

UBC FINANCE CLUB

EST. 1989



PACIFIC VENTURE CAPITAL
CONFERENCE & COMPETITION

FEBRUARY - MARCH 2013

FORWARD

Dear Student,

It is our pleasure to welcome you to the largest university-level venture capital conference in Canada. The Pacific Venture Capital Conference and Competition is a stage on which hundreds of students Present ideas and valuation solutions to an audience of entrepreneurial leaders and senior venture capitalists from across North America.

This conference provides an opportunity for innovative ideas to flourish. You will learn firsthand what is required to successfully launch a new venture through seminars led by industry executives. Aspiring venture capitalists will develop essential investment tools.

On March 15th, top universities and professionals will assemble at the 2013 PVCC Conference and Competition. We would like to extend to you an invitation to connect with brilliant students from across the country.

Sincerely,

PVCC Organizing Team



EXECUTIVE TEAM

Jordan Huang

Chairperson

André Matthew Tate

Director of External Affairs

Melissa Yuen

Director of External Affairs

Jacquelyn Son

Director of Marketing

Clarabel Luk

Director of Communications

Theodore Ta

Director of Conference

Robin Fan

Director of Competition



WHY SHOULD YOU GET INVOLVED?

*“Connecting the brilliant minds
of our future”*

The Pacific Venture Capital Conference introduces students to the venture capital industry and provides rare networking opportunities that can open many doors in the future. Watch presentations and negotiations of finalists who have been selected to represent the best ideas of this year's PVCC 2013 competition. With a \$2,000 prize pool and up to \$25,000 in seed money proposed by angel investors, PVCC will provide you with the opportunity to experience a live business deal.

Enjoy an evening at the epicenter of Downtown Vancouver with 40+ prominent industry professionals in venture capital, private equity, technology, investment banking, real estate and more. At night, drinks will be held on the rooftop of the Vancouver Art Gallery, an amazing location overlooking Robson Square. Delegates will have exclusive access to the exhibitions.

Take this opportunity to build connections, explore future opportunities at our career fair, and promote your personal brand at this year's Pacific Venture Capital Conference at the Vancouver Art Gallery.

PARTNERS

ANDREW HAUGHIAN
Partner
Pangaea Ventures



MIKE VOLKER
Chairman
GreenAngel Energy



HANS KNAPP
Co-Founder
Yaletown Venture



MIKE WALKINSHAW
Managing Director
Chrysalix Energy Venture
Capital



ROB WILDEMAN
Director
Tricor Pacific Capital



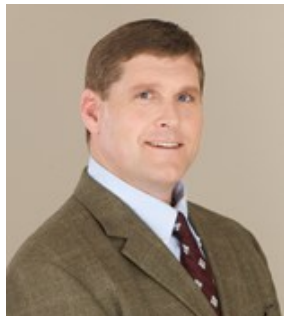
AMIT SANDHU
CEO
Ampri Group



KELLY EDMISON
CEO
Pender West Capital



PAT BRADY
Vice-President
GrowthWorks Capital



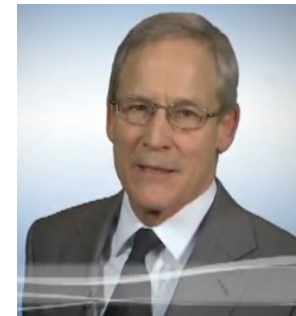
JUSTIN D. YOUNG
Partner
Lawson Lundell



MANDEEP
DHALIWAL
Partner
Lawson Lundell



DAVID STITT
Managing Director
Banyan Capital Partners



HECTOR
MACKAY-DUNN
Partner
Farris

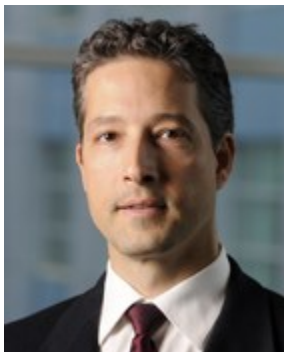


PARTNERS

PETER FANG
Principal
BlackOre Research



MARIO KASAPI
Associate Director
University-Industry
Liaison Office



HASHEM
ABOULHOSN
Associate
Vanedge Capital



TERRY BEECH
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Hiretheworld.com



STEWART MARSHALL
CFO
InTouch Follow-Up



SLOBODAN
KUZMANOVICH
Analyst
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PANKAJ AGARWAL
Founder and CEO
Optimus Information



AARON HUNTER
Partner
Ovio Ventures



ROBIN LOUIS
Senior Advisor
Vanedge Capital



VIK KHANNA
Co-Founder
Faronics



THOMAS HELLMANN
Professor
Sauder School of Business



AKBAR HASSANALLY
Founder &
Managing Director
Mondo Capital Partners



CONFERENCE 2013

CAREER FAIR FINAL ROUND COMPETITION SEMINARS GALA DINNER KEYNOTE SPEAKERS



The Vancouver Art Gallery provides an amazing venue for our conference delegates. Located in the epicenter of Vancouver, it gives open access to the gallery's exhibits and a chance for guests to experience British Columbia at its finest. The venue provides opportunity for ideas, knowledge, and innovations to flourish.

Vancouver Artgallery

KEYNOTE SPEAKER

JAYNE LANDRY Global Vice-President of SAP Canada



Jayne Landry leads SAP's volume, embedded and bundled solutions, global product portfolios that deliver over \$400M in annual revenues. In this capacity she is responsible for defining products, expanding market opportunities, and driving scale across SAP's technology and innovation products. With more than 20 years' experience in the high tech sector, Jayne has held senior product management, strategic alliance, and marketing management positions at Sierra Wireless, Maximizer Software and Telecom New Zealand. Jayne started her distinguished career in New Zealand in international marketing in the manufacturing and tourism sectors. She currently resides in Vancouver and holds a Bachelor of Commerce degree from the University of Auckland (NZ).



A subsidiary of SAP AG, SAP Canada is headquartered in Toronto, Ontario. Operating in the Canadian market since 1989, SAP Canada serves over 2,300 customers and employs over 2,000 across Canada. SAP also has a significant research and development presence in Canada, with labs located in Montreal, Toronto and Vancouver.

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. Founded in 1972, SAP (which stands for "Systems, Applications, and Products in Data Processing") has a rich history of innovation and growth as a true industry leader. Today, SAP has sales and development locations in more than 75 countries worldwide . SAP applications and services enable more than 109,000 customers worldwide to

WORKSHOPS

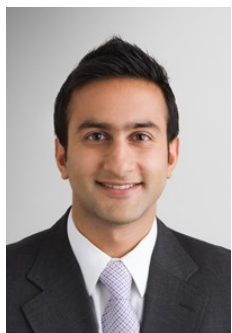
Ventures & Valuation - Darrin Hopkins



Darrin joined Blackmont Capital (the predecessor firm of Macquarie Private Wealth) in 2002. He was a Co-Founder, Senior Vice President and Director of the West Five Branch of Blackmont Capital Inc. and a Co-Founder, Vice President and Director of the Venture Markets Group of Research Capital Corporation.

Previously Darrin was also the Manager Capital Markets at C.M. Oliver and Company Ltd. In addition, Darrin has sat on various ad-hoc committees such as at the Alberta Securities Commission and five years on the Listing Committee of the Alberta Stock Exchange and Canadian Venture Exchange (now the TSX Venture Exchange). Darrin is currently the Chairman of the Local Advisory Committee and Chairman of the National Advisory Committee of the TSX Venture Exchange. Darrin was recently appointed to the Ontario Securities Commission Exempt Market Advisory Committee. Over the past 19 years Darrin and his partner have taken over 100 companies public.

Business Law & Entrepreneurship - Ally Bharmal



Ally Bharmal is in the Technology and Securities Group at Fasken Martineau. His growing practice focuses on corporate and commercial business advice for a variety of clients, with an emphasis on the technology sector.

Ally principally represents private companies on a wide range of transactions, including start-up and incorporation issues, preparation of shareholders' agreements, debt and equity angel and venture capital financings, mergers and acquisitions, and advice with respect to ongoing business matters. Ally also advises on the commercial needs of his clients with respect to business and information technology matters, including licensing, promotional contests, website terms and conditions, development and outsourcing arrangements, distribution and representation agreements, and other matters.

FINAL ROUND JUDGES

CHARLES COOK

Vice-President & CFO
Discovery Capital



Charles Cook brings nine years of investment banking experience in advising private and public companies.

Prior to joining Discovery Capital, Mr. Cook was a director of Dundee Securities Corporation, providing investment banking services in Alberta and British Columbia, prior to which he worked in a similar role in the Vancouver office of a national investment dealer.

Charles Cook is a CMA; he also holds an MBA from the University of British Columbia.

PRAVEEN VARSHNEY

Director
Varshney Capital Corp.



Praveen Varshney has 20 years of experience in entrepreneurship and the capital markets.

He is a past president of the Vancouver chapter of The Entrepreneur's Organization (EO) and a founding director of the Vancouver chapter of The IndUS Entrepreneurs (TiE). Mr. Varshney also is on UBC President Stephen Toope's Strategic Advisory Council, a former Director of The Vancouver Board of Trade, and a past recipient of Business in Vancouver's Forty under 40 Awards.

Praveen holds a C.A. designation and graduated from the University of British Columbia with a Bachelor of Commerce degree.

KRISTI MILLER

Co-Founder
First West Capital



Kristi Miller has almost 20 years of financial experience, ranging from senior debt to private equity and including 14 years in the specialized area of subordinated debt.

Prior to co-founding First West Capital, Ms. Miller spent ten years with another B.C.-based subordinated debt fund. She has also worked with CIBC and the Small Enterprise Equity Fund of the European Bank for Reconstruction and Development.

Kristi Miller holds a MBA in International Business from the University of British Columbia and a Bachelor of Arts in History and Russian Studies

FINAL ROUND JUDGES

DARRIN HOPKINS

Vice-President
Macquarie Private Wealth



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TALEEB NOORMOHAMED

Partner
NOTA Capital



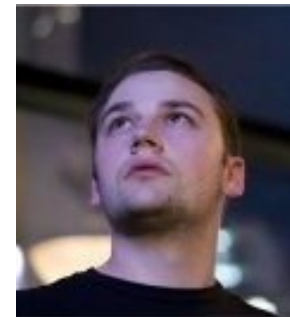
Taleeb Noormohamed is an entrepreneur and an Angel Investor with a strong background in public policy.

Mr. Noormohamed has previously served as Director of the Air India Review Secretariat, Director of Citizen Engagement for the federal government's Department of Public Safety, and Vice President of Strategy and Partnerships with the Vancouver 2010 Olympic and Paralympic Winter Games (VANOC).

He holds a BA in International Relations from Princeton University and attended the University of Oxford for Doctoral Studies in Geography.

ANDREW GRIEVE

Partner
Agentis Capital



Andrew Grieve has worked on a wide variety of transactions, including restructuring transactions, capital raisings, take-private transactions, general M&A transactions, and high-yield loan transactions, with a total aggregate value of committed financing and completed transactions of more than \$8 billion.

Prior to Agentis, Mr. Grieve worked in investment banking at the Macquarie Group in Vancouver and Chicago. Andrew Grieve is currently the Battery Captain of the 31st Battery of the 15th Field Artillery Regiment, Royal Regiment of Canadian Artillery and holds the rank of Captain.

MENTORS

CAM GOOD

Founder
The Key



Good joined MAC Marketing Solutions in 2004 where he strategized and executed MAC's sales programs and sold over 5,000 condos for leading developers in Western Canada, including over \$1.1B in 2007.

In early 2009 Good left partnership at MAC to start The Key. Good found the aftermath of a turbulent market offered a plethora of good talent and within a few short months The Key had built the best team in the industry, implemented several ideas and systems Good had been incubating for years and established itself as the most creative and progressive real estate sales and marketing firm in Canada.

AKBAR HASSANALLY

Managing Director
Mondo Capital



Mr. Hassanally has over 25 years of industry experience and is responsible for developing international, institutional client relationships.

Prior to joining Matco Financial Inc. in 2012, Mr. Hassanally established Mondo Capital Partners Inc., a corporate development and finance boutique in Vancouver, B.C. In addition to his primary responsibilities at Matco Financial, Mr. Hassanally remains managing director of the firm. Mr. Hassanally has also worked for a subsidiary of a major bank, serving the needs of private, corporate and institutional clients.

MIKE TAN

Co-founder
TeamPages.com



Prior to becoming COO & VP Community at Change Heroes, Mike was the CEO and Co-Founder of TeamPages.com, an online management and communication platform for over 100,000 amateur sport leagues and teams across North America.

Mike has also co-founded ForTwoPlease.com, The Satay Stand, and the University of Victoria Leadership Conference. Mike was also a member of the Victoria TELUS Community Board, President of the University of Victoria Commerce Students Society, and Director of Services for the University of Victoria Students Society.



MARCH 15TH, 2013

Itinerary

3:00 - 3:30 PM	Keynote Speaker
3:30 - 4:15 PM	Workshops
	<i>Fostering Entrepreneurship - TiE Association</i>
	<i>Ventures & Valuation - Macquarie</i>
	<i>Business Law - Fasken Martineau</i>
4:15 - 4:45 PM	Career Fair & Networking Reception
4:45 - 5:45 PM	Entrepreneurship Team's Presentations
	Gala Dinner
5:45 - 6:45 PM	Venture Capitalist Team's Presentations
6:45 - 7:00 PM	Negotiation
7:00 - 7:30 PM	Final Keynote Speaker
7:30 - 7:45 PM	Award Ceremony
7:45 - 9:30 PM	Wine & Cheese on the Rooftop of the Vancouver Art Gallery



“The Pacific Venture Capital Competition consists of a group of energetic and passionate students. Their venture capital competition went beyond my expectations because of the executive team’s organization, the talented university students and the calibre of professionals in attendance.”

DAVID STITT, MANAGING DIRECTOR OF BANYAN CAPITAL

CONTACT

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Chairperson

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TRIUMF



Commerce Undergraduate Society



Sauder School of Business



UBC Finance Club

PARTICIPATING FIRMS



Macquarie Private Wealth



First West Capital



CIBC



Varshney Capital



Raymond James



Yaletown Venture Partners



Agentis Capital



Yellow Point Equity Partner



BlackOre Research

COMMUNITY SUPPORTERS



British Columbia Technology Industry Association



Small Business Accelerator



Women's Enterprise Centre



Canada's Venture Capital & Private Equity Association