



**GROWTHWORKS**

venture capital. experience. **connections.**

**Food For Health Research Forum**

**June 12, 2012**



# Agenda

- 1) GrowthWorks Intro
- 2) Collaborations
- 3) Success Factors



# GrowthWorks

- Managers of 5 venture capital funds across Canada, :
  - Canadian Fund (Toronto)
  - Commercialization Fund (Toronto)
  - Working Opportunity Fund (Vancouver)
  - Access Fund (Vancouver)
  - Atlantic Fund (Halifax)
- Inception – 1992
- Over \$500 million in assets under management
- Investment managers with a combined 200 years of experience

venture capital. experience. **connections.**

**GROWTHWORKS**



# Investment Approach

## Adding Value to GrowthWorks Portfolios

- Investments in IT, Life Sciences, Advanced Manufacturing & Cleantech
- Series A and B investments
  - Getting in early
- Deeply Involved
- Patient Capital

# Life Sciences Investments



venture capital. experience. connections.

**GROWTHWORKS**



# Food Related Investments



venture capital. experience. **connections.**

**GROWTHWORKS**

# Investee Collaborations

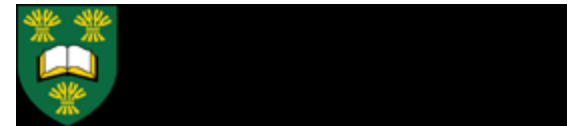


NRC Plant Biotechnology Institute

NRC Industrial Research Assistance Program



uOttawa



venture capital. experience. **connections.**

**GROWTHWORKS**



# Collaborations

- **Opportunities**
  - Pipeline of Intellectual Property
  - World class research capabilities
  - Leveraged Infrastructure
  - Strategic insight
  - Sources of Capital
  
- **Challenges**
  - Bureaucracy
  - Productivity
  - Competing Priorities





# Success Factors \ Priorities

- Management, Management, Management
- Technology
- Intellectual Property
- Market Opportunity / Competition
- Commercialization Plan
- EXIT



# Management \ People of Influence

- Part-time management
- “C” level exec. – sweat equity
- CSO – leave of absence or sabbatical
- Entrepreneur-in-Residence
- Board of Directors
- Scientific \ Technical Advisory Board



# Technology

- First to Market or Best in Class
- Addresses Unmet Need
- Defensible
- COGS
- NIH Syndrome
- Critical Mass



# Intellectual Property

- How strong is it?
- Composition better than Method\Process patent
- FTO – what is the competitive landscape?
- Issued
- In-licensing terms \ restrictions

# Intellectual Property



"This lettuce will grow on Mars ... by the way, find out if 'red lettuce' is copyrighted."



# Commercialization Plan

- Is there one?
- Timelines and associated costs
- Utilize industry consultants
- Illustrate potential value creation (market opportunity, define customer, know competitive landscape, etc.)



# Parting Thoughts . . .

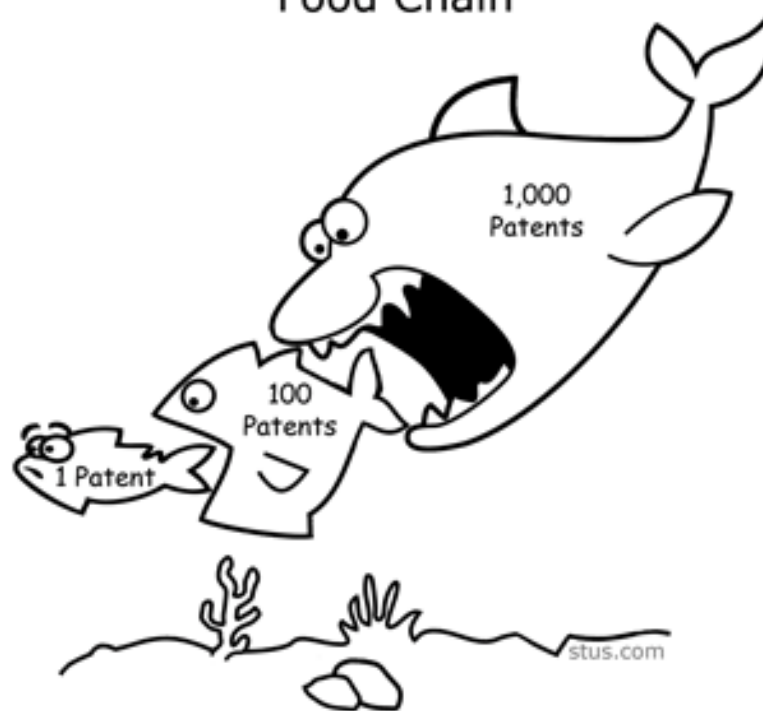
- Use common sense!
- Be open and willing to listen!
- History repeats itself!
- Under promise and over deliver!
- Conduct reverse due diligence!
- EXIT - Investors care . . . So you should!

# Parting Thoughts . . .

Stu's Views

© stus.com All Rights Reserved

## Technology Company Food Chain



venture capital. experience. **connections.**

**GROWTHWORKS**





Make sure the Investors of the  
future know about you today

Joseph Regan

[joseph.regan@growthworks.ca](mailto:joseph.regan@growthworks.ca)

T (416) 934-7731

[www.growthworks.ca](http://www.growthworks.ca)

venture capital. experience. **connections.**

**GROWTHWORKS**