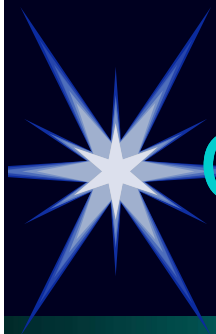




Investing in
Canadian Start Ups
Mike Volker
7 March 2018

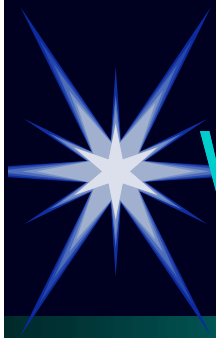




Canadian Successes



Daiya Foods	\$405M
Zymeworks	\$400M (IPO)
Avigilon	\$1 Bn (US)
Shopify	\$1.3 Bn (IPO) now \$16 Bn
Bitstew	\$207M
Recon Instruments	\$175M
Skip the Dishes	\$200M



What's Hot

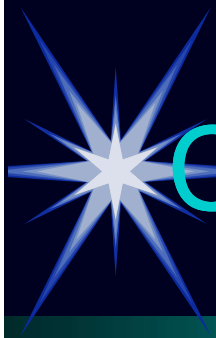
Canada has leadership advantages in:

Cannabis



Blockchain & Cryptocurrencies

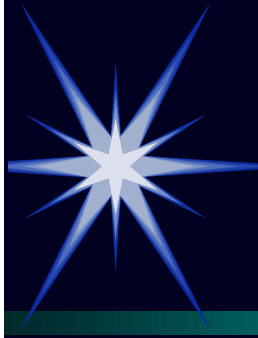




Canadian Startup Scene

- Canada has a very vibrant startup scene
- Universities are a major contributor
- Vancouver area has >30 incubators

<http://www.macleans.ca/economy/business/the-canadian-tech-startups-that-could-be-the-next-billion-dollar-breakouts/>

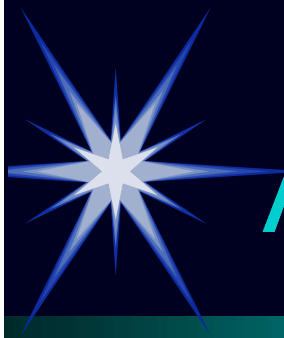


Foreign Investors in Canada

- Must comply with Provincial Securities Regulations
- Must be Accredited Investors
(i.e. >\$1M in liquid net assets)
- Complete standard subscription agreements
- Size of investment may be constrained by foreign government (e.g.China)

In other words: VERY EASY. NO PROBLEM

简单



Angel Investing in Canada

Angels = Private Wealthy Investors

Angels are the primary source of capital for startups

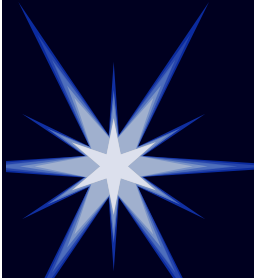
Who's An Angel?



ANGEL: a term borrowed from Broadway
(successful “stars” helping “starlets”)

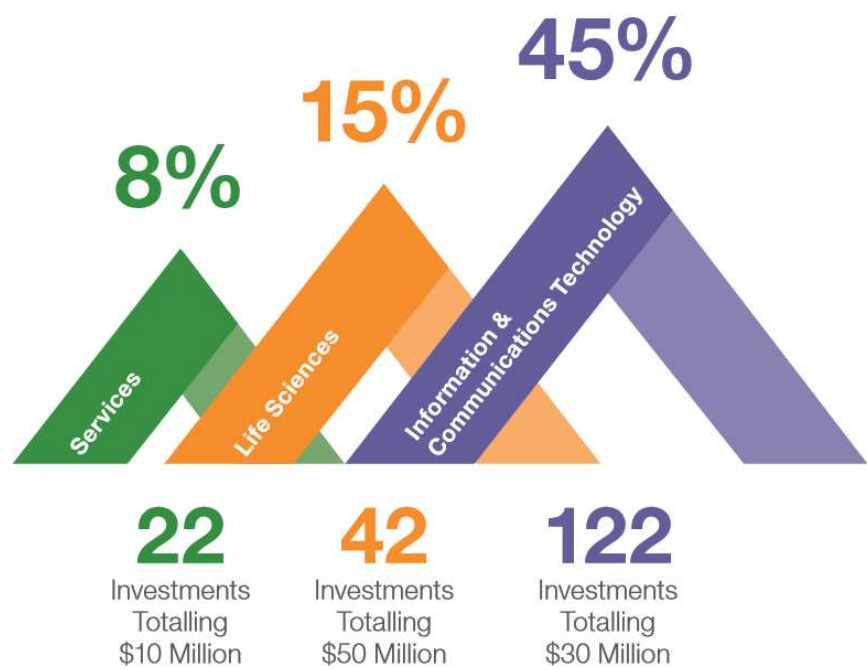
An Angel:

- *is an “Exempt” Investor (“Accredited Investor” = millionaire)
- *is a been there, done that entrepreneur
- *invests Own Capital, \$25K-\$1M+
- *is a Coach & mentor with connections

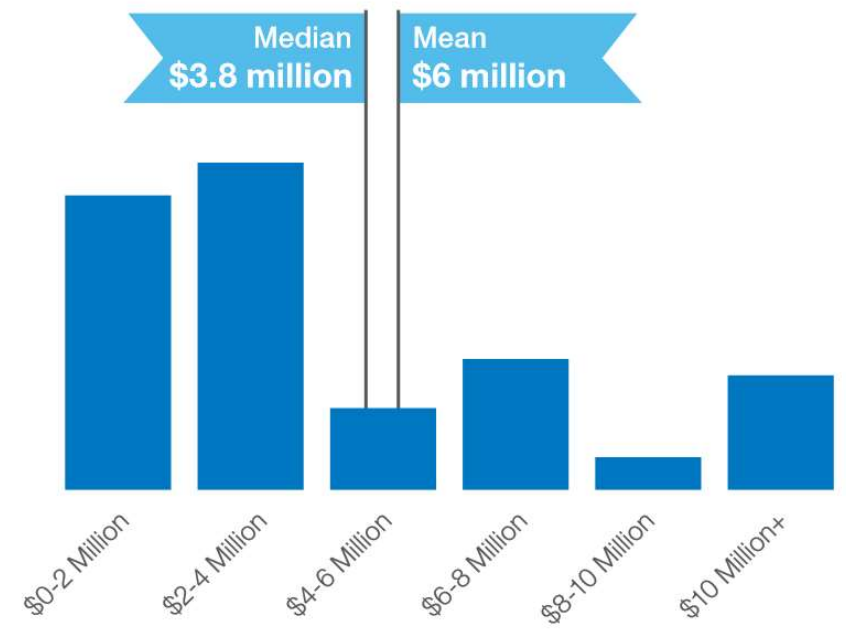


Canadian (NACO) Survey

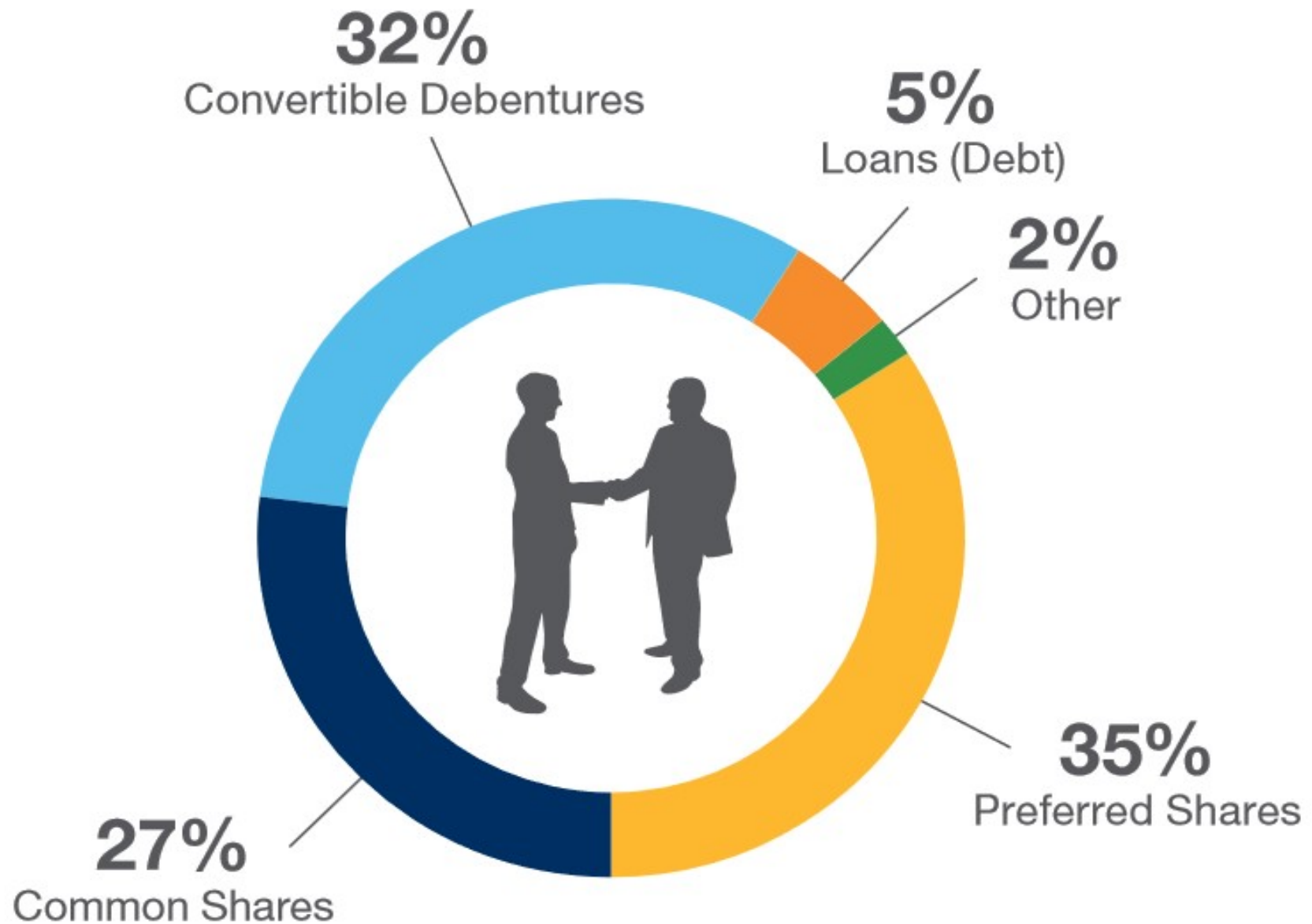
Top 3 Industry Sectors



Median and Mean Valuation

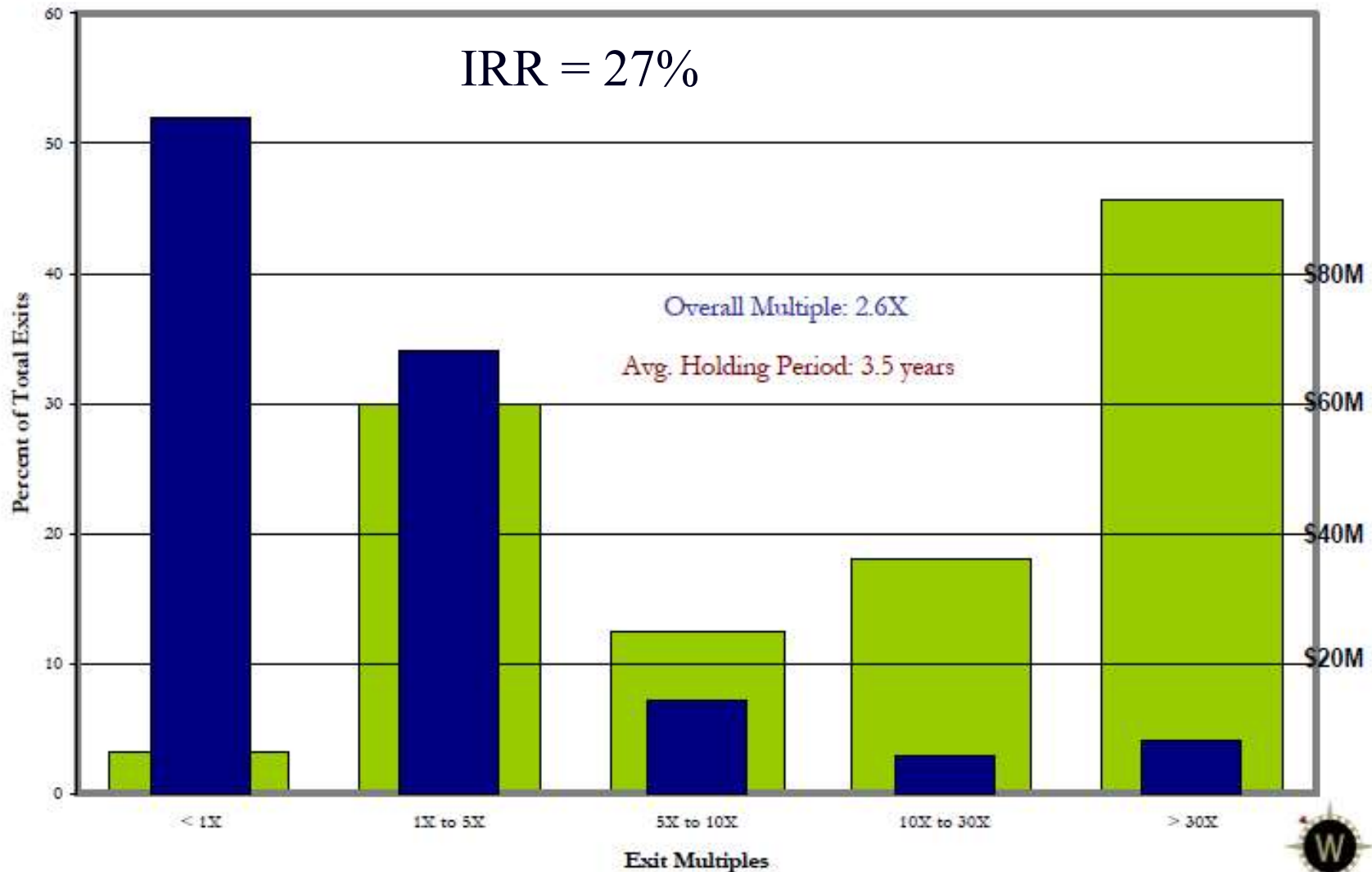


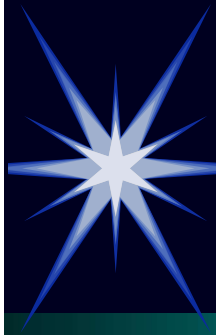
Deal Structure



ANGEL RETURNS

Distribution of Returns by Venture Investment





Angel Networks & Groups

In Canada:

NACOCanada.com

In Vancouver:

VANTEC.ca

K4NORTHWEST.com

AngelForum.org





Invest in Canadian startups

Invest with notable investors · Access top startups · 5-20% carry

LIVE ACROSS CANADA

Start Investing

ABOUT ANGELLIST

\$730M

INVESTED

Done Deals ▶

1960

STARTUPS

Via Syndicates ▶

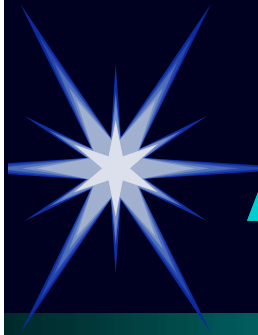
\$7.2B

FOLLOW-ONS

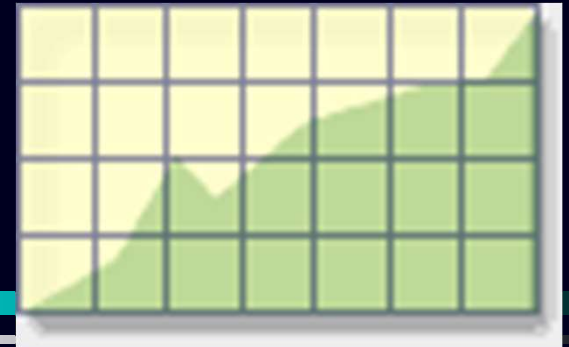
In Syndicated Companies ▶

AngelList

angel.co



Angel Funds



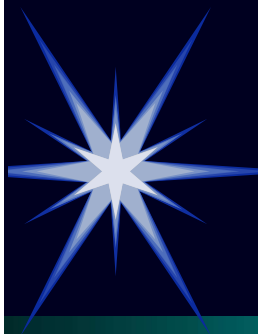
- Good way to start
- Connect with Start Ups & Angels
- Buy into a portfolio
- Team Due Diligence
- Co-Investing opportunities

WUTIF.ca



E-FUND.ca





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