With over a decade of experience, we understand that every company is unique, and entrepreneurs face distinct challenges in bringing their visions to life. We recognize that Canadian business practices differ, and navigating the regulations can be demanding. Considering your international background, we are well aware of the finite resources available to you for business growth, and our commitment lies in supporting and facilitating your business expansion.

YOUR GATEWAY TO CANADIAN MARKETS

ventureLAB’s Canada Catalyst is a specialized program for international companies in the hardware and enterprise technology sectors, with a focus on DeepTech. By leveraging ventureLAB’s personalized business advisory services, access to exceptional talent from renowned Canadian institutions, an experienced support network, and extensive market expertise, Canada Catalyst serves as a springboard for international companies to enter the Canadian market and beyond.
SOFT LANDING

The Soft Landing track offers a swift entry and expansion strategy that simplifies market entry for companies aiming to establish themselves in the Canadian market.

START-UP VISA

The Start-Visa track is designed to assist innovative international companies looking to establish a presence, expand, and recruit talent in Canada.
LAND

- Access to ventureLAB Innovation Space
  - including roundtables, events, and community socials.
- Access to ventureLAB’s Hardware Labs
  - world-class prototype and testing first-of-its-kind hardware lab in Canada
  - cutting-edge servers designed for semiconductor-based companies, Artificial Intelligence (AI)/Machine Learning (ML) applications that provide faster processing speeds and enhanced overall performance
  - state-of-the-art MedTech lab facility that focuses on developing microelectronic hardware devices for medical applications.

SOFT LANDING

Establish your presence in Canada by taking advantage of comprehensive business Resources and services (valued up to $20,000 CAD)

START-UP VISA

Gain knowledge of the Canadian ecosystem through Workshops and resources on setting up a business in Canada

CONNECT

We are committed to supporting your growth and accelerating your success by leveraging our extensive ecosystem and network of partners.

- With our strong associations with various academic institutions, we are uniquely positioned to facilitate introductions and assist you in fulfilling your talent acquisition requirements.
- Our vast network of partners and investors offers unparalleled opportunities for collaboration, funding, and market expansion.
- Marketing and PR opportunities to amplify your company in the ecosystem

We will actively connect you with the right stakeholders who can contribute to your growth trajectory and provide valuable resources to fuel your success.
GROW

Our dedication lies in providing you with exceptional guidance and advice to effectively navigate the Canadian business landscape:

- Personalized one-to-one business advisory by seasoned entrepreneurs and business leaders to support you in fostering your growth covering areas such as product roadmap, R&D, go-to-market strategy, and customer relations.
- A comprehensive evaluation of your intellectual property (IP) portfolio, including identifying your IP and determining the best way to protect it in light of your business objectives.
- Extensive support to enhance your investment readiness equipping you with the expertise needed to attract and secure investments for your business growth.

WHAT YOU INVEST

<table>
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<tr>
<th>CANADA CATALYST</th>
<th>Soft Landing</th>
<th>Start-up Visa</th>
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<tbody>
<tr>
<td><strong>Duration</strong></td>
<td>3 months (hybrid)</td>
<td>6 months</td>
</tr>
<tr>
<td><strong>Fees</strong></td>
<td>$15,000 CAD* For up to 2 founders or leadership team</td>
<td>$30,000 CAD For up to 5 founders</td>
</tr>
</tbody>
</table>

*Hardware companies incorporated in Ontario, Canada may be eligible for a fellowship
Canada Catalyst is designed for growing tech companies developing innovative hardware or enterprise software with a DeepTech focus.

**SOFT LANDING**

- A working product with paying clients to showcase market traction in the home country
- Earned at least $150K CAD in revenue in the last 12 months
- If not already incorporated in Ontario, have plans to establish a long-term presence in Southern Ontario

**START-UP VISA**

- Meets the Immigration, Refugees and Citizenship Canada (IRCC) requirements
- Have a Minimum Viable Product (MVP) and proof of concept with product/service tested in the home market
- Earned at least $100K CAD in revenue in the last 12 months
- If not already incorporated, plan to incorporate and operate the business from Canada and transfer the IP ownership to Canadian corporate
WHY CHOOSE CANADA?

HIGHLY SKILLED TALENT

Canada’s talent pool is diverse, committed and highly skilled. It’s also the world’s most educated workforce. Canadian workers bring new ideas, break barriers and set a global standard for excellence. Canada’s focus on science, technology, engineering and math (STEM) underpins our culture of innovation and bolsters our reputation as a world leader in R&D.

MARKET ACCESS

With its long history of free and open trade, Canada is the perfect place to sell to global markets. Canada provides access to 1.5 billion consumers across 51 countries via 15 trade agreements that make it an attractive location for hardware companies looking to expand globally.
COMPETITIVE BUSINESS COSTS

The Canadian government has prioritized supporting innovation and entrepreneurship, with several programs and initiatives aimed at helping companies grow and succeed. For example, Companies of any size that invest in research and development in Canada can take advantage of the Scientific Research and Experimental Development (SR&ED) tax incentive program, Canada’s largest R&D program.

BUSINESS SUPPORT

Government grants and match funding avenues including 5 super AI clusters, Mitacs, SDTC, OVIN, etc. which provide non-dilutive capital for business growth.
OUR VAST ECOSYSTEM AT VENTURELAB

ventureLAB is a leading technology hub located in Markham, ON within York Region, Canada’s second-largest tech cluster. At ventureLAB, we grow globally competitive tech titans that build-to-scale in Canada, with a focus on hardware and enterprise software technologies. ventureLAB has enabled thousands of tech companies to scale, and our portfolio of companies have created close to 5,000 jobs that have raised over $340 million in investment capital to continue their growth and scale.

York Region is home to a mosaic of cultures where 50% of residents are foreign-born; providing a diverse and skilled workforce for your business to tap into. It is home to Canada’s most ethnically diverse community with more than 180 different spoken languages in the Greater Toronto Area.
VENTURELAB'S HARDWARE CATALYST INITIATIVE IS CANADA'S ONLY LAB AND INCUBATOR FOR BUILDING HARDWARE AND SEMICONDUCTOR-FOCUSED PRODUCTS.

$9M
World-class prototype and testing lab - the first of its kind in Canada

$9.7M
Investment by the Government of Canada through FedDev Ontario

$55M+
Tools, resources, equipment, expertise, and mentorship committed by Hardware Catalyst Initiative partners

DATA CENTRE & MEDTECH LAB

DATA CENTRE
• Cutting-edge servers specifically designed for semiconductor, Artificial Intelligence (AI)/Machine Learning (ML) applications that provide faster processing speeds and enhanced overall performance

MEDTECH LAB
• State-of-the-art facility, in partnership with Sterling Industries, that focuses on developing microelectronic hardware devices for medical applications
• Equipped with industry-standard equipment and testing facilities used to develop and test the functionality of the products designed for medical purposes
OUR SPACE

ventureLAB is so much more than just a coworking space, providing a hybrid offer of membership options to build your company and a community tailored to support high tech companies. Whether virtually or in-person, the ventureLAB Innovation Space is the community to grow your venture.

$9M
Prototype & Testing Lab

50,000
Sq. Ft. Innovation Space

3,500
Companies Supported

5,000
Jobs Created by Our Companies

$340M
Invested in Our Companies
OUR PARTNERS

At ventureLAB, we collaborate with industry, academic, government, and innovation partners to support innovative tech entrepreneurs and stimulate Canada’s economy.
TAKE THE NEXT STEP

SUBMIT AN APPLICATION

APPLICATION SCREENING
The team screens through the application form to assess eligibility.

REVIEW PANEL
Eligible companies are invited to a review panel to understand the business in greater detail, including expansion into the Canadian market.

DUE DILIGENCE
Companies proceeding forward will be requested to provide necessary documentation for the purpose of due diligence.

PROGRAM ACCEPTANCE
Upon selection, companies will receive the program agreement and will be prompted to submit the applicable fees.

LETTER OF SUPPORT
Companies selected for Start-Up Visa will be provided with a Letter of Support in 6-8 weeks, after the successful completion of the Growth Plan to Canada.

CONTACT US
programs@ventureLAB.ca
www.venturelab.ca/canada-catalyst

SUBMIT AN APPLICATION
SOCIAL MEDIA

@ventureLABca

NEWSLETTER

Access opportunities for your business, open job positions in tech and exclusive content.

SUBSCRIBE TODAY

CANADA CATALYST

NORTH AMERICAN OPPORTUNITIES FOR INTERNATIONAL COMPANIES

LAND. CONNECT. GROW

programs@venturelab.ca