

CONTENTS

List of Figures	<i>page</i> vii
List of Tables	x
List of Contributors	xi
Preface	xxi
Structure of the Book	xxiii

I FUNDING SOURCES

1 Introduction to Entrepreneurial Finance Luisa Alemany and Job J. Andreoli	2
2 Early Sources of Funding (1): Incubators, Accelerators and Crowdfunding Job J. Andreoli	23
3 Early Sources of Funding (2): Business Angels Colin Mason and Tiago Botelho	60
4 Venture Capital, Private Equity and Corporate Venture Capital Josep Duran and Oscar Farres	97
5 Public Sources of Funding Isidro Laso	129

II FUNDING PROCESS

6 Deal Sourcing and Screening Dietmar Grichnik, Torben Antretter and Alexander Stoeckel	148
7 Preparing the Financial Plan: Forecasting Sophie Manigart and Miguel Meuleman	181
8 Valuation of New Ventures Luisa Alemany	214
9 The Term Sheet and Negotiating with Investors Stefano Caselli	249

III GROWING THE VENTURE

10 Monitoring Tactics and Key Metrics Jan Brinckmann, Miguel Meuleman and Peter Witt	278
11 Corporate Governance Stefano Caselli	310

12	Managing your Intellectual Property Peter Hiscocks	338
IV ALTERNATIVE ROUTES TO ENTREPRENEURSHIP		
13	Entrepreneurship through Acquisition (1): MBOS and MBIS Miguel Meuleman and Hans Vanoorbeek	362
14	Entrepreneurship through Acquisition (2): ‘Searchers’ Timothy Bovard	408
15	Turnarounds, Workouts and Other Restructuring: Reinventing Value Benoît F. Leleux	449
16	Impact Investing: Financing Social Entrepreneurs Lisa Hehenberger, Johanna Mair and Sara Seganti	485
V HARVESTING AND THE FUTURE OF ENTREPRENEURIAL FINANCE		
17	Harvesting: The Exit Peter Roosenboom	530
18	The Future of Entrepreneurial Finance Luisa Alemany and Job Andreoli	562
	Appendix 1 Examples of Public Support for Entrepreneurship in Europe	583
	Appendix 2 Typical Business Angel Term Sheet Clauses	587
	Appendix 3 General Term Sheet	588
	Appendix 4 Angel Term Sheet	594
	Appendix 5 Measuring and Managing Impact	600
	Index	607