

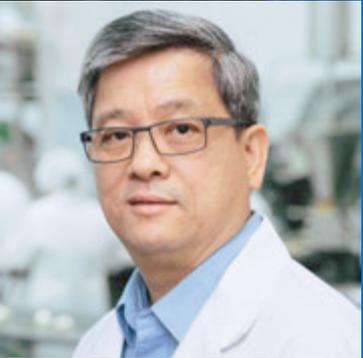


# The scale up challenge: a Canadian perspective

Michael Denham  
President and CEO, BDC

April 4, 2018





50,000  
Canadian  
entrepreneurs





THEY ACCOUNT FOR:

12%  
of GDP

< 1%  
of firms

16%  
of jobs

17%  
of R&D  
spending



# Government steps to tackle drivers of scale



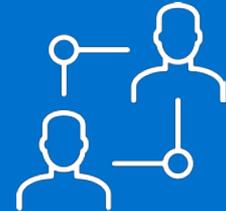
**Ambitious  
super-cluster  
initiative**



**New export  
opportunities  
and markets**



**Attracting  
more talent  
to Canada**



**Economic  
strategy  
tables**

# BDC – Venture Capital



**\$2B**  
under management

**700**  
tech companies

**\$200M**  
largest in the world  
Women in Tech fund



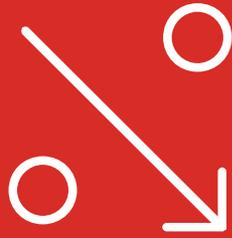
VC investments  
are up

**\$3.5B**

in 2017

**RECORD  
SINCE  
EARLY  
2000s**

# Scaling up challenges remain



Small exit size



Not enough IPOs



Funds are too small



Insufficient management talent

FEBRUARY 11, 2014

French Advances / My Doctor Fired Me / Love App-tually

# TIME

IT PROMISES TO SOLVE SOME OF HUMANITY'S  
MOST COMPLEX PROBLEMS. IT'S BACKED  
BY JEFF BEZOS, NASA AND THE CIA.  
EACH ONE COSTS \$10,000,000 AND OPERATES  
AT 459° BELOW ZERO. AND NOBODY KNOWS  
HOW IT ACTUALLY WORKS

## THE INFINITY MACHINE

BY LEV GROSSMAN



TIME.COM

1

Identify true innovators

2

Provide uninterrupted access to capital

3

Help them turn into global champions



# Thank you.

BDC 

BDC\_ca 

BDC 

**Michael Denham**

President and CEO

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