

# Venture Showcase

THURSDAY, DECEMBER 10TH

## Venture Showcase 2020

### Post-event Report

#### Summary

Thursday December 10th 2020 marked entrepreneurship@UBC's inaugural [Venture Showcase](#) featuring over 30 ventures, their founders and champions in a day-long event spanning industries, programs and solutions.

Evolved from our annual Pitches & Pitchers event, the 2020 Venture Showcase spanned our entire funnel of ventures in our CORE and Lab2Launch Venture Building Programs to those raising in Phase 3 of our Incubator and HATCH Accelerator. Each team **presented in 3 minute increments with introductions from their Champion** (a mentor or Entrepreneur in Residence they have been working with) providing a unique look into the founder *and* team behind the solution.

#### Outcomes

##### Who pitched

The Showcase saw a **total of 31 ventures** pitching, with **8** in our Ones-to-Watch category (6 Lab2Launch and 2 CORE), **14** in our Sneak-a-Peek category (5 Lab2Launch, 9 CORE) and **9 in our HATCH Ready-to-Raise category** (4 Lab2Launch and 5 CORE) ([see Appendix A for details](#)).

Of the 31 ventures who presented, **52%** were **CORE** and **48%** were **Lab2Launch**. **19%** had a **Social Venture** affiliation, and **22.5%** had a **Climate Venture** affiliation.

Of the presenters, **29%** were **women**, with **71% men**.

# Venture Showcase

THURSDAY, DECEMBER 10TH

## Community Representation

At the outset of the day, we held a Fireside Chat with **Natalie Dakers**, CEO, Entrepreneur, Board Director, Leader in the Canadian Health Sciences sector and **Mike Hagerman**, Managing Director, DirectorsEdge sharing their insights and journey as key parts of our innovation ecosystem.

In addition, we held intimate “**mini-sessions**” **Founder AMAs** and **Reverse Pitches** featuring ventures, mentors and investors in our ecosystem in between sessions to create connections, foster community and allow for intimate knowledge sharing across our ecosystem.

Of the **9** mini sessions, we featured 2 alumni Founders, 1 Mentor and 6 Investors. Of these presenters, 33% were women, and 66% men ([see Appendix B for details](#)).

Lastly, we had **20 venture “Champions”** (Mentors or EiRs a part of entrepreneurship@UBC) giving an introduction and “setting the stage” for ventures who were pitching. Of the Champions, **30%** were women and **70%** men.

## Attendees

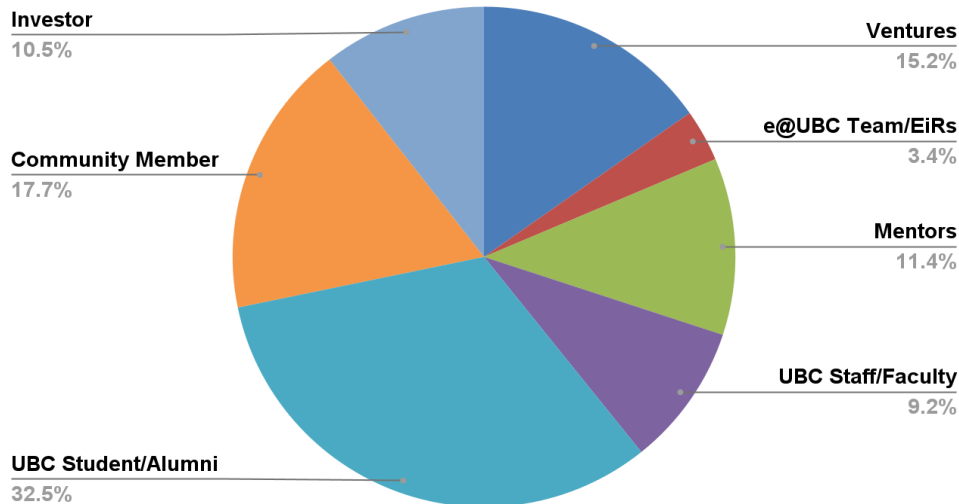
The Showcase attracted **446 registrants across our UBC and regional innovation ecosystem**. Of the registrants, **35.5%** identified as **male**, **17%** identified as **female** and **47.5%** were **undisclosed**.

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THURSDAY, DECEMBER 10TH

## Breakdown

### Primary Affiliation



## UBC Affiliation

### UBC Students/Alumni:

- Applied Science: 26
- Arts: 4
- Sauder: 22
- Science: 11
- Medicine: 1
- UBC Graduate Studies: 1
- Undisclosed: 55

### UBC Staff/Faculty:

- Applied Science: 7
- Blockchain@UBC: 1
- Dentistry: 1
- Forestry: 1

# Venture Showcase

THURSDAY, DECEMBER 10TH

- ICICS: 1
- Medicine: 5
- Physics and Astronomy: 1
- Post-Doc Researcher: 4
- Science: 3
- VPRI: 3
- Undisclosed: 14

## Investors

Of the 446 registrants, **84 identified as investors** (with 47 registrants having investor as their “primary”, or sole, affiliation). **This represents ~19% of total registrants.**<sup>1</sup>

**Investor firms included:** 2048 Ventures, 7 Gate Ventures, Active Impact Investments, Amplitude Ventures, ARTIS Ventures, Aventrock Ventures, Blue North Partners, Boost Start Capital VCC, Borealis Ventures, Capital Investment Network, EFund, Exard Holdings, Highline Beta, Linde Equity, Lumira Ventures, Nimbus Synergies, Popular Investing, Rebel One Ventures, Rhino Ventures, Schlumberger Ventures, Side Door Ventures, Silicon Valley Bank, Supernode Capital, Woodbridge Management Group, WUTIF Capital Inc and more.

## Audience Outcomes

In total, we saw **392 unique attendees** across the day, with **131** attendees at our Opening Session Fireside Chat with Natalie Dakers and Mike Hagerman, **170** attendees at our Ones-to-Watch section, **172** at our Sneak-a-Peek category and **129** at our HATCH Ready-to-Raise category.

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<sup>1</sup> Note: When registering, audience members are able to select more than one affiliation to entrepreneurship@UBC, hence why there are a total of 84 investor identified in total, but only 47 as their primary affiliation.

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THURSDAY, DECEMBER 10TH

## Net Promoter Score

The event garnered a **73+ Net Promoter Score (excellent)**, averaging to a **9/10 rating**, with **72% of survey respondents saying it went “above” or “well above”** their expectations. Of the feedback shared, respondents noted they enjoyed “getting an exciting preview of the developing businesses” and “getting to know the diverse community of UBC entrepreneurs”.

Net Promoter Score	What it means
71 to 100	Excellent
31 to 70	Great
1 to 30	Good
-100 to 0	Needs Improvement

From this feedback, we can leverage insights to better prepare, and inform, our future Showcases and community events.

# Venture Showcase

THURSDAY, DECEMBER 10TH

## Appendix

### Appendix A

**Ones-to-Watch** included David Kim of Difinity, Dyhia Belhabib of NCIS, Hamed Heliaz of ProState, Hillary Pierce of Total Flow Medical, Hossam Shoman of Dream Photonics, Ina Na of DECAP Research & Development, William Wang of Leafi Home, Yamila Franco of Nyoka Design Labs.

**Sneak-a-Peek** included Anshul Porwal of Neupeak Robotics, Bahar Heravi Moussavi of The C.O.D.E Initiative Foundation, Duncan Acres of Bioform, Enzo Garofalo of GUD, Fatih Birol of Amphoraze Life Sciences, Geoffrey Houlton of ABOzymes, James ROUNd of RhYme Technology, Mahyad Aghigh of ApplyChance, Marc Wandler of Susgrainable, Ravina Anand of FLIK, Reza Rezaei of Aqua Intelligent Technology, Roxanna Delima of ThorTech, Sara Amini of Soulect, and Tanner Geary of RiskMetrics.

**HATCH Ready-to-Raise** included Arthur Chen of Verdi, Ben Blumer of ShapeMeasure, Guy Davis of healthQb, Jason Sparrow of BarrelWise, Rachel Chase of Zennea Technologies, Rob ROhling of Sonus Microsystems, TJ Rak of Skylab and Udi Daon of Daanaa.

### Appendix B

Of the **Founder AMA mini sessions**, we featured Ayissi Nyemba of EMKAO Foods (alumni), Michael Carlson of CarboNet Nanotechnologies (alumni) and Doug Buchanan of Roam (Mentor).

Of the **Reverse Pitches**, we featured Ali Ardakani of Novateur Ventures, Pieter Dorsman of Angel Forum, Irene Dorsman of Angel Forum and Women's Equity Lab, Tom Boddez of Active Impact Investments, Jason Robertson Nimbus Synergies, and Kristina Bergman Pender Ventures.