

ANNUAL REPORT

2017





Increasing Canadian prosperity by developing the next generation of high impact entrepreneurs

Annual Report 2017

Table of Contents



4

Reflections

5

The NEXT Chapter

6

NEXT Canada - Inspiring Innovation

7

Impact

8

Alumni Spotlight

12

What's Now, What's NEXT

14

Next 36 2017 Cohort

16

2017 Next 36 Ventures

18

NextAI 2017 Cohort

20

NextAI 2017 Ventures

22

Next Founders 2017 Cohort

23

2017 Next Founders Ventures

24

A Focus on Founder Development

26

Partners

28

Board of Directors & Founding Patrons

29

2017 Summary Financial Information

30

Who Is Involved

Reflections

Message from the Interim CEO & Co-Chairs

The last year has been one of tremendous accomplishment and evolution for NEXT Canada. With the help of our board and a committed group of partners and supporters, we launched NextAI, an accelerator program for artificial intelligence-enabled, early-stage startups. Our goal is to leverage NEXT Canada's proven founder development model to build on this nation's strength in research and commercialize more businesses. This is the first NEXT program to recruit internationally, with thirty percent of applications coming from abroad. NextAI launched 20 startups, including a wide range of businesses, from a smart garbage bin powered by computer vision to a food-waste reduction platform. The launch of this program would not have been possible without the vision and leadership of our NextAI founding partners - BDC Capital, Magna, RBC and Scotiabank.

Our Next 36 and Next Founders also thrived in 2017. The culmination of the two programs was celebrated in August at our 7th annual Venture Day. Almost 300 guests were treated to pitches, awards and an inspirational talk by Murad Al-Katib, president and CEO of AGT Food and Ingredients, who built a two-billion-dollar global business from his basement in Saskatchewan.

Our alumni now total over 300 strong and so many of them celebrated significant milestones over the past year. Congratulations to these alumni making a difference at home in Canada, including Stephen Lake (Next 36, 2011), co-founder of Thalmic Labs, who raised a \$158 million Series B funding round and added senior executives from Samsung and Under Armour. Nymi, co-founded by Karl Martin and Foteini Agrafioti (Next Founders, 2013), raised a \$20 million Series B round and Foteini (now with NextAI founding partner RBC) was recognized as a Top 40 Under 40 winner. You can read about these and other notable achievements in our alumni spotlight section, which also features Jessica Ching (Next Founders, 2014) and Maayan Ziv (Next 36, 2016), who were both named Top 25 Women of Influence.

We've made strong efforts to build on our commitment to diversity and inclusion initiatives - creating a committee of the board that is focused on ensuring we build a culture of inclusivity and delivering a series of networking events for our female founders, advisors, and mentors. We welcomed three new board members, Jacqui Allard, Catherine Lacavera and Colleen McMorro, and are proud that 60% of our NextAI faculty are women, coming from technical fields where men are usually the majority. There is still much to do, but we are excited to continue working with community partners, including #movethedial and Ladies Learning Code.

We celebrated Canada 150 with the launch of our What's Now, What's NEXT campaign, which made bold predictions on the next 150 years of technology. With headlines like "Nearly a Third of Canadians Believe Teleportation Will Happen," the campaign was covered in Huffington Post Canada, CBC, Global's *Morning Show*, and Techvibes, among others. NEXT Canada was also featured in media outlets including The Globe and Mail, Financial Post, and BetaKit. Over 75 NEXT alumni participated in the campaign which also included a microsite and custom video content.

As the year begins, we welcome Sheldon Levy as NEXT Canada's new CEO and are extremely excited to add someone to the NEXT family with such an impressive track record of nurturing entrepreneurship in this country in both university and government environments. His passion for supporting young people and vision for building an organization of international significance position NEXT well for the future. These are exciting times in Canada for innovation and entrepreneurship and we thank you for your continued support as we champion action that increases Canadian prosperity and grows our global footprint.



John Kelleher
Co-Chair, NEXT Canada



Anthony Lacavera
Co-Chair, NEXT Canada



Andrea Matheson
Interim CEO, NEXT Canada

The NEXT Chapter

We live in an era of disruption. Technological innovation is reshaping nearly every aspect of the Canadian economy and Canadian life. Whether it's a smartphone app that helps drivers find a place to park their car or an artificial intelligence that helps their car drive itself, technology is rapidly transforming the ways people live, learn, work and play.

Canada's future prosperity, much like other countries around the world, is making a crucial shift to digital technology. Our economic infrastructure is no longer merely bricks, mortar, pavement and machinery; it's also digital infrastructure. Data is more than numbers in a database; it's a highly valuable raw resource that can be mined repeatedly for new knowledge and insight. And people are not just workers, managers or executives; they are the innovative minds behind every technological advancement.

Canada needs to be ready to compete and succeed in this new global economy. We need to build out our digital infrastructure and make sure we have strong, forward-looking policies to guide decisions. And we must support our brightest innovators, instilling in them both a commitment to excellence and the competitiveness to take on the world and win.

This is why I joined NEXT Canada. Our organization was founded by established and successful Canadian business leaders who recognized their responsibility to help nurture a new generation of successful leaders for the digital era. The commitment our founders and partners bring, the support they extend to promising young innovators and their firms, is what gives NEXT Canada its distinct advantage, and makes it an indispensable component of Canada's digital infrastructure.

Each of our programs - Next 36 for bright young innovators, Next Founders to help scale promising startups, and NextAI for ventures based in artificial intelligence - provides participants with top-tier education, mentorship, resources and a network of vast breadth and expertise. Already, our alumni have raised over \$250 million to further their ventures and have created over 800 jobs. Joining the team at NEXT Canada puts me where I'm happiest: helping young people to launch their careers and build Canada's economic future.

My vision for NEXT Canada is an inclusive one that brings support to entrepreneurs from all parts of Canada, from all genders and all cultural backgrounds. It's also a collaborative one that works closely with industry and with government leaders at the federal and provincial levels. And it's one with a global outlook, helping Canadian innovation succeed beyond our borders. It's a vision for a prosperous 21st century Canadian economy, and I invite you to join us in making it happen.



Sheldon Levy,
CEO, NEXT Canada

NEXT Canada - Inspiring Innovation

NEXT Canada's mission is to increase national prosperity by providing an ecosystem to support exceptional entrepreneurs. We believe in founder development – a unique blend of mentorship, education and networks that, when combined with capital, can inspire driven innovators from Canada and abroad to disrupt industries and build globally relevant companies.

NEXT Canada delivers three programs:

NEXT 36

Tomorrow's High Impact Entrepreneurs

Next 36 is an eight-month program that delivers world-class founder development to Canada's most promising young entrepreneurs. The program provides a select group of undergraduate students and recent grads with a unique combination of education, mentorship and up to \$80,000 in seed investment to launch a new business.

NEXT FOUNDERS

Building Better Entrepreneurs

Next Founders is designed for founders of startups looking to scale quickly and is an immersive three-month entrepreneurial education program. Participants build relationships with an extraordinary community of peers, business leaders, entrepreneurs and investors, and develop innovative approaches that can be immediately applied to their business.

NEXT

CREATING TOMORROW



NextAI is a founder development program for early and idea-stage AI-enabled startups. We identify talented individuals and teams from around the world and leverage Canada's leadership position in AI to help them create ventures and commercialize research. Participants receive up to \$200,000 in capital, mentorship, education from world-renowned faculty and scientists, and the network to disrupt industries.

Impact

Cumulative economic impact created by NEXT Canada's programs since inception:

\$319M

Direct revenue generated:

\$130M

Funding raised by alumni ventures:

\$250M

32

Universities represented in the Next 36 2017 application pool

41%

2017 Next 36 ventures with at least one female founder

200+

Hours of in-class instruction and workshops

588

Mentions in national media

52

Advisors

23

Mentors

37%

Alumni ventures with at least one female founder

7

National and NextAI Founding Partners

25k+

Total social media followers

370+

YOUNG ENTREPRENEURS DIRECTLY IMPACTED

1

VISION FOR INCREASING CANADIAN PROSPERITY

Value created by industry

\$122M



Retail & consumer packaged goods

\$75M



Education

\$72M



Healthcare

\$13M



Sports & leisure

\$37M



Other*

* Includes manufacturing, construction, marketing, etc.

ALUMNI SPOTLIGHT

“

Next 36 is the most acute, accelerated entry point into entrepreneurship that exists. Investors and entrepreneurs I speak to are still baffled by how well-versed I am in the fine details of what it takes to run a startup, due to what I learned through Next 36. It's in its own league.

Jacob Flood, Co-founder and CEO, Mindset
Next 36, 2016

”



SILENT FOCUS



Does an open-concept office help or hinder your productivity? If you answered the latter, alumni venture Mindset (Next 36, 2016) has the solution for you. Mindset's over-ear headphones go a step beyond traditional noise-cancelling headphones, integrating EEG technology and neurofeedback to track the user's focus throughout the day and alert them when their concentration slips. Mindset integrates premium Onkyo sound, sleek design, and technology that's been used to treat ADHD, improve creativity in Olympic figure skaters, and train NASA astronauts.

Since graduating from the 2016 Next 36 cohort and participating in HAX, the world's largest hardware accelerator based in Shenzhen, China, the Mindset team has been hard at work perfecting their smart headphones. In March 2017 they launched a crowdfunding campaign, reaching their \$100K goal within the first 12 hours. By the end of their campaign, Mindset had raised a whopping \$1M+ with 3,829 backers, and unlocked all five of their stretch goals. The team has been featured in Mashable, The Verge, *The Sun* and *Daily Mail*, and is currently continuing to develop their much anticipated smart headphones.

A MORE ACCESSIBLE WORLD



AccessNow is on a mission to create a more inclusive world where everyone, no matter their ability or disability, can live without limitations. While this is a lofty goal, Next 36 (2016) alumna and AccessNow founder, Maayan Ziv, is making positive progress towards change. The AccessNow app uses crowdsourcing to pinpoint the accessibility of stores, restaurants, offices and more around the world on an interactive map.

AccessNow already has 16,380+ places pinned in 32 countries, and Maayan's efforts have been recognized and applauded by all who hear her pitch. This past year she has been named one of the Top 25 Women of Influence; won the Access Award for Disability Issues at the City of Toronto's 2016 Access, Equity and Human Rights Awards; won the Startup Canada Resilient Entrepreneur Award; won \$10K at the #movethedial pitch competition, and shows no signs of slowing down.





PUSHING AI BOUNDARIES

Deep
Learni.ng

With artificial intelligence transforming the way people do business, the onus is on enterprises to find ways to leverage the technology to create value lest they get left behind. Co-founded by Next 36 (2013) alumnus Ragavan Thurairatnam, DeepLearni.ng works with enterprise teams to generate business value with applied AI solutions, helping them to blueprint, build and deploy machine learning and deep-learning systems internally.

Their rapidly growing team has jumped from seven to twenty-one employees in the past year, with the goal of growing to 50 by the end of December. In September 2017, DeepLearni.ng announced a \$9 million Series A round and has completed the first phase of a multi-year partnership with global Insurtech provider Symbility. The team also hosts a Meetup focused on applied AI and putting machine learning into production, which has since grown to 800+ members – robots not included.

“My family was poor growing up and the only thing that was ever expected of me was to stay out of trouble and get a job. Next 36 helped change my path from mediocrity to relentless global ambition.”

Ragavan Thurairatnam, Co-founder and Chief of Machine Learning, **DeepLearni.ng**

EMPOWERING WOMEN’S HEALTH



For many women, going to the gynecologist for a pap test can be uncomfortable, awkward, embarrassing or just inaccessible. Eve Medical (Next Founders, 2014) is changing all that with Eve Kit – a personal, at-home, health screening service that makes sexual health-testing simple, easy and convenient. Samples are analyzed with the same tests a clinic would use, without the hassle or discomfort of visiting a healthcare professional. Located in downtown Toronto, Eve Medical’s partner lab is a licensed hospital laboratory that uses molecular diagnostic tests to identify infections like HPV, chlamydia and gonorrhea.

Since officially launching Canada’s first HPV at-home screening service in March 2017, Eve Medical has already helped over 5,000 women take charge of their sexual health. Next Founders alumni and Eve Medical co-founders Jessica Ching and Evan Moses’ work has not gone unnoticed, with the venture winning the Canada Post E-commerce Innovation Social Impact Award, and Jessica being named one of *Canadian Business’s* Change Agents and one of the Top 25 Women of Influence.



PROVIDING ENERGY INSIGHTS



While many startups choose to pursue B2C sales or B2B in easy-to-enter markets, Next Founders (2016) alumni Ian Burgess and Nouman Ahmad have instead set their sights on bringing innovation to the energy market. Their Toronto-based venture, Validere, is on a mission to bring visibility and efficiency to the often murky and unreliable business of oil and gas testing.

Validere provides software and connected hardware that increases visibility and reduces operator errors in crude oil testing – essentially, ensuring that each company always knows what their product is worth, at all times. Over the past year, Validere has been establishing themselves as thought and innovation leaders, and building valuable relationships with big players in the energy industry. This year they've also raised \$3.3 million in seed funding, opened up a second office in Calgary, accepted an invitation to be part of the 2017 cohort of C100's 48Hrs in the Valley competition, and have been featured in the *Washington Post*, *Canadian Business*, and more.



FORGING THE FUTURE



Co-founded by Next 36 (2011) alumnus Stephen Lake and two of his University of Waterloo mechatronics engineering classmates in 2012, Thalmic Labs continues to push the boundaries of innovation. Their first product, the Myo armband, is a hardware device that senses the electrical movement of the users' muscles and allows them to control technology with gestures and motions. With applications in prosthetics, entertainment, medical imaging, sign language and beyond, the Myo is blending the real and the digital worlds.

But they're not stopping there. Armed with a \$158 million Series B round, Thalmic Labs recently filed a patent describing hologram lenses. With recent hires including Under Armour's former head of connected products coming on as VP of product experience, Apple's former manager of retail store strategies as retail team lead, and the three co-founders being recognized on the Forbes 30 Under 30 list, there's no doubt the Thalmic team will be the one to turn this vision into a reality.



GEOFF TABER ALUMNI ACHIEVEMENT AWARD

Emilie Cushman, Co-founder and CEO of Kira Talent

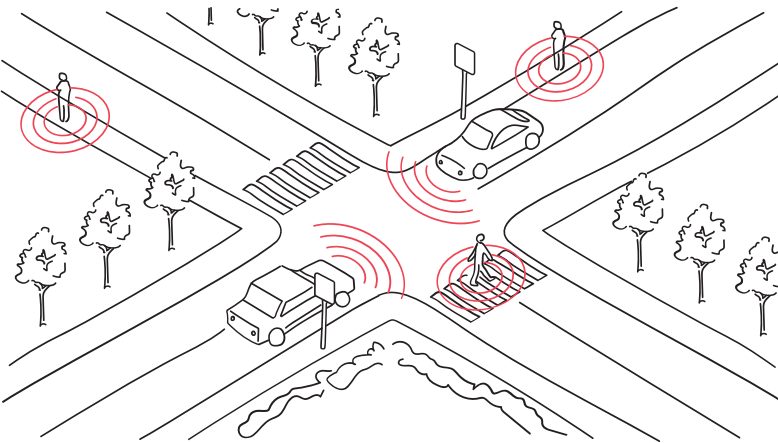
One of the earliest champions of The Next 36, Geoff Taber was a passionate advocate for investing time, energy and resources to build out Canada's innovation sector. In honour of his memory, we presented the Geoff Taber Alumni Achievement Award at our annual Venture Day to recognize the NEXT Canada alumni who has made the greatest contribution to the Canadian entrepreneurial landscape in the past year and who best embodies the spirit of giving back to the community.

WHAT'S NOW, WHAT'S NEXT

WHAT DO THE NEXT 150 YEARS OF INNOVATION LOOK LIKE?

To celebrate Canada 150, NEXT Canada asked over 75 alumni and supporters to create a bold vision of what the future could look like. Then we surveyed Canadians to find out what they thought of the predictions. From energy, robotics, and transportation, to health, education, and entertainment, their answers give a glimpse into what the next 150 years have in store for us. The campaign included a microsite, custom video content and was covered in Huffington Post Canada, CBC, Global's *Morning Show*, and Techvibes, among others. NEXT Canada was also featured in media outlets including *The Globe and Mail*, *Financial Post*, and BetaKit.

Using the predictions made by the **NEXT network**, Canadians weighed in on what they think the future may bring.



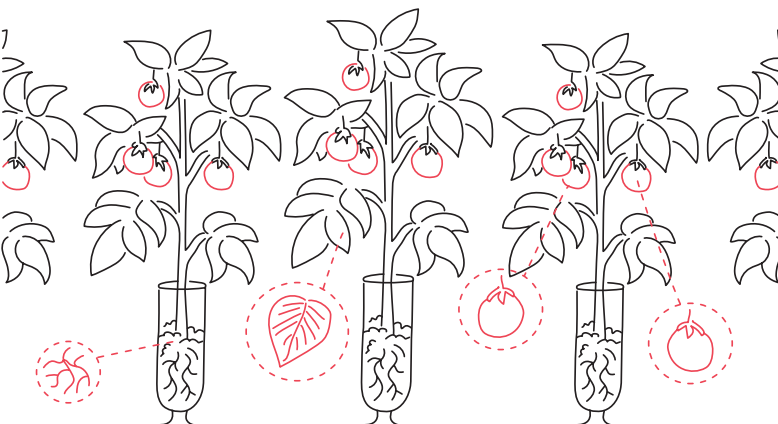
2027 - 10 Years

“The transportation industry has already begun to see the impact of technology. In ten years, individuality in vehicles will be obsolete, autonomous or self-driving vehicles will be the norm and electricity will be the main source of fuel.”

* 75% of Canadians agree



Zachary Lefevre
President, Meo Electric
Next 36 Alumnus



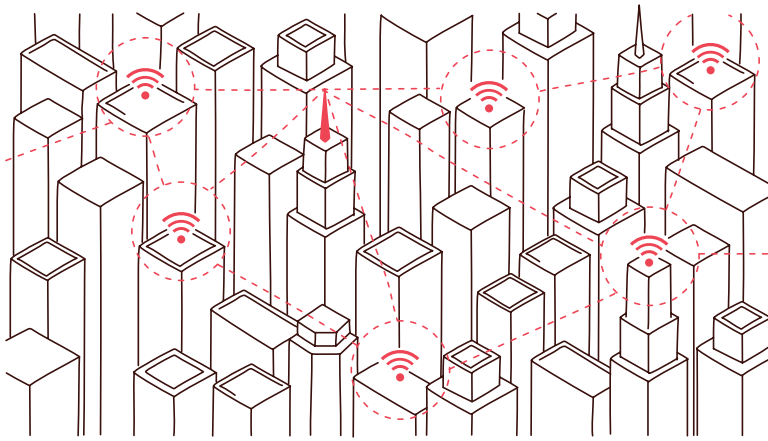
2042 - 25 Years

“In twenty-five years, radically sustainable food systems will result in less waste and a more diversified list of proteins and ingredients, including insects, plant-based proteins, algae and cell-cultured meats.”

* 79% of Canadians agree



Paul Shenouda
Co-founder and VP Innovation,
Wilder & Harrier
Next 36 Alumnus

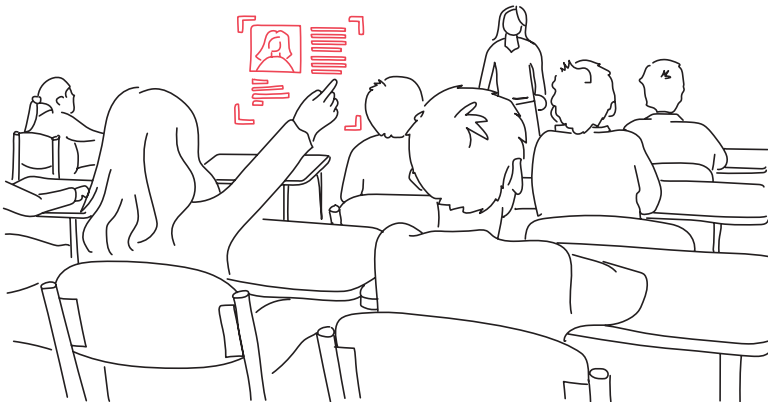


2092 - 75 Years

“In the next seventy-five years, the buildings we live and work in will generate their own energy, resulting in a workplace that is more productive and employees that are more healthy.”



Natalia Mykhaylova
CEO, WeavAir
Next 36 Alumna



2117 - 100 Years

“In the next one hundred years, traditional classrooms will be a thing of the past and education will be personalized through the use of artificial intelligence. We’ll begin to view curriculums as self-guided experiences that extend beyond classroom learning.”

* 63% of Canadians agree



Nadeem Nathoo
Executive Director, TKS
Next 36 Alumnus



2167 - 150 Years

“The next one hundred and fifty years will see big changes to the way we move from A to B, including flying cars. We’ve already seen this in small scale with the ascent of drones from companies like China-based EHANG. The biggest barrier to flying cars will be defining the legal logistics, but I’m certain that eventually we’ll get there.”



Christina Moro,
MA Candidate,
Assistive Robotics
University of Toronto
Next 36 Alumna

1 in 4 Canadians believe Canada’s future includes teleportation, digital classrooms, and autonomous vehicles

More than 54% of Canadians believe that one currency will be the norm

See more predictions at www.whatsnowwhatsnext.ca

NEXT 36

2017 COHORT

ACADEMIC BACKGROUND:

Arts: **4**
Commerce: **8**
Engineering and Computer Science: **22**
Science: **12**

LANGUAGES SPOKEN: 18

English	Hebrew	Romanian
French	Hindi	Russian
Arabic	Korean	Spanish
Bengali	Kutchi	Tagalog
Farsi	Mandarin Chinese	Ukrainian
German	Punjabi	Urdu

31%
Female founders
in the 2017
cohort

29
Multilingual
entrepreneurs in
the 2017 cohort

UNIVERSITIES AND COLLEGES REPRESENTED: 11

CONCORDIA UNIVERSITY	UNIVERSITY OF ALBERTA
MCGILL UNIVERSITY	THE UNIVERSITY OF BRITISH COLUMBIA
RYERSON UNIVERSITY	UNIVERSITY OF CALGARY
SIMON FRASER UNIVERSITY	UNIVERSITY OF TORONTO
SMITH COLLEGE	UNIVERSITY OF WATERLOO
	WESTERN UNIVERSITY

“Next 36 is the best vehicle in this country for delivering truly impactful entrepreneurial founder development, hands down. I have been through multiple technology entrepreneurship classes, academies, online courses, meetup groups, and accelerators, and none of them has shaped my future like Next 36 has.”

Kiel Olver, Co-founder, **Propel**

Jessica Bilmer
Kinesiology
University of British
Columbia
C'ellebox

Nathaniel Blumer
Science and Software
Engineering
McGill University
Vue

William Brenner
Business Administration
Simon Fraser
University
Orello

Jimmy Chan
Masters of Business
Administration
University of Toronto
The Essentials

Alan Daniels
Engineering Science
University of Toronto

Eric Eidelberg
Computer Science
University of Calgary
Pierre.ai

Essam Elshawi
Electrical and
Computer Engineering
University of Toronto
Aquova

Jason Fan
Computer Science
University of Toronto
CloudChannel

Matthew Frehlich
Engineering
University of Toronto
SanuSens

Sophie Weiwei Gao
Doctor of Medicine,
Master of Surgery
McGill University
The Essentials

Alex Gillis
Bachelor of Commerce
University of British
Columbia
Spot Systems

Ingrid Grozavu
Molecular Genetics and
Neuroscience
University of Toronto
Lytebulb

Shaurya Gupta
Engineering Science
University of Toronto
Rekor

Alexander Hong
Mechanical Engineering
University of Toronto
Robot Playtime

Conrad Hopp
Mineral Engineering
University of Toronto
Aquova

Sean Hudson
Engineering
University of British
Columbia
Propel

Josh Indig
Computer Science
McGill University
New Reality

Natasha Jadavji
Government and Theatre
Smith College
Ask Betti

Tricia Jose
Biomedical Engineering
University of Toronto
Sprout

Tanha Kabir
Computer Science
University of
British Columbia
Haven

Sean Kaiser
Mechanical Engineering
McGill University
Orbitl Labs

Tim Kwok
Mechanical Engineering
University of Toronto
Rekor

David Li
Honours Specialization in
Interdisciplinary Medical
Science
Western University
Deep Dermatology

Josh Lilien
Finance and Marketing
Concordia University
Pierre.ai

Farbod Mansorian
Mechatronics Engineering
Ryerson University
Unilingo

Natalia Mykhaylova
Chemical Engineering
University of Toronto
WeavAir

Kiel Olver
Integrated Engineering
University of British Columbia
Propel

Kristina Pearkes
Mechanical Engineering
McGill University
Orbitl Labs

Margarita Quijano
Medical Sciences
Western University
Vue

Maarij Rehman
Medical Physics
University of Waterloo
Envoi

Ashton Rourke
Materials Science and
Business (Ivey)
Western University
Vendlytics

Tina Saberi Safaei
Electrical Engineering
University of Toronto
SanuSens

Nicola Sahar
Bachelor of Medicine
University of Toronto
SanuSens



Tricia Jose
Co-founder
of Sprout
2017 Valedictorian

Sonia Sidhu
Bachelor of Commerce
University of British Columbia
Mohini

Abdurakhman Smazov
Mechatronics Systems
Engineering
Simon Fraser University
Orello

Gary Song
Computer Science and
Psychology
University of Toronto
Rekt.gg

Elijah (WonJune) Tai
Computational Biology and
Computer Science
University of Toronto
Vendlytics

Jasdeep Toor
Natural Science and
Business
University of Calgary
Pierre.ai

Shamez Walji
Materials Engineering
University of Alberta
Peacock.io

Kelly Zheng
Chemical Engineering
University of Waterloo
Vendlytics

2017 NEXT 36 VENTURES

FORWARD THINKING



Orbityl Labs is developing the world's first earbuds that let users control things with their mind. By leveraging recent advancements in electronics and machine learning, Orbityl uses Bluetooth-enabled wireless earbuds to monitor electrical activity in the brain and correlate specific signals to thoughts and commands from a user. Their seamless brain-computer interface allows people to interact quickly and discreetly with computers when voice control and traditional interfaces are insufficient.

Orbityl envisions becoming a platform for the continuous monitoring of brain patterns, changing the way that neurological disorders are diagnosed and treated, and fundamentally changing the way that we interact with technology. As the Next 36 recipient of the 2017 Outstanding Venture Award, Orbityl will continue their journey as one of four teams accepted into Highway1, one of the world's top hardware accelerators.

"In eight short months, NEXT Canada has made me a more confident and competent entrepreneur. Starting a company is difficult and scary, especially if you don't have a support network. The mentors, professors, and experts we've connected with have guided and inspired us, and they've helped to put our company on a path to success."

Kristina Pearkes, Co-founder, **Orbityl Labs**



**2017
Outstanding
Venture
AWARD**

Orbityl Co-founders pitch at

Scotiabank: Orbityl Labs won the top prize at NEXT Canada's Venture Preview Night. Hosted at the Scotiabank Digital Factory, the event provided industry leaders, venture capitalists, advisors, mentors, and entrepreneurs with an inside look at the progress of some of the top ventures from the Next 36, NextAI and Next Founders programs. Following the pitches, audience members had the chance to visit each of the entrepreneur's demo tables and "mock invest" up to \$100K in the venture of their choice.

GET YOUR FEET WET



Propel is an online marketplace offering private swim lessons in a network of under-utilized pools. From hotels to backyards, these private facilities are well maintained yet rarely used. By opening these venues up to qualified swim instructors and automating booking, payment processing, and insurance, Propel is enabling instructors to be self-employed while simultaneously making private swim lessons an affordable and accessible option for families and individuals everywhere.

After delivering 4,000+ lessons in Vancouver, Propel dove into the Toronto market in Fall 2017 and has already signed a deal with the Sheraton Centre Toronto Hotel.



Propel Co-founder Sean Hudson was the winner of the 2017 Satchu Prize



UNLOCKING POTENTIAL WITH PIXEL(S)



Robot Playtime teaches young students robotics and computer science by transforming their smartphone or tablet into a programmable robot named Pixel. The robot starts off without any intelligence or personality, leaving it up to the user to tap in to their imagination and creativity to bring Pixel to life. Pixel is able to connect to any open platform, letting users customize and equip their robot with hardware components and interface with open software to build a robot with no limits.

Robot Playtime has over 100K app downloads and was recently highlighted as one of the Top Education Apps in the U.S. App store. They've partnered with the Scholars Education Centre, who have more than 20 locations across Canada, and have been featured on the Discovery Channel, Digital Trends, BetaKit and more.

Mastercard Challenge: Robot Playtime was the winner of the 2017 Mastercard Challenge. Every year, Mastercard Canada invites six Next 36 ventures to a pitch competition at their Toronto headquarters where they are mentored by Mastercard executives and leadership.



MADE-TO-MEASURE INNOVATION



While every aspect of the retail shopping experience is currently undergoing a foundational shift, the world of South Asian fashion remains dominated by outdated legacy practices and offline transactions. Mohini is creating a next-generation retail brand for Indian fashion. The blend of fashion and technology allows users to create and customize their own garment. Women can choose from different customizable features, modify from Mohini's template designs to suit their personal style, and receive a custom-made outfit at home in 4 to 6 weeks.

Advised by Zone Startups India and by senior leadership at Indochino and Shoes of Prey, Mohini is currently in beta with almost 100 paying customers, and with nearly 1,000 on their waitlist. Moving forward, Mohini seeks to leverage changing trends in the retail shopping experience to create a new-school apparel brand.

Sonia Sidhu,
Founder, Mohini

ADDITIONAL VENTURES



NEXT AI

NextAI Valedictorian

Saroop Bharwani, Co-founder of Senso

NextAI Outstanding Venture Award

Intuitive, Inc., Co-founded by Hassan Murad and Vivek Vyas

NextAI People's Choice Global Impact Award

Deepnify, Co-founded by Krista Caldwell and Nima Shahbazi

THE COHORT

Richard Abrich
Truffles

Kareem Ayyad
Cerebian

Sasi AyyampalayamRaja
CFO2

Shea Balish
KOMBINE.AI

Saroop Bharwani
Senso

Bradley Bloch
CFO2

Krista Caldwell
Deepnify

Xiaochuan Chen
InspiRED Robotics

Allan Fisch
Operant.AI

Sima Hossein Gholizadeh
Cerebian

Taher Jafferjee
Frater

Richelle Ji
Ensural

Mat Kallada
Cube

Katya Kudashkina
Cultura

Aaron Lam
Frater

Jasper Li
SortSpoke

Mike Liu
Nostrato

Frank Meng
HiredHippo

Maxime Mohamad Ali-Dib
Senso

Helia Mohammadi
Discoveryly

Hassan Murad
Intuitive, Inc.

James Schuback
Big Solve Robotics

Nick Seelert
Senso

Roi Shabshin
Unsis

Nima Shahbazi
Deepnify

Daksh Sikri
Cube

Jonathan Smith
KOMBINE.AI



Stan Touhlov
Discoveryly

David Vradenburg
Karen AI

Vivek Vyas
Intuitive, Inc.

Dudon Wai
Unsis

Noel Webb
Karen AI

Dan Yang
Neural IR

Lingkang Zhang
InspiRED Robotics

Hassan Murad and Vivek Vyas,
Co-founders, Intuitive Inc.

18
Technical
Founders

16
Business
Founders

In its first year, NextAI received applicants from around the world including:

- Austria
- Bangladesh
- Brazil
- Canada
- Ecuador
- France
- Germany
- Hungary
- India
- Indonesia
- Israel
- Italy
- Lebanon
- Mexico
- The Netherlands
- Pakistan
- Russia
- South Korea
- Spain
- Thailand
- United Kingdom
- USA

TURNING OIL DATA INTO GOLD



Unsist is an energy technology company that provides services and products to optimize oil and gas operations. Co-founders Dudon Wai and Roi Shabshin have direct industry experience and data science expertise, which allows Unsist to empower companies to make more effective data-driven decisions. Unsist's vision is to create technology across the entire value chain from exploration to commerce by developing proprietary tools that generate performance metrics and KPIs from data, cutting hours into minutes of analysis for decision makers. Since January 2017, Unsist has launched Unsist Drilling Informatics to optimize drilling operations, received their first pilot to compare million-dollar equipment, had access to over 16K days of drilling, and secured their first commercial project in October 2017.



Crossing borders: Unsist Co-founders Dudon Wai and Roi Shabshin met through the NextAI founder pool, with Dudon coming from Canada and Roi holding dual citizenship in Israel and the United States.



Saroop Bharwani,
Co-founder, Senso
NextAI 2017
Valedictorian



FROM LOAN TO VALUE, TO LIFETIME VALUE

Senso is the artificial intelligence platform for the real estate and mortgage industry. Their patented AI model predicts early discharge and helps lenders detect early refinance churn to prevent losing existing customers to competitors.

Senso enables banks and lenders to tap into billions in potential revenue by identifying their existing customers' needs in advance, and re-engaging them at the right time, with the right offer, and through the right communication channel to maximize customer satisfaction and retention. Senso's machine learning model has achieved 4x improvement compared to traditional methods of mortgage retention, and they have a paid proof of concept with a large Canadian bank.

EMPOWERING A ZERO WASTE WORLD



Only 2% of global waste currently gets recycled, with the other 98% going into landfills, oceans and to third world countries. Intuitive is changing that by developing smart AI-enabled garbage bins. These smart bins use a unique combination of robotics, machine learning and computer vision to detect and accurately route the disposed item into the correct waste category: recycling, waste or compost. They create cost savings for facilities by providing them with access to real-time waste analytics.

Intuitive has signed four letters of Intent with partners, including notable universities and cities, and was the NextAI recipient of the 2017 Outstanding Venture Award. Intuitive's vision is to empower a zero-waste world, and they develop their technology and solutions to enable this solution.



2017
OUTSTANDING
VENTURE
AWARD



2017
People's Choice
Global Impact
AWARD

WASTE NOT, WANT NOT



For fresh food, forecast error is expensive and demand is volatile. The same moment demand explodes in one region, it can dissolve in another. Deepnify helps clients cut fresh food waste and stock-outs with cutting-edge deep learning technology. Their machine learning powered demand forecast tool helps supply chain executives make faster, more aggressive decisions with confidence, growing margins and sales.

Deepnify has already made strides with their forecasting technology. The team recently won the Rossmann Sales Forecasting Competition, the Two Sigma Financial Modeling Challenge, the NextAI People's Choice Global Impact Award, and is currently in proof of concept with two of Canada's top food companies.

“NextAI has given us the opportunity to turn our idea into a business with huge potential for growth. This program is unique in that it focuses on bringing our ideas to market, and through the access to technology, funding and mentorship, our company has made huge progress. We're grateful to NextAI and NEXT Canada for launching Deepnify and helping make AI more accessible to Canadians.”

Krista Caldwell, Co-founder, **Deepnify**

ADDITIONAL VENTURES:

CULTURA

inspi**RED** robotics

OPERANT.AI

KOMBINE Ai



SortSpoke

NextAI VENTURE DAY

In September 2017, 15 startups from the inaugural NextAI cohort showcased their ventures at the first annual NextAI Venture Day. Over 200 investors, mentors, donors and partners came together at The Globe and Mail Event Centre to hear the participants of NextAI pitch their businesses. The companies were assessed by a panel of technology experts, including television host Amber Mac; Angela Tran Kingyens, Partner at Version One Ventures; Brett H. Meyer, Associate Professor of Electrical and Computer Engineering at McGill University; and Matthew Zeiler, Founder and CEO of Clarifai.

Award winners Intuitive, Inc. and Deepnify were awarded free submission into the IBM Watson AI XPRIZE, as well as \$5,000 in Clarifai credits.



“

I learned so much during the program – both from the courses that I attended and from the incredibly intelligent entrepreneurs that I was surrounded by. As a technical founder, it provided me with a better framework through which to evaluate my business.

”

Erin Laidley, Co-founder,
Innovative Protein Technologies



NEXT FOUNDERS 2017 COHORT

NEXT FOUNDERS VALEDICTORIAN

Patrick Poirier,
Co-founder of EruditeAI

NEXT FOUNDERS OUTSTANDING VENTURE AWARD

LevelJump,
Co-founded by David Bloom

Abbas Alidina
Crowdbabble

David Bloom
LevelJump

Peter Faist
Staffy

Neda Ghazi
Comfable

Leor Grebler
UCIC

Nick Kolobutin
ShipEarly

Erin Laidley
Innovative Protein Technologies

Pholysa Mantryvong
Enkidoo

Dr. Jason Pearson
Retrievium

Patrick Poirier
EruditeAI

Olivier Proulx
Mogile Technologies

Eric Riz
Empty Cubicle

Ruwan Silva
StockJocks

Rain Takahsahi
JAUNTIN'

300+

Total number of employees

NEXT FOUNDERS VENTURES HAVE OFFICES IN:

Charlottetown Thunder Bay
Montreal Toronto
San Francisco Waterloo

\$3,317,672

Funding raised by 2017 Next Founders ventures

2017 NEXT FOUNDERS VENTURES

RECONSTRUCTING THE WORKDAY WITH AI



Employees waste 35% of their time seeking or reproducing information. EruditeAI leverages artificial intelligence to analyze digital communication in order to build a knowledge map of what users know, and later uses that data to match information seekers with subject-matter experts. EruditeAI's CORI suite of API's map skills in real time, matches employees to experts, and amplifies knowledge capital across the business, making knowledge transfer faster, cheaper and smarter. Headquartered in Montreal, with offices in San Francisco, EruditeAI was a finalist for the Best Innovation in Deep Learning Award at Alconics and is one of 147 ventures from 22 countries competing in the \$5M IBM Watson AI XPRIZE.



EruditeAI Co-founder
Patrick Poirier
was the Next Founders
2017 Valedictorian



2017
OUTSTANDING
VENTURE
AWARD



ENABLING NEXT LEVEL SALES

LevelJump is the next generation of sales onboarding and enablement software as a service (SaaS). Built for modern sales teams, LevelJump helps companies drive revenue by accelerating the skill development of its employees and partners. Built on the world's #1 CRM platform, Salesforce.com, LevelJump helps teams accelerate time to ramp, quota consistency, and provides ongoing training, contextual content and peer-to-peer coaching while leveraging deep CRM analytics on the Salesforce Customer Success Platform. LevelJump was the recipient of the Ontario Centres of Excellence Market Readiness funding and the Next Founders winner of the 2017 Outstanding Venture Award.

ONE DASHBOARD TO RULE THEM ALL



Crowdbabble helps marketers measure, benchmark and optimize their social media performance by providing in-depth analytics and reports. Using Crowdbabble, customers are able to improve follower engagement and ROI, visualize their social media performance, track the growth of key metrics over time, and access 100+ customized reports to truly optimize their Twitter, Facebook, LinkedIn and Instagram content for target audiences. Crowdbabble provides twice the insight in half the time, all on one easy-to-navigate dashboard. Crowdbabble has raised \$170K to date, has users in 450 cities around the world, and their customers include Reebok, Levi's, Covergirl, FreshBooks, Osler, CNBC, *The Guardian*, and more.



Abbas Alidina,
Founder, Crowdbabble

ADDITIONAL VENTURES



A FOCUS ON FOUNDER DEVELOPMENT

CREATING CANADA'S NEXT GENERATION OF HIGH-IMPACT ENTREPRENEURS

NEXT Canada believes in founder development – a unique blend of mentorship, education and networking that inspires driven Canadians to disrupt industries and build something with global impact. Next 36, NextAI and Next Founders entrepreneurs are given access to internationally acclaimed faculty, entrepreneurs, C-suite executives, investors and other domain experts who provide them with education, feedback, and actionable insights that can be directly applied to their ventures.

Stephen Lake, Co-founder of Waterloo-based Thalmic Labs, credits his ability to successfully negotiate deals with experienced Silicon Valley investors to a Next 36 entrepreneurial finance course, taught by Professor Ramana Nanda of the Harvard Business School.

NEXTAI TECHNICAL FACULTY

Kyunghyun Cho

Assistant Professor, Computer Science and Data Science, New York University

Sanja Fidler

Assistant Professor, Department of Computer Science, University of Toronto

Joelle Pineau

Head of Facebook AI Research Lab; Associate Professor of Computer Science, McGill University

Graham Taylor

Academic Director, NextAI; Associate Professor, School of Engineering, University of Guelph

Raquel Urtasun

Head of Uber ATG Toronto; Associate Professor of Computer Science, University of Toronto



Graham Taylor,
Academic Director,
NextAI

MENTORS

Ben Baldwin

Founder, ClearFit

Cindy Fagen

COO, SAP Labs

Laura Hantho

Independent Advisor

Ian McKinnon

Independent Director

Neil Sweeney

Founder and CEO, Freckle IoT

Janet Bannister

General Partner, Real Ventures

Candice Faktor

Partner, Faktory Ventures

Kevin Kimsa

General Partner, ScaleUp Ventures

Brian Miller

CIO, Berkeley Payment Solutions

Chris Ye

Co-founder, Uken Games

Irena Barbulovic-Nad

Co-founder, Kapplex

Craig Follett

Co-founder and CEO, universe.com

Stewart Lyons

CEO, TeraGo Networks Inc.

Sean Neville

CEO and Founder, Britnell Ventures

Ben Yoskovitz

Founding Partner, Highline BETA

Erica Berlin

President, Amico Patient Care Corporation

Randy Frisch

Co-founder and COO, Uberflip

Karl Martin

Co-founder and CEO, Nymi

Ted Reeser

President, Celco Inc.

Craig Campbell

Founder and CEO, Resilience Capital

Jason Greenspan

Co-founder, Whoosh!

Michael McCarthy

President and CEO, Springer-Miller Systems

Yoav Schwartz

Co-founder and CEO, Uberflip



Christian Catalini's class on strategic experimentation, crowdfunding, and the blockchain

2017 CLASSES INCLUDE:

- Strategy and Innovation
- Economics of Entrepreneurship
- Entrepreneurial Finance
- Business, Government and the Global Economy
- Strategic Experimentation, Crowdfunding and the Blockchain
- Digital Marketing Strategy
- Market Research: Data Collection and Analysis
- Data-Driven Decision Making
- Value-Based Strategy

NEXTAI - TECHNICAL STREAM:

- Machine Learning
- Computer Vision
- Natural Language Processing
- Intelligence in Practice
- Reinforcement Learning

2017 WORKSHOPS INCLUDE:

- Intellectual Property and Startup Legal
- Venture Capital in Canada: Opportunities and Trends
- IBM Cloud Training
- Introduction to NVIDIA Inception Program
- Articulating the Bank's AI Challenges
- How to Do Business with Business
- Speaker Labs (Public Speaking, Presentation Delivery, Optimizing Visual Aids)
- CTO Meetups
- Storytelling
- Personal Branding and Media Pitching
- Networking
- Sales

In-class instruction and workshops led by entrepreneurs and award-winning faculty:

NEXT CANADA FACULTY

Ajay Agrawal

Academic Director and Co-founder, NEXT Canada; Peter Munk Professor of Entrepreneurship, Rotman School of Management, University of Toronto

Marc Busch

Karl F. Landegger Professor of International Business Diplomacy, Georgetown University

Christian Catalini

Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management, Sloan School of Management, MIT

Joshua Gans

Professor of Strategic Management, Rotman School of Management, University of Toronto

Avi Goldfarb

Associate Professor of Marketing, Rotman School of Management, University of Toronto

Mara Lederman

Director, Research Resources and Centres Associate Professor of Strategic Management, Rotman School of Management, University of Toronto

Hong Luo

Assistant Professor of Business Administration, Harvard Business School

Ramana Nanda

Associate Professor of Business Administration, Harvard Business School

Reza Satchu

Founding Chairman, NEXT Canada; Managing Partner, Alignvest Management Corporation

PARTNERS

NEXT FOUNDING PARTNERS

Artificial intelligence is fundamentally changing the way we live, work and play. To address the changing landscape and leverage the nation's leadership position in AI, NEXT Canada created our third program, NextAI.

By attracting talented individuals and teams from around the world, exposing them to top faculty, scientists and business leaders, and giving them the tools and resources they need to build viable and globally relevant ventures, NextAI aims to move the needle on Canadian innovation and prosperity.

Founding Partners BDC Capital, Magna, RBC and Scotiabank have contributed \$5.15 million to help fund and support the program and its participants. NextAI has also formed technology sponsorships with IBM Canada and NVIDIA, who have committed millions in hardware, access to technology, and services.

It is with great thanks that we recognize our partners who helped launch NextAI. Together, we are creating tomorrow.



NextAI participants join RBC Senior Vice-President, John Stackhouse, on the #RBCDisruptors panel to discuss if humans can save AI.



“What we like about NextAI is the ability to attract talent from abroad and North America, put them in an environment where they can share knowledge, get support from veteran entrepreneurs, and develop companies that will be able to solve real-life problems.”

Jérôme Nycz, Executive Vice-President, BDC Capital



“Magna continues to develop new technologies that make cars safer and smarter, and AI will be a critical enabler going forward. That is why we fully support NextAI and the effort to advance Canada's role in leading AI research and talent development.”

Don Walker, CEO, Magna



“Artificial intelligence is one of the most transformational technologies impacting business today, and Canada must remain at the forefront of exploring its commercial and scientific opportunities. By partnering on NextAI, we'll help entrepreneurs from around the world develop their AI ventures here in Canada.”

Dave McKay, President and CEO, RBC



“Artificial intelligence is defining a new age in customer service and risk management for the financial services industry and Canada is poised to lead the way globally in AI applications. But in order to maintain our stake, it's critical that we partner with programs like NextAI to foster the development of strong local AI companies that challenge our homegrown talent to stay here in Canada.”

Michael Zerbs, Chief Technology Officer, Scotiabank

OUR NATIONAL PARTNERS



EY has been a proud supporter of NEXT Canada since its founding. EY is a big believer in the power of entrepreneurship and the innovators who build Canada's future. That's why they provide professional advice, ongoing financial and pro bono support, and access to the EY network and events in support of all of NEXT's programs.



Osler is pleased to support NEXT Canada and the participating ventures through provision of legal services to NEXT Canada generally (including governance and program documentation) and by providing each venture with access to targeted advice.



Power Corporation of Canada, a diversified international management and holding company, and Portag3 Ventures, an early-stage investor sponsored by various Power entities and dedicated to backing innovative financial services companies, are proud to support NEXT Canada. Power and Portag3 believe that supporting promising young entrepreneurs is the key to Canada's future prosperity.



The raison d'être of Portag3 Ventures is to identify, partner with and help grow the next great Canadian-based global financial services companies. That's why we're proud to work with NEXT Canada. Our shared goals – to support promising entrepreneurs and help them reach their next level of success – are so well aligned.

Adam Felesky, President, Portag3 Ventures



GOVERNMENT PARTNERS:



INVESTMENT PARTNERS:



VISITING SPEAKERS AND SCIENTISTS INCLUDING:

- Julie Bernauer – Solutions Architect Manager, NVIDIA
- Anthony de Fazekas – Head of Technology and Innovation, Norton Rose Fulbright
- Inmar Givoni – Director of Machine Learning, Kindred
- Yonggang Hu – Distinguished Engineer and Chief Architect, IBM
- Kathryn Hume – VP Product and Strategy, Integrate.AI
- Navdeep Jaitly – Senior Research Scientist, Google Brain
- Nicolas Pinto – Deep Learning Lead, Apple
- Yevgeniy Vahlis – Director of Applied Research, Georgian Partners
- Matt Zeiler – Founder and CEO, Clarifai

BOARD OF DIRECTORS



Ajay Agrawal
Co-Founder, Academic Director, NEXT Canada; Peter Munk Professor of Entrepreneurship, Rotman School of Management



Jacqui Allard
SVP, Head of Strategy, Performance & Marketing Personal & Commercial Banking, RBC



Joseph Canavan
President and CEO, LOGIQ Asset Management



Paul Desmarais III
Senior Vice-President, Power Corporation of Canada



Julie Di Lorenzo
President, Diamante Urban Corporation



Charles Field-Marsham
Founder and President, Kestrel Capital Management Corporation



Tim Hodgson
Co-Founder, NEXT Canada; Managing Partner, Alignvest Management Corporation



John Kelleher
Co-Chair, NEXT Canada; Partner, McKinsey & Company



Anthony Lacavera
Co-Chair, NEXT Canada; Founder and Chairman, Globalive Capital



Catherine Lacavera
Director of IP, Litigation and Employment, Google Inc.



Colleen McMorro
Corporate Director; Retired Partner, EY



Patrick Meneley
Financial Executive and Private Investor



Nadir Mohamed
Former President & CEO, Rogers Communications Inc.



Reza Satchu
Founding Chairman, NEXT Canada; Managing Partner, Alignvest Management Corporation



Som Seif
President & CEO, Purpose Investments Inc.



Francis Shen
President, Shen Capital Corporation



Kevin Sullivan
Deputy Chairman, GMP Securities L.P.



THANK YOU, ANDREA

On behalf of all NEXT Canada alumni and supporters, the Board would like to thank Andrea Matheson for the tremendous job she has done over the past year as Interim CEO. Andrea stepped in during a critical time for the organization and provided sound and stable leadership. She was instrumental in the launch of NextAI, a legacy that will create significant impact for Canada in the years to come. We are thrilled that Andrea will continue to stay involved as an advisor to the NEXT Board, a Next 36 Mentor and as a champion for continued programming for female founders.

FOUNDING PATRONS OF NEXT CANADA



Paul Desmarais Sr.



Jimmy Pattison



W. Galen Weston

2017 SUMMARY

FINANCIAL INFORMATION

Statement of Operations and Changes in Net Assets For the year ended August 31, 2017

	2017 \$	2016 \$
REVENUE		
Grants	2,156,229	242,060
Donations	386,300	1,048,616
Sponsorships	1,233,949	263,513
Gain on sale of cohort ventures	112,257	30,715
Interest income	57,260	50,540
Other revenue	2,784	51,820
	3,948,779	1,687,264
EXPENSES		
Staff and faculty	1,067,247	1,004,314
Educational programming	1,631,291	46,816
Administration	456,093	202,046
Loss on foreign exchange	4,948	275
Marketing, applications and selection	494,095	165,825
Fundraising	40,932	41,750
	3,694,606	1,461,026
Excess of revenue over expenses for the year	254,173	226,238
Unrestricted net assets - Beginning of year	4,344,862	4,118,624
Unrestricted net assets - End of year	4,599,035	4,344,862

The summary financial information above is derived from the audited financial statements of NEXT Canada for the year ended August 31, 2017. The complete audited financial statements, including the related notes to the financial statements and auditors report thereon are available on request from: info@nextcanada.com

FINANCIAL HIGHLIGHTS:

(C\$ 000's)

- For the fiscal year ended August 31, 2017, total expenditures increased from \$1,461 in fiscal 2016 to \$3,695 in fiscal 2017, attributable to the launch of the NextAI program with corresponding educational program costs and increased administrative and marketing investments to develop and support this new program.
- Revenues also increased year over year from \$1,687 in 2016 to \$3,949 in fiscal 2017 as a result of significant Corporate sector funds raised and designated to support NextAI programming over a three-year period. In addition, Federal and Ontario grant revenue increased by \$914.
- The cash position at year end is \$3,957 compared to \$4,305 at the end of fiscal 2016, reflecting the timing of cash collections on grants receivable.
- PricewaterhouseCoopers LLP reported without qualification in their Independent Auditors' Report to the Directors dated November 20, 2017 on the financial statements of NEXT Canada for the year ended August 31, 2017.

WHO IS INVOLVED

NEXT Canada has been able to provide a transformative experience to Canada's top young innovators due in large part to the generosity of our donors. Support from private donors, NextAI Founding Partners and our National Partners has propelled NEXT Canada from a bright idea into an internationally recognized entrepreneurial leadership program. With great thanks, we recognize those who have been vital supporters of NEXT Canada.

Co-founders

Ajay Agrawal
Claudia Hepburn
Tim Hodgson
Reza Satchu

Founding Chairman

Reza Satchu

Founding Patrons

(\$1Million +)
The Honourable Paul Desmarais
Jimmy Pattison
W. Galen Weston

Founders' Council

(\$500,000 +)
Garry and Bonnie Hurvitz
New Hope Foundation
TD Bank Group

Champions of Innovation

(\$100,000 - \$499,999)
Joseph Canavan
Diamante Development Corporation
The John Dobson Foundation
John Donald
Sam Duboc
James and Cecily Eaton
Charles and Rita Field-Marsham
Scott Griffin
Claudia Hepburn
Tim Hodgson
Anthony Lacavera
Jon & Nancy Love
Mastercard
Patrick Meneley
Tim and Frances Price
Andrew and Valerie Pringle
Wendy and Leslie Rebanks Rogers
SAP Canada
Reza Satchu and Marion Annau

Francis Shen
The Sullivan Family Foundation
W. Garfield Weston Foundation

Entrepreneurs' Circle

(\$25,000 - \$75,999)
Richard Abboud
Ryan Beedie
Craig Campbell
Richard Crenian
Anthony and Shari Fell
John Francis and Susan Caskey
Steve Gupta
Knightsbridge Human Capital Solutions
Walt & Katie Macnee
O'Neill Hotels & Resorts Ltd
Som & Kerry Seif
Roderick Senft and Family
Razor Suleman

Impact Circle

(\$25,000 - \$49,999)
Lalit Aggarwal
Brendan Calder
Donner Canadian Foundation
George and Susan Fowlie
Jim Gray
John C. Kerr Family Foundation
Peter Lamm
The Medcan Clinic
Nadir and Shabin Mohamed
The Printing House
Robert Safrata
Rustom and Zarina Satchu

Contributing Benefactors

(\$10,000 - \$24,999)
Air Canada
Peter and Joanne Brown
Choate Investment Partners
Cisco Systems Canada Inc.
City of Toronto

Cougar Global Investments
Cumming & Partners
Daniel Debow and Jordana Huber
Dana and Jonathan Goodman Fund
Globalive
Tim and Linda Hodgson
Vahan and Susie Kololian
KPMG
Lee and Margaret Lau
Nancy Lockhart
Mentorship Wealth
Mark Wiseman and Marcia Moffat Management
Moffat Dunlap
MoneyBites Media Inc.
Motorola Solutions
Relay Ventures
Summerhill Venture Partners
Tompkins Insurance Services Ltd.

Supporting Benefactors

(\$1,000 - \$9,999)
Dr. Ajay Agrawal
Ask The Doctor
Shea Balish
Dr. Patricia Bortoluzzi and Jeff Speak
John Carbrey
Peter Carrescia
Christina Moro Photography
Communitech
Louis-Philippe Couture
Stephen Coxford
Emilie Cushman
Malkin Dare
Diagram
DMZ
Espresso Capital
Google Canada
Anthony R. Graham
Jason Greenspan
Michael Helander
Tim and Lana Hockey
Richard Ivey

John Kelleher
Kira Talent
Peter LaMantia
Paul Lee
Sarah Legault
Konrad Listwan-Ciesielski
Karl Martin
David Masotti
Andrea Matheson
McMillan LLP
Andy and Lynn Nulman
Andrew and Erica O'Born
The Printing House
John and Amanda Sherrington
Shopify
Mark and Lisa Smith
Softlayer
Toronto Stock Exchange
Anthony Vaz
Wealthsimple
Bill Young

Government Partners

Federal Development
Agency of Southern Ontario
National Research Council - Industrial Research Assistance Program
Southern Ontario Province of Ontario

Investment Partners

BDC Capital
Globalive Capital

Academic Partners

Dalhousie University
McGill University
Ryerson University
Simon Fraser University
The University of British Columbia
University of Toronto (Founding)
University of Waterloo
Western University

We would also like to thank all of the individuals and organizations that gave their time and energy in 2016-17 to support our young entrepreneurs.

Guest Speakers

Foteini Agrafioti
Murad Al-Katib
Ben Alarie
Osama Arafat
Chad Bayne
Julie Bernauer
Erin Bury
John Carbrey
Peter Carrescia
May Cheng
Tiki Cheung
Anthony de Fazekas
Paul Desmarais III
Dharmesh Gandhi
Inmar Givoni
Ron Glozman
Jonathan Goodman
Pramod Gopalakrishna
Jim Gray
Jon Hantho
Gideon Hayden
Simon Hodgett
Yonggang Hu
Kathryn Hume
Navdeep Jaitly
David Jamieson
Adam Kardash
Michael Katchen
John Kelleher
Katya Kudashkina
Anthony Lacavera
Amanda Lang
Nicole LeBlanc
Jaclyn Ling
Joshua Liu
Amber Mac
Karl Martin
Michelle McBane
Dave McKay
Brett H. Meyer
Jérôme Nycz
David Ossip
Tony Pampena
Nicolas Pinto
Daniel Rodic
John Ruffolo
Sam Sebastian
Jinga Shah

Kirk Simpson
Takara Small
Damien Steele
Farhan Thawar
Angela Tran Kingyens
Yevgeniy Vahlis
Amar Varma
Nebojsa Vojinovic
Don Walker
Lee Webster
Steve Webster
Matt Zeiler
Michael Zerbs
Ben Zifkin

Advisors

Jonathan Ages
Alex Baker
Erin Bury
Meg Button
Maninder Chauhan
Adrian De Valois-Franklin
Mike Doell
Mike Dover
Mark Evans
Rokham Fard
Dan Fergusson
Mike Friedman
Jennifer Ger
Eli Gladstone
Balaji Gopalan
Jim Gray
Sumit Gupta
Katherine Hague
Chris Hodgson
Gary Huggins
Naeem Lakhani
Nicole LeBlanc
Wilson Lee
Matthew Leibowitz
Jonathan Lister
Jingwen Liu
Brent Lowe
Michelle McBane
Jason McDermott
Josh McNerney
Corey Miller
Somen Mondal
Kathy Newton

Alex Norman
Dr. John O'Dwyer
Corey Peck
Tom Predovic
Tom Reeves
Derek Rider
Caleb Rubin
Mandeep Saini
Matt Saunders
Renn Scott
Mike Shaver
David Shore
Eric Silverberg
Chris Stefanyk
Maxwell Teitelbaum
Angela Tran Kingyens
Sarah Trimble
Colin Webster
KL Wong

Volunteers

Ben Alarie
Jean Amiouny
Chris Angelatos
Janet Bannister
Kurtis Berg
Cory Blumenfeld
Barbara Budarick
Aditya Challapally
Jessica Ching
Ashleigh Collins
Rafal Dittwald
Heather Evans
Candice Faktor
Zack Fisch
Randy Frisch
Dimitry Galamiev
Ron Glozman
Tom Grainger
Janelle Hinds
Jonathan Holland
Anna Hu
Lexi Kaplin
Fred Lacasse
Joshua Liu
Sagar Malhi
Miraz Manji
Michelle McBane
Christina Moro

Andrea Palmer
Xavier Peich
Dray Perenic Price
Tom Price
Ted Reeser
Nishant Samantray
Yoav Schwartz
Maddie Shang
Paul Shenouda
Kirk Simpson
Rebecca Skvorc
Bram Sugarman
Ragavan Thurairatnam
Greg Twinney
Jeanette Wiltse
Chenny Xia

Alumni Donors

Nouman Ahmad
Shea Balish
Gordon Best
David Bureau
Rafal Dittwald
Omer Dor
Dimitry Galamiyev
Neda Ghazi
Leor Grebler
Scott Greenberg
Albert Hu
Tim Kwok
Joshua Levitan
Daniel Licht
Farbod Mansorian
Cam McDonald
Daniel Rodic
David Vradenburg
Dudon Wai
Noel Webb
Steven Wellman
Jane Wu

Technology Partners

Amazon Web Services
Cisco
Google
IBM Canada
Lighthouse Labs
Mathworks
Microsoft

NVIDIA
Pragmatic
Slack
Startup Blueprint/
Braintree_PayPal

Audit Committee

Joe Canavan
Timothy Hodgson
John Kelleher
Colleen McMorrow
Patrick Meneley, Chair

Investment Committee

Peter Carrescia, Chair

Diversity and Inclusion Committee

Jacqui Allard, Chair
Anthony Lacavera
Andrea Matheson
Colleen McMorrow

Governance Committee

Charles Field-Marsham
John Kelleher
Colleen McMorrow, Chair
Reza Satchu

Staff

Ainsleigh Burelle
Peter Carrescia
Annick Dufort-Bird
Jon French
Sarah Legault
Roberta Lindal
Olivia Lunderville
Elspeth Malcolm
Andrea Matheson
Alexandra McGregor
Kathryn McLennan
Saj Sangha
Olivia Tomic

Interns

Olivia Roll
Mariam Walaa

NEXTAI FOUNDING PARTNERS

(\$1 Million+)



NATIONAL PARTNERS

(\$500,000+)



Creative Partners



Printing generously provided by



Photography by Christina Moro and Brian Simon



NEXT CANADA

130 Bloor Street West, Suite 702

Toronto, ON M5S 1N5

647.259.8943

info@nextcanada.com

www.nextcanada.com

Charitable registration number:
81519 8403 RR0001

