

SCALEUP ACADEMY WEBINAR SERIES

Capital Market Update | January 19, 2026 - 1pm to 2pm

Markets are shifting, and entrepreneurs need to stay ahead of the curve. This session featuring CIBC’s Kathy Butler, Daniel Lee and Joe Timlin, will break down the latest trends in capital markets, financing options, and what they mean for BC tech companies. Get the insights you need to make smarter financial decisions.

Host:

- Erika Borgerson, BC Tech

Speakers:

- Kathy Butler, CIBC (Moderator)
- Daniel Lee, CIBC
- Joe Timlin, CIBC

RUN OF SHOW:

12:50PM	Speakers arrive 10 minutes early for final testing	10 min
1:00PM	Session opens	2 min
1:02PM	Opening remarks – BC Tech, Erika Borgerson	6 min
1:08PM	Speaker Introduction – BC Tech, Erika Borgerson	2 min
1:10PM	Capital Market Update - Daniel Presentation + Joe Slide	15 min
1:25PM	Speaker Discussion – Kathy to Moderate - Daniel, Joe	20 min
1:45PM	Audience Q&A – Erika to Facilitate - Kathy, Daniel, Joe	10 min
1:55PM	Closing Remarks – BC Tech, Erika Borgerson	3 min
2:00PM	Event end	Time

AUDIENCE POLLS - During welcome remarks:

Poll 1 - What best describes your capital-raising strategy going into 2026?

- Mainly Canadian funds and institutions
- A mix of Canadian and US investors
- Mostly US investors or US-based programs
- Alternative capital sources (grants, venture debt, revenue-based financing)
- We are not fundraising

Poll 2 - What would most improve your ability to grow in 2026?

- Better access to capital at early stages
- Faster and easier access to skilled talent
- More competitive conditions to attract investment
- Reliable power and infrastructure for scaling
- Stronger customer demand and procurement pathways in Canada

QUESTIONS MODERATED BY KATHY:

1. Thanks for that great overview, Daniel. Let's zoom in a bit now — Joe, I'll start with you — how are you seeing investment sentiment toward BC-based tech companies right now? Has the mood shifted at all compared to previous years, and what seems to be driving that?
 - Joe
 - Daniel

2. We're seeing a widening conversation around AI-native companies versus non-AI companies. How are investors looking at these two groups right now? For non-AI companies in particular, how important is reinvention or repositioning — and what are you seeing from companies that are doing this well?
 - Daniel
 - Joe - *Joe what are you seeing from private tech companies that are not AI native in terms of being able to access Venture Capital?*

3. There's a lot of noise comparing Canadian and US investment environments — but not always a lot of clarity. Based on the companies you work with, what's myth versus fact when it comes to attracting capital in BC versus the Valley? Where do founders often misunderstand how investors are actually thinking?
 - Daniel
 - Joe

4. Now let's flip to what makes BC compelling beyond the numbers. From your experience, what are some of the strengths of BC's tech ecosystem - and when you look at companies that have scaled successfully, what have they done differently that other companies can learn from?
 - Daniel
 - Joe

5. *[Optional - skip if running tight on time]* Given everything we've talked about — the ecosystems, the constraints, the opportunities — what's one thing you wish every founder knew early, before they make financing decisions?
 - Joe



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- Daniel

6. *[Optional - skip if running tight on time]* For our startups on the line, what signals or proof points matter most today to investors when they're deciding whether to write that first serious cheque?

- Joe
- Daniel

AUDIENCE Q&A - ERIKA - 12:45

7. And just one last question from me to close us off — for the early-stage founders on the call today who are at the very beginning but aiming high — what's the one piece of advice you'd share with them?

- Kathy
- Daniel
- Joe

Companies Registered:

- Absolute Software
- Alacrity Canada
- A-Scent Innovation
- Bayes
- Boast
- Canadian Government
- CareerNetwrk.com
- Cartesian Theatre Corp.
- CNANO
- CortexOps
- DropCommerce
- Excelar Technologies
- Export Development Canada
- EY Parthenon
- Fasken
- Fingarde Technologies Inc.
- Fingerprint Technologies Corp
- Flytographer
- Garri Terzian, CPA
- Homemade Community
- Hub international canada
- HuzaX
- ICBC
- IKOMED Technologies Inc.
- Integra Cleantech
- Integration Solution Services
- Inventa
- IRAP
- ISED
- ISSofBC
- Keytechs Software Innovation & Solutions Limited
- Kuo Interactive
- MassChallenge
- Minga
- Mogan Daniels Slager LLP

- National Research Council - IRAP
- Omnion Power
- Osler, Hoskin & Harcourt LLP
- PacWest Data Insights
- Photonext Inc.
- RBCx
- Robin Ford Consulting
- Safak Atakan Celik
- Savvy shift strategic lab
- Sigen AI
- Simply Sweet Games
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