



Unleashing Innovation

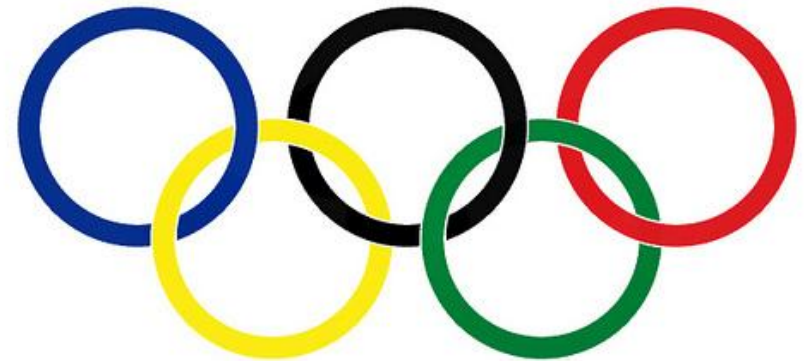
Your Presenter

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Management Lessons from Olympians

1. They keep score
2. They have clear goals
3. They practice
4. They play to the end
5. They have coaches



Reference: Kevin Eikenberry

AVAC's Objective



- 12 years in business
- \$113 million invested
- \$421 million in company sales
- \$502 million in additional investment in companies



Investment



Dollars



Business Expertise and Contacts



Agrivalue

Capacity Builder



Mentoring or Management Expertise



Uses of Investment Funds

- **New/Enhancement**
- **Product/Service**



Uses of Investment Funds

- Third-party assessments
- Plans/studies
- Advice



Uses of Investment Funds

- Start-up activities
- Prototypes

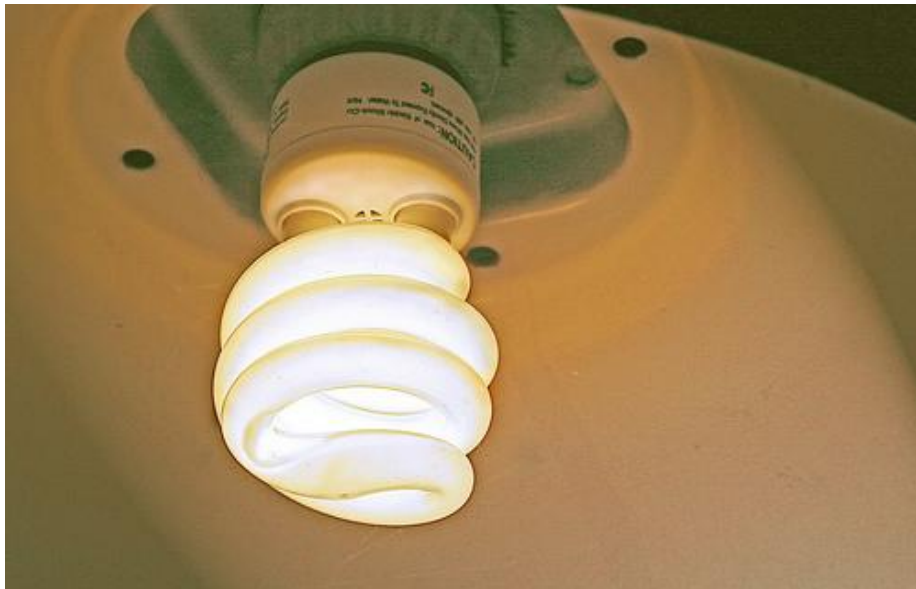


Ineligible Uses

- Inventory
- Buildings
- Equipment (except prototypes)



Primary AVAC Criteria



**INNOVATIVE
BUSINESS
IDEA**

Primary AVAC Criteria

- Supporters
- Mentors
- Partners



Primary AVAC Criteria



- **Business Plan**

Primary AVAC Criteria



Strong
Management
Team



Project Plan



**Attraction of
subsequent
financing**

Repayment Terms



- Royalty basis, post project
- All gross revenues
- 2X AVAC investment
- Flexible deferral on royalty trigger, based on sales
- Multi year term



“ Working with AVAC was intensive right from the start. But the due diligence process was extremely beneficial, because it forced us to define some of the strategies that we had discussed in general terms but hadn’t committed to paper.”

“ AVAC’s connections and support are more valuable than the monetary investment... we had no idea how much AVAC had to offer or what they could help us achieve.”



Q & A



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