

SCALEUP ACADEMY WEBINAR SERIES

Managing a Successful Exit | May 13, 2025 - 11am to 12pm

Join BC Tech CFO C Council chair George Reznik and his panel of finance, legal and venture experts on how to manage a successful exit, whatever stage you're at in your growth.

Moderator:

- George Reznik, Tantalus Systems

Speakers:

- Daniel Gardiner, KPMG
- Michael Macaulay, Lawson Lundell
- Kristine Steuart, Inovia

RUN OF SHOW:

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|---------|--------------------------------------------------------|--------|
| 10:50AM | Speakers arrive 10 minutes early for final testing | 10 min |
| 11:00AM | Session opens | 2 min |
| 11:02AM | Opening remarks – BC Tech, Erika Borgerson | 4 min |
| 11:06AM | Speaker Introduction – BC Tech, Erika Borgerson | 1 min |
| 11:07AM | Speaker Discussion – George, Daniel, Michael, Kristine | 40 min |
| 11:47AM | Audience Q&A – George, Daniel, Michael, Kristine | 10 min |
| 11:57AM | Closing Remarks – BC Tech, Erika Borgerson | 3 min |
| 12:00PM | Event end | Time |

AUDIENCE POLLS - During welcome remarks:

Poll 1 - When planning for a successful exit, what do you prioritize?

- Developing an exit strategy
- Curating the right relationships
- The due diligence process
- Getting the timing right
- Closing the deal

Poll 2- What do you think is the biggest driver of a successful exit?

- Strong financial performance
- Experienced leadership team
- Clear product-market fit
- Strategic partnerships and positioning
- Well-prepared due diligence process

QUESTIONS MODERATED BY GEORGE:

1. It would be great to kick-off with a bit of background on the panels' experience supporting BC tech companies as they grow, scale and often look for successful exits. Tell us a bit more about some of the companies you have each worked with.
 - a. Kristine
 - b. Michael
 - c. Daniel

2. What are some of the factors that companies should consider when exploring a potential exit and how does that vary by stage of the company?
 - a. Daniel
 - b. Kristine
 - c. Michael

3. When should companies start to map out their exit options and what are some of the ways that they can plan ahead to set themselves up for success down the road?
[ie. define exit options, IP, strong experienced team, partnerships, prepare for due diligence, engage professional advisors]
 - a. Michael
 - b. Daniel
 - c. Kristine

4. Getting the right support and guidance is really key, and the three of you here have already shared some examples of how it really is a team effort to bring these types of deals together. What are some of your lessons you have learned or advice do you have for founders when engaging advisors?
 - a. Kristine
 - b. Michael
 - c. Daniel

AUDIENCE Q&A - ERIKA

5. Now the final question - for startups on the line, who are just starting out but have big ambitions, what words of advice would you share with them?
 - a. Daniel
 - b. Michael
 - c. Kristine