



# NEXT CANADA

2018  
Annual  
Report





Our Mission:

To develop  
exceptional **talent**  
to build world-  
class **ventures**,  
foster lifelong  
**entrepreneurship**,  
and propel the  
**adoption** of  
cutting-edge  
technologies.

# Table of Contents

**4**

Message from the CEO

**6**

Organization &  
Programs Overview

**7**

NEXT Canada - Impact

**8**

Alumni Spotlight

**12**

2018 Next 36 Cohort

**14**

2018 Next 36 Ventures

**16**

2018 NextAI Cohort

**18**

2018 NextAI Ventures

**20**

2018 Next Founders Cohort

**21**

2018 Next Founders Ventures

**24**

Introducing NextED

**26**

Program Overview

**28**

New NEXT Canada HQ

**30**

Our Partners

**32**

Board of Directors

**33**

Financials

**34**

Who is Involved

# Message from Sheldon Levy CEO of NEXT Canada



At the outset of 2018, to kickstart a year of renewal, I sat down with our staff and board members to establish a new vision for NEXT Canada. The result is not only appropriate for our organization, but an articulated vision for Canada writ large.

## **Our Vision**

*A nation of bold, successful innovators whose achievements in Canada and on the global stage fuel greater prosperity at home.*

This new vision statement conveys both our optimism and deep commitment to a greater good. It is supported by NEXT's mission built on four key pillars of **talent development, lifelong entrepreneurship, venture creation** and **adoption**. We believe Canada must be at the forefront of innovation—and our task is to help make this happen. NEXT Canada will provide the best support possible to our innovators, to ensure their ventures have the best chance of success.

Optimism, urgency and commitment are the best possible fuel for any organization, and I am pleased to report on a year of exceptional growth, expansion and progress for NEXT Canada. In a year that has seen unparalleled growth across this country for tech incubators and accelerators, NEXT Canada has emerged as a national leader, keen to collaborate with others for the betterment of the nation.

Last spring, we moved into our new national headquarters in the heart of Toronto. We are thrilled to share 16,000 square feet of space with Flybits, a high-growth tech company and Canadian success story in the making. Flybits serves as a daily aspirational example for the 100+ NEXT entrepreneurs working out of our space. For the first time, NEXT Canada is co-located with our ventures, so that they, and all our alumni, have a space to call home.

The two programs upon which we built our foundation, Next 36 and Next Founders, nurtured a wide range of successful ventures this year, from healthcare and fraud protection to fashion and social enterprise. But it was our NextAI program—designed to identify and accelerate the most promising technology ventures driven by artificial intelligence and machine learning—that truly drove our success.

We received a three-year, \$15 million commitment from the government of Ontario to expand NextAI's size and impact. The number of NextAI applicants doubled from 2017 to 2018, and more than 40 percent of them came from outside Canada. We have leveraged the Startup Visa Program, Canada's progressive innovation and immigration policies and our global reputation, to make

NEXT Canada a destination for top domestic and international talent. NEXT Canada has also begun to establish a global footprint: our ventures and staff have presented at top global AI and technology conferences in North America, South America, Asia and Europe.

NextAI's early success and strong business model helped spur our expansion beyond Ontario. We are thrilled to deliver NextAI concurrently in Montréal in partnership with HEC Montréal starting in 2019. Our ventures will work out of that city's artificial intelligence hub, Mile-Ex, where they will mingle with staff from Borealis, Element AI, Facebook, and others. This expansion is possible in part thanks to our partnership with SCALE AI, part of the Federal Supercluster initiative.

We are just getting started.

You can expect even more exciting announcements in 2019, including possible expansion into western Canada and a commitment to build on early interest in Next Health, a proposed model which would have a substantive impact on healthcare technology adoption in Canada.

Finally, we are excited to rollout NextED: customized education for both executives and employees of large and medium-sized enterprises, focused on the application of disruptive technologies. Initial offerings will focus on AI adoption and business strategy, helping participants understand the implications of data and machine learning to their businesses. Courses will be delivered in part through an online education platform powered by Riff Learning, an AI company launched out of MIT Media Lab.

The challenge facing Canada's future is the challenge of innovation itself: technology evolves at breakneck speeds. Canada must match its pace and harness its creative energies to build a more prosperous country. NEXT Canada has taken up this challenge in earnest, but our work is far from done. Canada is currently a pace-keeper in the innovation economy, and NEXT Canada intends to make us an innovation pace-setter for the world—fueled, as always, by optimism, urgency and commitment.



Sheldon Levy,  
CEO, NEXT Canada

# Organization & Programs Overview

## Inspiring Innovation

NEXT Canada is a national, non-profit organization that develops exceptional talent to create world-class ventures and propel technology adoption. Founded in 2010 as The Next 36 by a group of pioneering business leaders and academics, NEXT Canada is now a leader in the delivery of cutting-edge programming designed to foster lifelong entrepreneurship. Our programs, delivered through meaningful partnerships between government and the private sector, strengthen the foundations of Canada's current and future health and prosperity.

## Our Programs



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 is designed for founders of startups looking to scale quickly, and is an immersive three-month entrepreneurial education program. Participants receive up to \$30,000 in non-dilutive funding, 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.



Delivered in Montréal and Toronto, NextAI is a founder development accelerator program for early and idea stage AI-enabled startups from around the world. Participants receive the capital, mentorship, education and network to disrupt industries. NextAI ventures have access to up to \$200,000 in capital, world-renowned faculty and scientists, a network of Canada's top business leaders and entrepreneurs, and access to cutting-edge AI tools.



NextED is customized education on the application of disruptive technologies for both executives and employees of large and medium-sized enterprises. Initially, the offerings will focus on AI adoption, helping participants understand the implications of data and machine learning, while gaining technical insights and creating strategies to incorporate AI into their businesses.

**\$319M**

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

Impact

**\$130M**

Direct revenue generated

**400+**

Entrepreneurs directly impacted since 2010

**2018 ventures with at least one female founder:**

**43%**

**NEXT 36**

**40%**

**NEXT FOUNDERS**

**28%**

**NEXT Ai**

**43%**

International applicants for the NextAI 2018 cohort

**52%**

NextAI applicants with a PhD/Masters level education

**35**

Schools represented in the Next 36 2018 application pool

**200+**

Hours of in-class instruction and workshops

**33K+**

Total social media followers

**534**

Mentions in national media

**53**

Advisors

**21**

Mentors

**7**

National and NextAI Founding Partners

**1** Vision for increasing Canadian prosperity

# Alumni Spotlight

## #paid™

#paid is a creator media platform that intelligently connects brands and social media influencers to deliver content and media designed to inspire consumer behavior. It helps marketers leverage data and insights to produce content that resonates with their target audience—and scales across their media channels. To ensure authentic campaigns, #paid's platform uses an AI algorithm to match marketers with creators through a proprietary Affinity Score™, ensuring ideal recommendations that make sense for both the brand and the creator. #paid powers hundreds of programs for top brands, including Coca-Cola, Starbucks, Ikea, Airbnb, Visa, VICE and more by delivering world-class content and optimizing their working spend.

### Milestones:

- Closed a \$9M USD Series A in May 2018
- Expanded to an office in New York and hit 50 full-time team members
- 100+ countries are using #paid to produce authentic and engaging content around the world
- Featured in Forbes, Inc., People and Wired





# inkbox

Drawn towards the idea of expressing yourself through tattoos, but not ready for the commitment? inkbox's anchor product is a semi-permanent tattoo that customers apply from the comfort of home, no needles or long-term commitment required. Customers can choose from thousands of designs from an active artist community or freehand their own creations. To date, inkbox has shipped over half a million tattoos worldwide, with their product even appearing in TV shows like Stranger Things and movies like The Greatest Showman. While inkbox tattoos are designed to fade over time, their business is here to stay - becoming the 17<sup>th</sup> fastest growing startup in Canada according to the Canadian Business Startup 50.

## Milestones:

- 80 employees
- Opened flagship store and tattoo parlour in Toronto's Entertainment District
- Closed a \$17M CAD Series A round in June 2018, led by Maveron
- One of CIX's Top 20 Most Innovative Companies in Canada and will represent Canada at the CIX Startup World Cup



Using the same AI technology that enables self driving cars or recognizes faces in a crowd, Atomwise uses convolutional neural networks for drug discovery. They design new molecules for the hardest targets, helping partners deliver better medicines faster. Their technology uses a statistical approach to predict the binding of small molecules and proteins and allows chemists to pursue hit discovery, lead optimization and toxicity predictions with unparalleled precision and accuracy. Atomwise's software, AtomNet, screens between 10 and 20 million compounds a day, and their machine learning has improved hit rates by up to 10,000 times. Not to mention, it delivers results 100 times faster, meaning discovery and optimization processes that traditionally take years can be done with Atomwise's technology in a matter of weeks.

## Milestones:

- Raised a \$45M USD Series A in March 2018 and has grown the team to 29 people
- Announced a multi-target deal with Pfizer Inc.
- Listed as one of Y Combinator's top 100 companies
- Introduced Artificial Intelligence Molecular Screen (AIMS) Awards program, which has received several hundred applications from 112 universities in 19 countries





## intuitive ai for zero waste

Every year approximately 2.6 trillion pounds of waste are produced globally, with only 2% recycled out of a possible 82%. Intuitive Inc. is building an artificially intelligent waste bin that will create a world where that's no longer the case. Their smart waste bin, Oscar, uses a blend of robotics, machine learning and computer vision to automatically detect and route the disposed item into one of three categories: recycling, waste or compost. With the help of Oscar, facilities can save costs, users can have peace-of-mind knowing their coffee cup was disposed of properly, and Intuitive can realize their vision of empowering a zero waste world.

### Milestones:

- Raised \$500,000 in funding to date and have grown the team to eight employees
- One of CIX's 2018 Top 20 Most Innovative Companies in Canada
- Over 20 confirmed pilots
- Completed the Rotman Creative Destruction Lab AI stream

## Sampler

How many times have you taken a free food sample from a grocery store kiosk without any intention of buying the product? Or accepted a flyer from someone on the street, only to toss it away in the next recycling bin you see? Sampler aims to change that by digitizing the product sampling experience and only delivering samples to consumers who may actually be interested in purchasing the product. Sampler works with brands to deliver samples to their target market, meaning no wasted spend and higher ROIs. They work with publishers to offer audiences exclusive giveaways that they'll love, boosting engagement and loyalty. And they work with agencies to let them buy samples like they buy media. Sampler is working with 19 of the world's largest consumer packaged good brands including Nestlé, L'Oréal, Ritz, Unilever, Kimberly-Clark and Pepsi to get your new favourite product directly into your hands.

### Milestones:

- Voted 34<sup>th</sup> fastest growing startup in Canada by Canadian Business Startup 50
- Reached \$4M in annual run rate and their network has grown to a total value of \$1.6M/month in potential revenue
- Added Jonathan Penn, NYC-based media executive, to the team as VP of Sales and Customer Success to grow Sampler's sales team in the US



# Alumni Accolades



NEXT Canada would like to congratulate our 400+ alumni and their companies on their many impressive achievements over the past year. Since 2011, NEXT alumni have received:

**CIX Top 20:** Delphia, inkbox, Intuitive, Validere, Vendasta, Blue J Legal, Exact Media, TritonWear Inc., Zeitdice, CareGuide, Thalmic Labs, Bridgit, ChargeSpot, GridCure, Nymi, SeamlessMD, Penyo Pal Inc.

**Techvibes Canadian Startup Awards:** Mallorie Brodie, Lauren Lake, Thalmic Labs

**Startupfest:** SucSeed, Liscena, Flashfood Inc., Blynk, Wilder & Harrier

**Forbes 30 Under 30:** Emilie Cushman, Bridgit, Ada, Cheryl Cui, Henry Shi, Coastline Market, 42 Technologies, Anna Hu, Exact Media, Thalmic Labs, Joshua Liu, Douglas Lusted, William Zhou

**Startup Canada Awards:** Awake Labs, Sensasure, Alex Gillis, Andrea Palmer

**Inspiring 50:** Foteini Agrafioti, Mallorie Brodie, Jessica Ching, Neda Ghazi, Janelle Hinds

**Canadian Business Startup 50:** Sampler, inkbox, Voltera

& many more!

## 2018 GEOFF TABER ALUMNI ACHIEVEMENT AWARD

Daniel Rodic, CEO and Co-founder, Exact Media

In honour of Geoff Taber, one of the earliest Champions of The Next 36, the Geoff Taber Alumni Achievement Award is given to the NEXT Canada alumni who has made the greatest contribution to the Canadian entrepreneurial landscape over the past year.

This year's recipient is Daniel Rodic (Next 36, 2011), CEO and Co-founder of Exact Media, a venture that helps brands like P&G, Johnson & Johnson, Unilever, L'Oréal and more send targeted direct mail inside ecommerce packages. Daniel is the perfect example of an entrepreneur who gives back to the community in every way he can. Whether it's volunteering at Next 36 National Selection Weekend, speaking engagements or mentoring fellow entrepreneurs, Daniel is an embodiment of the spirit of this award.



# NEXT 36

## 2018 Cohort

### Universities and Colleges Represented: 17

Dalhousie University  
London School of Economics  
McGill University  
McMaster University  
Memorial University of Newfoundland  
Queen's University  
Ryerson University  
Simon Fraser University  
University of British Columbia  
University of Calgary  
University of Saskatchewan  
University of Sherbrooke  
University of Toronto  
University of Waterloo  
Western University  
Wilfrid Laurier University  
York University

### Academic Background

Commerce: 12  
Engineering and Computer Science: 18  
Science: 5

### Languages Spoken: 10

English      Tamil  
Arabic      French  
Cantonese      Swedish  
Farsi      Urdu  
Mandarin      Hindi

**43%**

of 2018 ventures have at least one female founder

**50%**

of entrepreneurs in the 2018 cohort are multilingual



### The Satchu Prize

Emily Bland  
Founder of SucSeed



### The Hepburn Valedictorian Award

Morgan Rosenberg  
Founder of Supports Health

## Next 36 Outstanding Venture Award

Crescendo  
Co-founded by Daniel D'Souza,  
Sage Franch and  
Stefan Kollenberg



**Alexandre Labrecque**  
Mechanical Engineering  
University of Sherbrooke  
Momentify

**Ali El-Shayeb**  
International Business  
York University  
Nugget

**Ambreen Khan**  
Business Management  
Ryerson University  
Momentify

**Andrew Cameron**  
Physics, Quantum  
Information  
University of Waterloo  
SmartLines

**Andrew Lawrence**  
Computer Science  
Western University  
Voiceflow

**Ardalan Benam**  
Masters of Computer  
Science  
Simon Fraser University  
Cleek

**Braden Ream**  
Business Administration  
Western University  
Voiceflow

**Cal Wilkes**  
Electrical Engineering  
University of Calgary  
eMosquito

**Chloe Anderson**  
Masters of Food Science  
McGill University  
Getmint

**Daniel D'Souza**  
Life Science  
McMaster University  
Crescendo

**Darian Zigante**  
Mechatronics Engineering  
University of Waterloo  
Weave

**Elie Bou-Gharios**  
Mechanical Engineering  
McGill University  
Inti Aerospace

**Emily Bland**  
Commerce  
Memorial University of  
Newfoundland  
SucSeed

**Emily Hilton**  
Civil Engineering  
University of Calgary  
VarKraft

**Jacob Chan**  
Systems Design  
Engineering  
University of Waterloo  
Haven

**Joseph Truong**  
Business Administration  
York University  
Haven

**Justin Hunt**  
Mechanical Engineering  
McGill University  
Blaise Transit

**Kaitlin Colvin**  
Business Administration  
Wilfrid Laurier University  
Accomodine

**Mahimna Dave**  
Mechatronics Engineering  
University of Waterloo  
Weave

**Marco (Zheda) Mai**  
Engineering Science  
University of Toronto  
KapCha

**Mariam Awara**  
Electrical Engineering  
University of Calgary  
Accomodine

**Mei Lin Chen**  
Systems Design  
Engineering  
University of Waterloo  
Alpha Genesis

**Michael Hood**  
Commerce  
Queen's University  
Voiceflow

**Morgan Rosenberg**  
Business  
Western University  
Supports Health

**Moshe Lawlor**  
Electrical Engineering  
University of British  
Columbia  
Cleek

**Nader Saif**  
Masters of Science in  
Accounting and Finance  
London School of  
Economics  
PureMark

**Noah Yang**  
Biomedical Systems  
Engineering  
University of Toronto  
PureMark

**Nuha Siddiqui**  
Accounting  
University of Toronto  
EcoPackers

**Peyman Bateni**  
Computer Science  
University of British Columbia  
Cleek

**Rick Casson**  
Mechanical Engineering and  
Computer Science  
University of Saskatchewan  
Daccord Technologies

**Sage Franch**  
Bachelor of Computer  
Science  
Dalhousie University  
Crescendo

**Sobhan Etemadi**  
PhD Aerospace Engineering  
Ryerson University  
Sobie Systems

**Visishta Vijayanand**  
Political Science and Business  
University of Waterloo  
Poche Posh

**William Kwan**  
Computer Science  
University of Toronto  
PureMark

# NEXT 36

## 2018 Ventures

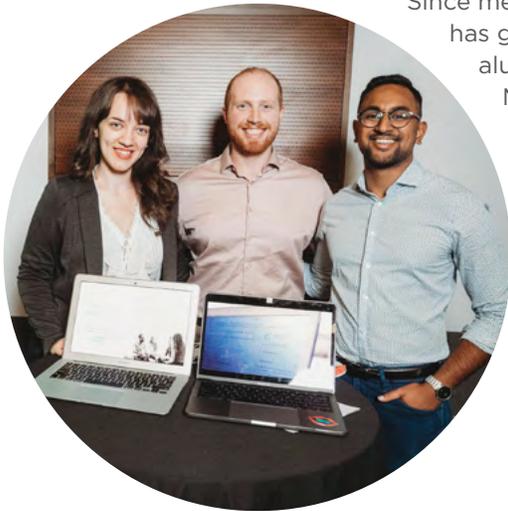


In an ideal world, everyone has the opportunity to succeed in the workplace. But in reality, unconscious biases often seep into daily thoughts and interactions, hindering the potential of millions of people. Crescendo is here to change that. Their diversity education tool integrates with Slack and provides quick, personalized content directly to users. Replacing one-off workshops that don't change employee behaviour, Crescendo helps organizations create a better workplace culture, retain diverse talent and have tangible measurements for their diversity and inclusion investments.

Since meeting around a table at Next 36 National Selection Weekend, Crescendo has grown the team to 6 people and picked up notable customers like NEXT alumni venture inkbox, Ada Support (co-founded by Next 36 alumnus Mike Murchison), Miovision, Zoom.ai and more.

### Milestones:

- Received \$120K USD from the Techstars AI Montréal program
- Finalist for the HR Tech Den Pitch Competition and SaaS North Pitchfest
- Featured in Mercer's Diversity & Inclusion Technology Report, MaRS Discovery District's Tech for All Report, BetaKit, and more



Imagine having access to fresh kale, tomatoes, herbs, lettuce, peppers and more, year round, all for less than 30 cents per day. That's the reality with SucSeed's hydroponic grow kits. But SucSeed is growing more than just vegetables, they're growing communities. They empower educational institutes to teach agriculture through a hands on curriculum, help soup kitchens to grow affordable and fresh produce, provide horticulture therapy to seniors, and employ at-risk and homeless youth through a partnership with a local non-profit in St. John's, Newfoundland.

SucSeed already has kits in 300+ schools across Canada and through a partnership with Tim Hortons they're rolling out their systems in every elementary school in the country. SucSeed is also expanding internationally, having run three pilots in warmer climates and with interest from six other countries looking to adapt their technology in their homes.

### Milestones:

- \$400K in total revenue and has received \$200K+ in funding
- Scaled the team from one to five employees, redesigned their system and launched a new product
- SheEO Venture and Winner of the Startupfest Best Onstage Pitch
- **Emily Bland is the winner of the 2018 Satchu Prize in recognition of outstanding performance and a demonstrated potential to lead Canada's next generation of entrepreneurs**





In Canada, 63% of plastic waste is made up of single-use plastics and packaging. And if we're pointing fingers, styrofoam is one of the worst offenders. It's toxic, hard to recycle and simply unnecessary. Enter EcoPackers. EcoPackers aims to help eliminate the negative environmental impact that packaging material creates by transforming excess Canadian agricultural by-products into 100% biodegradable and non-toxic alternatives to disposable plastics. Plus, EcoPackers' packaging costs the same as traditional styrofoam packaging, making the transition away from harmful environmental impact a no-brainer. They're safe enough to dispose of in your compost or garden, and are even safe enough to eat (albeit they're far from gourmet).



**Milestones:**

- Raised \$155K in funding in the past year and a half
- Accepted into the Creative Destruction Lab and the 2018 Garage+ Start Up Program in Taiwan
- Recognized as one of the Top 4 Social Enterprises in Canada by Enactus
- Nuha Siddiqui (Founder, EcoPackers) recognized as the 2017 HSBC National Woman Leader of Tomorrow

## voiceflow

After building out a comprehensive platform that allowed them to create interactive stories on Amazon Alexa, Voiceflow has now released a full suite of tools to the public with the new goal of becoming the Squarespace of voice entertainment. With the help of Voiceflow, creators can now build powerful entertainment specific voice apps without any coding skills needed. They have built the #1 Canadian, and #3 USA entertainment platform on voice as a case study of their platform's abilities, and have already launched across the pond in the UK.



**Milestones:**

- Raised a \$500K pre-seed round in five months
- Owns & manages the world's largest community of Alexa owners totalling over 76,000+ people worldwide
- Powers 1% of the world's voice apps and is used by thousands of businesses and individuals worldwide

## Additional Ventures



# NEXT

## 2018 Cohort

**Aaron Boxer**  
AgriLogicAI

**Albert (Wen Li) Zhuang**  
Sinitic

**Ali H Hashemi**  
CSTS Health Care Inc.

**Andrii Tsok**  
TRYON Technology

**Azar Azad**  
AI Vali

**Bardia Andalib**  
Aerialytic

**Christos Klement**  
CSTS Health Care Inc.

**Curtis Matlock**  
Sinitic

**Emmanuel Priniotakis**  
Alitheia Technologies

**Fellipe Monteiro**  
Allset

**Haozhe Sheng**  
Liscena

**Ivan Tsarynny**  
Feroot Security

**Jack Fuller**  
Valsys Ltd.

**James Worthington**  
Valsys Ltd.

**Junho Song**  
Zeroone.ai

**Kyle Bimm**  
Liscena

**Mahammad Ismayilzada**  
Destin AI

**Nargiz Mammadova**  
Destin AI

**Nataliia Tsok**  
TRYON Technology

**Omar Padierna**  
Aerialytic

**Peyman Moeini**  
Peytec Inc.

**Qinghua Shen**  
Cardio Square Inc.

**Sanghoon Lee**  
Zeroone.ai

**Simon Bessey**  
Valsys Ltd.

**Tzvi Aviv**  
AgriLogicAI

**Veronica Malinski**  
Aerialytic

**Vitaliy Lim**  
Feroot Security

**Xavier Freeman**  
Allset

**Yangqi Xu**  
Destin AI



### NextAI Outstanding Venture Award

Feroot Privacy  
Co-founded by Vitaliy Lim and Ivan Tsarynny

# NextAI's globally recognized program will now be delivered in two of Canada's AI hubs: Toronto and Montréal.

NextAI - Montréal will be delivered in partnership with Executive Education HEC Montréal, one of the world's top ranked business schools. Both organizations are partners in SCALE AI, the supply chain supercluster initiative announced by the federal government in February.

**“NEXT Canada is a critical partner in the SCALE.AI supercluster initiative. They have a terrific model and a proven track record of supporting high potential entrepreneurs. This is a very exciting time for the Canadian AI community. We now have one great program delivered in two diverse Canadian cities that have quickly become global AI hubs.”**

Hélène Desmarais, Chairman of the Board, HEC Montréal; Co-Chair, SCALE AI

**“I'm really excited about NEXT Canada's expansion across the country. Opening a new office in Montréal, my hometown, is a great thing and I can't wait to see what's next.”**

Xavier Freeman. Co-founder, Allset, NextAI, 2018

Beginning in February 2019, NextAI Montréal entrepreneurs will receive workspace in AI Hub, Mile-Ex, surrounded by the likes of IVADO Labs, Facebook, Borealis, Element, and receive business and technical education from NextAI Montréal faculty including:

#### **Yoshua Bengio**

Full Professor, Department of Computer Science and Operations Research, Université de Montréal; Canada Research Chair in Statistical Learning Algorithms

#### **Joelle Pineau**

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

#### **Ann-Frances Cameron**

Associate Professor of Information Technologies, HEC Montréal

#### **Denis A. Grégoire**

Associate Professor of Entrepreneurship and Innovation at HEC Montréal; Rogers-J.A.-Bombardier Chair of Entrepreneurship Research

#### **Andrew Maxwell**

Bergeron Chair in Technology Entrepreneurship at the Lassonde School of Engineering, York University

& more

## 43%

International applicants for 2018 cohort of NextAI

## 95%

increase in applications from 2017 to 2018

## 181%

Increase in applications from female founders in 2018

## 52%

NextAI applicants with a Masters/PhD level education



Ferroot Privacy is a privacy management software platform that provides global enterprises and SaaS software companies a simple way to comply with complicated data privacy regulations, like GDPR. Their global privacy database allows users to quickly and efficiently manage third-party vendors across applications, automatically and in real-time. Ferroot Privacy helps large companies centralize, integrate and administer privacy protocols, and is becoming an increasingly important tool in a data driven world.

### Milestones:

- Hired two new full-time employees as well as part-time contractors
- Accepted into the Creative Destruction Lab
- Hosted the 2018 Smart Technology Privacy Summit
- Signed three LOIs with early customers and raised a seed round
- **Winner of the NextAI 2018 Outstanding Venture Award**



**“NextAI was a game-changer for us. We entered the program with an idea and a product in the prototyping stage. Nine months later we left as a launched company with the seed funding round, functional product, and a pipeline of early customers.”**

Ivan Tsarynny, Co-founder of Ferroot Privacy



### AERIALYTIC

Aerialytic makes going solar simple. They use artificial intelligence and software to reduce a homeowner’s solar journey from four to six months down to less than one month. By doing so they amplify solar adoption among homeowners and increase conversions for installers all while reducing their costs. Aerialytic’s technology does this by using map data and AI to analyze urban structures and perform an instant solar analysis so homeowners can understand the financial benefits of installing solar at home. Their technology can be extended beyond solar to roofing, real estate and insurance since the same analysis is required in those industries.

### Milestones:

- Recipient of the OCE VIP I grant with collaboration from the University of Waterloo and Professor Alex Wong, Canada Research Chair in Artificial Intelligence and Medical Imaging
- Have an MVP in market and are already helping homeowners go solar
- Produced 3D models from lidar and aerial images using deep learning and computer vision



### NextAI Valedictorian

Veronica Malinski  
Co-founder of Aerialytic

# Destin.ai

Every year, Canada accepts approximately 300,000 immigrants from around the world. And as much as us Canadians like to think we're welcoming and open, immigrating to Canada can still be a confusing and overwhelming process. Destin AI's goal is to create a pleasant experience for everyone on their immigration journey. From a free eligibility check to professional support as the user prepares their documents, Destin AI's artificially intelligent bot is the simplest way to get guidance on how to come to Canada. Founded by immigrants, for immigrants, Destin AI has already helped 5,000+ immigrants since founding in May 2017, and it isn't stopping there.



## Milestones:

- Launched the Beta version of its bot and the platform publicly and agreed to collaborate with 30+ immigration lawyers
- Received interest from various government and non-government organizations
- Won first place at the Jusoor Disruptor Labs Competition and was a finalist in the 2018 Canadian Legal AI Challenge

## Additional Ventures



## Visiting speakers and scientists including:

Kathryn Hume  
VP Product and Strategy, Integrate.AI

Matt Zeiler  
Founder and CEO, Clarifai

Nicolas Pinto  
Deep Learning Lead, Apple

Julie Bernauer  
Solutions Architect Manager, NVIDIA

Inmar Givoni  
Director of Machine Learning, Kindred; Senior  
Autonomy Engineering Manager, Uber ATG

Yonggang Hu  
Distinguished Engineer and Chief Architect, IBM

Navdeep Jaitly  
Senior Research Scientist, Google Brain

## NextAI received applicants from over 40 countries including:

Argentina	Denmark	Israel	Nigeria	USA
Austria	France	Italy	Russia	Venezuela
Bangladesh	Germany	Kazakhstan	South Korea	Vietnam
Belgium	Honduras	Malaysia	Switzerland	Canada
Brazil	India	Mexico	Taiwan	...and more
China	Iran	New Zealand	Ukraine	

# NEXT FOUNDERS

## 2018 Cohort

**Andre Bertram**  
HelpWear Inc

**Bjorn Dawson**  
Grobo

**Chris Atkinson**  
FleetOps

**Colin Harding**  
Iris Technologies

**Eliav Shaked**  
RetiSpec

**Emma Harris**  
Healthy Pets

**Gareth Everard**  
Rockwell Razors

**Henri-Charles Machalani**  
Mistplay

**James MacLean**  
Amina Health

**Jana Al Zaibak**  
Nomz

**Josh Domingues**  
Flashfood

**Kevin Truong**  
Hedgehog

**Khaled Boqaileh**  
LabsCubed

**Lindsay Lorusso**  
Nudnik

**Meghan Chayka**  
Stathletes

**Moazam Khan**  
Curiato

**Robert Brooks**  
SensOR

**Shelby Yee**  
Rockmass Technologies

**Shonezi Noor**  
Will + Zack

**Tomi Gbeleyi**  
Makeup for Melanin Girls

### Next Founders Valedictorian

Shonezi Noor  
Co-founder of Will + Zack



# NEXT FOUNDERS 2018 Ventures



## nomz

Nuts, dates, cocoa, coconut oil and sea salt. That's all it takes to create the perfect breakfast, workout snack, or quick treat to keep the "hanger" at bay. Don't believe us? Then you must not have tried Nomz' Energy Bites. These bites are certified organic, vegan, gluten free, non-GMO, paleo and 100% delicious. Sold in hazelnut, pistachio, coconut and almond flavors, Nomz Energy Bites are available online and at 500+ locations across Canada including hospitals, airports, universities, fitness studios, cafes and grocery stores. Their newest product line, nomz glacée, is a non-dairy clean-ingredient ice cream and is now available at Whole Foods in Ontario. Stay tuned for more exciting additions from Nomz as they continue to add more naturally sweet treats to their product line.

### Milestones:

- Sold in 500 stores across North America including Whole Foods, Nordstrom, Indigo and Pusateri's
- Nomz Energy Bites will be available in Sobeys across Canada in November 2018 and Loblaws in Ontario in January 2019
- Launched nomz glacée in Fall 2018

**"NEXT Canada runs so smoothly, efficiently, and effectively. From day one, I've been so impressed with the structure and level of professionalism in this program, and I'm so proud to be a part of it. I gained a tremendous amount of knowledge and inspiration from my mentors and peers."**

Jana Al Zaibak, Founder of Nomz



## Next Founders Outstanding Venture Award

Nomz  
Founded by Jana Al Zaibak



Every year, approximately one third of the world's food ends up in a landfill – that's 1.3 billion tons of food that's wasted despite being good enough to eat. Through Flashfood, grocery stores can now sell their surplus food at massive discounts so vendors can increase their revenue, shoppers can save money, and collectively we can lessen our environmental impact. The way it works is simple. Using Flashfood's app, users see grocery deals at a store near them, pay through their phone and pick their items up in store. Flashfood has also created a direct to consumer model called the Flashfoodbox which packages up "ugly" (but still perfectly delicious) produce from farmers and ships the product directly to consumers. Through their app Flashfood is making it simpler than ever to maintain a healthy planet, a healthy profit for vendors and a healthy, budget-conscious diet for consumers.

#### Milestones:

- Signed a significant contract with Loblaws and signed Target as a partner
- Diverted over 15,000 meals from the landfill into the hands of hungry customers
- Completed Techstars and was featured in CBC, Vice, The Huffington Post, Chatelaine and more



Healthy Pets is Canada's first application of telemedicine for veterinary care. They connect local veterinarians with pet parents on demand through video or text-based chat, so that pet owners can receive the advice, care and triage they need. Every 15-minute virtual consultation results in one of three outcomes: everything is fine and there's nothing to worry about; the issue will likely resolve itself on its own but let's monitor the situation; or you're right to be concerned, it's time to visit a clinic. Thanks to Healthy Pets, veterinarians are able to better serve clientele and pet parents can have piece-of-mind knowing help is at their fingertips: wherever, whenever.

#### Milestones:

- Hired their first VP Engineering, transitioning from agency-based to internal technical leadership and support
- Launched a partnership with Canada's largest veterinary purchasing group
- Launched an iOS and Android app
- Closed \$500K in seed funding from District Ventures Capital



**"I have been fortunate enough to participate in several provincial entrepreneurial support programs, however none were as valuable as Next Founders. The quality of the cohort was amazing, which really fostered a supportive peer network and relevant content-based learning opportunities."**

Emma Harris, Founder of Healthy Pets



## Venture Preview Night at the Scotiabank Digital Factory

Grobo won the top prize at NEXT Canada's Venture Preview Night. Hosted at the Scotiabank Digital Factory, the event provided an inside look at the progress of select ventures from all three NEXT Canada programs. Audience members had a chance to visit each of the entrepreneurs' demo tables and mock invest up to \$100K in the venture of their choice. Like moths to a flame, guests were drawn to Grobo's fluorescent grow box, and more importantly, their business model. With \$2.4M in mock investment, Grobo took home the grand prize of two tickets to Elevate and a one hour meeting with Scotiabank CTO, Michael Zerbs.



Grobo is the first smart growing system for consumers. Combining elegant design with advanced machine learning, Grobo effortlessly grows high quality fruits, vegetables and herbs right at home. Voted the #1 grow box of 2017, Grobo produces impressive yields with no knowledge or green thumb required. Simply add the seeds, water, walk away and Grobo will take care of the rest. Energy-efficient LED lighting matches the plant's growth cycle and a smart system monitors chemicals in the water and dispenses fertilizer to ensure every stage of the growing process is optimized.

Grobo can produce over 200 varieties of plants. And now, with Bill C-45 passing in Canada, they are uniquely positioned to tackle the emerging market of legally homegrown cannabis. The future of home growing has arrived, and it's all coming up Grobo.

### Milestones:

- Shipped over \$500K in revenue during the program and grew the team to 12 employees
- Located in an 11,000 square foot building in Waterloo
- Accepted into the 12th cohort of Communitech's Rev program

**“During my time in Next Founders, I gained the opportunity to connect with and learn from some of the top young Canadian entrepreneurs. Sharing strategies and tips from our experiences made a material difference on our product development, marketing, and fulfillment efforts.”**

Bjorn Dawson, Founder of Grobo



## Additional Ventures



# Introducing NEXTED

## AI Adoption for Business Program

With the proliferation of artificial intelligence (AI), Canadian businesses need to not only prepare, but equip themselves with skills to be competitive in this new data-driven economy.

NextED is customized education on the application of disruptive technologies for both executives and employees of large and medium-sized enterprises. Offerings will focus on AI adoption, helping participants understand the implications of data and machine learning, while gaining technical insights and creating strategy to incorporate AI into their businesses.

### Why NextED?



Gain AI insights  
and skills



Develop and drive  
AI adoption



Build out an AI strategy  
for your business

**“The Riff platform, a cutting-edge online learning experience, powers NextED’s AI Business Strategy & Application course, helping participants work together to creatively apply business principles and AI skills enabling their companies to thrive in the knowledge-based economy.”**

Beth Porter, CEO of Riff Learning



Learn more at [www.nexted.ca](http://www.nexted.ca)

# In 2018/19 NextED will deliver two courses:

## Rotman AI Executive Primer (November 2018)

Senior executives will learn how to identify opportunities for AI and implement them, and discover how to develop strategies for leveraging powerful AI tools. The 1.5 day course covers concepts including:

- 1** Simple Economics of AI
- 2** Data and Decision-Making
- 3** AI Tools
- 4** AI Strategy
- 5** AI Policy

### Faculty:

#### **Ajay Agrawal**

Geoffrey Taber Chair in Entrepreneurship and Innovation  
Professor of Strategic Management,  
Rotman School of Business,  
University of Toronto

#### **Joshua Gans**

Jeffrey S. Skoll Chair of Technical Innovation and Entrepreneurship  
Professor of Strategic Management  
Area Coordinator of Strategic Management, Rotman School of Business, University of Toronto

#### **Avi Goldfarb**

Ellison Professor of Marketing  
Rotman Chair in Artificial Intelligence and Healthcare,  
University of Toronto

## NextED AI Business Strategy & Application Course (launching in 2019)

As a follow-up to the Executive Primer, this 8-week course is uniquely curated in partnership with MIT faculty targeting the doers of your business. You will have the internal insights to apply the gained knowledge and skill towards an AI strategy and action-plan. No technical expertise or knowledge is required.

Collaborative work is a key component of the course, enabled by innovative, AI-powered communication tools provided by Riff Learning Inc., an AI company launched out of MIT.

### Faculty:

#### **Hossein Rahnama**

Founder and CEO, Flybits  
Professor, Ryerson University  
MIT Fellow

#### **Alex "Sandy" Pentland**

Professor, MIT  
Entrepreneurship  
Program Director,  
MIT Media Lab

#### **David Shrier**

Founder and CEO,  
Distilled Analytics, Inc.  
Professor, Said Business School,  
Oxford University

# Creating Canada's NEXT Generation of high impact entrepreneurs.

NEXT Canada's vision is a nation of bold, successful innovators whose achievements in Canada and on the global stage fuel greater prosperity at home. To realize this vision, NEXT programs focus uniquely on the growth of the individual founder, providing each entrepreneur with a unique blend of mentorship, education and networking that inspires them 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.

## 2018 Classes Include:

- Strategy and Innovation
- Economics of Entrepreneurship
- Entrepreneurial Finance
- Strategic Experimentation: Economics of Blockchain
- Entrepreneurial Strategy
- Market Research
- Value-Based Strategy
- Data-Driven Decision Making

## NextAI Technical Stream:

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

## 2018 Workshops Include:

- Personal Branding and Media Pitching
- Diversity and Culture
- Sales
- Doing Business with Business
- User Insights
- Public Speaking and Presentation Skills
- Legal Issues Facing Startups
- Storytelling
- Investments/VC

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

**Rotman**



Georgetown  
University



HARVARD  
BUSINESS SCHOOL



Massachusetts  
Institute of  
Technology

UNIVERSITY of GUELPH



NYU



UNIVERSITY OF  
TORONTO

Ryerson  
University



McGill  
UNIVERSITY

Carnegie Mellon University

YORK  
UNIVERSITY



## AI Built by Canadians, for the world

In early 2018, NextAI teamed up with other leaders of our national AI ecosystem to launch Canada.ai: a national, neutral, digital platform that highlights and celebrates Canadian advances in AI and machine learning, while creating space for discussion about how the future state of AI will impact and augment society.

Since launching, Canada.ai has built a strong international online community, and has garnered tens of thousands of website views and social media followers in the process.

Canada.ai is built by the AI community, for the AI community. We look forward to building on this momentum alongside our Community Champions, and working together toward solidifying Canada's leadership position in the AI revolution.

Join the community  
and learn more at:

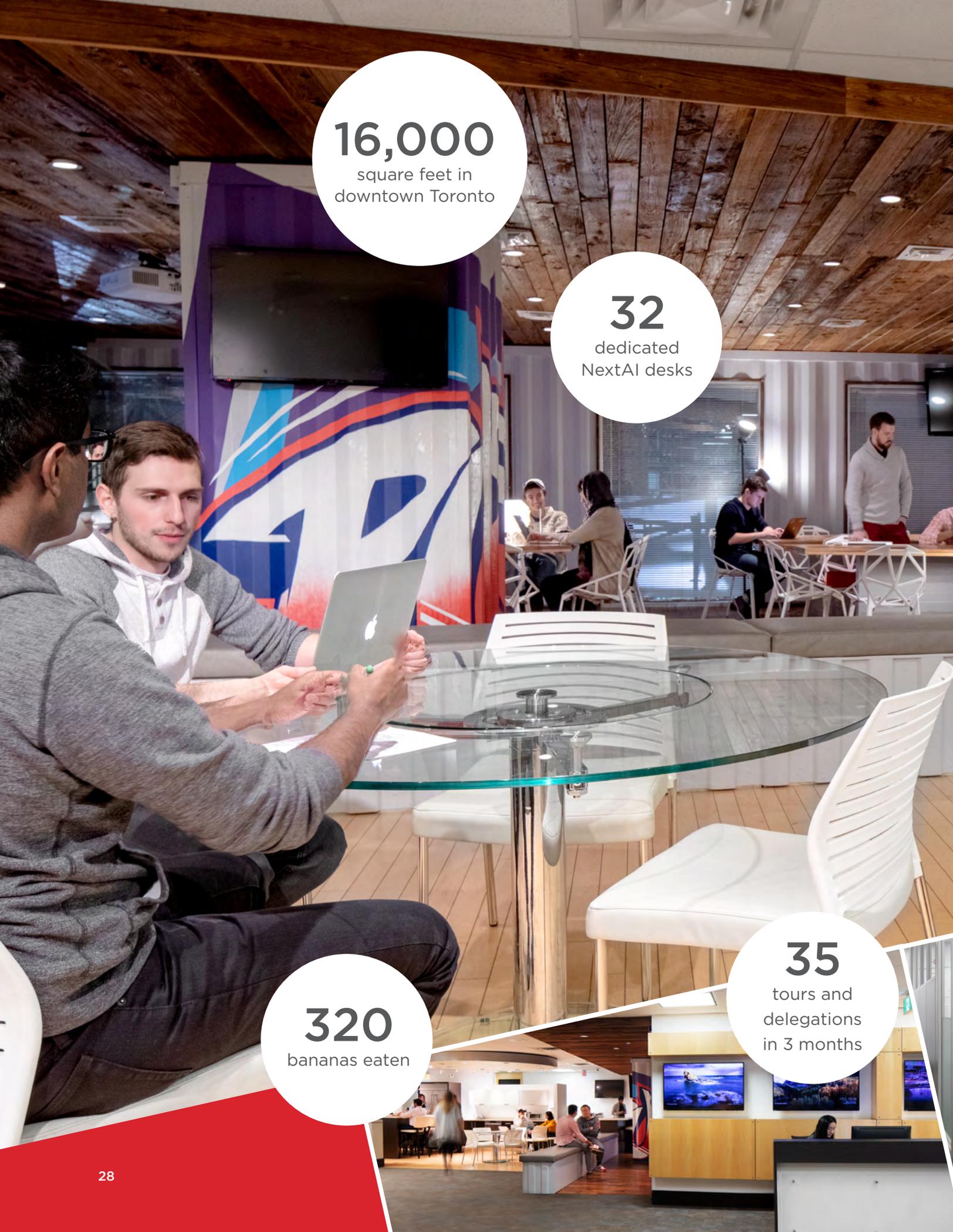
[www.canada.ai](http://www.canada.ai)



Canada.ai was named the 'Collaboration of the Year' at the 2018 Startup Canada Awards.

## Community Champions:





**16,000**

square feet in  
downtown Toronto

**32**

dedicated  
NextAI desks

**320**

bananas eaten

**35**

tours and  
delegations  
in 3 months

## NEXT VENTURE WALL OF FAME



**15,360+**  
cups of coffee

## NEW NEXT Canada HQ

In May 2018, NEXT Canada moved into our new 16,000 square foot home in downtown Toronto. Our national headquarters houses our operations team, our 2018 cohorts, and has hot desks available for NEXT alumni from far and wide. We're also sharing the space with Flybits, a fast growing Canadian tech company that uses AI to level-up customer engagement.

Now that we have a few months of coffee and creative collisions under our belts, we are excited to showcase our ventures and welcome the community into our space.

In the short time we have had in our new HQ, NEXT has already hosted a number of events including:

- An alumni talk from Next 36 alumnus Henry Shi
- A panel on LGBTQA+ diversity and inclusion in tech during Toronto Pride Week
- Startup Open House
- Next 36 Startup Sprint Weekend
- International visitors from South Korea, Czech Republic, Taiwan, France, Brazil and beyond

A big thank you to our friends at **Avison Young** who helped us find our new home!

**26**  
hot desks

## Our National Partners

Since inception, NEXT Canada has had a dedicated group of National Partners that support across all aspects of the organization. Their organizational support gives NEXT Canada the ability to provide a transformative experience to Canada's top young innovators and has elevated NEXT Canada from a bright idea into an internationally recognized entrepreneurial leadership program.



EY is a big believer in the power of entrepreneurs to bring transformative ideas to life, to build a better working world and sustain prosperity for Canada and the world. That's why they've been so proud of their longstanding support of NEXT Canada - to nurture the next generation of our nation's best and brightest.



Osler, Hoskin  
& Harcourt LLP

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 looks to connect opportunity with talent, capital, and their network. NEXT Canada develops the next generation of entrepreneurs in the country. Power Corporation of Canada looks forward to being part of the NEXT network as they look to develop talent and connect it with capital, opportunity, and network.

## Our Government Partners

NEXT Canada is proudly supported by three Government Partners: The Government of Canada through the Federal Economic Development Agency for Southern Ontario (FedDev Ontario) and National Research Council of Canada (NRC-IRAP); and, the Province of Ontario through the Ministry of Economic Development and Growth. Support from these partners makes possible program planning, recruitment and delivery.



# Our NextAI Founding Partners

We are in the midst of another major technological revolution – one defined not by smokestacks and electricity, but by data and compute power. Though many do not yet realize it, Canada has a history of pioneering innovation in artificial intelligence and it is with this forward-thinking mindset that we have managed to become a top global destination for AI research, development and commercialization.

NextAI was born out of a desire to harness these strengths to provide early-stage AI enabled ventures from across the globe with the tools they need to develop and commercialize cutting edge technology right here in Canada.

None of this would have been possible without the early support of our NextAI Founding Partners.



**“Supporting entrepreneurs is in our DNA at BDC Capital but we know it takes more than money to build a successful business. NextAI brings together exceptional individuals and teams from around the globe and provides capital and mentorship to foster a world-leading AI ecosystem. Working together, these bright minds will help Canada to forge a leadership position in the future of technology.”**

Jérôme Nycz, Executive Vice President, BDC Capital



**“We are proud to be a founding partner of NextAI and support the development of AI-enabled startups in Canada. We are beginning to see the potential AI has to transform multiple functions across our business – from developing new products to supplying production lines and many other applications – and it’s critical now to continue the momentum.”**

Don Walker, CEO, Magna



**“Artificial intelligence is not only transformational to business, but also critical to Canada’s future. Our partnership with NextAI ensures that Canada will attract the world’s best talent and continue to be a global leader in AI research, innovation and commercialization.”**

Dave McKay, President and CEO, RBC



**“Canada is a growing global player in AI applications that are transforming the financial services industry. To remain at the forefront, partnering with programs like NextAI is essential to strengthen Scotiabank and Canada’s leading roles developing AI talent and the next generation of digital entrepreneurs.”**

Michael Zerbs, Group Head & Chief Technology Officer, Scotiabank

# Board of Directors



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



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



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



**Charles Field-  
Marsham**  
Founder & President,  
Kestrel Capital  
Management  
Corporation



**Colleen  
McMorrow**  
Corporate Director;  
Retired Partner, EY



**Emilie Cushman**  
Co-Founder & CEO,  
Kira Talent;  
Next 36, 2012



**Francis Shen**  
President, Shen  
Capital Corporation



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



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



**Joseph Canavan**  
President & CEO,  
LOGIQ Asset  
Management



**Kevin Sullivan**  
Deputy Chairman,  
GMP Securities L.P.



**Nadir Mohamed**  
Former President &  
CEO, Rogers  
Communications Inc.



**Patrick Meneley**  
Financial Executive  
& Private Investor



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



**Reza Satchu**  
Founding Chairman &  
Co-Chair NEXT Canada;  
Managing Partner, Alignvest  
Management Corporation



**Som Seif**  
President & CEO,  
Purpose  
Investments Inc.



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

## Founding Patrons of NEXT Canada



**Jimmy Pattison**



**Paul Desmarais Sr.**



**W. Galen Weston**

# 2018 Financial Information

## Statement of Operations and Changes in Net Assets For the year ended August 31, 2018

	2018 \$	2017 \$
<b>Revenue</b>		
Grants	2,546,760	2,156,229
Donations	228,064	386,300
Sponsorships	1,444,999	1,233,949
Gain on sale of cohort ventures	26,132	112,257
Interest income	68,483	57,260
Other income	0	2,784
	4,314,438	3,948,779
<b>Expenses</b>		
Staff and faculty	1,476,128	1,067,247
Educational programming	2,097,396	1,631,291
Administration	684,409	456,093
Loss on foreign exchange	-2,294	4,948
Marketing, applications and selection	458,454	494,095
Fundraising	0	40,932
	4,714,093	3,694,606
Excess of revenue over expenses for the year	-399,655	254,173
Unrestricted net assets - Beginning of year	4,599,035	4,344,862
Unrestricted net assets - End of year	4,199,380	4,599,035

The summary financial information above is derived from the audited financial statements of NEXT Canada for the year ended August 31, 2018. 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](mailto:info@nextcanada.com)

## Financial Highlights

- For the fiscal year ended August 31, 2018, total expenditures increased from \$3,694,606 in fiscal 2017 to \$4,714,093 in fiscal 2018, attributable to the growth of the NextAI program with corresponding educational program costs as well as additional investment in staff, faculty and NEXT Canada's new office that now offers space to co-locate NEXT ventures and alumni.
- Revenues also increased year over year from \$3,948,779 in 2017 to \$4,314,438 in 2018, primarily reflecting the recognition of grants as part of a new, three-year government investment to support expansion of NEXT Canada's entrepreneurship programs and to introduce the new NextED AI and technology adoption program.
- The cash position at year end is \$6,621,351 compared to \$3,957,520 at the end of fiscal 2017, reflecting the major government investment to support the expansion of NEXT Canada's programs.
- PricewaterhouseCoopers LLP reported an unqualified opinion in their Independent Auditors' Report to the Directors dated November 9, 2018 on the financial statements of NEXT Canada for the year ended August 31, 2018.

# Who is Involved

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

## Co-Founders

Ajay Agrawal  
Claudia Hepburn  
Reza Satchu (Founding Chairman)  
Tim Hodgson

## Founding Patrons

The Honourable Paul Desmarais  
Jimmy Pattison  
W. Galen Weston

## Founders' Council

Gary Hurvitz  
New Hope Foundation  
TD Bank Group

## Next Founders' Circle

Tim & Frances Price

## Champions of Innovation

The John Dobson Foundation

## Entrepreneurs' Circle

Tim & Frances Price

## Impact Circle

James & Cecily Eaton  
Som & Kerry Seif  
SAP Canada

## Supporting Benefactors

Jacqui Allard  
Jana Al Zaibak (Next Founders, 2018)  
John Kelleher  
Kevin O'Leary  
Paul Lee (Next 36, 2012)  
Shea Balish (NextAI, 2017)

## Academic Partners

University of Toronto (Founding)  
Dalhousie University  
McGill University  
Queen's University  
Ryerson University  
Simon Fraser University  
University of British Columbia  
University of Waterloo  
Western University

## NextAI Founding Partners



## Government Partners



## National Partners



## Creative Partners



## NextAI In Kind Partners



## NEXT Canada In Kind Partners



Printing generously  
donated by ATPH  
THE PRINTING HOUSE

We would also like to thank all of the individuals and organizations that gave their time and energy in 2017-18 to support our entrepreneurs.

#### Faculty

Ajay Agrawal  
Avi Goldfarb  
Balazs Kegl  
Christian Catalini  
Graham Neubig  
Graham Taylor  
Hong Luo  
Joelle Pineau  
Joshua Gans  
Kosta Derpanis  
Kyunghyun Cho  
Mara Lederman  
Marc Busch  
Marcus Brubaker  
Ramana Nanda  
Raquel Urtasun  
Reza Satchu  
Sanja Fidler

#### Mentors

Andrea Matheson  
Andrew Graham  
Ben Baldwin  
Ben Yoskovitz  
Brennan McEachran  
Bruce Fairley  
Chris Ye  
Cindy Fagen  
Craig Follett  
Gerti Dervishi  
Hossein Rahnama  
Ian McKinnon  
Irena Barbulovic-Nad  
Karl Martin  
Laura Hantho  
Lauren Epstein  
Michael McCarthy  
Morgan Wyatt  
Ted Reeser  
Thiago Caires  
Valerie Fox

#### Scientists in Residence

Amir-Hossein Karimi  
Devinder Kumar  
Terrance Devries  
Raghavender Sahdev

#### Guest Speakers

Adam Kardash  
Ajinkya Kulkarni  
Alex Au  
Alex Norman  
Alyson Bailey-Flynn  
Amar Varma  
Anna Hu  
Brendan Callaghan  
Chad Bayne

Chenny Xia  
Christian Lassonde  
Ciara Byrne  
Damien Steele  
Daniel Debow  
Daniel Rodic  
Dave Pascoe  
David Jamieson  
Dr. Leeno Karumanchery  
Dubie Cunningham  
Eli Gladstone  
Eric Silverberg  
Erin Bury  
Eva Wong  
Farhan Thawar  
Foteini Agrafioti  
Henry Shi  
Jacqueline Milczarek  
Jamison Steeve  
Janet Bannister  
Jeffrey Wong  
Jigna Shah  
Jodi Kovitz  
Joseph Fung  
Joshua Liu  
Karl Martin  
Katherine Homuth  
Katya Kudashkina  
Ken Dryden  
Krista Caldwell  
Kwan Song  
Linda Hasenfratz  
Mark Wagner  
Matt Richie  
Michael Katchen  
Michael Serbinis  
Michael Silagadze  
Michael Zerbs  
Nathaniel Lipkus  
Nick Salvatore  
Nicole LeBlanc  
Paul Desmarais III  
Peter Carrescia  
Petia Tchoukaleyska  
Ricky Lai  
Roland Memisevic  
Ryan Chesser  
Sam Ip  
Shawn Rose  
Sheldon Levy  
Simon Hodgett  
Steve Dickie  
Suhail Shergill  
Tiki Cheung  
Trent Henry  
Tricia Jose  
Vanja Baresic  
Victoria McQueen

#### Advisors

Adrian de Valois-Franklin  
Alex Baker  
Alex Norman  
Angela Tran Kingyens  
Balaji Gopalan  
Brendan Callaghan  
Brent Lowe  
Caleb Rubin  
Chris Hodgson  
Chris Stefanyk  
Colin Webster  
Corey Miller  
David Shore  
Dr. Kathy Newton  
Erin Bury  
Gary Huggins  
Jason McDermott  
Jennifer Ger  
Jim Gray  
John O'Dwyer  
Jonathan Lister  
Josh McNerney  
Katherine Hague  
Kevin Mako  
Mandeep Saini  
Mark Evans  
Mark Halpren  
Matthew Leibowitz  
Matthew Saunders  
Max Teitelbaum  
Meg Button  
Michelle McBane  
Mike Doell  
Mike Dover  
Mike Shaver  
Naeem Lakhani  
Nicole LeBlanc  
Renn Scott  
Rokham Fard  
Sarah Trimble  
Somen Mondal  
Tim Hewat  
Tom Predovic  
Tom Reeves  
Vivek Kalwani  
Wilson Lee

#### Volunteers

Abbas Alidina  
Aishi Jiang  
Alex Gillis  
Ambreen Khan  
Amin Bashi  
Ardalan Benam  
Arie Fisher  
Braden Ream  
Candice Faktor

Conrad Hopp  
Dudon Wai  
Eric Riz  
Essam Elshawi  
Farbod Mansorian  
Hassan Murad  
Jacqueline Cook  
Jasdeep Toor  
Jeanette Wiltse  
Joseph Truong  
Joshua Liu  
Kaitlin Colvin  
Katya Kudashkina  
Kerri Golden  
Kevin Kimsa  
Kiel Olver  
Krista Caldwell  
Laura Hantho  
Maarij Rehman  
Margarita Quijano  
Marie Chevrier  
Michael Ip  
Michelle McBane  
Mike Shaver  
Morgan Rosenberg  
Morgan Wyatt  
Nargiz Mammadova  
Nicola Sahar  
Nuha Siddiqui  
Omar Padierna  
Qinghua Shen  
Rafal Dittwald  
Rebecca Skvorc  
Rick Casson  
Sagar Malhi  
Sean Hudson  
Ted Reeser  
Tricia Jose  
Veronica Malinski  
Visishta Vijayanand  
William Brenner  
Xavier Freeman  
Yangqi Xu

#### Audit Committee

André Côté  
Jacqui Allard  
John Kelleher, Co-Chair  
Joseph Canavan  
Tim Hodgson

#### Investment Committee

Matt Saunders  
Peter Carrescia, Chair

#### Diversity and Inclusion Committee

Emilie Cushman  
Idil Omar

#### Governance Committee

Charles Field-Marsham  
Colleen McMorrow  
Idil Omar  
John Kelleher, Co-Chair  
Reza Satchu, Founding  
Chair & Co-Chair  
Sheldon Levy

#### Staff

Ainsleigh Burelle  
Alexandra McGregor  
Andrea Matheson  
André Côté  
Annick Dufort-Bird  
Idil Omar  
Jon French  
Kathryn McLennan  
Nella Brodett  
Olivia Lunderville  
Olivia Tomic  
Sagal Muse  
Sarah Legault  
Sheldon Levy

#### Interns

Mariam Walaa  
Ushpreet Mehta  
Zoe Ritchie

#### Alumni Ambassadors

Alex Gillis  
Devinder Kumar  
Dudon Wai  
Emily Bland  
Essam Elshawi  
Justin Hunt  
Kaitlin Colvin  
Kiel Olver  
Nargiz Mammadova  
Natalia Mykhalova  
Nuha Siddiqui  
Sean Hudson  
Shonezi Noor  
Veronica Malinski  
Visishta Vijayanand

#### NextAI

#### Montréal Staff

Julie Archer  
Julien Billot  
Phil Rivard  
Simon Dandavino

#### Photography

Brian Simon  
Christina Moro



**NEXT CANADA**

175 Bloor Street East, North Tower Suite 200  
Toronto, ON M4W 3R8  
647.259.8943  
info@nextcanada.com  
www.nextcanada.com

Charitable registration number: 81519 8403 RR0001