

CPEIA

2017 Second Quarter Update

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The united voice of Canada's
Printable Electronics sector

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CPEIA 2017 Second Quarter Update

Successful execution of CPES2017

- 88 Canadian, American, international organizations took part
- Many attendees made vital connections and initiated new business deals for their products and services while at CPES2017
- Domestic technology companies were showcased to help them attract customers, investors and partners through the CPES Innovation Awards:
 - Voltera Inc. of Kitchener-Waterloo won the Commercialization award
 - Information Mediar Corp. of Ottawa took the New Product award
 - NanoCnet Ltd. of Kitchener-Waterloo claimed the first Startup of the Year award
- As part of CPES2017 Day 3, five startups were mentored over two months in preparation to pitch a panel of potential investors:
 - Acquire Industries Ltd. of Toronto
 - Formi 3DP Inc. of London ON
 - NanoCnet Ltd. of Kitchener-Waterloo
 - NGTronix Industries Corp. of Guelph ON
 - Wibicom Inc. of Montreal
- Day 3 also included a successful financing panel, video recorded for future access by all CPEIA Members:
 - Panel featured Business Development Bank of Canada (BDC), Service OptiPrint, Natural Sciences and Engineering Research Council of Canada (NSERC), MaRS Discovery District, the National Research Council of Canada's Industrial Research Assistance Program (IRAP), Sustainable Development Technology Canada (SDTC).
- New and returning CPES2017 sponsors secured include NovaCentrix, XRCC, Tech-Access Canada, MGI/Ceradrop, Xenon, Centennial College, Government of Ontario, Keystep Growth & Finance, ICI, NRC, Centennial College, NSERC, IEEE Canada, CABA, PAC, EP&T Magazine, IT World Canada, IDTechEx, Printed Electronics Now
- Generated 25+ pieces of editorial coverage from industry publications, including the event's media sponsors.
- CPES attendees were also active on social media with the hashtag #CPES2017. Several placements made at the Printed Electronics LinkedIn SIG with 3,000 members globally.
- Planned Day 3 Master Classes were canceled due to low enrolment – to reconsider for CPES2018.



External & International relations

- Continued relationship building to drive opportunities for investment, partnership and revenue growth internationally for CPEIA members with peer industry associations:
 - MOU announced with SEMI | FlexTech of the U.S. – CEO Michael Ciesinski attended CPES2017 and participated on a CEO Panel with CPEIA, AFELIM
 - MOU subsequently announced in June with France's AFELIM – President Michel Popovic attended CPES2017, provided a keynote presentation, table top exhibit and participated on the CEO panel mentioned above
 - As a result, several CPEIA companies such as Xerox and Voltera will be provided speaking spots at FlexTech and AFELIM events that will lead to new business for them in the US and France
- Secured financial support from the Government of Ontario's Ministry of Economic Development and Growth for seven CPEIA events in 2017.
- Secured ~30 pieces of editorial coverage overall, largely CPES2017-related coverage as cited above, from EP&T, Printed Electronic Now, IT World Canada, IT Business, Graphic Arts Magazine, PrintAction, OPE Journal, U.S. Tech, R&D Magazine.

Advanced FHP-E Manufacturing & Product Development Program

- Announced \$100 Million Industry Challenge at CPES2017 to showcase R&D and commercialization investment in our sector to attract greater investment.
- At the 2017 Annual General Meeting, secured a mandate from CPEIA Members to proceed with the development of two institutes intended to bridge the commercialization and scale up gap for Canadian SMEs:
 - Flexible & Hybrid Electronics (FHE) Manufacturing Institute
 - Wearables and Smart Textile Manufacturing Institute
- New application notes published featuring CPEIA Members Information Mediary Corp. and OMsignal.

intelliPACK

- In partnership with PAC, delivered on two workshops for the Graphics Canada Expo (April 6-8, Toronto) – Smart Packaging and Printed Electronics
- Held monthly meetings and continued to add participants to the Leadership Council: FX Creative, SGSCO, Sobeys Inc., Thin Film Electronics ASA
- Developed a one-day course on Smart Packaging for Managers. The course was first delivered in Toronto on June 8 and was a success. Materials to be further refined based on participants' feedback. Participant organizations included Jones Packaging, Unliever, Xerox, ICI, PAC, Memtronik, PAC and CPEIA.



- Continued development of programs and initiatives, including program plans for a 2017 one-day Get Smart Summit, Oct. 17 in Mississauga.

intelliBUILD

- Delivered PE workshop for CABA's Intelligent Buildings & Digital Home Forum (April 26-28, Santa Clara CA), in partnership with CABA
- On-site tour also arranged with PARC Xerox to show off a local PE facility and samples for CABA members
- With these two events, we continued our effort to secure the two end user partners necessary to proceed with an intelliBUILD Leadership Council.

Membership

- Continued to build on our stable base of 80 Members. After a strong Q1 that saw the CPEIA bring in 16 new Members, in Q2 added:
 - Insulectro
 - Intrinsic Materials

Finance and Administration

- As noted above, successful grant funding proposal to Ontario's Ministry of Economic Development and Growth, to support CPEIA event programming.
- Effort continues to secure Ontario and federal grant funding to support commercialization field trials with CPEIA Members
- Continued to carefully manage cash flow

2017 Annual general meeting

- Held at Centennial College on May 24, 2017 with 23 Full Members present in person or by proxy and 15 Associate Members present in person.
- Presented the 2016 report and financial statements which were approved. Presented the 2017 operating plan and budget, which were approved.
- Mandate secured for commercialization institute proposal development as noted above.
- Member approval of CPEIA rebranding as "**IntelliFlex Innovation Alliance**" – we plan to formally unveil the new brand after Labour Day.
- Motions carried to elect Christine Di Fabio, Print & Connectivity Global Capability, Unilever R&D, Unilever, and Christine Jones Harris, Co-owner and Principal, Corporate Development, Jones Packaging Inc., to the CPEIA Board of Directors, for one-year and two-year terms respectively. This expands the Board by one seat as Michael Tischler from Cooledge Lighting is not continuing as a director



- Paul Smith, XRCC, Howard Campbell, Memtronik and Peter Kallai, CPEIA, each have additional terms and will continue to serve on the board

June 7, 2017 Quarterly Board of Directors Meeting

- The board reviewed progress on a variety of areas and discussed go forward plans for the \$100 Million Challenge and the two institute proposals.
- Alroy Almeida, CEO, Voltera, and Ilaria Varoli, Executive Vice President, Myant Capital Partners, named to Advisory Board to bring expertise to the board on startups and wearables respectively.

