

## Investor Picks [/investor-picks]



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# Hansi Hansmann

**Johann “Hansi” Hansmann built up successful companies, sold them and eventually became one of the most popular business angels in Austria. Learn more about his past, present and future endeavours.**

### About me.

#### **I earned my first money...**

working as a teacher for bookkeeping and typewriting during my studies.

#### **If I wouldn't be an investor I would be...**

an entrepreneur. I have founded around ten companies in the pharma sector in Spain and sold them but my ultimate career highlight is being a business angel.

#### **I get annoyed when...**

people do not deliver in time without warning me before.

#### **You might not believe it, but...**

I have real fun being a business angel. FOI - Fun On Investment - is what I'm living!

#### **My favourite movie is...**

Bullit, with Steve McQueen.

## About passion and profession.

*“Having done a lot of exciting things in my life being a business angel is clearly what I like most.””*

### My investments are focused on startups in...

seed-stage with an innovative-surprising business model.

### I wouldn't like to work anywhere else because...

After having done a lot of exciting things in my life being a business angel is clearly what I like most.

### The investment plan for the next years is...

trying not to invest more (as a one man show with 28 investments I can't do more).

### My business relationship with startups is characterised by...

Trust – and this is fundamental for me. No trust, no business.

### Besides money I offer...

mentorship, network, experience, solutions even in complicated situations after having funded, fundraised, restructured and sold companies in 65 transactions.

## About working with startups.

### In a startup I am looking for...

entrepreneurship in a great team, passion and willingness to change the world a bit – with a “sexy“ product.

### Characteristics a founder team should have are...

energy, technology and honesty/transparency.

### I was most impressed by...

how the startup ecosystem has been growing in our region in just a few years.

### I was least impressed by...

some (many) representatives of the old economy who still have no idea what's happening around them.

### You get most out of relationship with me when...

you are open and transparent and come directly to the point.



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