



13TH ANNUAL RESEARCH MONEY CONFERENCE

April 22-23 2014, Ottawa

Jérôme Nycz | Executive Vice President,
Subordinate Financing and Venture Capital, BDC



Canada



THE VENTURE CAPITAL EFFECT

VC BACKED COMPANIES OUTPERFORM, OUTCOMPETE AND OUTLAST

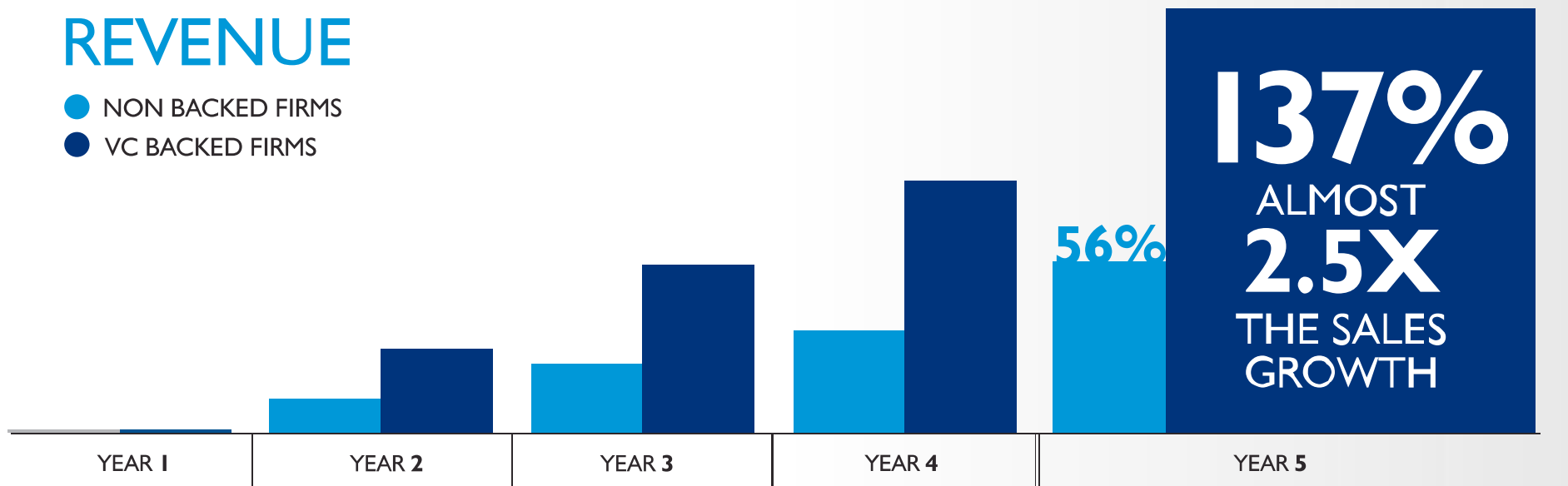
VC BACKED FIRMS ›

VS

‹ NON BACKED FIRMS

STRONGER REVENUE

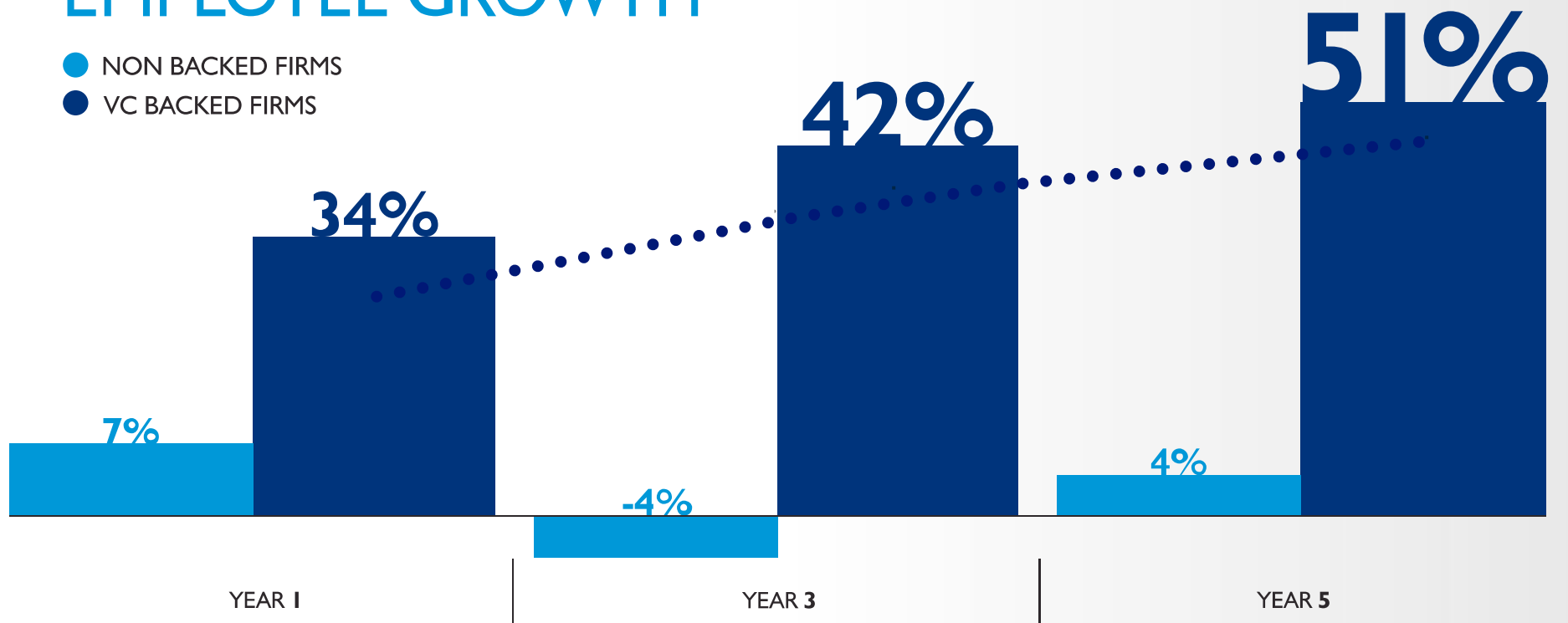
- NON BACKED FIRMS
- VC BACKED FIRMS



VC BACKED COMPANIES OUTPERFORM, OUTCOMPETE AND OUTLAST

GREATER EMPLOYEE GROWTH

- NON BACKED FIRMS
- VC BACKED FIRMS



VC BACKED COMPANIES OUTPERFORM, OUTCOMPETE AND OUTLAST

MORE INVESTMENT IN R&D

- NON BACKED FIRMS
- VC BACKED FIRMS

\$629,000

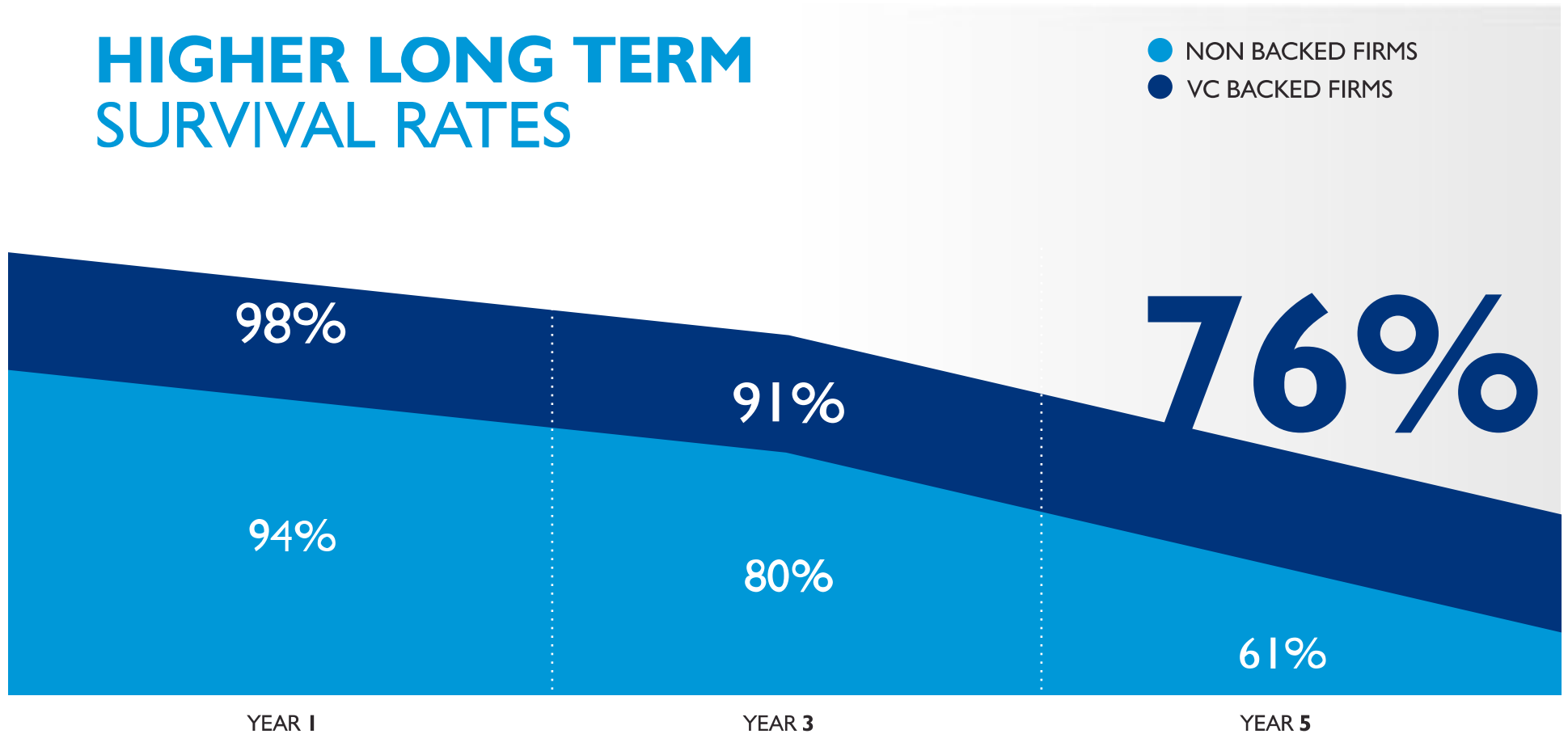


\$2M

MORE THAN
3X
SPENT ON
R&D

VC BACKED COMPANIES OUTPERFORM, OUTCOMPETE AND OUTLAST

HIGHER LONG TERM SURVIVAL RATES





ABOUT BDC

\$18B
ORGANIZATION

30
YEARS IN
VENTURE CAPITAL

29,000
CLIENTS

\$2B
IN CURRENT & PLANNED
VC INVESTMENTS



Free

French Advances / My Doctor Filed Me / Love App-tually

TIME

IT PROMISES TO SOLVE SOME OF HUMANITY'S
MOST COMPLEX PROBLEMS. IT'S BACKED
BY JEFF BEZOS, NASA AND THE CIA.
EACH ONE COSTS \$10,000,000 AND OPERATES
AT 450° BELOW ZERO. AND NOBODY KNOWS
HOW IT ACTUALLY WORKS.

THE INFINITY MACHINE

BY LETS OPERATOR



ASK ME ABOUT
MY STARTUP!



WHY
DO WE DO
THIS

CREDIT: Launch Academy

THE BAD NEWS

**SHORTAGE OF SERIAL
ENTREPRENEURS
AND SKILLED MANAGEMENT
WITH GLOBAL NETWORKS**



THE BAD NEWS

TOO MANY
SMALL
INVESTMENTS



THE BAD NEWS

CANADIAN
ANGEL NETWORKS WERE
**NOT AS WELL
STRUCTURED AS
ELSEWHERE**



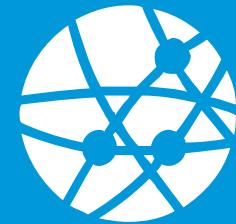
VENTURE FUNDS



ENERGY/
CLEANTECH



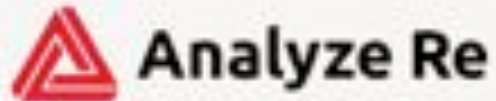
HEALTHCARE



INFORMATION
TECHNOLOGY

ACTIVE YEAR FOR DIRECT INVESTMENTS

11 NEW PORTFOLIO COMPANIES FOR THE GPS



BATTLEFY



Klipfolio™



auvik

TAPSTREAM

MOJIO

RANOVUS™



ACTIVE YEAR FOR INDIRECT INVESTMENTS

3 NEW FUNDS, OVER \$60 MILLION INVESTED



novacap



STRATEGIC INVESTMENTS

AND PARTNERSHIPS

1

Investing in
**non-traditional,
atypical funds**

2

Working with
angel investors
to strengthen their
model

3

**Accelerator
strategy and
convertible note
program**

INVESTMENTS IN 5 NEW, **NON-TRADITIONAL FUNDS**



Mistral
VENTURE PARTNERS

The White Star Capital logo features a stylized white starburst icon at the top center. Below the icon, the words "WHITE STAR" and "CAPITAL" are stacked in a white, sans-serif font.

WHITE STAR
CAPITAL

KLASS



3-4
MONTHS
OF INTENSIVE
MENTORSHIP

**Access to
exclusive
networking
events** and a
network of alumni



GRADUATES ARE ELIGIBLE

\$150K in seed financing
as part of our
convertible note
program

6 Top Canadian Accelerator Partners



Toronto, ON
16 Notes, \$2.4M Invested
4 cohorts



Vancouver, BC
16 Notes, \$2.4M Invested
4 cohorts



Kitchener-Waterloo, ON
15 Notes, \$2.25M Invested
4 cohorts



Montreal, QC
21 Notes, \$3.3M Invested*
4 cohorts



Montreal, QC
1 Note, \$0.15M invested
Rolling cohort graduation



St. John, NB
5 Notes, \$0.75M Invested
2 cohorts



THE NEXT TECH STAR?

6

ACCELERATORS

>1,500
CANDIDATES

100+
GRADUATES

74
CONVERTIBLE
NOTE RECIPIENTS

INNOVATION VENTURE CAPITAL ACTION PLAN (VCAP)



\$400M
IN FEDERAL
GOVERNMENT
COMMITMENTS

\$50M

IN NEW, HIGH-PERFORMING
FUNDS

\$350M

TO ESTABLISH OR
RECAPITALIZE UP TO FOUR,
LARGE-SCALE PRIVATE
SECTOR-LED FUND OF FUNDS



1/3
GOVERNMENT



2/3
PRIVATE &
INSTITUTIONAL
INVESTORS



NORTHLEAF
**VENTURE
CATALYST
FUND**

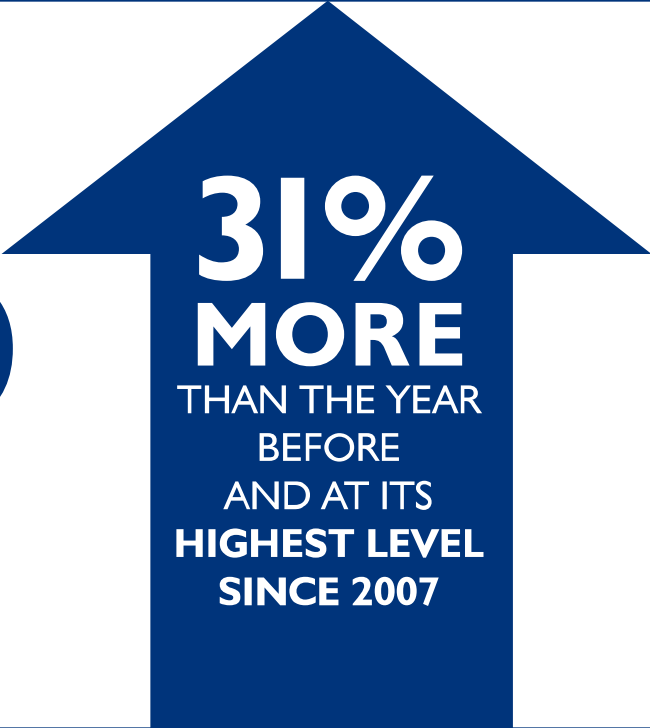
\$217.5
MILLION
IN COMMITMENTS

THE REAL IMPACT OF VENTURE CAPITAL ON CANADIAN COMPANIES

IN 2013

\$2.0B

IN VENTURE CAPITAL (VC)
WAS INVESTED
IN CANADIAN COMPANIES



**31%
MORE**
THAN THE YEAR
BEFORE
AND AT ITS
HIGHEST LEVEL
SINCE 2007

