Wednesday October 28, 2020

REGISTER

09:00 - 09:15 **ACOA Welcome & Opening Remarks**

09:15 - 10:15 **Reverse Pitch Session | Meet the Investors - *Reimagined***

This Forum favourite provides delegates with the opportunity to hear from key players from some of the most active venture funds. This year we are turning the tables. Watch as this roster of leading VCs & Venture Debt players gives their quick pitches to the AVF audience.

connecticut innovations · svb Silicon Valley Bank · Round13 · Quark venture · bdc · OKR FINANCIAL · YALETOWN VENTURE PARTNERS · iGAN PARTNERS

10:15 - 11:00 **Emerging Company Showcase | RAID (Robotics, Augmented Intelligence, IoT, Data)**

5 Minute Showcase Pitches Plus Q&A

11:00 - 11:15 **Networking Break**

11:15 - 12:00 **The Foolproof Formula for Finding Product-Market Fit**

Sean Sheppard
Founder, Entrepreneur, VC
growthX

Products and markets may be unique, but the path to finding product-market fit is not. It's formulaic. Straight from Silicon Valley, Sean will share the formula – a proven method of learning, testing, measuring and validating to decide whether you should iterate or scale.

12:00 - 12:30 **Deal Structuring & Top Mistakes**

All Stage Funding Strategies

Craig Elias
Award-Winning Startup
Advisor, Educator & Author
150 Startups

Craig has been chosen twice by LinkedIn as Canada's #1 B2B Sales Expert, and is Linked-In user 3,956 of 700 million users. As a mentor, he has been a National Growth Advisor for Goldman Sachs' and Babson College's 10,000 Small Business Program in Boston, is on the advisory board for Nudge.ai in Toronto, is a mentor for the GrowthX Academy in San Francisco.

12:30 - 13:00 **Networking Break**

13:00 - 13:30 **Keynote Speaker | "Fail to Plan, Plan to Fail" - Lessons From A Special Forces Operator**

Glenn Cowan
Founder & Managing Partner
ONE9 INVESTMENTS INC.

Having served in the Canadian Special Operations Forces for over 18 years while also founding One 9 Investments, Glenn has developed an unconventional perspective and application to the investment battlefield. He understands the capability requirements that military tech provides and advocates that a tier one Special Operations Unit is an untapped incubator; accelerating talent, innovation and outside the box problem solving.

13:30 - 14:15 **Emerging Company Showcase | Digital Health & Life Sciences**
5 Minute Showcase Pitches Pus Q&A

14:15 - 14:45 **Networking Break**

14:45 - 15:15 **Silicon Valley Bank - Optimizing Your Growth Toolkit**

Anne Woods
Managing Director, Life Science & Healthcare

svb
Silicon Valley Bank

SVB is perhaps the biggest player in technology banking & venture debt. Now they are moving into Canada in a **BIG WAY** working with **ALL** tech sectors, with AVF as their gateway to the Maritime tech ecosystem.

15:15 - 16:00 **Building an Unstoppable Business**
Friction points when building a start-up are legion. Straight talk from successful company builders that covers critical ground. Debenture or shares? Board of directors - yes or no? Working with Angel investors - leverage and pitfalls. Who is your first hire: technical or sales? IP strategy from day one, and more.

NBIF ProcedureFlow BEAUCERON SECURITY POTENTIAL MOTORS

16:00 - 16:10 **Day One Closing Remarks**

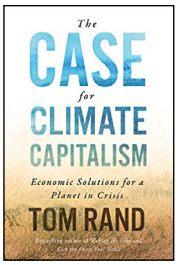
Thursday October 29, 2020

Online Virtual Forum

09:00 - 09:10 **Welcome Back Message & Opening Remarks**

09:10 - 10:00 **Keynote Speaker | Climate Capitalism: Economic Solutions for a Planet in Crisis**

Tom Rand
Managing Partner & Author
ARCTERN VENTURES



A warming climate and general distrust of Wall Street has opened a new cultural divide between those who would reject capitalism itself and those who would tinker around its edges. Rejecting traditional Left/Right ideologies, Rand presents a set of pragmatic solutions that underpin a renewed capitalism harnessed to the task of replacing fossil fuels before our collective climate risk becomes existential.

10:00 - 10:30 **Corporate Strategics - Funding, Partnering, Lead Reference Clients & More**

Hungry for capital that comes with a corporate partner? Find out why these Corporate Leaders think the opportunity they can offer, as opposed to traditional investment, may better suit your business. Each one has a strategic agenda for working with and engaging entrepreneurs. Listen in as this panel of key players from outside of Atlantic Canada discuss the current opportunity landscape and what they are looking for from you.

IBM 3M TELUS Ventures ... more to come!

10:30 - 10:45 **Networking Break**

10:45 - 11:30 **Emerging Company Showcase | Sustainable Technologies & CleanTech**

5 Minute Showcase Pitches Plus Q&A

11:30 - 11:45 **Bioenterprise Presentation**

Dave Smardon
CEO
BIOENTERPRISE
CANADA'S FOOD & AGRI-TECH ENGINE

Bioenterprise is Canada's Food and Agri-Tech Engine, bringing more than 15 years of industry experience to help businesses connect, innovate and grow. From expert services and mentorship, public and private funding and investment, to national and global networking, the Bioenterprise Engine will help scale your business to create sector-wide impact.

11:45 - 12:30 **A Deep Dive Into the Incredible Opportunity Landscape of Ag Tech - Where We Are and Where the World is Heading**

BIOENTERPRISE CANADA'S FOOD & AGRI-TECH ENGINE IBM Farm Credit Canada

12:30 - 13:20 **Emerging Company Showcase | Agriculture Technology**

5 Minute Showcase Pitches Plus Q&A

13:20 - 13:30 **AGRI Opportunities | CARROT - A Unique Venture Creation Model**

Martin Vetter
Senior Investment Manager
CARROT

AVAC Group is a team with industry and venture capital expertise that invests across the continuum of entrepreneurship. It recently launched Carrot to catalyze the formation of Ag Tech companies by matching agricultural technology with experienced management. Companies formed by Carrot benefit further by having AVAC Group as the lead investor.

13:30 - 14:00 **Canadian Technology Accelerator Program Run by Global Affairs Canada** CTA

The Canadian Technology Accelerator (CTA) can give your firm a head start in a foreign market. CTA programs are located in major tech hubs including Boston and Silicon Valley and support firms in a wide range of technology sectors. Each CTA program focuses on helping Canadian entrepreneurs access target markets. Connect with and learn from those who have leveraged this uniquely Canadian growth opportunity.

14:00 - 14:30 **Women In Tech - Canada Leading the World**

The Atlantic Women's Venture Fund has officially launched its inaugural fund. BDC's Women in Tech Fund is also paving new inroads for canada's tech commercialization ecosystem. Connect with leading investors, entrepreneurs and advocates of Canada's venture ecosystem for fresh intel on what lies ahead.

14:30 - 15:00 **Keynote Speaker | The Magic Box Paradigm: A Framework for Startup Acquisitions From Silicon Valley...**

Ezra Roizen
M&A Startup Advisor,
Founder & Author
advsr

Ezra is handing you the keys. Are you planning for the future? Do you know what your exit pathway looks like? This talk demystifies the process and provides founders with a frame of reference and an actionable M&A game plan. Don't miss out on an opportunity to learn about Ezra's holistic approach to developing relationships with potential strategic partners, sparking inbound acquisition interest, and ultimately optimizing and closing the deal.

15:00 - 15:15 **Best Presenting Company Awards & Closing Remarks**

Reserve your seat today for this outstanding program!

REGISTER

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