

User Guide

Descriptive listings in the *Guide to Canadian Venture Capital & Private Equity Firms* are arranged alphabetically by company name. The listings are supplemented by five indexes: College & University Index, Executive Index, Geographic Index, Industry Preference Index, and Portfolio Company Index. The record number, shown top left, rather than the page number, is how the listings are referenced.

Shown below is a fictitious listing illustrating the kind of information that is or might be included in an entry. Each numbered item is described on the following page.

1234	1- 2-	GALIVANT VENTURE CAPITAL 3080 Yonge St. Suite 185 Toronto, ON M4N 3N1	3- 416-555-4131
			4- 416-555-4132
			800-555-7411
			5- info@gvaztx.com
			6- www.gvaztx.com
7-		Mission Statement: To identify, support and counsel companies with strong management and proven growth in the communications industry.	
8-		Geographic Preference: North America, Canada	
9-		Fund Size: \$20 million	
10-		Founded: 1982	
11-		Average Investment: \$1.5 million	
12-		Minimum Investment: \$500,000	
13-		Investment Criteria: Seed, Startup, First-Stage, Second-Stage, Mezzanine, LBO, MBO	
14-		Industry Group Preference: Communications, Data Communications, Telecommunications, Internet Services, Television, Radio	
15-		Portfolio Companies: HamStark Inc., Placid Internet, DuBois Inc., Berkshire Radio Co., Shir-Fire.com, Trail Communications, Holyoke Internet Services	
16-		Other Locations: 96 Club Road Suite 1982 Milwaukee, WI 53212	
17-		Key Executives: Gabriele O’Laughlin PhD, Managing Director 416-555-6966 Fax: 416-555-4967 <i>e-mail:</i> glord@gvaztx.com <i>Education:</i> BA, Mount Holyoke College; MBA, PHD, Finance, Texas A&M University <i>Background:</i> CFO, Whitehouse Inc., IntelliCon Technologies <i>Directorship:</i> OverDrive Tech, BrynSore Group	

User Key

- 1- **Company Name:** Formal name of the company.
- 2- **Address:** Location or permanent mailing address of the company.
- 3- **Phone Number:** The listed phone number is usually for the main office, but may also be for sales, marketing, or public relations as provided by the company.
- 4- **Fax Number:** This is listed when provided by the company.
- 5- **E-Mail:** This is listed when provided, and is usually the main office e-mail.
- 6- **Web Site:** Listed when provided by the company, and is also referred to as a URL address.
- 7- **Mission Statement:** This information is either provided directly by the company, or abridged from data on the company web site or in company literature.
- 8- **Geographic Preference:** This lists the geographic location the firm prefers to invest in.
- 9- **Fund Size:** This is the total amount of money a firm has to invest. International firms often calculate dollar amounts in their own currency.
- 10- **Founded:** The year in which the firm was established or founded. If the organization has changed its name, the founding date is usually for the earliest name under which it is known.
- 11- **Average Investment:** The average amount the firm generally invests in a company.
- 12- **Minimum Investment:** The smallest possible amount the firm would consider investing.
- 13- **Investment Criteria:** This indicates at what stage the firm is willing to invest in, i.e., Seed, Startup, First-Stage, Second-Stage, Mezzanine, LBO, MBO, etc.
- 14- **Industry Group Preference:** This indicates what industry the firm is most likely to invest in. Note that most of this information does not follow standard industry language; the Industry Group Preference Index is designed to help the reader summarize information, and should be reviewed carefully.
- 15- **Portfolio Companies:** This is a listing of the companies that the firm has invested in to date.
- 16- **Other Locations:** Divisions or subsidiaries of the main company. Also included may be the key executives of that location.
- 17- **Key Executives:** Names, titles, phone numbers, fax numbers and personal e-mail addresses of key executives—including Presidents, Partners, and Managing Directors. This section can also include educational data, including degree and school, and professional data, including previous positions and companies, backgrounds, as well as a list of directorships held.