



Miami Angels invests in early-stage, tech-enabled ventures with unique solutions for massive markets. We back companies that demonstrate early indicators of product-market fit, are led by exceptional teams and have a presence in Florida.

WHAT CAN YOU EXPECT WHEN WORKING WITH MIAMI ANGELS?

Miami Angels' broad membership base allows us to invest across multiple sectors. We look at companies where our expertise can have a real impact. Once you establish that your company meets our investment criteria and submit your application for funding, our process will follow these steps. Please refer to this timeline throughout the vetting process to know what steps are on the horizon and what you should prepare for.

INITIAL SCREEN *One week*

We invite companies interested in raising from Miami Angels to share with us what they're building by sending an investor deck to hello@miamiangels.vc or applying via Gust. At this stage we consider product, addressable market, business model, and traction to date to determine if we are the right partners at the right time. Important to note that Miami Angels does not invest in hardware, consumer goods, lifestyle brands, food and beverage, financial products, real estate or development shops.

TAKING A DEEPER DIVE *Variable timing*

If there is mutual interest, we will invite you to further meetings with our team and investors. At this stage we consider trends in the industry, product viability and scalability, team, use of funds to date, and funding plan through exit. This may consist of several phone calls and/or in-person meetings. Considering the timing of the raise, we'll follow up and invite you to pitch to our investment committee, which comprised of Miami Angels investors.

INVESTMENT COMMITTEE *Two weeks before pitch*

Our investment committee is comprised of Miami Angels members who serve on a rotating basis. Every month we invite four to eight companies to a virtual pitch with our investment committee, normally 15 minutes for pitch and Q+A. At this stage, our members are screening to see if this is the right time for a company to present to our whole membership and if Miami Angels can add the right value. After the call, the committee invites two to three companies to our pitch night.

PITCH NIGHT *Monthly*

Pitch nights take place in person on a monthly basis in Miami. Founders will have the opportunity to present their venture to Miami Angels' full membership. The pitch is split evenly between a 15 minute presentation and 15 minutes for Q+A. At this stage our members are considering the terms of the investment, the use of funds to date, potential exit, and the viability and scalability of the product. After the pitch, members vote on the companies they would consider investing in, and which they would like to take a closer look.

DEAL REVIEW *30-60 days*

Deal Review (analogous to due diligence) is member led and facilitated by the Miami Angels team. Deal review takes about 30-60 days and consists of 2-4 meetings with members of the deal review team. At this stage, we take a deep dive into the core product and technology, financial, legal and governance matters, extended team, and overall strategies. If all goes well, the team issues a deal report to our full investor base and opens the opportunity for all Miami Angels members.

CLOSE *One week*

Upon issuing the deal report, and in mutual agreement with the company, we determine a timeline to close on the deal. We host one final call between the founder(s) and Miami Angels investors to review progress since pitch and the deal report. Within a week, Miami Angels members make capital commitments, sign investments documents and fund.