

## **Backgrounder**

### **The 9<sup>th</sup> Annual National Angel Summit**

The 9<sup>th</sup> Annual National Angel Summit is taking place October 14<sup>th</sup> and 15<sup>th</sup>, 2009 at the Hilton Toronto. The largest gathering of Canadian Angel investors, it also includes participants from Europe and the United States. Total turnout is expected to approach 200 Angel investors and community stakeholders.

The Summit will include:

- Exhibition tables for our sponsors and partners;
- Two invitational pre-event peer-to-peer sessions;
- Three world-class keynote speakers;
- Three expert panels;
- The Fast Five Company Presentations: Angel-backed companies pitching for more growth capital;
- The Angel of the Year award ceremony; and
- A concluding reception co-hosted by Maple Leaf Angels, a Toronto-based Angel investor group.

Past annual **National Angel Summits**, in Toronto, Ottawa, Banff, Halifax, Montreal and Markham, have host hundreds of Angel investors and presented world-class keynote speakers and panellists such as The Hon. Jim Flaherty (Minister of Finance), David Berkus ("Early Stage Director of the Year"), The Hon. Dalton McGuinty (Premier of Ontario), Dr. Tony Rahilly (Director-General of NRC's Industrial Research Assistance Program), and many more.

### ***Sponsors and partners***

The 9<sup>th</sup> Annual National Angel Summit has been developed in conjunction with the National Research Council's Industrial Research Assistance Program, and is sponsored by:

RBC Royal Bank	First Angel Network
Deloitte	Ontario Ministry of Economic Development & Trade
Angelssoft	Avrio Ventures
Business Development Bank of Canada	CNSX Markets Inc.
Cognition LLP	Export Development Canada
Gowlings	HKMB Hub International
Growthworks	Investment Accelerator Fund
Ontario Venture Capital Fund	Sustainable Development Technology Canada
Toronto	

### ***Pre-event peer-to-peer sessions***

These sessions will be held off-site among small groups of experts, entrepreneurs and experienced Angels attending by invitation only. The sessions will be recorded to capture the insights shared by participants. Topics will include:

- Jump-starting the Engine of Commercialization in Canada – Public Policies to Incentivize Angel Investors
  - Moderated by Jeffrey Sohl, Director of the University of New Hampshire Center for Venture Research
- Angel Investor Groups: Overcoming Challenges
  - Moderator Bryan Watson, Executive Director of the National Angel Capital Organization

## **Keynote speakers**

**Evening Keynote:** Dave McClure, Master of 500 Hats, is famous for the *PayPal Developer Network* program, *Founders Fund*, *SimplyHired.com* and its evil twin *SimplyFired.com*. Dave has worked in Silicon Valley for over twenty years as a software developer, entrepreneur, startup advisor, angel investor, blogger, and internet marketing guru.

Dave currently runs *FF Angel*, a seed-stage investment program for Founders Fund, and also manages the *fbFund REV incubator program* on behalf of Facebook, Accel Partners, and Founders Fund.

**Morning Keynote:** Dr. Basil Peters is CEO of British Columbia's *Fundamental Technologies II* Angel fund, and author of *Early Exits: Exit Strategies for Entrepreneurs and Angel Investors (But Maybe Not Venture Capitalists)*. Basil has been successfully founding, financing, growing and selling technology companies for over two decades. He was the founder and fund manager of *Fundamental Technologies I* - believed to be BC's first hedge fund.

Basil also co-founded *BC Advantage Funds* (a Venture Capital Corporation). While at Advantage, he was the fund manager for the *BC Tech Fund*, believed to be Canada's best performing technology retail venture capital fund of its vintage (according to information on Fundata and GlobeFund.)

**Luncheon Keynote:** Professor Alan Barrell FRSA is a noted European archangel and champion of numerous startups. Alan is a member of both Sophia Business Angels (France) and Cambridge Angels, and has a distinguished résumé that includes:

- Serving on the board of Glen House Capital Strategies Ltd., an incubator of startups and early-stage companies;
- Taking a key role in launching the £35 million Cambridge Gateway Fund (for tech startups) and becoming its Managing Partner.

Alan was one of the first 10 recipients of The Queen's Award for Enterprise Promotion – a special honour awarded those who do exceptional work encouraging enterprise in others.

## **Expert panels**

### **Angel War Stories: The Highs And The Lows**

As Angels grow more sophisticated in their approach to early-stage investing, there is an increasing need to share lessons learned, as much from the successes as from the losses. With the need for due diligence on the company ongoing even after the investment is made, and with the opportunities for portfolio diversification available through co-investment across regions and borders, this panel will exemplify an increasing trend towards life-long peer-to-peer learning in the Angel capital community.

The moderator for this panel is **Frank Peters** of [thefrankpetersshow.com](http://thefrankpetersshow.com), a podcast on Angel investing. Participants include **Permjot Valia**, noted British Angel; and **Mike Volker** of the Western Technologies Technology Innovation Fund.

### **Co-Investment: Taking It To The Next Level**

With capital fleeing early-stage investment, Co-Investment amongst remaining early-stage investors is becoming increasingly important in helping deserving companies raise the appropriate level of financing

to meet their expansion needs and reach their full potential. A stronger continuum must develop between individual Angels, Angel groups, and early-stage-focused Angel and Venture Funds.

The moderator for this panel is **John Kemp-Welch** of BDC. Participants include **James Geshwiler** of Common Angels in Boston, and **Dan Martell**, award-winning Silicon Valley entrepreneur from New Brunswick and founder of *Spheric Technologies* and *Flowtown*.

#### **Early-Stage Capital: Angels Challenging The Model**

With the decline in Canadian early-stage venture capital investments from \$1.7B at the turn of the century to \$553 million in 2008, Angels and startups are adapting their early-stage financing to maintain real growth potential.

The moderator for this panel is **Dr. Basil Peters**, the Morning Keynote Speaker. Participants include **Chris Fralic** of First Round Capital, an active early stage VC with over 80 portfolio companies; **Antoine Paquin** of Rho Canada, previously an entrepreneur, CEO, and angel investor at several IT companies; and **Jacques Bernier**, Managing Partner and Founder of Teralys Capital, a fund of funds whose limited partners are the Quebec Government, Caisse de Depot et de Placement and Solidarity Fund QFL.

#### ***Fast Five Company Presentations***

This National Summit includes, for the first time, presentations by companies seeking co-investment by Angels from different groups and regions to fulfill second-round growth capital needs. Each will have nine minutes to be introduced and to make their case for investment. The five companies selected are:

- Enomaly (<http://www.enomaly.com>)
- Intelivote (<http://www.intelivote.com>)
- NetSecure (<http://www.netsecurecanada.com>)
- RealTech (<http://www.realtech.ca>)
- Screening Devices Canada (<http://www.thyrochek.com>)

#### ***Canadian Angel of the Year awards***

The National Angel Capital Organization, on behalf of Canada's early-stage investment community, will be granting the **Canadian Angel of the Year Award** to a nominated individual who has impacted Canadian Angel investing the most by action or example. They may have:

- Contributed to the knowledge base or profile of Angel investing here and/or abroad;
- Acquired recognition by peers for contributions to the industry in Canada; or
- Set an example of successful and/or enlightened Angel investing in Canada.