



Q1 2024

Angel To Exit

We Help Grow Companies

Welcome to our quarterly update!

This version of our quarterly update is the next of an ongoing series of reports on progress of A2E and our portfolio companies.

Our Sponsors

Management Analytics

Angel to Exit and this update are sponsored by Management Analytics. They provide technology, execution support, and trusted cyber capabilities for A2E and select clients, partners, and others.



Management Analytics provides governance technology and advisory services, litigation support, business growth services, and the longest standing content repository on the Internet for cybersecurity issues, through the all.net Web site.

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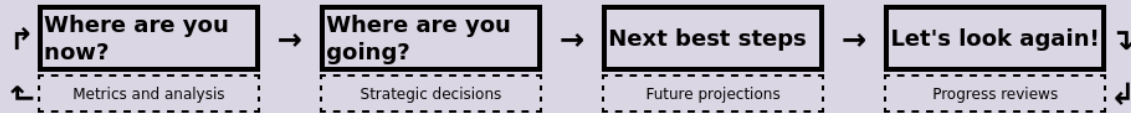


Welcome to A2E

We help grow companies.

A Systematic Comprehensive Approach To Grow Your Company

• Our recurring process:



Our ecosystem includes
15,000+ Investors, Advisors, and Executives
 who we engage with at least monthly.

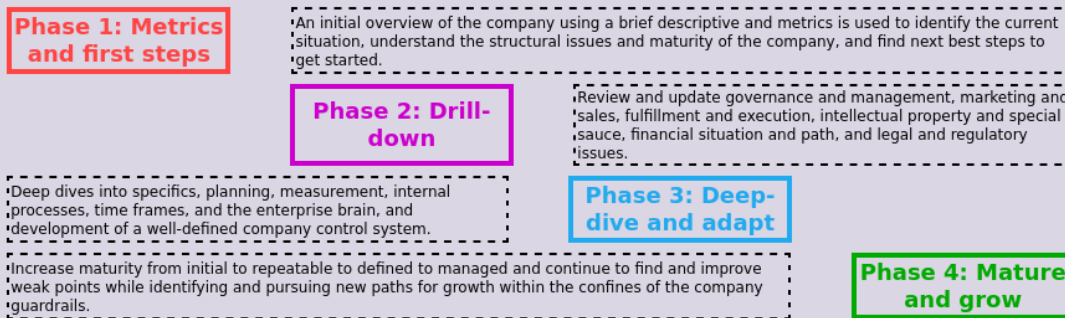
• Brings unique resources to bear:



We look in depth at critical areas:

Governance and Management IP and Special Sauce	Marketing and Sales Financial Situation and Path	Fulfillment and Execution Legal and Regulatory Issues
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• In our phased approach:



We work at all stages of growth:
Startup - Emerging - Growth - Market Leading
 From Angel to Exit

We do this by working with CEOs and their executive teams using a systematic comprehensive approach that applies our tools, techniques, expertise, and connections to develop and mature their company.

Offerings

We provide advice, tools, events, and content:

- **Advisory** services provide expertise supported by techniques and tools to systematically move your company from where you are to where you want to be.
- Unique **tools** provide exceptional support for decision-making and analysis to help make better decisions and be able to explain them.
- **Events** provide access to potential customers, workers, and suppliers and put you in the middle of a marketplace to help you grow both personally and business-wise.
- **Content** provides a unique understanding of the outside world and internals of your company.

Articles

Every month we release another article to help grow companies by pointing out the challenges we face and ways to address them. From Q1:

- **2024-03: Social Media Marketing and Sales Strategy**
 - How to use social media sales strategies to build your sales sieves
- **2024-02: Cognitive Architecture for Companies**
 - Structuring the enterprise brain for systematic control and growth.
- **2024-01: A brand new day**
 - The new year brings new opportunities and old insanities.

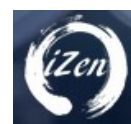
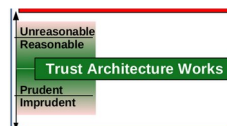
The Cyber Show

The Cyber Show has now been on the air for more than a year and still going strong. We have had more than 40 presenting companies and an estimated weekly audience of more than 100,000 listeners. We are finding more synergy with more investors and customers than in any other media we have tried. Radio is apparently here to stay. As a sponsor and supporter of the show, we welcome you to listen and participate. For details, go to:

TheCyberShow.co

Current Advisory Clients

Current advisory clients (*with equity positions) include:



Name	Current Advisory Client Descriptions
Cognitive Defense	Countering influence operations against enterprises*
Enlighten	An events company for C-level executives and their knights.*
Tricorder Zero	Turning telehealth into intellihealth
Trust Architects	Developing the trust architecture for enterprises.*
iZen AI	Global training and education platform for 24x7 online education*

For more information on advisory services, **become a member**, or visit **A2E.co**

Active Portfolio Companies

A2E or the managing member has equity positions in these companies:

Name	Current Portfolio Company Description
AIRE	AI Real Estate services provides a uniform interface accessible when offline for real estate professionals. [3-]
Alpha Recon	Alpha Recon is the state of the art in real-time alerts and response for campuses, enterprises, and remote workers. [12]
Alterna Card	Debit cards for underbanked and unbanked populations. [12]
Angel to Exit	This company. [25]
AugaTerra EBC	Land on the Water. [14]
BetterMynd	Online psychological counseling for universities. [31]
Cognitive Defense	Countering influence operations against enterprises [4]
CyDigital	Digital advertising in the post-cookie era [2]
eKids Power	Empowering children for their health and wellness [3-]
Elev8	Automating law offices in the cloud [5-]
EnamelPure	Laser-based cleaning, whitening, and imaging for dentists [12]
EnertaiBall	Instrumented baseball for helping pitchers throw better. [3]

Name	Current Portfolio Company Description
Enlighten	Events that fascinate and inform [12]
FireBot	Above the stove-top detection and suppression of fires [14]
Got Spot	Lease commercial space on an as-needed basis [3-]
Gourmet Miles	Nutrition tacking and restaurant loyalty application. [3-]
GSG4	Global Support Group for Executive Support Services [5]
GJG Holdings	A holding company for investments and operations of select companies
IZen AI	Global training and education platform. [MA]
Linqto	FinTech company supporting liquid private equity investment. [12]
Magna Bid	Name your own price for medical services. [3-]
Management Analytics	An IP technology portfolio company. A2E's tech platform. [25]
OtoNexus	Instantly and accurately diagnose middle ear infections. [12]
Power Grow	Industrial scale self-sustaining greenhouses. [12]
Surveillance Grid	Information technology force multipliers for public safety. [35]
SST Wireless	Industrial wireless technology built for purpose at high volume. [12-]
Trust Architects	Building trust architectures for enterprises [14]
TurnKey	Video surveillance system operational status monitoring. [35-]
vCandidates	Employment services technology company. [12]

Current portfolio companies

[]	Indicates
1	Funded in at least one round
2	Completed diligence process
3	Never completed diligence
4	Still in diligence process
5	Lifestyle business
-	Failing or just failed
MA	via Management Analytics



There is an apparent correlation between completing our diligence process and each of:

- (1) outside investment funding
- (2) not failing as soon (or at all)

There is also a correlation between choosing a lifestyle business and not completing diligence.

Note: Failures ultimately fall off the list (22[12] to date). The correlation of failure [without complete diligence] is even stronger than the current portfolio suggests. Successful exits are not listed (no longer portfolio)

6th largest accelerator in SF Region

According to the [San Francisco Business Times](#), Angel to Exit was the 6th (by number of participating companies) "Largest Greater Bay Area Incubators and Accelerators" in 2020 thru 2022. Who was ahead of us? StartX, Plug and Play, Y Combinator, Berkeley SkyDeck, and MBC BioLabs. It looks like we might be #3 for 2023.