



ANGEL CAPITAL ASSOCIATION

## ACA Data Insights What We Learned From Our Data

In support of [ACA's Data Insights initiative](#), once a month we will be sharing charts illustrating useful learnings from analyzing data on angel investing and portfolio returns.

### How Experienced CEO's are Outperforming First-Time CEO's

This month we are focusing on the performance of experienced CEO's versus first-time CEO's. The [Central Texas Angel Network \(CTAN\)](#) tracks 83 metrics on every investment that is made by members. CTAN's definition of an experienced CEO is someone that was previously a CEO or co-CEO of a start-up. It does not count for this metric if they were the CTO, VP of Sales or other key positions of a previous start-up. Only those holding the title of CEO are counted.

Of CTAN's 174 investments in 12 years, 27 individuals meet this criteria. **The performance of experienced CEO's versus first-time CEO's is very different.** The experienced CEO's have a current portfolio valuation multiple of 4.97x versus 1.73x for first-time CEO's, or a difference of 287%!

Only 11% of experienced CEO companies have gone out of business versus 35% of first-time CEO companies. Finally, **37% of experienced CEO's have already produced an exit for CTAN investors versus only 12% for first-time CEO companies.** This is key metric that we all know is important but now we have data to support this basic premise.

5 - Experienced Vs. First-Time CEO: CTAN Portfolio Companies - 2018



	Out of Business	< 1.0 x	1.0x or Too Early	> 1.0x	Exit	Total
Experienced CEO	3	0	5	9	10	27
First-Time CEO	52	10	27	40	18	147
Total	55	10	32	49	28	174



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Stay tuned for additional insights next month and sign up to participate in [ACA's Data Initiative](#) by submitting your data for future editions of the [Angel Funders Report](#) to provide angels with insights on the factors that affect the outcomes of startup investments.



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