



World Angel Investment Summit

2018 Awards Process and Criteria

NACO's Canadian Angel of the Year Award

The National Angel Capital Organization (NACO) Canadian Angel of the Year Award, presented by BDC Capital, will be given to an experienced Angel investor who has made a significant contribution to the development of the Canadian Angel ecosystem between August 1st, 2017 and July 31st, 2018.

The award seeks to identify the individual Angel investor who has most contributed to the growth and development of Angel investing in Canada through a combination of investment, mentorship and leadership within their local ecosystem.

Eligibility Criteria

The Canadian Angel of the Year nominee must meet the following criteria:

- Be an experienced Angel investor
- Be a NACO member in good standing
- Be a Canadian citizen or permanent resident
- Be active in raising the profile of Angel investing in Canada
- Has invested in two or more Canadian companies between August 1st, 2017 and July 31st, 2018
- Has mentored entrepreneurs from two or more Canadian businesses that have shown demonstrable growth in revenue, employees or market share
- Has played an active role in advancing the early-stage startup ecosystem locally/ regionally/ or nationally

Rules

- To be considered for the award, all sections of the form must be completed and received by NACO no later than July 31st, 2018 (11:59 pm EST)
- Nominee must be able to accept the award in person at the 2018 World Angel Investment Summit in Toronto, Ontario on September 25th-27th



Awards, Recognition and Benefits

The recipient of NACO's Canadian Angel of the Year Award will be recognized and honoured at NACO's 2018 World Angel Investment Summit to be held in Toronto, September 25-27. The award will be presented by BDC Capital during the Gala Awards Ceremony the evening of September 26th.

Selection Process

Nominees will be evaluated by an independent panel of judges, made up of business and industry leaders from across Canada.

The nominees will be judged on their successful contribution to the development of the Angel ecosystem and as community builders and will be evaluated on the following criteria:

- Mentorship of fellow Angels and entrepreneurs
- Engagement within the local startup ecosystem
- Recruitment of Angels to the community
- Promotion of the Angel investing brand
- Value and quantity of investments
- Successful exits

Timelines

- July 5th – Nominations open to all NACO individual and Angel group members
- August 10th – Nominations deadline
- August 11th to August 23rd – Submissions evaluated by a panel of judges
- August 24th – Winner notified (recipient only)

Questions

For questions regarding the submission process and for additional information, please contact Adam Anshan at aanshan@nacocanada.com



NACO's Exit of the Year Award

The National Angel Capital Organization's (NACO) Exit of the Year Award 2018, being presented by the Royal Bank of Canada (RBC), recognizes the most successful exit achieved by a Canadian startup that received financing by one of NACO's member Angel groups.

The award seeks to recognize the partnership between an individual Angel investor and a founder that most contributed to the growth and eventual exit of the said startup through a combination of investment(s), mentorship and leadership.

Eligibility Criteria

The Angel investor nominated for this award must meet the following criteria:

- Be an experienced Angel investor
- Be a NACO member in good standing
- Be a Canadian citizen or permanent resident
- Has invested in said startup at least once
- Has been an actively engaged Angel investor involved in mentoring and supporting the startup to its successful exit

The Canadian startup nominated for this award must meet the following criteria:

- Be registered and headquartered in Canada
- Be financed by a member of NACO
- Be nominated for the award by a NACO member in good standing who has invested in the company
- Has been involved in a successful exit
- Has demonstrated a significant impact on the Canadian economy, measured through the number of full time people employed in the company or revenue growth

Rules

- To be considered for the award, all sections of the form must be completed and received by NACO no later than July 31st, 2018 (11:59 pm EST)
- Both recipients must be nominated by NACO member
- Selected startup's CEO and the selected Angel investor must be able to accept the award in person at the 2018 World Angel Investment Summit in Toronto on September 25th-27th



Awards, Recognition and Benefits

The recipients of NACO's Exit of the Year Award will be recognized and honoured at NACO's 2018 World Angel Investment Summit held in Toronto on September 25th-27th. The award will be presented by RBC during the Gala Dinner and Awards Ceremony the evening of September 26th.

Selection Process

Angel groups can nominate member-invested Canadian startups that had a successful exit in the last two years. For each startup, they must also nominate an Angel investor that invested time and capital into the startup, contributing to its successful exit. The startup and investor(s) are to be nominated in the same nomination form by the external party.

Nominees will be evaluated by an independent panel of judges, made up of business and industry leaders from across Canada.

The startup nominees will be evaluated on the following criteria:

- Growth of the company since initial investment
- Impact on the Canadian economy, measured through the number of full time people employed in the company or growth revenue
- Return on Investment for the Angel investor(s) who invested in the said startup
- Number of round(s) of investment and total capital invested before the exit
- Valuation of the company at exit

The Angel investor nominees will be evaluated on the following criteria:

- Level of engagement with the startup(s) nominated for this award
- Mentorship of entrepreneurs involved with the nominated startup
- Total amount invested in the startup
- Total return generated from the investment
- Length of time to exit from the first round of investment

Timelines

- July 5th – Nominations open to all NACO individual and Angel group members
- August 10th – Nominations deadline
- August 11th to August 23rd – Submissions evaluated by a panel of judges
- August 24th – Finalists notified



Questions

For questions regarding the submission process and for additional information, please contact Adam Anshan at aanshan@nacocanada.com

NACO's Most Promising Startup of the Year

NACO's annual investor-startup speed-dating event provides an opportunity for leading investors to meet with some of the most promising startups from Canada and around the world. This year, nominations for Most Promising Startup of the Year will be submitted by NACO members in July 2018 with three finalists and one winner selected by a committee of five NACO members. All three finalists will receive a place in the Elevate Investor Zone at the NACO 2018 World Angel Investment Summit.

Eligibility Criteria

The companies submitted must meet the following criteria:

- Be a promising, growth-oriented, young company in existence for less than 5 years
- Be follow-on investment ready and looking to raise a follow-on round
- Be submitted to the competition by a NACO member or industry partner in good standing (the "Sponsor") who has invested and is investing in the company
- Have a committed team that has validated the market opportunity with customers and is poised for rapid growth
- Have demonstrated a business innovation that represents a breakthrough from conventional ideas or methods in its industry

Rules

- All applications must be submitted by a NACO member or industry partner **no later than Tuesday, July 31st, 2018 (11:59 pm EST)** in order to be considered as part of this competition
- Evaluation of the application will be done using [this form](#). No other documentation will be considered.
- If selected as a semi-finalist, both the CEO and the referring NACO Angel member or industry partner must be able to travel to the 2018 World Angel



Investment Summit at their own cost and attend between September 25th-27th (registration fees will be covered).

- One representative from each company will have their conference fees covered by NACO, other members are welcome to attend and will receive a discount on their pass

Responsibilities of the Sponsor

The Sponsor is responsible for:

- Recommending the company for evaluation through the NACO portal
- Co-hosting roundtables with investors and facilitating a meaningful dialogue
- Facilitate other investor meetings throughout the conference

(Companies will be invited to report how many investor meetings they had)

Awards, Recognition and Benefits

The winner of NACO's 2018 *Most Promising Start-up of the Year* will receive an award, during the Gala Awards Ceremony on September 26th.

3 Finalists:

- Will receive one complimentary registration to attend the 2018 World Angel Investment Summit in Toronto, Ontario from September 25th-27th (CEO must attend)
- Will meet with investors with experience specific to their sector in a "speed-dating" format after the workshop

Selection Process

Companies will be selected based on the strength of their submissions. They will be considered and voted on by NACO's Award Selection Committee members until July 31st.



Judging Criteria

Evaluation criteria are based on the **NACO Academy Module #103 – Adding Value through Due Diligence**

The focus is on insight and not hygiene or pre-money valuation (we are interested in the quality of the company and the opportunity. 'Hygiene issues', discussions of valuation and deal structure may come later in conversations with interested investors, however, are not factors considered in evaluation).

Insight Investors are seeking - What is the 'Wow' factor for this investment:

- Management team has relevant experience for the market opportunity
- Market validation - the diligence of validation of market pain and understanding of the 'sweet spot' for market entry
- Market opportunity - the size of the opportunity and company's readiness to address the market
- Competitive advantage of the product/service offering and expected sustainability of that advantage
- Valuation growth - understanding of the drivers of valuation growth (why and how the company will become more valuable)
- Social impact – how will the company have a significant positive impact on society or the environment?

Investors will score the company on a scale of 1-10 for each of the above factors. Company must be scored by a minimum of 15 investors to be considered for the award.

Scores will be normalized.

Selection Process Timelines

- July 4th – 31st – Submissions accepted from NACO Angel group members and individual investors through the NACO online investor portal
- July 31st – August 10th – Companies evaluated and selected by an independent committee of expert judges
- August 31st – finalists notified (recipients only)



- September 25th 9:30am – Companies will be required to be on-site at the Summit.

Questions

For more questions on the showcase and selection process, please contact Adam Anshan by email at aanshan@nacocanada.com