

# Potential Chinese Angels

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# Hu Run (Rupert Hoogewerf) Report

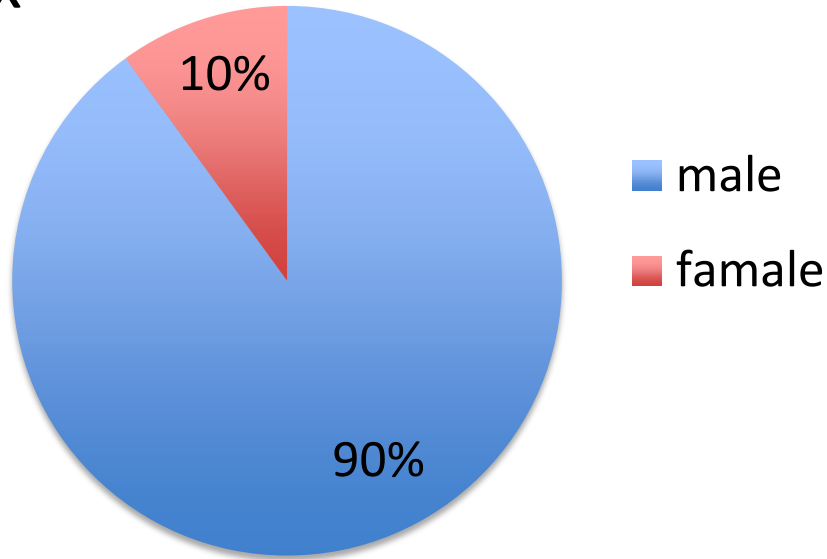
- High net-worth individuals in China: 2.7 million
- Average age 39, 1/3 are age 45+
- 60% are male and 40% females
- 90%+ attend training or education programs to learn
- 85% would like to study overseas: US or Europe
- Over 50% believe in some kind of religion, likely Buddhism

# Data & Sample

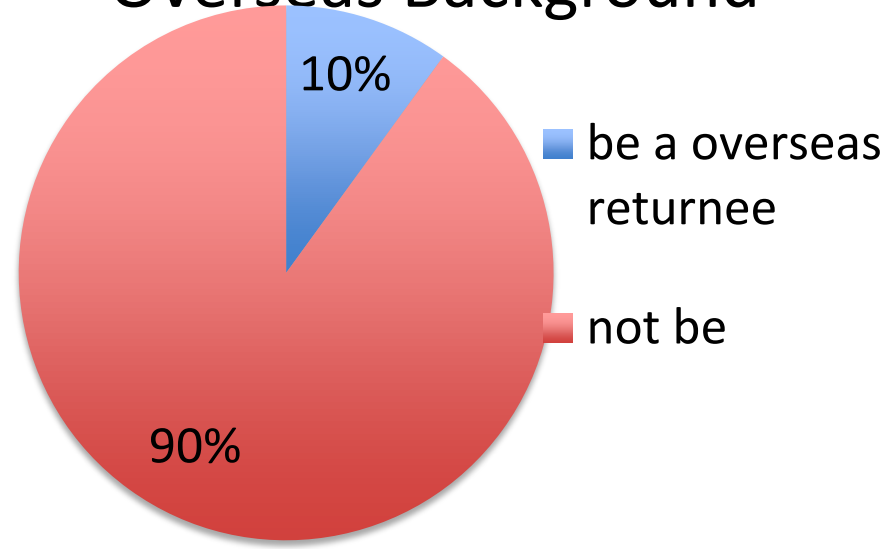
## (20 questionnaires)

- 50 questionnaires were collected from the angels participating in *2012 China VC Forum* (Sep, Shenyang), but 14 of them were valid.
- 20 questionnaires were collected to the angels participating in *2012 China Incubation Forum* (Dec, Hongkong), but 6 of them were valid.

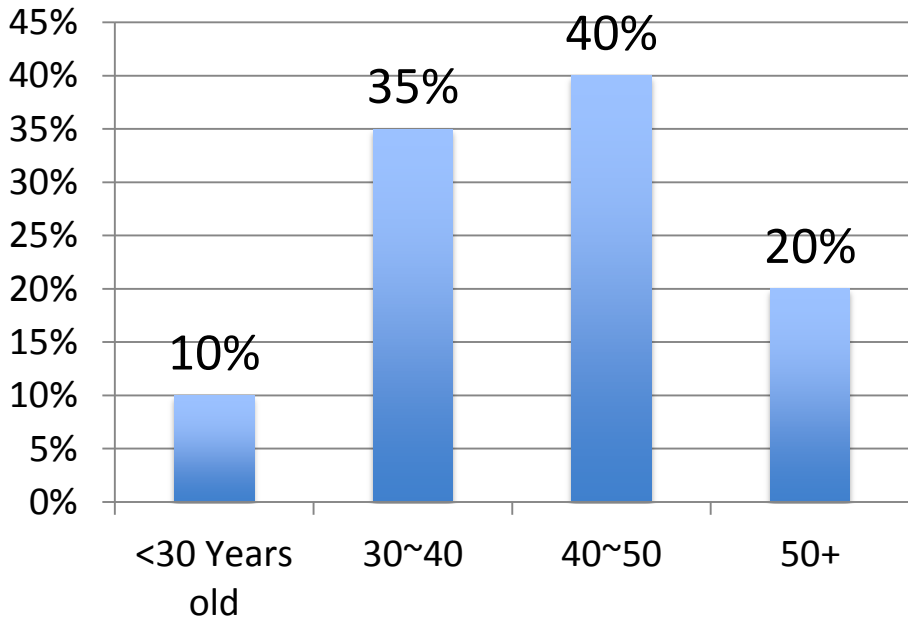
# Sex



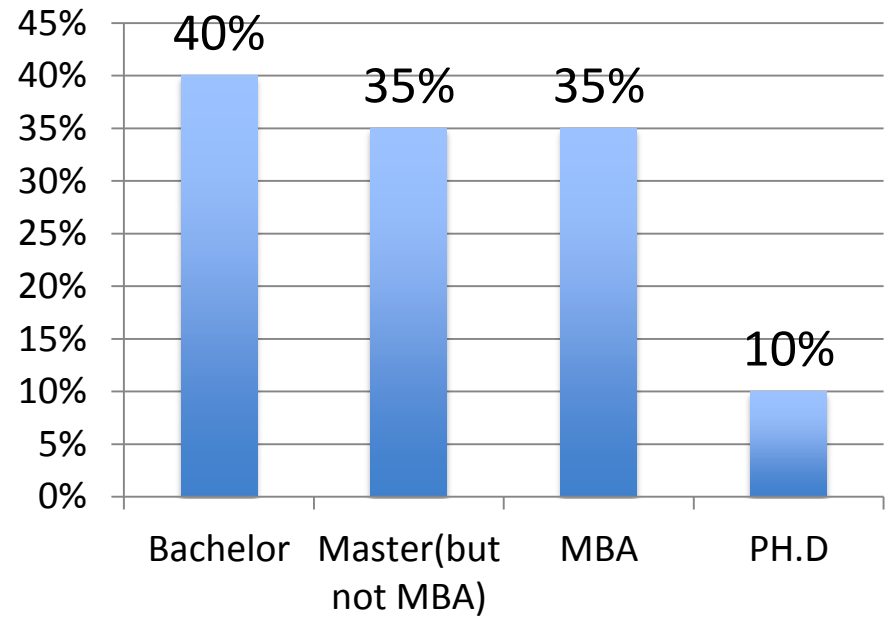
# Overseas Background



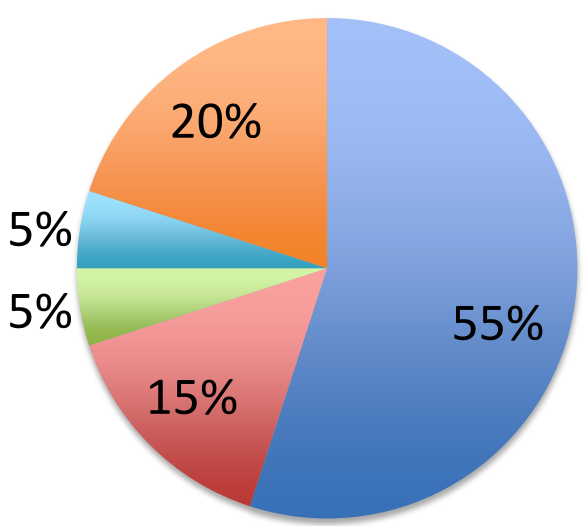
# Age



# Education

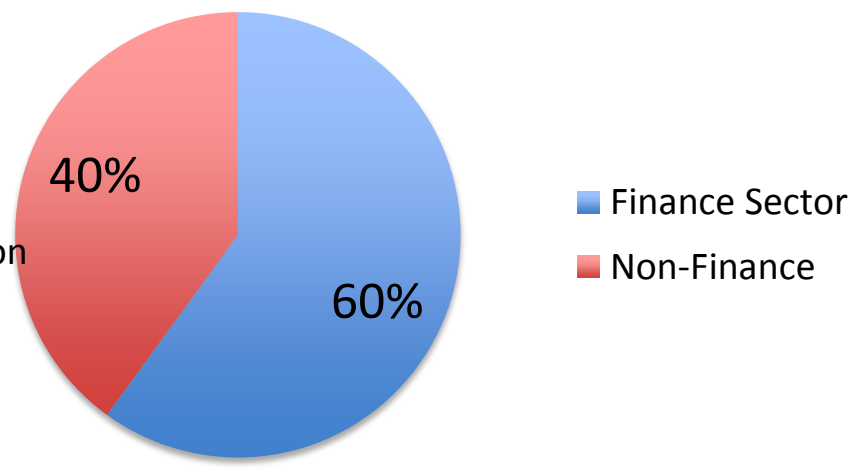


# Occupation



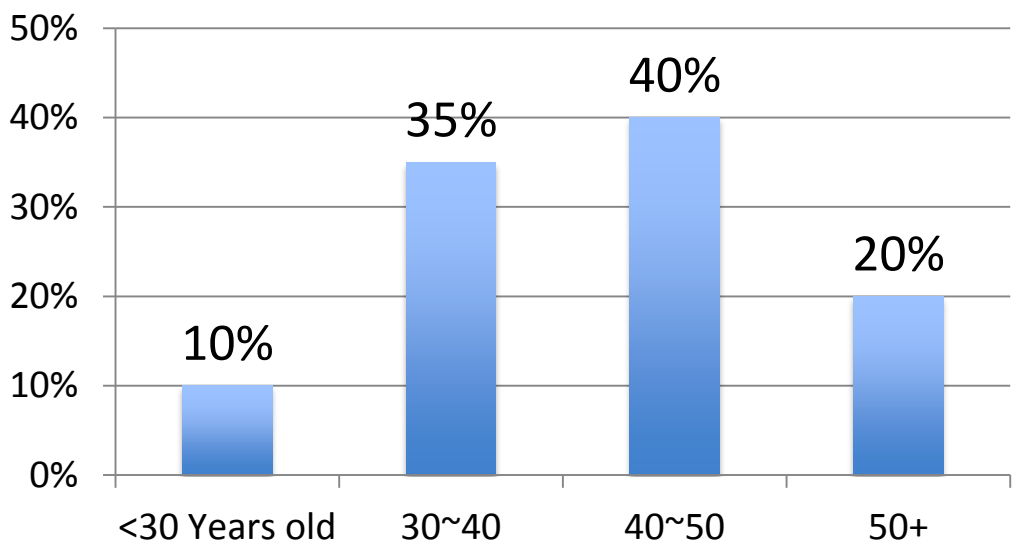
- Manager
- Company Staff
- Public Institution
- Teacher or Researcher
- Freelance Work

# Work Sector



- Finance Sector
- Non-Finance

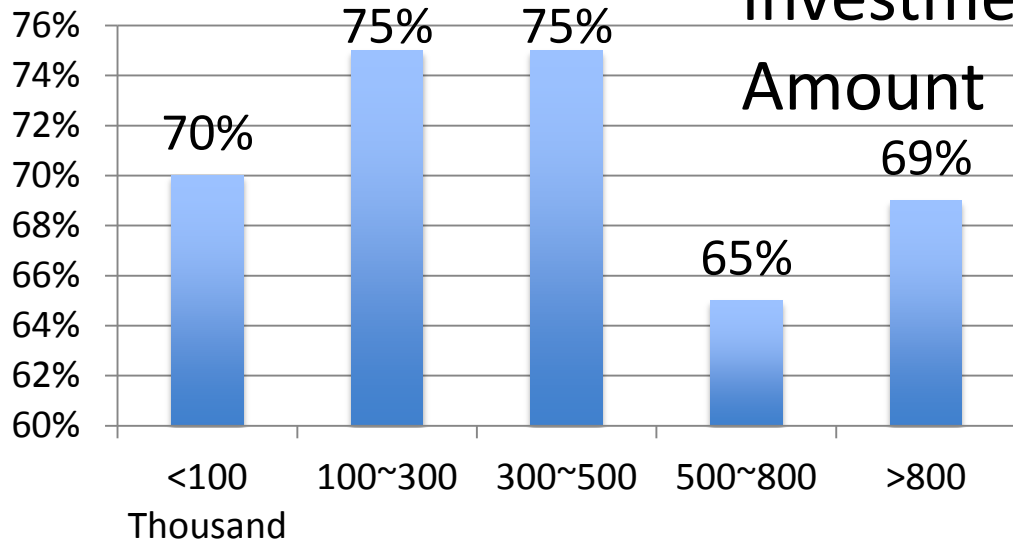
# Entrepreneurial Experience



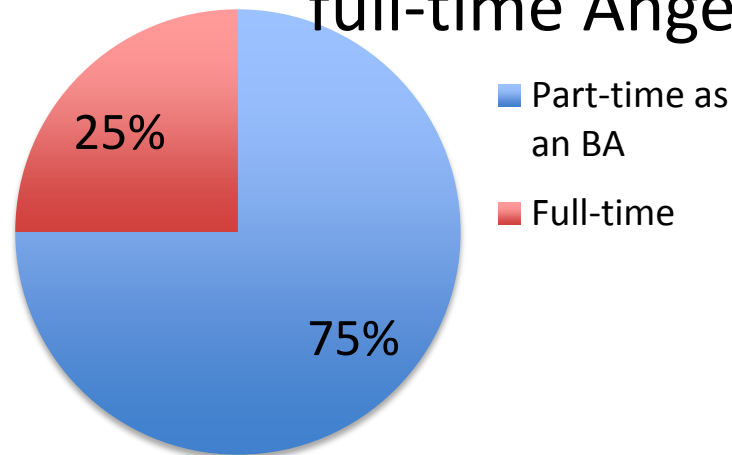
# Work Experience

All responders have worked for more than 5 years.

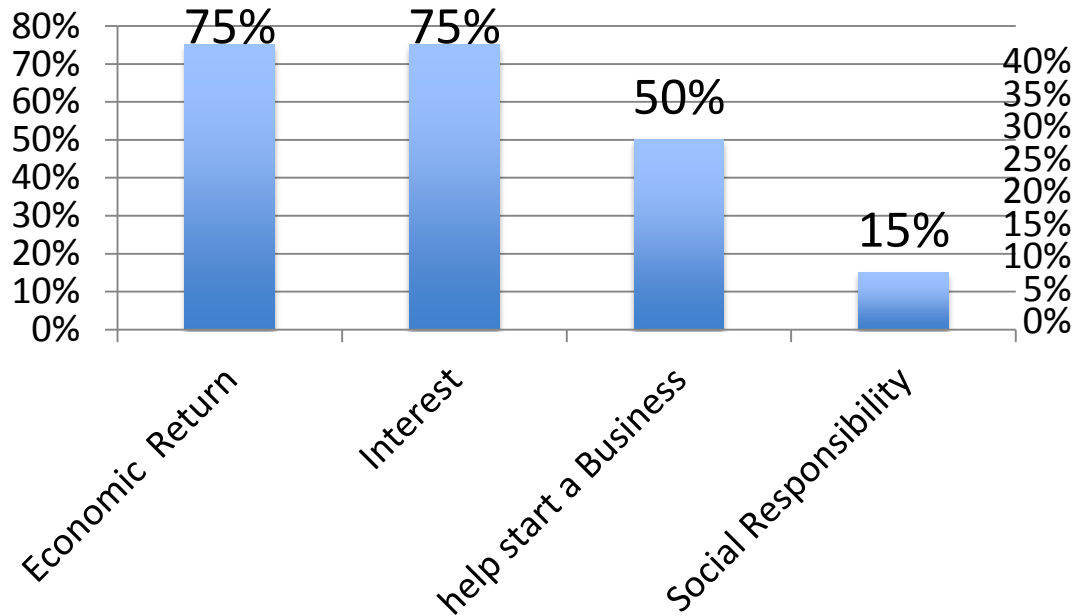
## Investment Amount



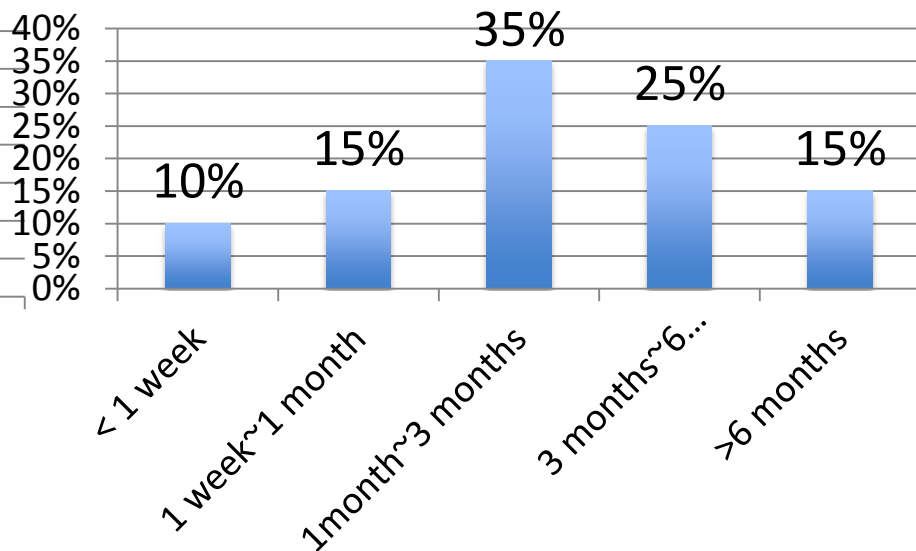
## Part-time or full-time Angel



## Motivation



## Decision-making Cycle



# Government Guidance Fund

- First one: 2009, 20 funds, government provided 2 billion (RMB) private money 7 billion, total 9 billion (1.4 billion USD)
- By the end of 2012, a total of 102 funds with total of money raised: 29 billion RMB (4.8 billion USD)
- The problems of the fund:
- Not enough for early stage; not enough for training and education

Thanks!

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