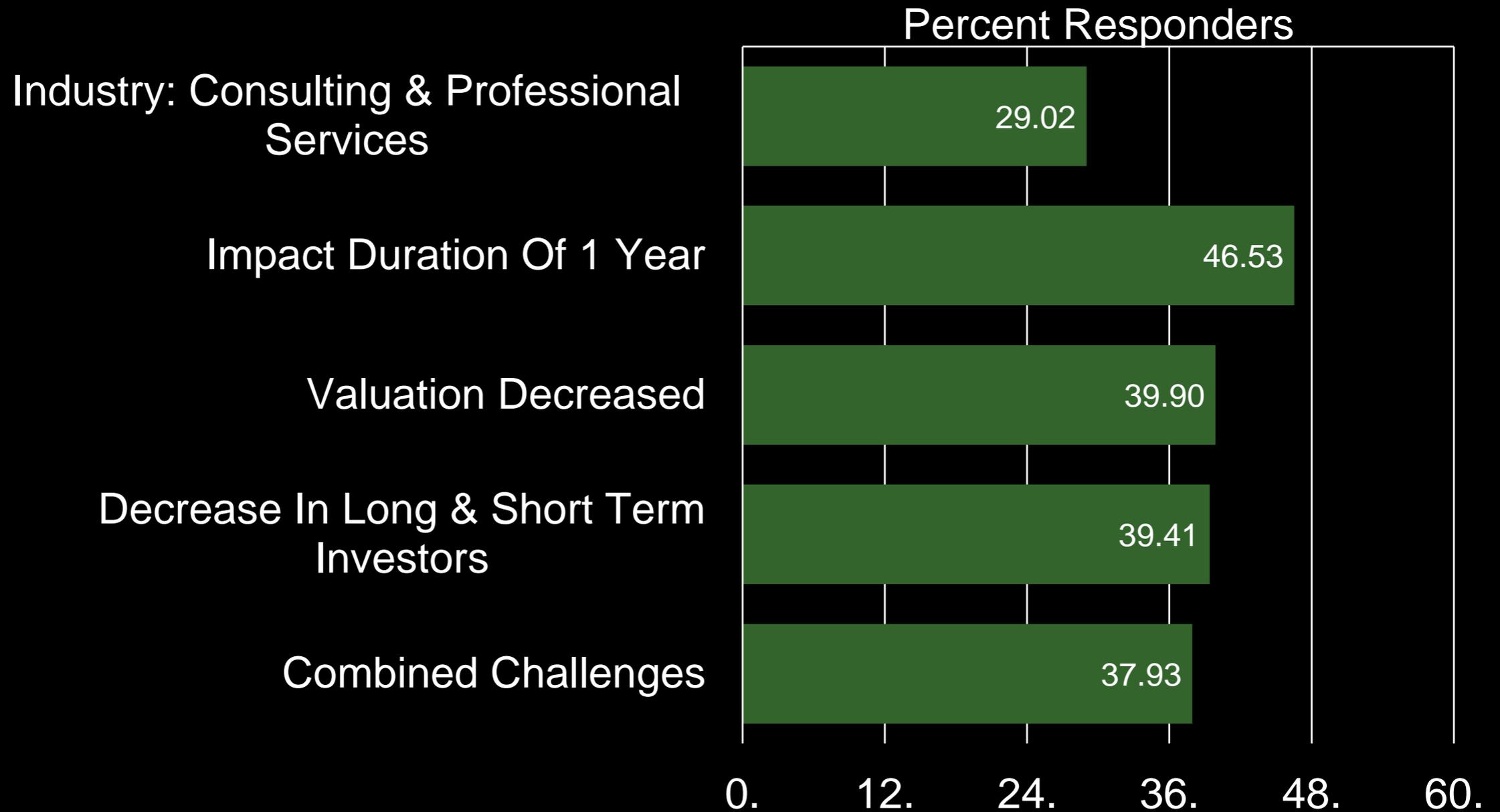
- Yes-Dropped
- Yes-Increased
- No
- Not able to determine yet

Valuation





Summary: Top Responses For Key Categories





WBAF GLOBAL STARTUP COMMITTEE
WORLD BUSINESS ANGELS
INVESTMENT FORUM

Questions?