After Angels

Each year, many businesses apply to the British Chamber's Business Angel Programme to seek mentors, advice and possible funding to get their dreams off the ground. Each issue, in a brief Q&A, *Britain in Hong Kong* will endeavour to reaquaint our members with the successful applicants of the Programme, and showcase who they are and where fortune and hard work has taken them.

Jonathan Berney
Chayora

When did you apply to the British Chambers Angel Business Programme?
We applied in September 2012.

What funding or other support have you received?
We received significant support in producing pitches for investors and also further advice on our business proposition from an assigned coach. We did not receive any funding ultimately from Business Angels Programme, but were fortunate enough to subsequently receive investment funding from other funders. It is worth noting that we have received significant support from the British Chamber, whether just friendly support or connections into organisations that have helped us to develop our business.

What has your growth or development been since then?
We have been working extremely hard since we participated in the programme. We have secured options on four sites for Data Centre Parks in Tianjin, Shanghai, Nanjing and Hangzhou in China. We have set up joint ventures and assembled a world class International and Chinese team. We have completed the design of our unique High Efficiency Data Centre with our partner Keysource. We are in the process of securing our first customers with operations planned to commence in 2015.

What's next?
We have a pipeline of customers who we hope to secure during the course of 2015 with a small number of key targets. We are now raising our next round of funding as we move from being a venture into a revenue-generating organisation. At the same time we will be constructing our first Chayora Data Centre in 2015; we've designed our unique High Efficiency Data Centre with our partner Keysource. We are in the process of securing our first customers with operations planned to commence in 2015. 🅱

About Chayora:

Chayora is a Hong Kong based Developer and Operator of Data Centre Infrastructure in China. They are focused on enabling Multi-National Corporations who wish to participate in the Chinese Digital Economy to participate through providing them with Data Centre Infrastructure and Operating platforms that reflect their own international standards and on a scale that will support business growth.

About the Business Angel Programme:
The British Chamber's Business Angel Programme, launched in late 2007, was the first such initiative to be launched in Hong Kong. Since its inception, the Business Angel committee has reviewed applications from hundreds of enthusiastic Hong Kong entrepreneurs, introducing many of them to a wealth of Angel Investors and Professional Advisors drawn from the membership of the British Chamber. The Business Angel Programme runs a series of events every year which allows shortlisted candidates to present their business plans in front of a panel of investors and enjoy the opportunity to network and make valuable contacts. The British Chamber Business Angel Programme is sponsored by Baker Tilly Hong Kong and supported by TiE HK and Connect Communication. For more information visit angel.britcham.com