



## NACO's Exit of the Year Award

The National Angel Capital Organization's (NACO) *Exit of the Year Award, 2017* is 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 the 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 parts of both forms must be completed and received by Thursday, September 9<sup>th</sup>
- 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 2017 World Angel Investment Summit in Montreal on October 2<sup>nd</sup>-5<sup>th</sup>



## Awards, Recognition and Benefits

The recipients of NACO's *Exit of the Year Award* will be recognized and honoured at NACO's 2017 World Angel Investment Summit held from October 2<sup>nd</sup> to 5<sup>th</sup> in Montreal, Quebec. The award will be presented by RBC during the Gala Dinner and Awards Ceremony the evening of October 4<sup>th</sup>.

## 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

- August 8<sup>th</sup> – Nominations open
- September 7<sup>th</sup> – Nominations deadline
- September 8<sup>th</sup> to September 14<sup>th</sup> – Submissions evaluated by a panel of judges
- September 15<sup>th</sup> – Winner notified (recipient only)



## Questions

For questions regarding the submission process and for additional information, please contact Adam Anshan at [aanshan@nacocanada.com](mailto:aanshan@nacocanada.com)

## Nomination Form

### Startup Information

Company name:

Company industry:

Company website:

Company full address:

Company representative's email address and phone number:

Year founded:

Number of FTE's employed in the company at investment:

Number of FTE's employed in the company at exit:

Total equity raised from all sources and in how many rounds:

Annual revenue:

Exit type (Acquisition or IPO):

Value of company at exit:

### Angel Investor Information

Name of nominee(s):

Nominee's email address:

Nominee's phone number:

Nominee's organizational affiliation:



Background information (can include education, professional career, professional accomplishments, and copy of resume/bio is encouraged).

Number of rounds of investment made by the nominee:

Value (\$) of investment for each round of investment made by the nominee:

Year of original investment made by the nominee:

Duration, in months, between the first investment made by the nominee in the startup and its exit:

Role of the nominee in the due diligence process for the startup:

Return on investment for the nominee:

In 750 words or less, explain how the nominee has excelled in each of the following areas:

- Mentorship of entrepreneurs involved with the startup
- Level of engagement with the startup
- Role in negotiating terms of investment rounds, plus extent to which the nominee engaged in syndicating with co-investors to get financing for the startup