

VANTEC
Vancouver Angel
Technology Network

WUTIF

NEW MEDIA BC

July 10, 2007

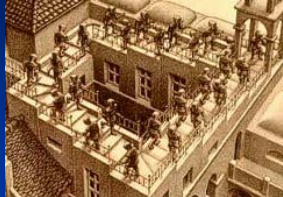
Mike Volker
VANTEC Angel Network
WUTIF Angel Fund

<http://www.wutif.ca>

The Paradox


- More and more Ideas
- More and more \$\$\$

But no investments!
WHY?



Read May 18th T-Net Columns by Brent & Mike!!
[Mike says there's 10X more capital than VC capital]

WHY?



- Entrepreneurs chasing wrong ball (eg VCs)
- VCs moving downstream
- Angels (accredited & non-accredited) have A.D.D.
- Securities restrictions (limited to millionaires)

Early Stage vs Startup?

- Early stage:
 - Team
 - Products
 - Business Plan
 - Customers
 - VCs – maybe
- Start Up:
 - one or two people
 - ideas and/or IP
 - VCs – forget it!



[See www.garage.com]

Why Entrepreneurs like Angels

- ☞ The *best* way to get the funding process started
- ☞ If they can't get interest in this level, they won't go far with anyone else
- ☞ Angels are a magnet for Venture Capital (really?!)
- ☞ Angels make excellent mentors & coaches
- ☞ Angel money is true risk capital... and it's becoming more ubiquitous
- ☞ Been there, done that – angels are entrepreneurs
It's not just about the money!

Angels: Where on Earth are they?

Sorry! There's no "list"

Get a friend...

a mentor

a coach

an advocate

(this is the "key" to the angel network)



There is no shortage of venues!!

(they're everywhere! they're everywhere!)

Good people/deals will always get funded!

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Formed April, 1999. No Formal Structure.

- 500+ "members" (no formal membership or fees)
- 40+ attendees per meeting
- Meet first Tuesday morning monthly except August
- 4-8 deals entertained/meeting; 300+ so far
- 50% of companies get funded
- "Angel Sponsors" do screening (mentoring is key)

Angel's BS Bingo:

Domain Expertise	ProActive Management	Unique Proposition	Low Burn Rate	Best of Breed
Enabling Technology	Empowered Team	Ground Floor Opportunity	First To Market	Platform Technology
Market Driven	World Class Products	<u>PROFITS</u>	Competitive Advantage	Renowned Board
Proprietary Technology (no competitors)	Revolutionary Business Model	IP Portfolio	Favorable Valuation	Liquidity Event (Exit Strategy)
Revenue Traction	NASDAQ IPO	Mezzanine Round	Defensible Strategy	Visionary

mikevolker.com

Success Snapshots

- 85% of PRESENTERS still in business
- Several Acquisitions:
 - Active State (very 1st presenter): U\$23M
 - QImaging (2nd presenter): U\$12M
 - Brightside Tech: U\$28M
- Some IPOs & RTOs:
 - Aspreva Pharma 60X in 2 years!! Now \$750M Mkt Cap
 - Plutonic Power 10X in 2 years!! Now \$300M Mkt Cap



WUTIF Capital (VCC) Inc.
western universities
technology innovation fund

<http://www.wutif.ca>

....promising futures

WUTIF Capital (VCC) Inc. (An Angel "Sidecar" Fund)

- Specially Incorporated (in BC)
Small Business Venture Capital Act as a "Venture Capital Corporation"
- 30% REFUNDABLE (Cash-back) Tax Credit
- RRSP (Retirement Plan) eligible
- Must invest in "eligible BC small businesses"
- Note to Angels: Direct Investment in a Company also qualifies for the Tax Credit

WUTIF Capital (VCC) Inc...

- Buy a Part of BC's Tech Sector!
- Co-invest with angel investors
- Shares valued at \$11.75 (offered at \$11.25)
- Net Cost after BC Tax Credit = \$7.88
- Charitable feature



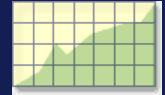
**WUTIF -
An "Angel Fund" for
Start Up Tech Firms
(+\$4m raised to date)**



WUTIF invests in technology Companies that....

1. pass the people test
2. pass the tech test
3. are co-funded by angels
4. are valued <\$2.5million (typically)
5. require <<\$1million to cash flow or milestone

WUTIF Capital (VCC) Inc



- An "Angel Fund" that invests in tech startups
- Investors: >100 angel investors
- Investments: 34 companies, \$100K (avg) per Co.
- Capital: >\$4M to date (founded late 2003)
- The most active, participatory Fund in Canada
- The only Fund with long term warrants
- Tax assisted: VCC credits, RRSP eligible, Charitable credit feature

\$3.7m Invested in 34 companies:

Paradigm Environmental Technologies	\$227,500
Visihear Corp (formerly Imagis Tech Inc) (VIS.TSXV)	\$100,000
Recombo Inc	\$150,052
Actenum Corp	\$175,000
Sirius Genomics Inc	\$175,000
Siebar Energy Inc	\$100,000
Vectis Technologies Inc	\$100,000
Healthpricer Interactive Ltd (formerly One Person Health S	\$101,000
Brightside Technologies (formerly Sunnybrook Tech)	\$174,900
The Silver Recycling Company (TSR.H.TSXV) formerly Cog	\$72,000
MetroBridge Networks Corp	\$149,500
Zymeworks Inc	\$152,500
Wellichem Biotech Inc (WBI.TSXV)	\$75,000
Backbone Systems & Networks Corporation	\$94,440
Neltura Technology Inc (EGO Communications)	\$100,000
Aprio Inc	\$105,000
Sensific Technologies Inc	\$100,000
Traction Technologies Inc	\$100,000
Urigen Holdings Inc	\$100,000
Time Search Inc	\$100,000
Rfind Systems Inc	\$125,002
Ostara Nutrient Recovery Technologies Inc	\$100,000
iCa Therapeutics Inc	\$100,000
Sutus Inc	\$100,000
Aquatic Informatics Inc	\$50,000
Clearvision Technologies Inc	\$100,000
Aquaasure Bath Products Inc	\$50,000
Plutonic Power Corp (PCC.TSXV)	\$136,500
General Fusion Inc	\$50,000
Medical Ventures Corp (MEV.TSXV)	\$50,000
WaveTeq Communications Inc	\$105,000
Switch Materials Inc	\$100,000
0777154 BC Ltd (dba "Synergy")	\$100,000
Clevert Solutions Inc	\$100,000

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W U T I F

Thanks!

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