

What Do Our Students Say?

1:45pm – 2:45pm

Presented by:

Frank Hayes, Lecturer, School of Accounting and Finance

Jacqueline Sue, Anna Puri, and Dominic Lau, Students, School of Accounting and Finance

Oscar Nespoli, Continuing Lecturer, Department of Mechanical and Mechatronics Engineering

Ada Hurst, Continuing Lecturer, Management Sciences

Thomas Willert, Facilities Team Leader, Plastcoat, a Division of Magna

Waterloo ExL

Waterloo ExL Symposium

October 17th, 2018



UNIVERSITY OF WATERLOO
STUDENT VENTURE FUND

UW Student Venture Fund (SVF) - Overview

SVF is a “Three Legged Stool” requiring:

- **Money** – \$500k committed; \$2 MM target
- **Deal Flow** – From “Angel Investors” and early stage VC ; Relationships with GTAN, MLA & MaRS IAF
- **Talent** – lots of enthusiastic students!
- **Founded 2017** – Professors Ranjini Jha, Mark Arnason, Frank Hayes

Why have an SVF at University of Waterloo?

- K-W is one of the **Best Tech Clusters** in North America.
- UW is a **Top STEM University**.
- **PitchBook 2017 Universities Report - UW ranked #20 in the world** for the number of VC- backed entrepreneurs; **Highest-ranked Canadian university!**
- UW SAF is a highly **reputable Accounting & Finance School**; **combined efforts with Conrad School's MBET program.**
- We are a **"Seed Fund"**, as our student designed logo suggests. You'll meet the Logo Designer in a moment!

SVF Objectives

- **Learning the Early Stage Investment Process** “Rules of Engagement” (from both sides) is our Primary Goal.
- Learn how Entrepreneurs & Angel Investors **Make Decisions**.
- Enable Students to “See Beyond the Numbers” and “Make Decisions in the Face of Great Uncertainty”.
- A few students will become Venture Capitalists; **Many more will become CFO’s of Early Stage Tech companies**.
- **Student Learning is our Primary Goal; Financial Return is Important, but Secondary**. Our 7 Year Return Objective is 20% IRR.



Student Learning Outcomes

- **SVF Students make much higher level decisions** than they would in co-op or early career positions (5 +Years early).
- Students **learn to take risks** and make decisions based on incomplete/inconclusive information.





Jacqueline Sue
4B AFM
SVF Associate (Fall 2017)



Annu Puri
4B AFM
SVF Associate (Fall 2018)



Dominic Lau
4B AFM
SVF Associate (Winter 2018)

Jacqueline Sue



Formation of Student Venture Fund

- “Start-up”
- Branding: logo, slide templates, website
- Input on operations and interviews



Evaluating Founding Management

- Meeting C-Suite executives
- Develop strong interpersonal skills
- Going beyond the numbers

Deloitte.

Career Acceleration

Incoming Tax Analyst

Technology, Media, and Communications Group

Deloitte Fast 50 Interviewer, Amplify member

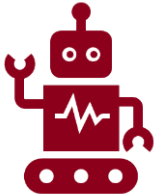


Annu Puri



Due Diligence Process

- Attend meetings with Angel Networks
- Assess companies quickly by asking the right questions
- Perform research about emerging tech and industries
- SAF & MBET students learn from each other.



Technology Deep Dives

- Researching emerging trends in global markets
- Connecting with UW resources to learn more
- Being proactive to learn about potential investments
- Covered topics: AI, Augmented Reality, Drones, NLP

Deloitte.

Career Acceleration

Consultant -Strategy & Operations – Finance



Dominic Lau



Expanding Our Way of Thinking

- Presenting to Investment Committee
- Seeing beyond the numbers
- Looking into the future



Mentorship

- Downward and upward mentorship
- Expose more students to the industry
- Help students prepare for getting a job in VC



Career Acceleration

Ripple Ventures, Associate

Q&A



UNIVERSITY OF WATERLOO
STUDENT VENTURE FUND

Winter 2018 Team Structure

Investment Committee

Tim Jackson (Chair), Dave Caputo, Joe Catalfamo, Carol Leaman, Mark Arnason, Frank Hayes

Advisory Board

Sid Paquette (Chair), Anish Chopra, Nancy Lala, Rob Scully, Howard Armitage, Jim Barnett, Dennis Huber, Ranjini Jha, David Rose

Faculty and Staff Support

Mark Arnason, Frank Hayes, Ranjini Jha, David Rose, Jonathan Xayabanha

Associates

Ahmed Jamal, Annie Shi, Annu Puri, Dominic Lau, Ismail Mian, Samir Javer

Analysts

Ameer Dharamshi, David Zhao, Fineas Tatar, Jimmy Zhou, Jonathan Hui, Joshua Braggiato, Jun Park, Karen Lau, Nicole Troster, Pablo Jose Amaya, Vishal Vinod

MBET (6 Team Members)

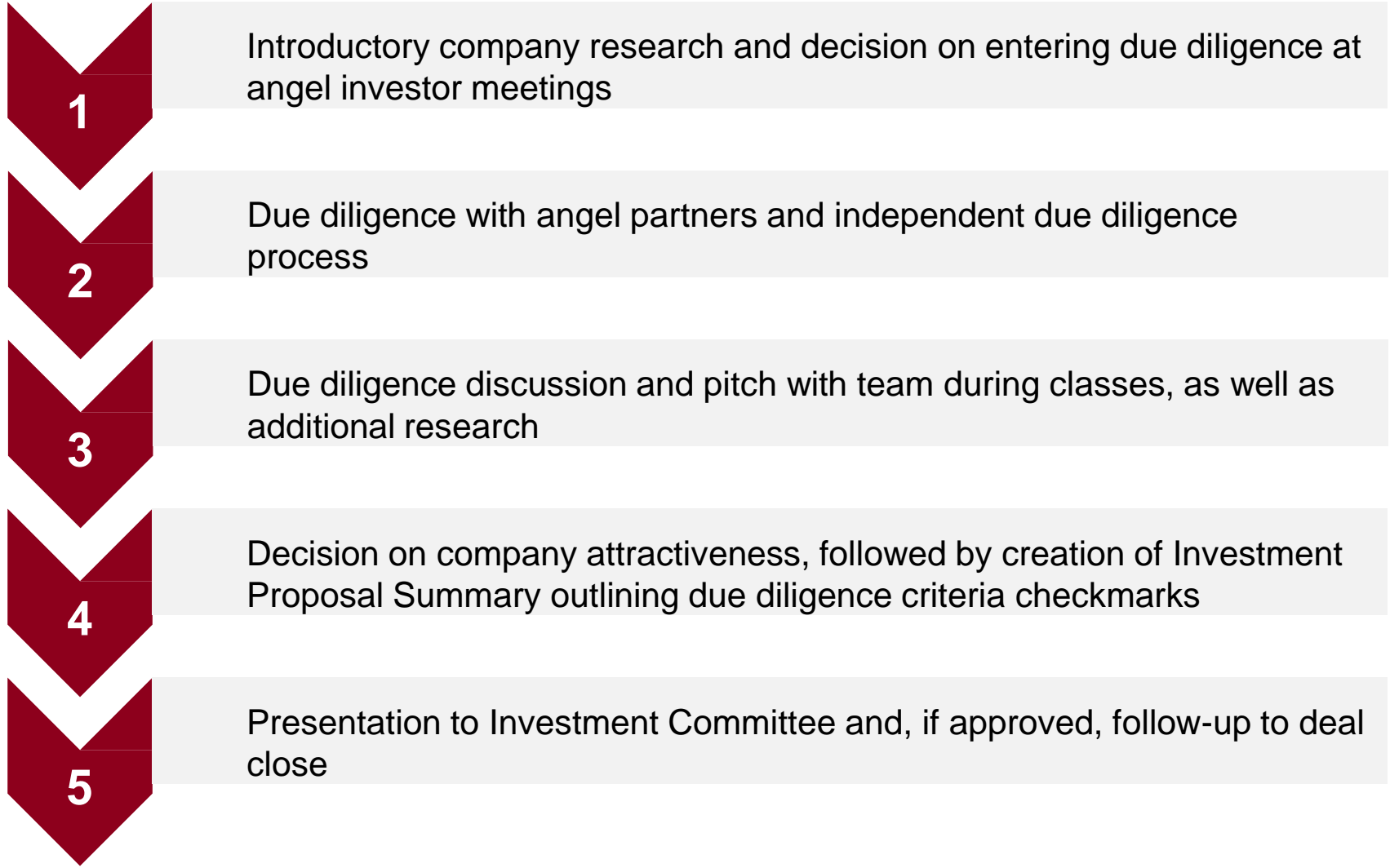
Ahmed Jamal, Joshua Braggiato, Nicole Troster, Pablo Jose Amaya, Samir Javer, Vishal Vinod

SAF (11 Team Members)

Ameer Dharamshi, Annie Shi, Annu Puri, David Zhao, Dominic Lau, Fineas Tatar, Ismail Mian, Jimmy Zhou, Jonathan Hui, Jun Park, Karen Lau



Investment Process



Due Diligence Criteria

The Fund conducts comprehensive due diligence to determine whether a company is a worthwhile investment opportunity or not – core criteria includes:



Management Potential



Product and Intellectual Property



Strategy and Business Model



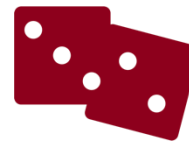
Market Validation and Traction



Competitor Analysis



Financial Analysis



Investment Risks



Deal Structure and Return Scenarios