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# BIO-BULLETIN



News from Saskatchewan's Life Science Sector

## Agri-Investment Symposium links companies with investors

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The Agriculture and Agri-Food Canada (AAFC) Agri-Investment Symposium took place Nov. 8-9 at the Delta Bessborough Hotel in Saskatoon. The Symposium was part of AAFC's new, multi-year program underway within its *Growing Forward* initiative, and a component of its *Promoting Agri-Based Investment Opportunities* initiative.

Ag-West Bio was instrumental in bringing this important event to Saskatchewan. AWB also helped market the symposium to early stage ag-bio companies, and participated in the investment panel discussion.

This AAFC initiative supports a series of national events to bring agri-businesses together with potential investors to:

- attract private sector investment to support the development and commercialization of new agri-practices, products and processes;
- provide a better understanding of risks and opportunities among both entrepreneurs and potential investors; and
- share information about opportunities and challenges in agri-based business ventures.

The Agri Investment Symposia program involves up to eight events where emerging agri businesses pitch to targeted investors. During the symposia, companies focused on commercializing technology in the agricultural technology, agricultural biotech and agricultural innovation sectors are linked with North American investors also focussing on these sectors.

At the Saskatoon event, nine companies (3 from Saskatchewan) were selected from an application pool of 19, and presented their investment opportunities at the symposium. The three Saskatchewan companies pitching were Guardian Biotechnologies Ltd, MPT Mustard Products & Technologies Inc, and CGF Brokerage and Consulting.

The pitching companies received the following benefits:

- Participation in an investor/company networking reception on November 8th, the evening before the symposium.
- Formal pitch opportunity to an audience of targeted investors on November 9th.
- Obtained access to two days of one-on-one time with a program coach, at their location, to assist in optimizing their verbal and written presentations and working on their investor engagement strategies.
- Participation in a "Financing the Company Building Journey" panel discussion focussing on insights from investors at various stages, and capitalization story's from entrepreneurs.

The Saskatoon symposium was the second in the series; the first was held in Toronto in



March 2010, and the next will be in Halifax March 7-8, 2011.

Information on how to participate can be found on the [AAFC website](#).