





entrepreneurs for entrepreneurs

We Serve:

Entrepreneurs • Researchers • Early-Stage Technology Companies • Innovation Community

Our Promise

To our **clients**

Our extensive expertise and network will help you advance your business or technology.

To our **people**

We provide diverse experience and you will make a difference to innovators.

To our **innovation service partners**

We use your strengths to create better client outcomes.

To our **funders**

Together with you, we deliver the best outcomes for the best value.



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Message from the CEO

We are entrepreneurs for entrepreneurs.

TEC Edmonton's mandate – and promise – is to help advance our clients' business. From business planning, to finding potential investment funds, to intellectual property protection, TEC Edmonton provides an array of services to support innovators.

Each year we look to do more - to advance more businesses, and to effectively create better client outcomes. Over the last year we have launched some significant programs including the TELUS T-Squared Accelerator program, and our new TEC Launch Program for early stage companies. Another notable accomplishment is the opening of the TEC Innovation District, a unique space located in Enterprise Square in downtown Edmonton where qualified entrepreneurs have access to coaching and mentorship.

At TEC Edmonton, we can offer these services because many of our team members are entrepreneurs themselves. We know that navigating through the innovation ecosystem can be challenging. We know the best way to accelerate our clients' business or technology. We know what services will be best. We know how to access them. We know what will really make a difference to our clients' growth. We're also making this process easier. We know our clients' journey with TEC Edmonton should be seamless. Starting with the initial meeting, we're with our clients every step of the way.

On the following page, you'll see a high-level overview of how our extensive expertise and network will help advance qualified businesses and early-stage technology companies. However, it's more than a chart - it's a philosophy and it's a promise: we work with our clients to help them achieve success. Using this as a roadmap, clients, funders and partners can see, at a glance, how to access our resources and services.

Our commitment reaches beyond our clients – we've also made a promise to our people, our innovation service partners and our funders. This well-rounded network is one reason why companies that use innovation system services - from TEC Edmonton and our partners - do better. In the last six years, our clients have consistently grown their businesses at a rate of nearly 20 per cent each year, about three times faster than young innovation companies in the broader economy. As a partner with the University of Alberta, Edmonton Economic Development Corporation and as a member of Alberta Innovates' Edmonton Regional Innovation Network, TEC Edmonton is a strong part of a diverse network in the research and innovation community.



Chris Lumb
CEO, TEC Edmonton



OUR CLIENTS' JOURNEY WITH TEC



TRIAGE ASSESSMENT¹

ASSESSMENT FACTORS

- Small technology-based business
- Evidence of market traction
- Management
- Company vision
- Uniqueness
- Business model basics
- Immediate priorities
- Readiness

ACTION PLAN¹

We'll customize a plan to help you advance your business or technology

INNOVATION ECOSYSTEM²



Grant funding

Prototyping

Service providers

Funded services¹

- TELUS T-Squared Accelerator
- Merck Accelerator
- Health Accelerator
- Early-stage entrepreneur coaching
- TEC Venture Angels³
- TEC Source Advisory Panel
- University of Alberta intellectual property/technology assessments
- University of Alberta spin-off creation

Shared cost⁴

- Lunch & learns
- TEC Launch Program
- Export services
 - TusStar China incubator
 - TEC Global Connector
 - Industrial Research Assistance Program
 - Latin America mining

Shared cost or fee for service

- Incubation space
- Regulatory strategy⁴
- Market research⁴
- Executive coaching⁴
- Corporate structure⁴
- Business planning⁴
- Market development⁴
- Intellectual property strategy (non-University of Alberta)⁴

In partnership with the Edmonton Regional Innovation Network



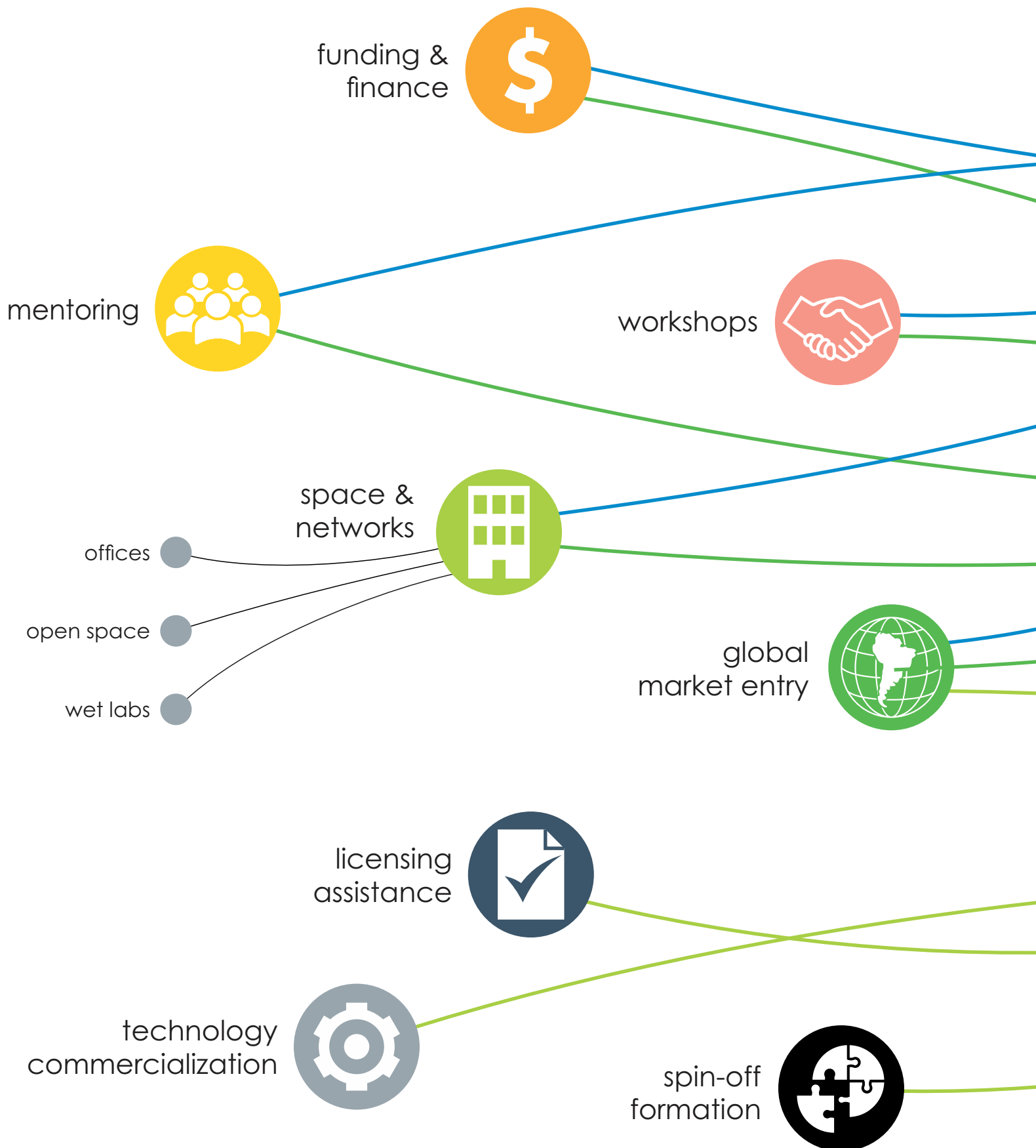
1. Funded services supported by the University of Alberta, Edmonton Economic Development Corporation, Alberta Innovates, DynaLIFE, Merck, National Research Council of Canada Industrial Research Assistance Program (NRC IRAP) and the Canada Accelerator and Incubator Program (CAIP), Sanofi, Sanofi Genzyme, TELUS and Western Economic Diversification Canada.

2. Visit Alberta Innovators Ecosystem (AlbertaIN), Connetica, Fundica, Funding Portal and NRC IRAP Concierge Service online for more information.

3. Network provides access to pitch forums, pitch coaching, and investor introductions.

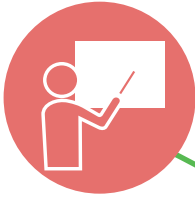
4. Subject to successful application, a portion of services may be paid through grant programs offered by Alberta Innovates, NRC IRAP or other granting agencies.

Right Services, Right Time



Customized to **You**

lunch &
learns



RAMP-UP



ENTREPRENEUR

intellectual
property



RESEARCHER

How can we **help?**

Innovation system **clients** do **better**

Our Business Development team helps early-stage technology companies grow by assisting in areas such as market research, business planning, marketing strategies, regulatory plans, product development, access to financing and mentoring. Companies can access various programs delivered by our team of highly experienced Executives in Residence and other experts.

2016-2017

151
organizations surveyed

\$235.4 million
annual revenue of clients

22% growth
(399 new FTEs in 99 orgs)
employment created by clients

\$90.2 million
financing/funding raised by clients

\$41.4 million
R & D investment by clients

95%
1 year survival rate of clients

2015-2016

161
organizations surveyed

\$207.7 million
annual revenue of clients

21% growth
(404 new FTEs in 95 orgs)
employment created by clients

\$121.2 million
financing/funding raised by clients

\$62.1 million
R & D investment by clients

98%
1 year survival rate of clients

2014-2015

128
organizations surveyed

\$160.7 million
annual revenue of clients

26% growth
(364 new FTEs in 83 orgs)
employment created by clients

\$72.2 million
financing/funding raised by clients

\$56.3 million
R & D investment by clients

98%
1 year survival rate of clients

2013-2014

125
organizations surveyed

\$131.8 million
annual revenue of clients

25% growth
(360 new FTEs in 82 orgs)
employment created by clients

\$75.7 million
financing/funding raised by clients

\$38.1 million
R & D investment by clients

99%
1 year survival rate of clients

2012-2013

106
organizations surveyed

\$106.2 million
annual revenue of clients

26% growth
(245 new FTEs in 72 orgs)
employment created by clients

\$54.9 million
financing/funding raised by clients

\$30.6 million
R & D investment by clients

99% (vs~85% Industry Canada benchmark)
1 year survival rate of clients

2011-2012

77
organizations surveyed

\$73.4 million
annual revenue of clients

25% growth
(148 new FTEs in 49 orgs)
employment created by clients

\$29.6 million
financing/funding raised by clients

\$17 million
R & D investment by clients

6 year total

749
organizations
surveyed

~\$ 915 million
6 year
client revenue

**~19% compound
annual growth rate**
(vs~1-5% Canadian benchmark) 1,920 FTEs
employment created
by clients

~\$ 444 million
financing/funding
raised by clients

~\$ 246 million
R & D investment
by clients

97 %
year over year survival rate
of clients (versus~83%
Canadian benchmark)

27 Spin-offs
University of Alberta
companies created in the
past 6 years

LICENSING STORIES

As the technology transfer agent for the University of Alberta, TEC Edmonton assists University of Alberta researchers to determine the commercial potential of their inventions and then supports patenting, licensing and business formation based on university technologies. The following are some of the year's success stories:

Crop Production Services

Sectors:  Agriculture

Hybrid canola strain offers **resistance** to clubroot infestation

Dr. Habibur Rahman, a professor in the Faculty of Agricultural, Life and Environmental Sciences at the University of Alberta, has been actively involved in canola breeding research for three decades. Upon joining the university in 2003, he became involved in a canola breeding program that continues to generate significant commercial interest. The latest innovation to come out of the program is a canola strain that combats clubroot, a soil-borne disease that infects the canola's roots and restricts the flow of water and nutrients to the crop. Clubroot infection is a significant threat to canola production in Alberta; in 2014 it had spread to 30 municipalities in the province. In cases where infestations reach near 100 per cent of a field, yield loss can reach as high as 80 per cent.

Rahman and his team first began experimentation in 2004 at the university's south campus and in infected fields in St. Albert and Leduc. More than a decade later, after studying more than 250 sources of resistance and mapping some of the genes, Rahman developed a hybrid canola cultivar in partnership with Crop Production Services (CPS), a leading agricultural retailer based in the United States. The research was also supported by Alberta Crop

Industry Development Fund (ACIDF), Alberta Canola Producers Commission (ACPC), Agriculture and Agri-Food Canada (AAFC) and the Natural Sciences and Engineering Research Council (NSERC).

The first of its kind, the canola contains two resistance genes—one from Mendel (a European winter crop) and the other from an exotic germplasm. This double-gene canola strain offers stronger resistance than its single-gene counterparts; if one gene breaks down, a second guard remains.

TEC Edmonton's Technology Management team negotiated a licensing deal with CPS which has subsequently allowed for the double-gene clubroot resistant canola to become available to growers across North America.

According to Rahman, CPS' approach to research and marketing aligns well with his, effectively making Rahman and CPS a complete research and development team. Both parties continue to actively collaborate and look forward to developing new canola varieties in the future.



DueNorth BioDev

Sectors:  Health

Higher **treatment success** rates for pancreatic cancer

According to the Canadian Cancer Society, nearly 90 per cent of Canadians diagnosed with pancreatic cancer in 2017 will die from it. The current primary treatment is the chemotherapy drug gemcitabine; however, the drug shows significant benefits in only 23.8 per cent of patients, while potentially causing severe side effects. For this reason, personalized medicine has become an effective way to ensure gemcitabine is used only in patients who will benefit from it. The research of Dr. Carol Cass, a Faculty of Medicine and Dentistry Professor at the University of Alberta, and her colleagues may be the key to a better treatment selection, higher treatment success rate and a decreased burden on Alberta's health system.

In 1969, Cass and her colleagues Dr. Jim Young (University of Alberta), Dr. John Mackey (University of Alberta) and Dr. Steven Baldwin (University of Leeds), were among the first to find a key path

for cancer drugs to enter cells: a protein called hENT1. They found that the more hENT1 protein a pancreatic cancer cell has, the better it responds to gemcitabine. Following the discovery, they developed a cell line that produces an antibody able to bind to hENT1 proteins. Since this binding is visible under a microscope, it can be used as a marker to determine the amount of hENT1 protein in a patient's cancer cells. The ability to measure hENT1 will enable health care professionals to make informed decisions when considering a gemcitabine treatment.

This technology caught the attention of Edmonton-based biotechnology company and former TEC client DueNorth BioDev. In October 2016, TEC Edmonton's Technology Management team granted a license to DueNorth to bring the hENT1 test to market. DueNorth has since set up shop in the TEC Centre and is actively pursuing a market launch.





Delta Genomics

From science to **solution**

Sectors:  Agriculture

TEC Services:  Business Development

 TEC Centre tenant

In the competitive world of agriculture, it's become increasingly important for farmers to make educated decisions when purchasing livestock. That's where Delta Genomics comes in with innovative genomic testing for both the livestock industry and researchers. Today, genomics is used to evaluate the potential value of an animal for breeding or at market by scoring the animal's DNA rather than looking at a single gene.

For livestock, the traits measured often include how fast the animal will grow, how it grades, meat marbling or tenderness as well as how much it costs to produce and the environmental footprint (both of which are related to feed efficiency).

Delta Genomics was initially created within the University of Alberta's Livestock Gentec, an Alberta Innovates centre for livestock research, before spinning out on its own in 2014. It has resided at TEC Centre in Enterprise Square ever since. The company's goal is to improve the sustainability, competitiveness and profitability of the Canadian livestock industry.

Today, Delta Genomics serves both industry and researchers to provide genotyping, biobanking, sequencing and contract research services to help customers make better breeding decisions.

"We provide a translation service, transitioning science to solution to assist our industry partners,"

says Michelle Miller, Delta Genomics CEO. "Delta's job is to pull research off the shelf and create practical applications for the industry."

In addition to residing at TEC Centre, Delta Genomics worked closely with TEC Edmonton prior to its inception, with TEC Edmonton providing critical assistance towards the initial application and subsequent marketing plan submitted to Western Economic Diversification Canada for initial funding. TEC has also worked with Delta Genomics on regulatory aspects and developing best practices.

Delta Genomics recently launched its first product, EnVigour HX™, the first made-in-Canada genomics tool for crossbred beef cattle. The product provides vital information that breeders can use to determine whether an animal should be used for breeding or for meat.

To top off an eventful year, Delta Genomics was also named winner of the Canada 150 in 150 awards in the agriculture category.

Michelle names Livestock Gentec, the Canadian beef breeds and TEC Edmonton as Delta Genomics' key pillars of success: "TEC Edmonton gave us shelter from the storm," says Michelle, "And the beef breeds have been extremely supportive as our largest customers."

Exciton Technologies Inc.

Wound care technology gone **global**

Sectors:  Health

TEC Services:  Business Development

 TEC Centre tenant

Rod Precht of Exciton Technologies always knew there was a place for innovation in wound care. Taking an economic toll of \$3.9 billion annually in Canada alone, wounds are a major under-recognized health issue affecting the quality of life for millions. He had long challenged the industry to take a closer look at the use of silver to treat chronic wounds caused by burns or diabetes.

Exciton's Exsalt® wound dressings use a unique silver technology called silver oxysalts, which provide an innovative, cost-effective and safe approach to wound care for the healthcare industry.

In the last decade, Exciton has grown significantly in manufacturing volume, revenue and personnel as the product gained momentum in international markets.

After an already record year, Exciton recently made a big announcement in June 2017 – the company would bring its products to China, a move set to double Exciton's manufacturing volume.

A distribution agreement with MKS Medicine Technology, a Beijing-based medical device company, marks a big win for Exciton, which has been working to bring its silver-based wound care products to a broader market since 2001. Exciton is receiving positive feedback from doctors on the first shipment of dressings.

Distribution is being focused on highly populated areas in eastern China, including Beijing and Shanghai. MKS will expand Exciton's global reach, joining Cardinal Health in Canada and Crawford Healthcare in the USA and UK markets.

“Entering the China market means a bigger population has access to a proven and cost effective technology,” stated Rod Precht, Founder and President of Exciton Technologies. “We’re not done yet – we have bigger plans to introduce new configurations to the product line as we advance our global strategy.”

Exciton is a long-time TEC client and TEC Centre tenant, having worked with TEC's Executives in Residence on strategic direction, finding investors and mentoring.





Snap Projections

Retirement planning in the **blink of an eye**

Sectors:  Information Technology

TEC Services:  TEC Centre tenant

What do you get when you combine a background in software engineering with financial planning expertise? Powerful software that allows financial services professionals to help clients to better plan for retirement.

Before writing any code, Snap Projections CEO Pawel Brzeminski embarked on a mission to uncover what was missing from the tools currently available to financial services professionals.

Through in-depth research, he found that most financial planning software is focused on asset accumulation and doesn't handle retirement planning very well.

In retirement, individuals spend their assets and go from one income source to five or more income streams. It becomes a much more difficult problem to solve, further complicated by the fact that existing financial planning tools were found to be difficult to use and lacking interactivity. "Financial advisors were more likely to create their own Excel spreadsheets than use the tools on the market," says Pawel.

The resulting software is a tool that advisors and clients can sit down with and interactively make changes to see the outcomes in real time.

"If the client wants to retire sooner or sell the house to fund their retirement, they can see the impact of doing

that instantly," explains Pawel. "Interactivity helps to keep the client engaged and educated. Better educated clients are typically more satisfied, and as client satisfaction goes up, the planner receives more referrals."

The software is more relevant than ever for today's population of Canadians aged 55 and older, who are either in retirement or actively planning for it.

Snap Projections has already seen some major wins since the company was founded in 2014. Since July 2016, the company has quadrupled its customer base, grown revenue by 377 per cent and doubled its team from two people to four. As for client satisfaction, the 98 per cent customer retention rate speaks for itself.

As a TEC Centre tenant, Pawel agrees there is a lot of value to be gained from working in close proximity to the TEC Edmonton network as well as other companies in the same building: "The hallway conversations are very useful," Pawel explains. "You learn faster by comparing notes on product development, marketing or building a team. It's great value for any startup."



TruHome

High-tech **real estate solutions**

Sectors:  Information Technology

TEC Services:  Business Development  Funding and Finance

The terms 'real estate' and 'artificial intelligence' at first don't seem to belong together – but TruHome is quickly changing that by integrating high-tech processes into the traditional real estate model.

TruHome's real estate team is facilitated by an in-house built artificial intelligence platform called "Gaby," an internal communications app for every business process.

Gaby takes on many of the administrative tasks that consume real estate agents' time, like communicating with listing agents and setting up showings. Tasks that would previously take agents hours are now accomplished in only minutes, leaving the agent more time to focus on clients.

Founded in late 2015 by long-time entrepreneurs Elisse and Roberto Moreno, TruHome aims to streamline the home buying process for both clients and agents while providing faster and better service.

"The goal is to remove repetitive tasks that agents had to do and improve communications with customers," explains Elisse.

The TruHome model also uses big data, analytics and data mining to personalize the house hunting process, helping clients find the perfect home that fits with their lifestyle.

So how much of a difference does technology integration make? In the last year alone, TruHome's

agents have done triple the sales of an average Canadian real estate agent.

Since the beginning, Elisse and Roberto have worked closely with a TEC Edmonton Executive in Residence on establishing goals, fine-tuning messaging, refining their investor pitch, and most recently, hiring and onboarding new agents.

"He's been keeping us on track, giving us objectives, and solving challenges that we've had," says Elisse. "He's been very supportive and always available through a quick phone call."

The next challenge for TruHome will be to scale up: while currently only operating within Edmonton, Elisse and Roberto are looking at expanding TruHome to other cities in Canada, with an eye on bringing their technology to commercial development or property management.

Elisse and Roberto credit Edmonton as the ideal place for their business, largely because of the city's open data strategy and overall philosophy of embracing innovation. Elisse was among only a handful of corporations invited to speak at the recent Open Data Summit, hosted in Edmonton.

"Edmonton is very supportive of accessibility to data and other information that has let us stand out," Elisse explains. "It allows small companies to be very competitive."

VenturePrize



In 2017, TEC celebrated the 15th and final year of VenturePrize: a program that provided business training, mentorship, resources and funding opportunities to Alberta-based early-stage technology startups.

Since the Edmonton Economic Development Corporation (EEDC) first introduced VenturePrize in 2002, over 1,000 companies have gone through the program, competing for prizes cumulatively valued at over \$2.5 million. More than 100 volunteers have rallied together each year to make VenturePrize possible. TEC was also fortunate enough to have the support of many sponsors, most of which returned year after year.

This year's program saw entrepreneurs compete for cash and in-kind services in TELUS ICT (information and communications technology), Fast Growth, DynaLIFE Health, Student and People's Choice. In light of the landmark year, TEC Edmonton highlighted the contributions of TEC Edmonton co-founder Allan Scott and past TEC Edmonton Board Chair Lorne Babiuk.

2017 Winners



vrCAVE

Fast Growth Grand Prize Winner

vrCAVE makes virtual reality (VR) an immersive social experience by creating collaborative VR games. vrCAVE partners with entertainment businesses to share its unique multiplayer VR experiences, eliminating the need for individuals to own their own VR equipment.



Tevosol

DynaLIFE Health Grand Prize Winner

Tevosol, Inc. is a medical device company developing the Ex-Vivo Organ Support System (EVOSS™) with the goal of increasing the number of organs available for transplantation. Tevosol's unique innovation keeps a donated organ warm and supplied with oxygen as if it is in the body, and extends its "ex-vivo" (out of body) life.

Preza Technologies

TELUS ICT Grand Prize Winner

Preza has created a refrigerator temperature monitoring system for the restaurant industry using the latest developments in wireless technology. The system has a one-step installation process using a direct connection to existing Wi-Fi, and the software is tailored specifically for restaurants, offering a daily summary report and customizable alerts.



Squire

Alberta Student Grand Prize Winner

Squire is an online e-learning tool that aims to recapture the lost benefits of a community-focused secondary school environment by making every post-secondary campus, regardless of size, feel like a small classroom. Students can create virtual study tables to work with classmates, find tutors and get on-demand help through video calls.



VentureKids

In a surprise end-of-event segment, TEC revealed the VentureKids award which celebrated the next generation of entrepreneurs and recognized achievements made by extraordinary Albertans under the age of 16. Each child was awarded a cash prize to put towards their future education. This special award was sponsored by the University of Alberta School of Business and Rural eHUB.



Kaitlyn Coen - Northern AB

Kaitlyn's C-Heater is a combination blanket / backpack / bag that holds personal belongings while providing protection from the elements. The C-Heater has a fleece lining, a thermal (heat retaining) middle layer, and waterproof fabric shell, as well as several zippered compartments for storing belongings.

Screamin Brothers - Southern AB

Screamin Brothers was founded in 2010 by ten year old JR Wikkerink, following the earthquake in Haiti. He began selling his gluten-free and allergen-free frozen treats to help raise money for the people of Haiti, including his youngest brother who was trapped in the devastation.

Sophia Fairweather - Central AB

Sophia is the Founder of Startup by Sophia and has created a line of useful products using STEM (Science, Technology, Engineering, and Math). Her products serve a range of functions including car accident prevention, phone protection, cancer prevention and water pollution prevention.

Innovation Awards



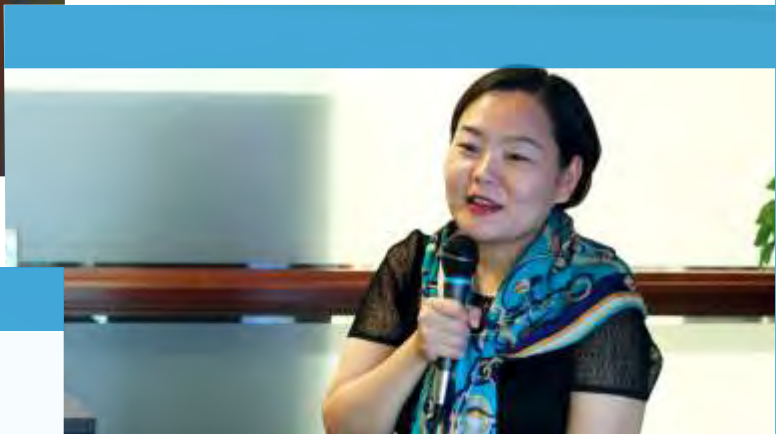
The Innovation Awards honour University of Alberta researchers, their ground breaking technologies and the commercialization community that helps bring innovations out of the lab and into the world.

Awards are presented to researchers who successfully received a patent for their technology that year and who successfully created a spin-off company from the University of Alberta. In 2016, 21 patent recipients and four spin-off companies received an award.

The event showcases some of the university's best and brightest innovators. Their achievements are poised to improve our quality of life and build a strong economic future for Alberta.



TEC Edmonton Events



Health Accelerator



Now entering its third year of operation, TEC Edmonton's Health Accelerator program is going strong. The Health Accelerator acts as a bridge builder between medical researchers, health entrepreneurs with innovative solutions and the commercial medical world.

The Health Accelerator provides expert services and works closely with other innovation ecosystem partners to support health entrepreneurs in developing their enterprises. It is also a channel between small and medium-sized enterprise (SME) innovators and Alberta's health system innovators. The Health Accelerator team works with both SMEs and healthcare providers across the health system to understand the needs, build awareness of the innovative SME technologies and make connections.

With a goal of establishing Edmonton and Alberta as Canada's leading centre for health innovation and commercialization, the Health Accelerator is well on its way.

The Health Accelerator has supported over 340 companies, entrepreneurs and researchers since its inception. More specifically, Health Accelerator experts, in partnership with VA Angels, provided over 90 companies with pitch deck advice, and referred over 80 companies to investors. Equity raised by Health Accelerator companies tops \$14.6 million.

Additionally, the Alberta Innovates Accelerating Innovations into Care (AICE) program, launched in 2016, offers funding support to connect SMEs to the Alberta health system. The AICE program approved two projects for the Diabetes, Obesity and Nutrition Strategic Clinical Network, featuring Orpyx and Exciton Technologies.

Feature Health Accelerator Companies:



Clinisys provides a number of e-healthcare solutions for the healthcare industry. Its products include cloud-based electronic medical records systems and a novel health data analytics engine capable of analyzing complex administrative, operations and clinical data for hospitals. Clinisys has recently invested in the development of diagnostic medical devices. The company recently secured a multi-level partnership with Microsoft and is well-positioned to become a leader in digital health innovations.



MTI enhances detection of gastrointestinal diseases through metabolomics research. Its flagship product, PolypDx™, is the first and only urine-based test with a high sensitivity for detecting adenomatous polyps, the precursor to colorectal cancer. In 2016, MTI signed licensing deals with two US-based clinical laboratory partners: Atlantic Diagnostic Laboratories (ADL) on the east coast, and Lab Express in the west/southwest. MTI has secured a CPT Proprietary Laboratory Analysis Code for PolypDx™, which is required for reimbursement and physician adoption in the US. In early 2017, MTI achieved the first sale of PolypDx™ in the US.



Nanostics develops and commercializes non-invasive diagnostic tests for cancer. Its first product, ClarityDx, is a liquid biopsy test that can accurately diagnose cancer from a few drops of blood. ClarityDx is expected to radically improve the standard of care for prostate cancer and significantly reduce the number of unneeded prostate biopsies. Incorporated in 2017, Nanostics has already raised \$3 million in seed capital that will go towards commercializing ClarityDx across North America.



Parvus is pioneering a breakthrough class of disease-specific biological therapeutics called Navacims™ designed to halt and potentially cure autoimmune disease by restoring immune tolerance. There are over 80 known autoimmune diseases that this technology has the potential to cure. In 2017, Parvus entered into a major licensing deal with Novartis for its lead Navacim for treating type 1 diabetes. In return for exclusive worldwide rights to the technology, Parvus received an upfront payment to support preclinical activities and the right to sales milestone payments as well as an equity investment.

TELUS T-Squared Accelerator

The TELUS T-Squared Accelerator, a collaboration between TEC Edmonton and TELUS, provides promising early-stage Information and Communications Technology (ICT) companies with support including 12 months of free incubation space and seed funding to advance their business. The bulk of funding goes directly to the selected startups to advance their businesses. The T-Squared Accelerator program helps companies develop platform technologies in the areas of seamless customer experience, Internet of Things (IoT), big data analytics, health and wellness data integration and analytics, and last-100-metre connectivity.

Shaheel Hooda, T-Squared Program Director and TEC Executive in Residence, says the accelerator program provides a variety of benefits to the selected entrepreneurs and TELUS. "It connects entrepreneurs to TELUS and gives them an understanding of the needs of large technology receptors. Entrepreneurs also gain access to the innovation being developed in the market."

In its first year, T-Squared screened over 800 companies and selected four to work with: iSmartways, Vivametrica, SensorUp and TV Com.

Here is a brief overview of the T-Squared Accelerator cohort:



iSmartways, founded by University of Alberta Transportation Engineering Professor Dr. Tony Qiu, is changing the way we move around our cities. Using a number of technologies and algorithms, iSmartways extracts anonymous data from roadside equipment, cell towers and vehicles, and determines speed and congestion information. As part of T-Squared, iSmartways will be able to support smart city initiatives throughout Canada in an increased capacity. TEC Edmonton continues to assist Dr. Qiu with business planning and strategy, fundraising as well as market analysis.



Alberta-based health technology startup Vivametrica, founded by orthopedic surgeon Dr. Richard Hu, wants to revolutionize the insurance industry. By collecting data from wearables and smartphones, Vivametrica generates personalized health analytics such as health scores or risk prediction for chronic diseases and mortality. Vivametrica launched a pilot program with a leading global insurer and a leading Chinese direct insurance carrier. The pilot is a first step in Vivametrica's goal of developing a broader implementation of their analytics in the global insurance industry.



SensorUp, founded by Dr. Steve Liang, Associate Professor of Geomatics Engineering at the University of Calgary, provides an open standard platform for connectivity to and between Internet of Things (IoT) devices, data, and analytics over the Web. In October, it launched its Smart Citizens for Smart Cities, an initiative that sees them partnering with municipalities across Canada to deploy air quality monitoring devices.



TV Com partners with costume designers, fashion labels and TV shows to provide real-time and context relevant fashion, merchandise and supplemental content to viewers. The technology allows fashion-conscious consumers to discover what their favorite characters are wearing and then purchase items right from the screen. TEC Edmonton has been helping the startup with their business strategy and developing alignment with TELUS' overall TV business strategy. TV Com was also the winner in TEC Edmonton's 2016 VenturePrize TELUS ICT Stream.



Accelerator

Your company falls into one of four categories:

1. Providing a seamless experience for customers



2. Big data and analytics



3. Health and wellness



4. The last 100m*



FIRST MEETING

Your company will be evaluated by TELUS & TEC Edmonton to determine your eligibility. If accepted, your company has access to services provided by TELUS & TEC.



* Solutions to better deploy fibre to consumers' homes
** Executive in Residence

TEC Launch Program

TEC Launch Program



You are:

A tech-based company at the prototype stage

Looking to grow



An entrepreneur looking to be part of a collaborative community



Application & Evaluation



LAUNCH PROGRAM OFFERINGS INCLUDE:

Community of entrepreneurs



Weekly strategic meetings with your Executive in Residence



Monthly pulse check meetings



24-hour use of vibrant downtown space



Creation of 6-month workplan



Access for up to 4 team members



TEC Venture Angels pitch coaching



The TEC Launch Program, introduced in January 2017, provides early-stage technology-based companies with access to a full suite of TEC Edmonton services tailored to help them accelerate their business and to a collaborative community of entrepreneurs. Program participants have 24-hour access to the TEC Innovation District, a vibrant street-level coworking space located on the main floor of Enterprise Square.

Program offerings include:

- business advice and mentorship from a team of seasoned experts
- access to TEC Edmonton's large network of partners
- a six-month work plan
- monthly pulse check-in meetings to track progress
- weekly meetings with an assigned Executive in Residence

The Launch Program has enjoyed much success since January, already attracting eight companies to join. Ian Tan, Director of Entrepreneur Development who oversees the Launch Program says it has already been able to positively affect entrepreneurs. "Together, our clients and Executives in Residence have developed new and strong strategies, and are actively putting them into practice."

Here is a brief overview of some of the companies in the Launch Program:



Luke Butterworth, Adam Simmons and Michael Bildersheim, the founders of Trioova™, were among the first entrepreneurs to make a home in the TEC Innovation District and before that, their relationship with TEC began with attending TEC lunch & learns and participating in VenturePrize Seminars. Trioova™ is a desktop and mobile software platform that securely consolidates all medical communications around a single patient. Trioova™ builds a visual health history timeline of medical interactions, diagnosis and treatment changes in which the patient can automatically share with each new healthcare provider they connect to their circle of care.



Zacxon Inc., a venture by NAIT graduate Zack Harb, EIT, seeks to improve the lives of people in cold climates. Zacxon's Water Pipe Protection System (WPPS) is a warning system that not only alerts property owners when pipes reach temperatures that are too low but also ensures that no damage occurs even when no action is taken by the residents. The company was also a finalist in the 2016 VenturePrize awards student stream. Zacxon is currently preparing to launch a consumer-ready product.

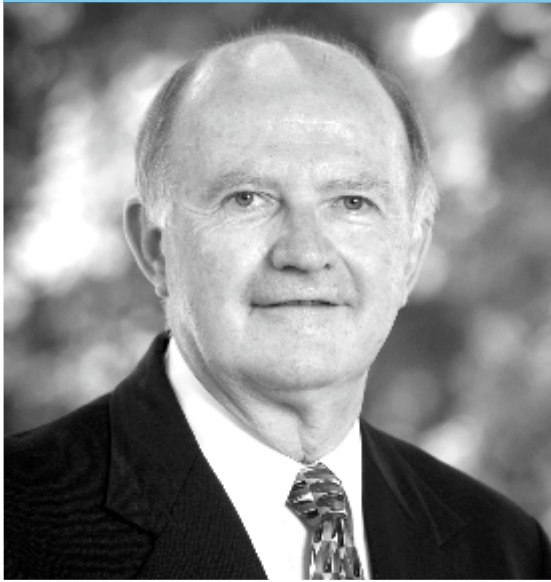


G2V Optics, founded by Michael Taschuk, former research associate at the University of Alberta, made it possible to grow a variety of plants indoors year round by simulating the sunlight conditions of any location and season in the world. Michael plans to move G2V Optics into grow lights for commercial applications, farms, research space, and windowsill growing.

TEC Innovation District



MESSAGE FROM THE PAST BOARD CHAIR



In my last message as board chair, I would like to reflect on TEC Edmonton's significant growth and many achievements during my tenure.

In 2006, when TEC Edmonton was created, no other North American business accelerator was merging university intellectual property with civic and university-based services for entrepreneurs. Today, TEC Edmonton is ranked as one of the top university incubators in North America by UBI Global, a university business incubator ranking organization.

I have had the great pleasure in watching TEC Edmonton grow and prosper. Since 2006, it has helped commercialize many University of Alberta-based technologies, launched 27 spin-off companies and helped many of our regions entrepreneurs launch community-based ideas and technologies.

TEC Edmonton does not stop at just facilitating commercialization, it also helps those new companies succeed and grow through its portfolio of programs, services, and partnerships. Evidence of this is the many spin-offs that are still operational and the fact that over the past six years the average survival rate of TEC clients has been 97 per cent—a testament to the fact that TEC clients simply do better than those who go without help.

The University of Alberta is very proud to see the resulting contributions and impacts on the innovation community and I am confident TEC Edmonton will continue to drive similar success in the future.

Lorne Babiuk

Past TEC Edmonton Board Chair

Past Vice President Research, University of Alberta

MESSAGE FROM THE BOARD CHAIR



Edmonton is a city where entrepreneurs dare to turn big ideas into reality. Open, inventive, courageous and cooperative, our city supports its entrepreneurs like no other. Through startup and scale-up, it takes a community to help entrepreneurs navigate and overcome barriers to success. TEC Edmonton is a dedicated part of that community and an organization that continues to help birth the next generation of economic leaders.

Since its founding in 2006, TEC Edmonton has been a vital part of our community and thanks to its dedicated and skilled team of industry experts and with the support of community and business partners, TEC Edmonton has catalyzed entrepreneurial growth and positioned itself as a leading business incubator and accelerator in Canada.

It has been a big year for TEC Edmonton, as it: (1) launched the TELUS T-Squared Accelerator, an incubation program for early-stage information and communications technology companies; (2) opened TEC Innovation District, a new brick and mortar accelerator workspace; (3) celebrated the 15th year of its Alberta-wide VenturePrize competition; (4) announced a new technology incubator with Beijing's TusStar; and (5) brought a new health accelerator to market in partnership with Merck Research Laboratories.

It was a fantastic year.

As part of the EEDC family, we proudly support TEC Edmonton as it continues to bolster Edmonton's entrepreneurs and is recognized as a top performer within Canada. The growth of Alberta-based technology companies is critical to strengthening and diversifying our regional economy. Our challenges ahead will require even more from TEC Edmonton, and we look forward to supporting its continued success.

Brad Ferguson

TEC Edmonton Board Chair

President and CEO, Edmonton Economic Development Corporation

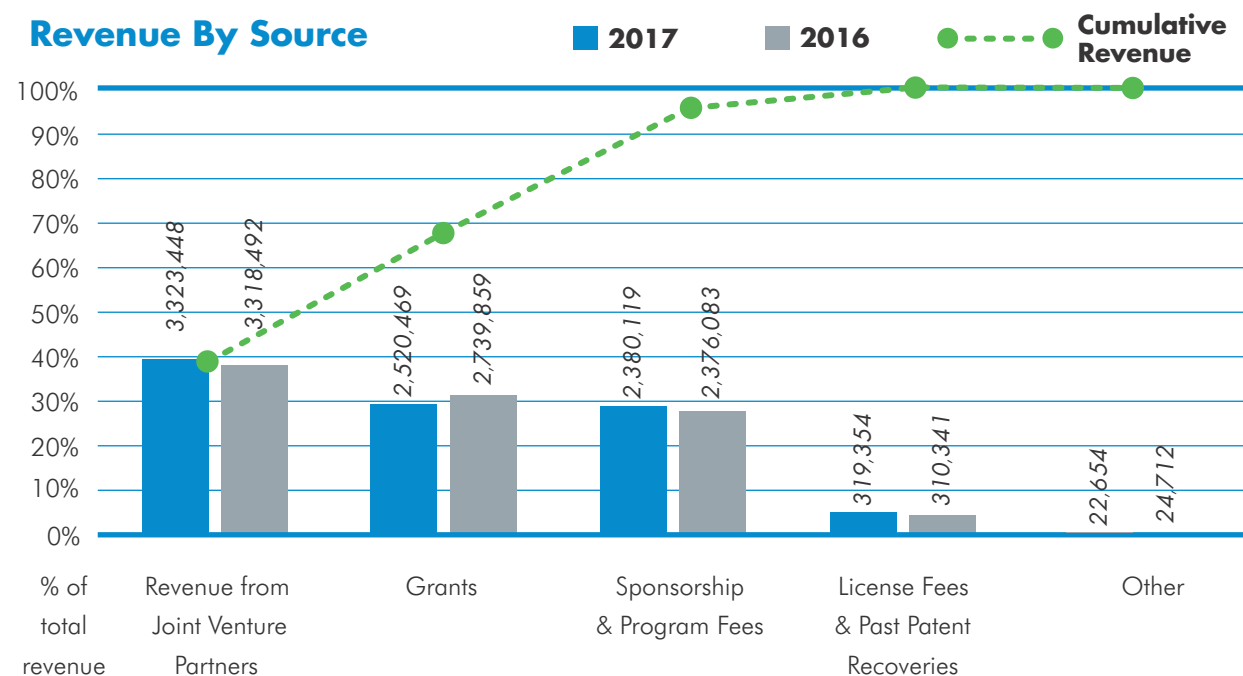
FINANCIAL SUMMARY

Statement of Financial Position as of March 31, 2017

Assets	2017 \$	2016 \$
Current Assets	3,529,943	3,761,570
Other Assets	169,951	173,224
	3,699,894	3,934,794

Liabilities and Net Assets	2017 \$	2016 \$
Current Liabilities	2,128,508	2,387,539
Net Assets	1,571,386	1,547,255
	3,699,894	3,934,794

Statement of Operations for the year ended March 31, 2017	2017 \$	2016 \$
Revenues	8,566,044	8,769,487
Expenses	8,541,913	8,729,576
	24,131	39,911



Our Leadership Team 2017/18

Board of Directors



Board Chair
Brad Ferguson
President & CEO, Edmonton
Economic Development
Corporation (EEDC)



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Interim Vice President
(Research),
University of Alberta



Board Member
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Partner & Director,
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Board Member
Phyllis Clark
Former Vice President,
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CEO & Founder,
Yardstick Testing &
Training Experts



Board Member
Robert Teskey
Q.C., former Managing
Partner, Field LLP



Board Member
Kristina Williams
President and CEO,
Alberta Enterprise
Corporation

Outgoing Board Chair



Lorne Babiuk

TEC Edmonton thanks Dr. Babiuk for his nine years of service and leadership. It is thanks to his outstanding contributions and expertise as Board Chair that TEC

Edmonton is able to continue delivering quality services to clients. We wish Dr. Babiuk all the best in his retirement.

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CEO



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Executive
Vice President,
Business Development



Jay Kumar
Vice President,
Technology
Management



Laine Woollard
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Commercialization



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Strategic Partnerships



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Human Resources,
IT & Administration



Jennifer Sheehan
Director, Marketing
& Communications



Lan Tan
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Entrepreneur
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