



PACIFIC VENTURE CAPITAL  
CONFERENCE & COMPETITION



# Competition Package

---

2016 - 2017

Pushing Boundaries x Expanding Frontiers

# Competition Details

## Important Dates

January 24 <sup>th</sup>	Registration Deadline
Entrepreneurship	
January 25 <sup>th</sup> January 31 <sup>st</sup>	Prelim. Round Opens Prelim. Round Submission
February 16 <sup>th</sup>	Second Round Pitch
February 27 <sup>th</sup>	Third Round Pitch
March 3 <sup>rd</sup>	Final Pitch Submission
Venture Capital	
January 25 <sup>th</sup> February 4 <sup>th</sup>	Prelim. Round Case Released Prelim. Round Submission
February 15 <sup>th</sup> February 22 <sup>nd</sup>	Second Case Released Second Case Submission
March 1 <sup>st</sup> March 8 <sup>th</sup>	Round Three Released Round Three Submission
March 16 <sup>th</sup>	Finalists Announced
March 23 <sup>rd</sup>	Final Round & Conference

## How it Works

### Participate in One of TWO Interconnected Competitions

Whether you're interested in building a startup or valuating and acquiring them, our competition is for you. The two competitions run side-by-side, meaning students in the VC competition will get to analyze cases, as well as live companies submitted by our entrepreneurship competitors. On the flip side, entrepreneurs will get the opportunity to get feedback from both professionals and students in the VC competition.

## Entrepreneurship

**Pitch your new venture or business idea** to industry professionals and seasoned entrepreneurs to gain insight and feedback

**Get mentorship and validation** from world-class financiers and entrepreneurs that know what it takes to succeed

**Connect with investors** from angel investors to venture capitalists, start building the connections for your startup

## Venture Capital

**Practice valuating startups** in a competition unlike any other where you value both closed cases and existing startups participating

**Get coaching and advice** from venture capitalists and investors to polish your understanding and skills

**Get noticed by firms** all finalists' resumes will be added to a delegate book distributed to IB, VC, and PE firms

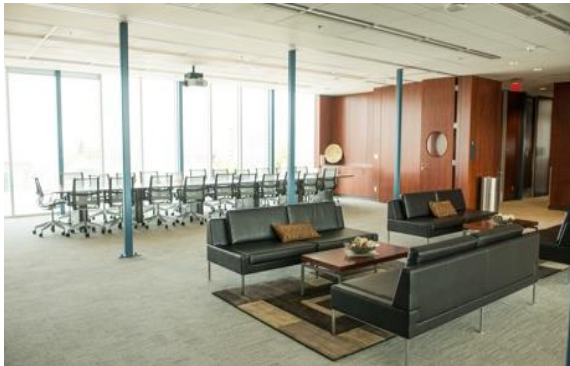
# Competition Structure

	Entrepreneurship	Venture Capital
ROUND ONE	<b>First Round</b> Teams submit a 10-page PPT and a 1-minute video presenting their business idea	<b>First Round</b> Teams value an existing early stage company by using industry-specific valuation methodologies (12-page PPT)
ROUND TWO	<b>Second Round</b> Students will present live in front of preliminary round judges (Done in-person or via Skype)	<b>Second Round</b> Teams submit a 6-minute video presentation of the business valuation conducted in the First round
ROUND THREE	<b>Third Round</b> Teams will have the opportunity to work with an Industry professional and once again present live (Done in person or via Skype)	<b>Third Round</b> Teams receive mentorship and will analyze Entrepreneurship Teams' business ideas and financial projections
CONFERENCE	<b>Final Round</b> Finalists present their business idea and financial projections live in front of an audience of 350+ delegates and industry professionals	<b>Final Round</b> Finalists present financial valuations and investment decisions live in front of an audience of 350+ delegates and industry professionals



# Venues

## First Round (Preliminaries)



Big Four Conference Room

## Second Round (Semi)



Pan Pacific Hotel

## Final Round



Fairmont Waterfront Hotel

# Organizing Committee – Board Members



**Thomas Hellmann**

Professor

Oxford University



**Praveen Varshney**

Director

Varshney Capital



**Andrew Grieve**

Partner

Agentis Capital



**Eric Bukovinsky**

Principal

Yaletown Venture



**Peter Fang**

Principal

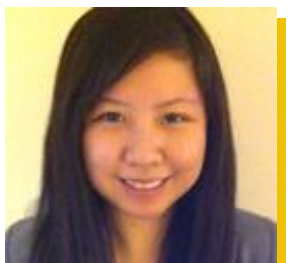
Promerita



**Kelly Edmison**

CEO

PenderFund



**Tina Zhao**

Former Analyst

CIBC World Markets



**Jordan Huang**

Analyst

Scotiabank  
Global Banking &  
Markets



**Joe Ip**

Analyst

Goldman Sachs

# Past Conference (2016)

## Keynote Speakers



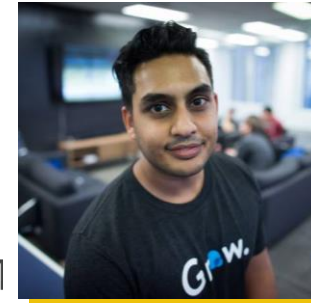
**Ryan  
Holmes**

Founder  
& CEO



**Sean  
Clark**

Co-Founder  
CEO



**Kevin  
Sandhu**

Founder  
& CEO



## Founders' Panel



**Fraser  
Hall**

Co-Founder



**Richard  
Glickman**

Chairman &  
Co-Founder



**Ryan  
Spong**

Co-Founder  
CEO



# Year-Over-Year Growth

Grew from 2012,  
where PVCC  
was...

Hosted at  
UBC Henry Angus Building

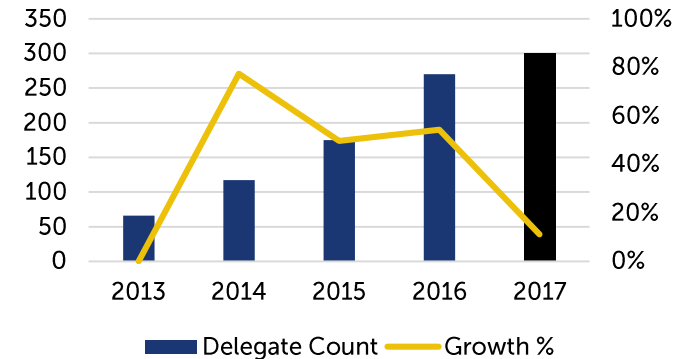
**80** Competitors  
**70** Attendees  
**2** Universities

Established as  
a premier  
conference in  
2016...

Hosted at  
The Fairmont Hotel Vancouver

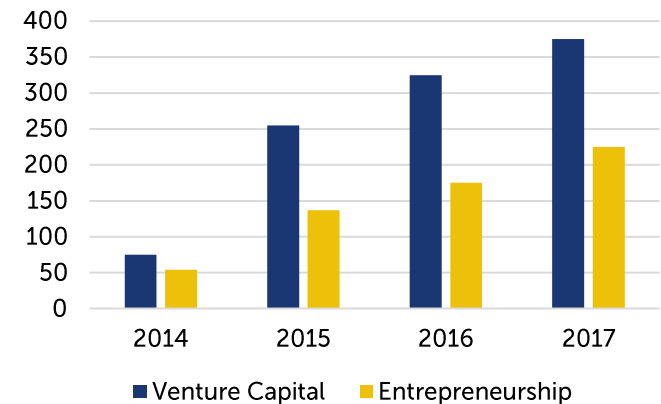
**400** Competitors  
**350** Attendees  
**30** Universities

## Historical Conference Delegates\*



\*Numbers Exclude Professional Delegates

## Historical Competitors



# Chairperson's Remarks



It is with my greatest honour to be leading PVCC this year as our team continues to push boundaries and expand frontiers. I am extremely proud of what the team has accomplished thus far and can assure that 2016 - 2017 will continue to be a year of accelerated growth. With that in mind...

"Why PVCC?" - A question that I was asked prior to first joining the team. It is easy to say that we are the "Largest Student Run Venture Capital and Entrepreneurship Conference and Competition in North America." But throughout my time here, I have discovered that the idea of what PVCC symbolizes carries far more weight than what the numbers tell us.

By being a part of PVCC, you are an innovator and a risk-taker - an individual who wants to create and invest in social change. Here, we embody and welcome the brightest minds from all fields of study because we believe diverse skill sets are required to solve the problems of tomorrow. Venture Capital and Entrepreneurship carry a symbiotic relationship that encompasses the expertise of all disciplines in working together to create a better future.

Plant the seeds of your business ideas, build the foundation of your investing acumen, and gain unparalleled experience and advice from professionals in the industry. This is where your daydreamt visions become the realities in our society. In other words, I invite you to take the first steps towards making a global impact and take part in the opportunities that PVCC has to offer.

*Ryan Ho, Chairperson*



# Sponsorship

## Past Sponsors

FIRSTWEST  
CAPITAL

Chrysalix  
ENERGY VENTURE CAPITAL

VANEDGE  
CAPITAL

Hootsuite™

mcmillan

EY

大成 DENTONS

LAWSON  
LUNDELL

SHOES.COM  
EST. 1996

BLACKORE

KPMG

PENDER  
PenderFund Capital Management Ltd.

MONDO  
Trust. Integrity. Results.

MOGO

Grow.

shopify

LW LABARGE  
WEINSTEIN

lumiracapital

BLG  
Borden Ladner Gervais

Yellow Point  
EQUITY PARTNERS

DISCOVERY CAPITAL

Aurinia

PANGAEA  
VENTURES LTD.

OSLER  
Osler, Hoskin  
& Harcourt LLP

agentis  
CAPITAL

Deloitte.

SPRING

Carbon  
Engineering

BDC

CAI  
PRIVATE EQUITY

TRICOR PACIFIC CAPITAL

YALETOWN  
VENTURE PARTNERS

Microsoft

recon  
INSTRUMENTS

VARSHNEY CAPITAL CORP.

Morgan Stanley

Goldman  
Sachs

LAZARD  
FRÈRES GESTION

BMO Capital Markets®

CIBC CIBC  
World Markets

RBC  
Capital  
Markets

Scotiabank  
GLOBAL BANKING AND MARKETS

SAP

EA  
GAMES™

CITIC CLSA  
Securities

RAYMOND  
JAMES

# Community Partners

## Prior Year Partners

