



# **Trellis Capital Corporation**

*Thinking Globally:*

*Creative Financing Using International Sources*

*National Association of Seed and Venture Funding  
(NASVF)*

*September 21<sup>st</sup> 2006*



# Trellis Capital Corporation

## *Canadian Investment into US Companies*

- *Relatively Small*
- *Mainly through VC and Private Equity Funds*
- *Primarily Silicon Valley, Boston, NYC*



# Trellis Capital Corporation

## Reasons

- *Inadequate business networks*
- *Less knowledge of tax, business & other laws*
- *Cultural differences*
- *Skepticism and Questioning*



# Trellis Capital Corporation

## *US Investments into Canadian Companies*

- *Steadily increasing*
- *Mainly in the semi-conductor sector*
- *Primarily from Boston*



# Trellis Capital Corporation

## Reasons

- *Strong technologies*
- *Increased value-add*
- *Attractive valuations*
- *Exchange benefit*



# Trellis Capital Corporation

## *Co-investment Possibilities in the US*

- *Evaluate Role of Canadian VC*
- *Target appropriate VC's in Canada*
- *Bring in early into discussions*



# Trellis Capital Corporation

## *Co-investment Possibilities in Canada*

- *Foster Canadian sources of deal flow*
- *Establish trusted “feet on the street”*
- *Bring customer & managerial value-add*
- *Explore investing in Canadian Funds*



# **Trellis Capital Corporation: Contact Information**

*Sunil Selby*  
*Managing Partner*  
*(416) 398 2299*  
*[selby@trelliscapital.com](mailto:selby@trelliscapital.com)*

*Dominic Talalla*  
*Managing Partner*  
*(416) 398 8420*  
*[talalla@trelliscapital.com](mailto:talalla@trelliscapital.com)*

*Trellis Capital Corporation*  
*1302-330 Bay Street*  
*Toronto, Ontario*  
*M5H 2S8*  
*[www.trelliscapital.com](http://www.trelliscapital.com)*