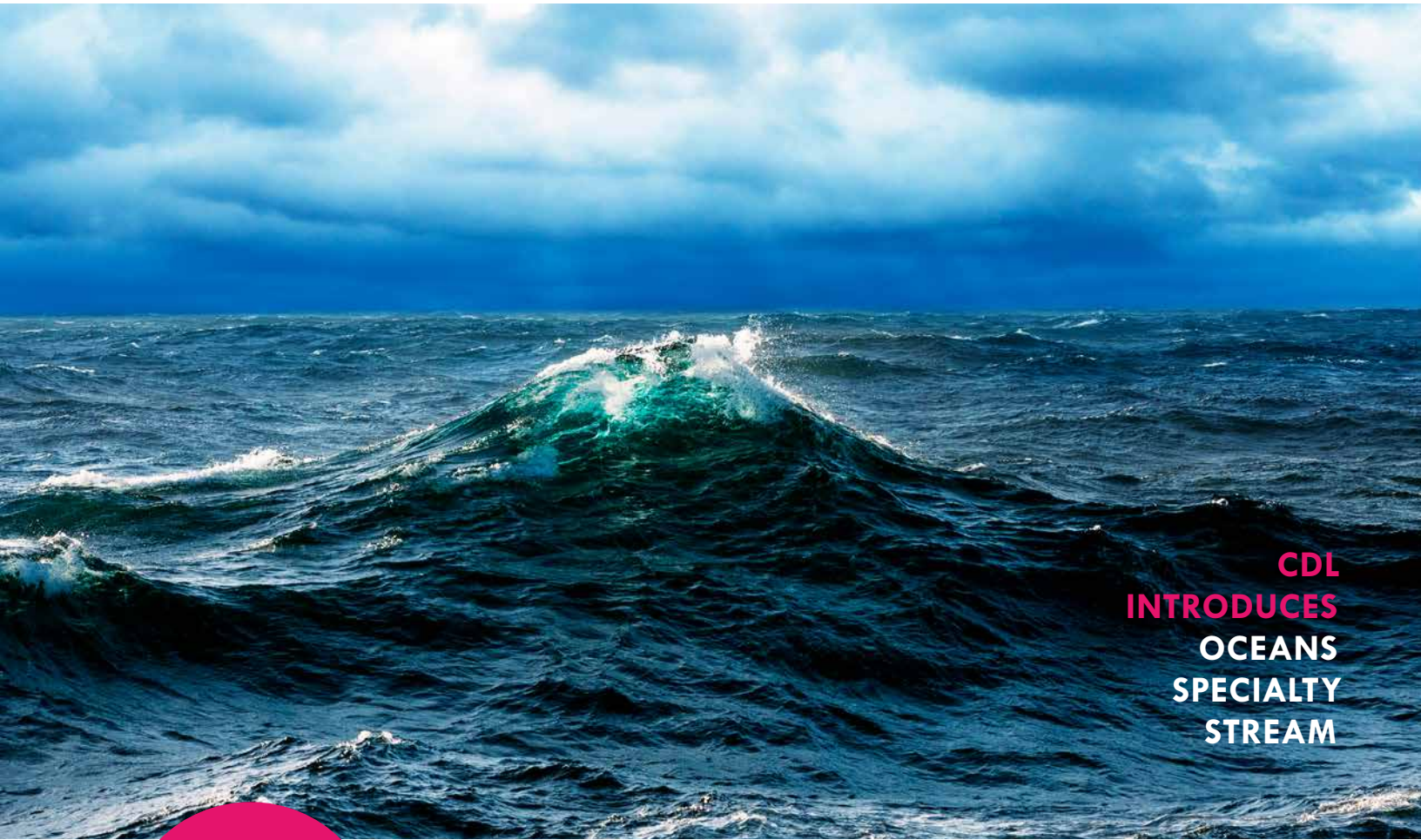


COHORT 4

2020-21 | HIGHLIGHTS



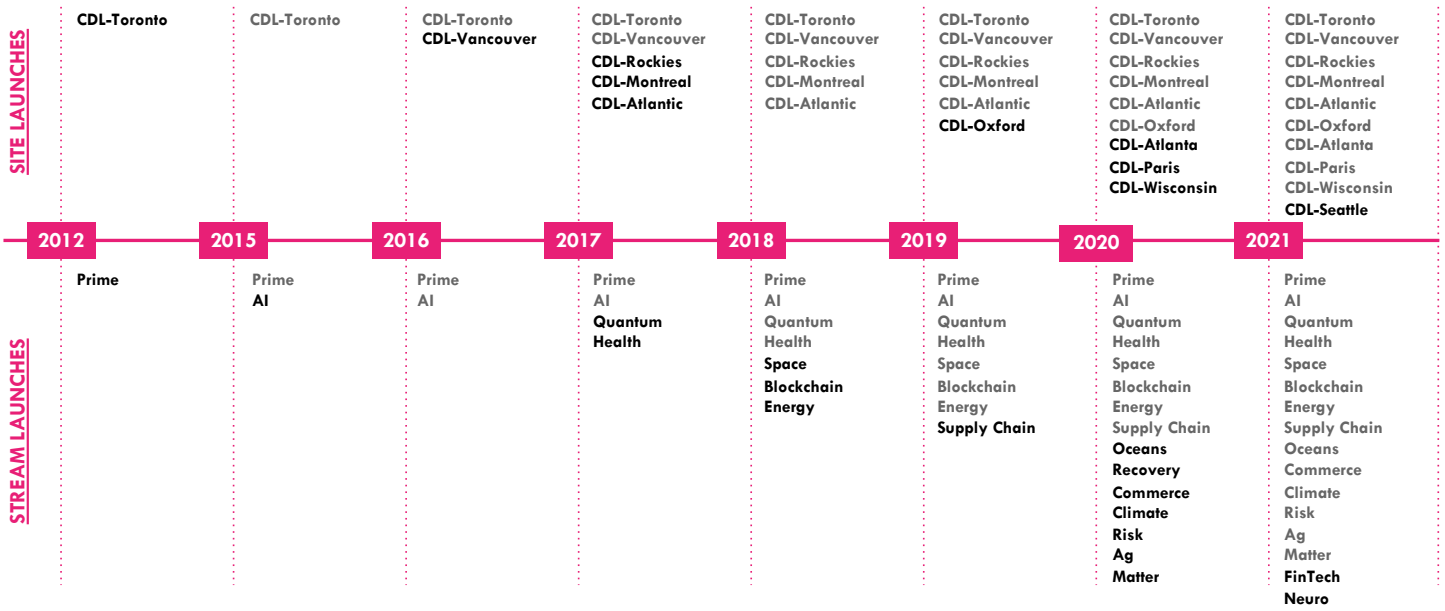
**CDL
INTRODUCES
OCEANS
SPECIALTY
STREAM**



FACULTY OF MANAGEMENT
Rowe School of Business

**BUILD
SOMETHING
MASSIVE.**

CDL-GLOBAL NETWORK IMPACT TO DATE

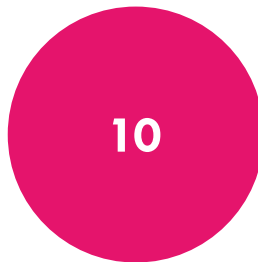


EQUITY VALUE CREATION



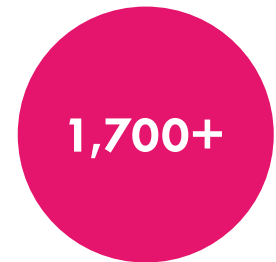
Successful commercialization of cutting-edge science achieved through the program

SITES FOCUSED ON GLOBAL IMPACT



CDL operates ten sites, each tied to a top tier research institution and business school

PARTICIPATING FOUNDERS & ALUMNI COMPANIES



More than 4,000 founders representing over 1,700 companies have participated in the CDL program

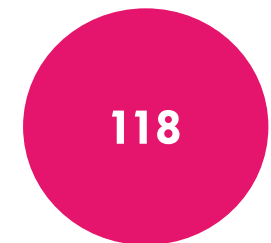
CDL-ATLANTIC IMPACT TO DATE



Total Capital Raised



Total EVC



Participating Ventures



A MESSAGE FROM THE SITE LEAD

It is hard to believe that the 2020–21 program year marks the fourth cycle for CDL-Atlantic! Amid the ongoing COVID-19 pandemic, we were challenged to pivot, adapt and embrace the unknown in order to continue offering our objectives based mentorship program. Despite lockdowns and adjusting to having our entire team working from home, CDL-Atlantic not only continued to deliver our sessions virtually, but also successfully launched a new Oceans specialty stream, doubling our program size. Although we missed connecting with our stakeholders in person, the virtual platform expanded our reach by allowing us to engage with a broader range of international mentors and ventures.

Now that CDL-Atlantic offers two cohort streams, our focus is to showcase Atlantic Canadian companies and their innovations to the world through our Prime stream, and to introduce Atlantic Canada to the world as a centre of ocean excellence through the Oceans stream. This helps promote Atlantic Canadian entrepreneurs and technologies beyond our region, while reinforcing Atlantic Canada as an innovation hub and destination. CDL-Atlantic is proud to be an active contributor to the entrepreneurship and innovation ecosystem in our region.

We are also fortunate to be a part of an expansive network of top business schools focused on matching founders of research innovations with expert business mentors. Since CDL was launched in 2012 at the University of Toronto it has expanded to ten global locations with 16 specialized streams (see infographic left). The virtual delivery of CDL programming, has required greater collaboration across this global network which has benefitted all of our CDL-Atlantic stakeholders.

This year, one important example of our global CDL network is the CDL Rapid Screening Consortium, a private-led, not-for-profit initiative with the goal of establishing a robust rapid screening system and operational implementation strategy

to be delivered as a public good to Canada and then the world. The Consortium is led by Creative Destruction Lab, and funded by Health Canada. This is an unprecedented collaboration among businesses, researchers, and government working together on a singular public-interest objective. Founding consortium members included: Air Canada, CPPIB, Genpact, Loblaw, Magna, MDA, Maple Leaf Sports & Entertainment, Nutrien, Rogers, Scotiabank, Shoppers Drug Mart, and Suncor.

CDL Rapid Screening Consortium has assisted 387 Nova Scotia companies by providing a free screening system for reopening during the COVID-19 pandemic. The workplace rapid screening system protects employees by reducing the likelihood of a shutdown due to an outbreak, and providing an extra layer of protection for employees at work. Nova Scotia companies represent 69% of all companies participating in the RSC.

CDL is a not-for-profit, and relies on the support of our partners to fund our program. We are grateful to all the individuals and organizations who generously contribute to CDL-Atlantic. During this program year we were delighted to have the Walton Family Foundation join us as a partner in the new Oceans Stream, aligning with their environmental mission to protect rivers, oceans and the communities they support. For more details on our partnerships please see page 17.

We are looking forward to seeing people in person during our 2021–22 program year, but realize there are also advantages to the virtual platform. For this reason, we will be adopting a hybrid delivery model to give us the best of both worlds!

We are excited for a bit more normalcy, and hope to see you at a CDL-Atlantic session this coming year.

Jeff Larsen

Executive Director, Innovation & Entrepreneurship

*CDL-Atlantic Site Lead
Dalhousie University*

ABOUT CDL

CDL's mission is to accelerate the commercialization of science for the betterment of humankind.

CDL is an objectives-based mentorship program that aims to help seed stage science-based start-up companies become massively scalable businesses.

It is not the lack of ideas nor capital or effort that prevent early stage ventures in translating regional excellence in innovation into entrepreneurial success.

Instead, the primary reason is a failure in the market for high quality judgment.

CDL's objectives-based process is designed to work with — and indeed is optimized for — companies with outstanding technologies but lacking a business model.

OUR VENTURES

PRIME STREAM

20

ADMITTED VENTURES

17 out of 20 ventures were Atlantic Canadian

43

VENTURE FOUNDERS

\$6.6

MILLIONS RAISED

\$38.7

EVC

9

GRADUATED VENTURES

3D BioFibR
Alan AI, Inc
Arcturus
AWE Technologies
BioHuntress Therapeutics Inc.
Granville Biomedical
HYKE Technologies
UnBound Chemicals
ZeroIN

OCEANS STREAM

20

17 out of 20 ventures were International

49

\$15.1

\$94.1

12

Blue Ocean Gear
Circadian Positioning Systems
CyberOwl
Dive Technologies, Inc.
ECONcrete Tech LTD
Flux Marine
Hydromea
Kraken Sense
Marine Performance Systems
Remora Fishing Traceability
SafetyNet Technologies
Umami Meats

VENTURE STORIES — PRIME

ARCTURUS

In May of 2021, Arcturus announced a \$5M round to bring real-time, responsive volumetric video to e-commerce, music, sports, interactive media, and gaming. The seed round was led by BITKRAFT Ventures with participation from leaders in the sports, telecom, gaming, and music space including Build Ventures, which is connected to CDL-Atlantic through our mentors Rob Barbara and Patrick Keefe. The intended uses for the funding are to scale the software development team, focus efforts on sales growth, and expand the product line with an emphasis on live streaming features.

“Arcturus’ mission is to create a future where digital human holograms are captured from reality, customized and even interact with the viewer in real-time. This can take the form of digital customer service agents, human avatars, virtual 3D concerts and fashion runways, or giving access to the perspectives of professional athletes in broadcast sports. With the backing of BITKRAFT Ventures, true leaders in games and XR investments, we are confident Arcturus will serve as a catalyst to enable widespread accessibility to volumetric video creation, enabling millions of users to create a new form of interactive content,” said Arcturus CEO, Kamal Mistry.

“Volumetric technology is exciting for a simple reason: it starts with reality. Think about it: Most of today’s digital media—music, photos, or film—begin with capturing the real world. Thanks to Arcturus’ extraordinary technology, a future where you record yourself, your friends, or your environment with a LIDAR-enabled smartphone, and transport them into the next interactive and 3-dimensional social media post, product showcase, or video game is closer than ever,” commented Moritz Baier-Lentz, Partner at BITKRAFT Ventures.



SYMBI MEDICAL

Symbi Medical was founded in 2018 by Cameron Sehl, Max Jennings, Devin McArthur, and Dr. Sameer Berry with a goal of building technology to assist patients before and after medical procedures. With customers across Canada and the United States, providers use Symbi’s HIPAA-compliant patient management platform to support thousands of patient interactions and deliver personalized care journeys at scale. Symbi’s patient classification models improve clinical decision making and empower healthcare organizations to better manage risk, intervene effectively, and improve health outcomes across their patient population.

In March of 2021, Blue Charm Adherence Inc., a healthcare company specializing in medication adherence announced that it had closed its acquisition of Symbi Medical. “We are incredibly excited to be joining Blue Charm Adherence in their mission to help patients access life-changing medications and better manage their health,” said Cameron Sehl, CEO of Symbi Medical. “Becoming part of Blue Charm accelerates our progression towards a leadership position in the digital health space and allows us to have an even greater impact on patient care.”

Dr. Greg Patey, CEO of Blue Charm Adherence comments, “creating a best-in-class experience for patients provides an environment conducive to improved health literacy and medication adherence. The acquisition of Symbi Medical advances Blue Charm’s predictive analytics capabilities and takes the patient experience to another level.”

Symbi Medical has been a true innovator, developing the significant intellectual property as it relates to patient engagement, health data analytics, and care pathway management. CDL-Atlantic is proud to have Symbi Medical as one of our graduating ventures for the 2020/21 Prime cohort.



VENTURE STORIES — OCEANS

MARINE PERFORMANCE SYSTEMS

Marine Performance Systems (MPS) is a Dutch maritime technology company that has developed a patented solution to help commercial ships reduce fuel usage and greenhouse gas (GHG) emissions. Commercial shipping has a continuous need to operate more efficiently, save fuel, and reduce emissions. MPS's patented technology, FluidicAL, in combination with an air lubrication system, reduces a ship's friction moving through the water, resulting in fuel savings. During the program, MPS successfully installed their FluidicAL on the first vessel within a one week timeline and began collecting data to validate fuel savings and GHG emission reductions. The results from the first installation allowed them to make optimizations to their FluidicAL system and they received a term sheet for an investment (4.5M EUR) and refined their sales process. MPS graduated from the CDL-Atlantic Program and in the spring signed their term sheets with Alfa Laval.



DIVE TECHNOLOGIES

Dive Technologies is a marine robotics company that is developing a large-diameter, deep-water rated, autonomous underwater vehicle (AUV) called the DIVE-LD. Large-diameter AUV's are used in high-value operations (e.g. defence and marine surveys) and are traditionally expensive and highly-customized. Dive's business model offers a flexible point of entry for their customers by offering their platform as a service, or as a direct sale, in an effort to lower the customer's acquisition and operating costs. During CDL-Atlantic's Cohort 4, CDL Mentors assisted Dive Technologies with advice to close their financing round, a round which was oversubscribed (\$4M USD total in equity financing) and completed a grant proposal worth \$12.4M USD. Our mentors connected Dive Technologies to previous graduates and local companies that have a footprint in Atlantic Canada. The most notable collaborations are the XOCEAN (CDL-Atlantic Graduate 2018/19) and Kraken Robotics.



SAFETYNET TECHNOLOGIES

SafetyNet Technologies develops technologies for precision fishing: (1) 'Pisces' fits nets, and emits specific wavelengths of light that deter bycatch, or attract them to escape holes, leaving the target catch unaffected; (2) 'Enki' places ocean sensors on fishing gears, measuring the ocean around the fishing process and correlating measurements with fishing outcomes. This creates a dataset that can predict bycatch presence based on parameters such as subsea salinity and temperature, while also providing a valuable planetary dataset for climate science.



FLUX MARINE

Flux Marine designs, manufactures and sells electric marine propulsion systems. Existing gas motors have low reliability, high maintenance costs, and contribute to air and water pollution. Flux Marine's product, which is a complete battery and electric motor kit with initial power range offerings from 15–150 horsepower (hp), addresses the pain points with existing gas motors. Flux Marine is a very successful CDL-Atlantic graduate. During the program they closed their financing round of \$1.35M USD and established a new office space for their team. They secured two partnerships with new and existing hardware suppliers, thereby diversifying their supply chain and reducing risk. Flux Marine was invited to attend Super Session and was selected to be a Main Stage Venture, and gained over 27 raised hands from individuals who were interested in helping the company. Sixteen mentors were interested in Flux Marine's upcoming Series A.



WHAT OUR MENTORS ARE SAYING ABOUT THE NEW OCEANS STREAM

“ The quality of the CDL process, that focuses on objectives set by the startups with mentoring by experts, is superb. The group that graduated from the first oceans cohort represents good quality founders with scalable solutions that have strong chances to be funded and make a commercial business. Kudos to CDL to starting an ocean stream and leveraging the virtual environment in the last 16 months. ”

– Millicent Pitts

“ It has been interesting and meaningful to follow the ocean cohort the past year. I was impressed by the level in the cohort in addition to the dedication and contributions from the mentors. I will continue the dialogue with several of the companies to consider future investments from Fynd. ”

– Maren Hjorth Bauer

“ CDL Oceans has been an exceptional experience for me this past year as I shared mentorship opportunities of incredible global companies with Ocean ecosystem investors and leaders from around the World. To see technologies that are changing the way we work in and near our Oceans has brought home, in a very substantive way, the deep connections we have in Atlantic Canada and Canada as a nation to our oceans. It's been inspiring, enlightening and so very rewarding. ”

– Cathy Bennett

“ The CDL - Oceans Cohort has brought together some of the best and brightest entrepreneurs that are working on solving global challenges as it relates to the sustainable use of our ocean resource. Being a mentor, and a part of the CDL community, has been rewarding in many ways. The future is promising. ”

– Melanie Nadeau

MEMORIAL – DR. SHIMRIT PERKOL-FINKEL

The CDL family was shocked and saddened to learn of the sudden passing of one of our 2020–21 Oceans Stream founders, Dr. Shimrit Perkol-Finkel, Co-Founder and CEO of EONcrete, on March 7.

Shimrit was a passionate innovator in the Ocean Tech space and a pioneer specializing in sustainable management of urban marine habitats. EONcrete's innovative and high-performing environmentally sensitive solutions enhance the biological and ecological environment of coastal infrastructure. Shimrit's work was recognized with several awards and accolades, including being named to the 2019 Forbes list of "50 women-led startups who are crushing tech" and being recognized on TIME's 100 Best Inventions of 2019 list.

Shimrit was a mother of three, wife, sister, talented scientist, and brilliant entrepreneur. She inspired people with her love of the ocean, and her vision for rescuing it.

Despite this tragedy, EONcrete intends to continue with Shimrit's mission, and we thank our mentor community who stepped up to provide the company support during this difficult time.

To honour and remember Shimrit, and with her family and company's blessing, CDL-Atlantic is establishing a memorial scholarship in her name to support female undergraduate students pursuing STEM related careers. The size and number of students that can benefit from this scholarship, will depend on the amount raised. Currently we have received almost \$50,000 in donations, and if we are able to reach \$100,000 or more, the scholarship will be endowed in perpetuity.

If you are interested in contributing to this fundraising initiative, please visit giving.dal.ca/shimrit.



APPRENTICE PROGRAM: OCEANS MODULE

The purpose of the CDL Apprentice program is to address the gender gap. CDL provides experiences for young women 14–18 years of age to foster an entrepreneurial mindset and encourage individuals to challenge themselves and current statistics. Women represent 51% of the population yet continue to be underrepresented in technical studies and careers, women-led startups, and only 3% of all venture capital is deployed to women.

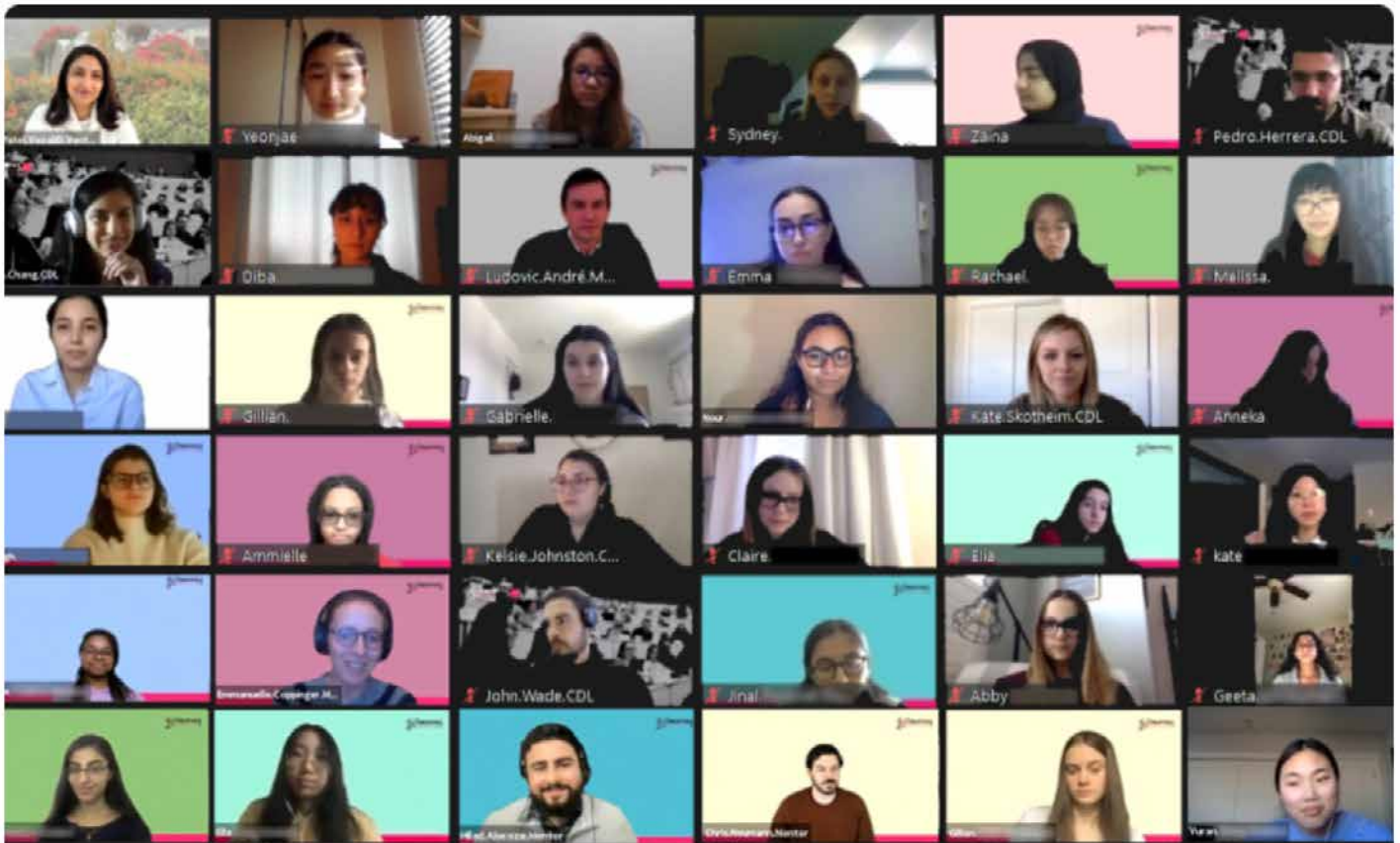
Students who participated in this year's program committed to achieving the *CDL Apprentice Badge* by attending theme-focused modules between February and May 2021. CDL-Atlantic led the development and implementation of the Oceans Apprentice Module. The nearly 60 participants included CDL staff from across our global network and mentors mainly based in Atlantic Canada. 48 students from every province and across the United States joined the virtual module on March 18th, 2021.

This new program was successful thanks to the support of our mentors and one of our oceans venture founders. We would like to extend a special thanks to the following Stakeholders for making the Oceans Module possible:

- Cathy Bennett, CDL Mentor
- Catherine Blewett, CDL Mentor
- Erika Heine, CDL Mentor
- Nicole LeBlanc, CDL Mentor
- Marlon Lewis, CDL Mentor
- Justin Manley, CDL Mentor
- Melanie Nadeau, CDL Mentor
- Nisha Sarveswaran, Venture Founder - Kraken Sense
- Anya Waite, CDL Mentor

Additional Apprentice Modules were led by other sites across the network and supported by CDL-Atlantic. Here's the full list of modules for the winter of 2021:

- AI Module (CDL-Montreal) – February 11
- Ag Module (CDL-Rockies) – February 25
- Oceans Module (CDL-Atlantic) – March 18
- Climate Module (CDL-Paris) – March 25
- Matter Module (CDL-Toronto) – April 15
- Health Module (CDL-Vancouver) – May 12



DIVERSITY HIGHLIGHTS

STORIES FROM INDIGENOUS WOMEN IN BUSINESS – FEBRUARY 10, 2021

The event was opened by Elder Debbie Eisan, who shared a water teaching and land acknowledgement. Next was a panel discussion featuring Ashley Richard (Women Entrepreneurship Knowledge Hub – WEKH), Natasha Martin-Mitchell (Women in Business New Brunswick – WBNB), and Victoria Labillois (Owner of Wejipeg Excavation Co-owner of Wejuseg Construction Inc.). This panel was moderated by CDL-Atlantic staff Kelsie Jonhston. Following this exciting panel discussion, participants were able to join breakout rooms for more in-depth discussions on the topics put forward by the panel.

WATER: AN INDIGENOUS WOMEN ENTREPRENEURS ROUNDTABLE – JUNE 8, 2021

CDL-Atlantic, Ulnooweg Indigenous Communities Foundation, the Women’s Entrepreneurship Knowledge Hub, and Women in business New Brunswick co-hosted this event on World Oceans Day, June 8th. Together, we gathered Indigenous women, entrepreneurs, and industry leaders to discuss the importance of water protection and how water relates to Indigenous culture & entrepreneurship.

Catherine Martin of Dalhousie’s Elder in Residence Program started the event off with a water teaching and a Mi’kmaq song she wrote about Indigenous women and the water. The presentations featured the following Indigenous women and Elders who work closely with the water we so heavily rely on:

- Dorene Bernard, Water Protector and Grassroots Grandmother
- Nicole Travers, Mi’kmaq artist specializing in the tanning and beading of fish skins

The presentations were followed by an engaging discussion about what we can each do going forward to protect the water in the Atlantic region, and across the world. We concluded the event with a water ceremony led by Dorene Bernard.



BUILDING AN INCLUSIVE OCEANS ECOSYSTEM - JUNE 30, 2021

CDL-Atlantic and Ocean Allies co-hosted a virtual discussion on diversity & inclusion in the Atlantic Canadian Oceans ecosystem on June 30th! The event featured speakers Kenneth Oguzie from DOTCAN AFRICA, Cindy Theriault from Ulnooweg Development Group, and Anya Waite from Ocean Frontier Institute. Following the speaker panel, participants were invited to pose questions to the speakers during an open Q&A.

OUR ALUMNI

ALUMNI PORTAL

In the spring of 2021, CDL launched the Alumni Portal in the CDL Community Portal. The Alumni Portal connects ventures graduates to the larger CDL community by allowing alumni companies to leverage connections through mentors, access to talent via the CDL job board and post open financing rounds.

Features of the Portal include:

- **JOB BOARD:** Alumni companies can recruit from a large talent pool of current/ alumni students from the CDL program by listing jobs that students can apply to through the job board
- **FINANCING:** Alumni can post open rounds of financing for the CDL community to view and participate
- **EDUCATION MODULES:** Alumni can access all the educational modules developed for the CDL Partners Program (including Simple Economics of AI, Blockchain, Energy, Health, Oceans, and Space)
- **CONNECTIONS:** Alumni can request connections to mentors, partners, and students from the CDL community

XOCEAN EXPANDS TO NOVA SCOTIA

CDL-Atlantic alumni Xocean (2018–19) of Ireland makes unmanned surface vessels that gather ocean data and are piloted from shore using satellite communication. The vessels, also known as USVs, can scan the ocean floor to check if offshore wind farms or oil rigs have been damaged by storms.

Xocean has expanded to Nova Scotia, which will create dozens of jobs over the next four years and provide work at Lunenburg fabrication company ABCO Industries. The company is targeting the fabrication of a fleet of 100 USVs and the opening of a control centre in Nova Scotia to support their global operations with their partners.



James Ives, CEO

AQUAAI FEATURED AT SUPER SESSION

Aquaai Corporation CEO, Liané Thompson has been a busy and engaged CDL-Atlantic alumni—sharing her experiences as a guest speaker on Interview Day and for the Oceans Apprentice Module. She was also excited to share her company's progress with the CDLnetwork on the mainstage at Super Session in June.

Aquaai is a successful CDL graduate, they received the European Commission's Seal of Excellence for impact, quality and efficiency (2020), an Innovation Norway grant (2020), and were semi finalists at The Hardware Cup CleanTech challenge (2021).

You may read about Aquaai in various articles in Forbes, Bank of the West's ocean tech study, Verizon's piece on biomimicry in drones, sustainable aquaculture in World Positive, risk management in CIO.



Liané Thompson, CEO

BREATHESUITE CLOSES \$1.2M ROUND

CDL-Atlantic Alumni, BreatheSuite, founded in 2018, has developed software and hardware that aim to correct the improper use of inhalers. It's goal is to improve treatment for millions of people who suffer from asthma and chronic obstructive pulmonary disease, or COPD, 90 percent of whom are said to use their inhalers improperly.

In January 2021, BreatheSuite closed a \$1.2 million equity financing round, led by Venture NL and included St. John's based Killick Capital, and other private investors.

BreatheSuite's product can now be used on metered dose inhalers, which account for about 60 percent of the inhaler market. The company intends to use the recent investment to develop the product so it can be used on the rest of the inhaler market.



Brett Vokey, CEO

SALIENT ENERGY RECEIVES CALIFORNIA ENERGY COMMISSION GRANT

CDL-Atlantic Alumni, Salient Energy, is developing zinc-ion batteries, and received a \$1.5 million grant from the California Energy Commission (CEC) to support the design and assembly of its zinc-ion residential energy storage systems. Salient will use the grant to open an office and engineering facility and hire a team of engineers to design and assemble the energy storage systems.

Salient will develop, field test and validate its zinc-ion battery prototype applications for residential storage systems. Their goal through the project is to advance the technology from the pre-commercial stage to the technology demonstration stage where it can then be validated and scaled.



Ryan Brown, CEO



Brian Adams, CTO

OUR MENTORS

Mentors are exited entrepreneurs, successful operators, angel investors, and venture capital partners.



CDL'S FELLOW & ASSOCIATE OF THE YEAR AWARDS are nominated by their local CDL community and team. The annual award was created to recognize and thank a selection of our mentors for excellent contributions to CDL ventures, students, peers and the broader community. These awards were announced at the beginning of the 2020-21 program year.



CDL-Atlantic Associate of the Year (2019–20) — Rhiannon Davies



CDL-Atlantic Fellow of the Year (2019–20) — Chris Huskilon

FELLOWS & FOUNDING PARTNERS

Bill Barrett, Co-CEO, Barrett Corporation (Prime)

Sally Daub, Founder, Pool Ventures (Oceans & Prime)

Wade Dawe, Chairman & CEO, Numus Financial Inc. (Prime)

Henry Demone, President, Demone Capital Inc (Oceans)

Mark Dobbin, President, Killick Capital (Prime)

Chris Huskison, Former CEO and President, Emera Inc. (Oceans)

Jevon MacDonald, CEO and Co-Founder, Manifold.ai (Prime)

John McLennan, Former Vice Chair and CEO, AT&T Canada (Prime)

John Risley, Chairman & CEO, CFFI Ventures Inc. (Prime & Oceans)

Jim Spatz, Executive Chairman, Southwest Properties (Prime)

ASSOCIATES

Bill Adams, President, JCove Holdings Limited (Prime)

Steven Adler, CEO, Ocean Data Alliance (Oceans)

Andrew Anderson, Director of Engineering, Ultra Electronics Maritime Systems Inc (Oceans)

Christine Apold, Managing Partner, Westhaver Partners (Prime)

Rob Barbara, Partner, Build Ventures (Prime)

Cathy Bennett, Partner, Sandpiper Ventures (Oceans & Prime)

Peter Bryant, Senior Program Officer - Oceans, Walton Personal Philanthropy Group (Builders Initiative) (Oceans)

Chère Chapman, CEO, Ardea Outcomes (Prime)

Tom Chi, Founding Partner, At One Ventures (Oceans)

Todd Crescenzo, Founder & Managing Partner, Clear Creek Investments, LLC (Oceans)

Kate Danaher, Managing Director, S2G Ventures (Oceans)

Rhiannon Davies, Managing Partner, Sandpiper Ventures (Prime)

Adam Draper, Managing Director, Boost VC (Oceans)

Joe Dwyer, Founding Partner, Manifold Group (Oceans & Prime)

Pierre Erwes, CEO, BioMarine Organization (Oceans)

Geoff Flood, Tech Advisory Leader (Atlantic Canada), MNP Corp (Prime)

Malcolm Fraser, President & CEO, Innovacorp (Oceans)

Spencer Fraser, Business Development, MVT (Oceans)

Jim Hanlon, Owner, Convergent Consulting (Oceans)

Erika Heine, Chief Technologist, Schmidt Marine Technology Partners (Oceans)

Trevor Hennigar, COO, Rimot.io.inc (Prime)

Maren Hjorth Bauer, Managing Partner and Founder, Fynd Ocean Ventures (Oceans)

Paul Holthus, Founding President and CEO, World Ocean Council (Oceans)

Mark Jollymore, President, Innovasea Systems Inc (Oceans)

Rangesh Kasturi, President, L3Harris Maritime International (Oceans)

Patrick Keefe, Partner, Build Ventures (Prime)

David Kelly, CEO, Innovasea (Oceans)

Jim King, President, CFN Consultants (Atlantic) Inc. (Oceans)

David Lang, Co-Founder, Sofar Ocean (Oceans)

Eva Lau, Founding and General Partner, Two Small Fish Ventures (Prime)

Geoff LeBans, Business Development, Geospectrum Technologies Inc. (Oceans)

Paul LeBlanc, Founder & CEO, 7th Wave Capital (Prime)

Nicole LeBlanc, Investor, 2150 VC (Prime & Oceans)

John Lindsay, Chairman, East Port Properties (Prime & Oceans)

Atle Lohrmann, CTO, Nortek AS (Oceans)

Shannon MacDonald, Managing Director, Accenture (Prime)

Matt MacLellan, President, Atlantic Region, Rogers Communications (Prime)

Hector MacQuarrie, Senior Associate, Shell Ventures (Oceans)

Justin Manley, Founder & Managing Director, Just Innovation Inc. (Oceans)

Larsen Mettler, Managing Director, S2G Ventures (Oceans)

Richard Moignard, Former CEO, GEOVIA (Prime)

Chris Moyer, Director, Pelorus Venture Capital Ltd. (Prime)

Melanie Nadeau, CEO, Centre for Ocean Ventures & Entrepreneurship (COVE) (Oceans)

Carolyn Okeefe, Owner, Thinkwell Communications (Prime)

Robert Orr, Managing Director, Cuna del Mar LP (Oceans)

Millicent Pitts, Executive Director, Ocean Exchange (Oceans)

Oliver Plunkett, CEO, Ocean Infinity (Oceans)

Irfhan Rawji, Venture Partner, Relay Ventures (Prime)

Olivier Raybaud, Managing Partner,
Blue Oceans Partners (Oceans)

Dale Robertson, President, Enerscan
Engineering Inc. (Prime)

Brice Scheschuk, Managing Partner,
Globalive Capital (Prime)

Shally Shanker, Founder & Managing
Partner, AiiM Partners (Oceans)

Ian Smith, Chief Executive Officer,
Clearwater Seafoods (Oceans)

Jeff Smith, President and
CEO, DCBank (Prime)

Vivek Sood, Executive Vice President,
Related Businesses, Sobeys Inc. (Prime)

Marc St-Onge, CEO, Smallfood Inc. (Prime)

Matt Stanley, Investment Director -
Cleantech, BDC Capital (Oceans)

Andrew Swanson, Vice President,
Research & Development, Cooke
Aquaculture Inc (Oceans)

Jason Thompson, CTO,
Oceankind (Oceans)

Pamela Winsor, Principal,
Medtech Consulting (Prime)

GUEST ASSOCIATES

Catherine Blewett, Chief Strategic
Engagement Officer, Ocean
Frontier Institute (Oceans)

Michael Brousseau, Co-Chair, NATO
Maritime Unmanned Systems Innovation
Advisory Board (Oceans)

Michael Brown, Managing Partner,
LongShot Capital (Prime)

Susan Hunt, CTO, Ocean
Supercluster (Oceans)

Karen Hutt, EVP Strategy and Business
Development, Emera Inc. (Prime)

Kendra MacDonald, CEO, Canada's
Ocean Supercluster (Oceans)

Bjørn-Tore (BT) Markussen, CEO,
C4IR OCEAN (Oceans)

Matt Miles, Financial Analyst,
Southwest Properties (Prime)

Christian Rangen, CEO,
Engage // Innovate (Oceans)

Jonathan Sobey, Managing Partner,
LongShot Capital (Oceans)

VISITING ASSOCIATES

Neil Cameron, Director, Emerald (Oceans)

Jim Horowitz, Senior Manager,
Beresford Ventures (Prime)

Chris Neumann, Founder/CEO,
Commonwealth Ventures (Prime)

SCIENTISTS

Toby Balch, Science Partnership
Coordinator, DFO (Oceans)

Ruben Eiras, Coordinator for Blue Economy
Entrepreneurship, Innovation, Investment
and Financing, Forum Oceano - Portugal
Blue Economy Cluster (Oceans)

Allan Gray, President & CEO,
Port of Halifax (Oceans)

Marlon Lewis, Prof. Emeritus/Senior Ocean
Advisor, Dalhousie/Cox&Palmer (Oceans)

Anya Waite, CEO and Scientific Director,
Ocean Frontier Institute (Oceans)

INVESTIGATORS

Kyle Campbell, Founder, CTO.ai (Prime)

OUR PARTNERS

Creative Destruction Lab strives to be founder-friendly in order to reach the broadest possible set of high-potential companies. This means CDL charges no fees and takes no equity from participating companies. Instead, the program is entirely supported by private donations and corporate sponsorship.

Companies that partner with CDL are recognized as Corporate Partners. Corporate Partners do more than just provide financial resources; they become an active and essential part of the CDL network. They add value through the insights they bring about real-life business problems, top-of-mind technical challenges, and other key areas where they have access to experience that customer-seeking start-ups might find valuable.

FOREIGN DIRECT INVESTMENT

A sometimes overlooked economic benefit of the CDL program is that it attracts the attention of global technology companies to the Atlantic Region. 2020/21 saw CDL Atlantic launch the first Oceans Cohort, which had ventures from Costa Rica to Switzerland to Singapore. In all, 17 of the 20 ventures came from outside Atlantic Canada.

Many of these companies, such as Marine Performance Systems (Netherlands), SafetyNet (Wales) and Hydromea (Switzerland) are exploring the option of establishing a presence in the region. Others such as Kraken Sense (Mississauga) have already had a direct impact on the local economy/eco-system - establishing partnerships with local companies, creating jobs and attracting investment.

EDUCATION - PARTNERS PROGRAM

In addition to the opportunity to connect with Venture Founders and Mentors through CDL-Atlantic, Partners also have access to a robust educational series. CDL Partners Education Modules are the key educational component of the CDL Partners Program. The purpose of the modules is to help partners understand the 'simple' economics of an emerging technology area - specifically, the key costs and benefits that change with the adoption of the new technology and, in turn, the types of industries, businesses, investments and jobs that are likely to be impacted.

CDL CLIMATE (SEPTEMBER 15, 2020)

Rebecca Henderson (John and Natty McArthur University Professor, Harvard University) presented the key thesis in her new book, "Reimagining Capitalism in a World on Fire", and led a discussion on how the startups and mentors in our CDL Climate program can utilize this unique moment in history to develop a strategy that is both good for business and good for humanity.

SIMPLE ECONOMICS OF AI (OCTOBER 22, 2020)

Ajay Agrawal (Founder, Creative Destruction Lab), co-author of "Prediction Machines: The Simple Economics of Artificial Intelligence", brought his deep expertise to the CDL Partners Program, paired with real-world experience in applying this technology to business challenges. This module with Roger Melko (Professor of Computational Quantum Many-Body Physics, University of Waterloo) and Francesco Bova (Associate Professor, Rotman School of Management) highlighted the concept of quantum computing in relevance to what problems quantum computing can help address; how companies are using quantum technology today; and how potential advancements in quantum computing might affect the economics of various industries.

SIMPLE ECONOMICS OF OCEANS (JANUARY 26, 2021)

John Risley (Founding Partner, CDL-Atlantic & O.C., President, Clearwater Fine Foods Inc.) led a discussion on the 'Ocean Economy', its size and major segments; the fundamental economics of production in the Ocean Economy and the technological advances that are changing these economics; significant opportunities on the horizon; and how CDL's Oceans program is helping startups develop breakthrough technologies in these areas.

SIMPLE ECONOMICS OF ENERGY (MARCH 8, 2021)

Peter Tertzakian (Deputy Director, ARC Energy Research Institute) distilled the complexity of large-scale societal transformation into easy-to-understand concepts that could be used by stakeholders in - and connected to - the energy business. Topics explored the evaluation of investments in hydrogen versus biofuels; how the next generation of small modular nuclear reactors will impact investments in renewables and how oil and gas innovations play into a net-zero future?

SIMPLE ECONOMICS OF BLOCKCHAIN (APRIL 12, 2021)

Christian Catalini (Chief Economist, Diem Association) addressed understanding blockchain as a reduction in the costs of verification and the costs of networking; identifying when these cost reductions are creating new business opportunities; the most promising application areas may be including payments, decentralized finance and verification of physical assets (and the resulting 'last mile' problems); and the types of (economic) complements that are necessary for these applications (for example, oracle solutions).

SIMPLE ECONOMICS OF SPACE (APRIL 20, 2021)

Col. Chris Hadfield (Astronaut & First Canadian Commander of the International Space Station) introduced a simple economic framework that can be used to understand the opportunities in the space economy and what's necessary for them to materialize.

SIMPLE ECONOMICS OF DIGITAL HEALTH (MAY 13, 2021)

Avi Goldfarb (Professor, Rotman School of Management), Andrew Thompson (CEO, Proteus Digital Health), and Mara Lederman (Professor, Rotman School of Management) highlighted how digitization is impacting the healthcare industry, how digital health makes healthcare increasingly relevant to their management decisions, and how to encourage adoption of health innovations by employees and customers.

WHY STARTUPS FAIL - A NEW ROADMAP FOR ENTREPRENEURIAL SUCCESS (MAY 20, 2021)

Tom Eisenmann's (Howard H. Stevenson Professor of Business Administration, Harvard Business School) research revealed six distinct patterns that explain a large portion of startup failures, and these learnings were connected to the work of CDL, where founders set objectives every eight weeks to reduce their risk of failure and increase their probability of success.

CDL ATLANTIC PARTNERS

We are grateful for the continued support of all our partners.

FOUNDING PARTNERS

John Risley	Frank Sobey
Ken Rowe	Rob Steele
Jim Spatz	Chris Huskilson
Mark Dobbin	Rob Sobey

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