The Coliseum (our take on Dragons Den)
Nov 18th ,2015 - PIN: 34381

AAGEF Ontario
ASSOCIATION DES ALUMNI DES GRANDES ECOLES FRANCAISES
ELITE FRENCH GRADUATE SCHOOLS ALUMNI ASSOCIATION

STRATEGIC LEADERSHIP FORUM

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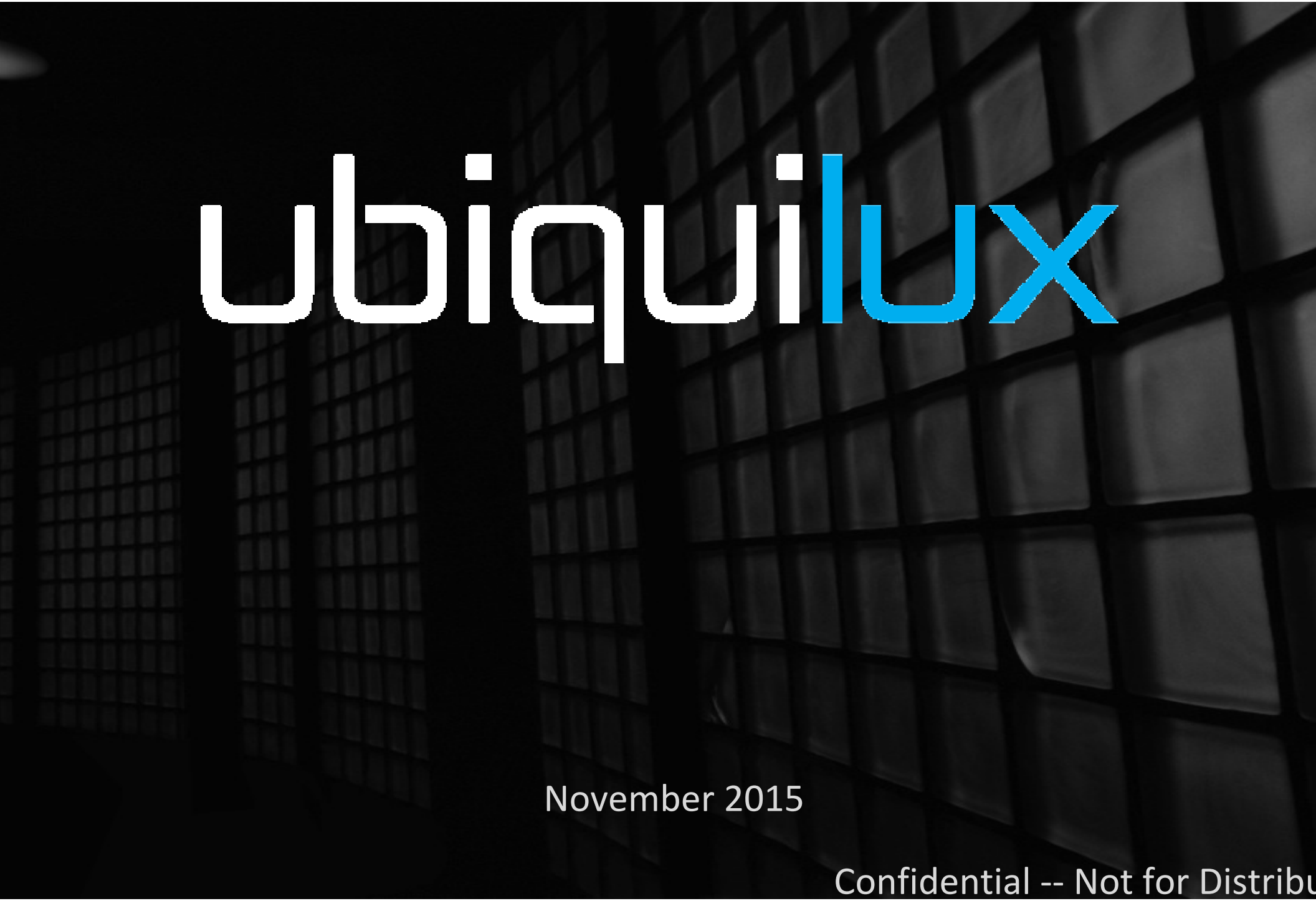
Thank You Chef
— GREAT FOOD AT HOME —

HYPERLOOP TORONTO



November 2015

Confidential -- Not for Distribu

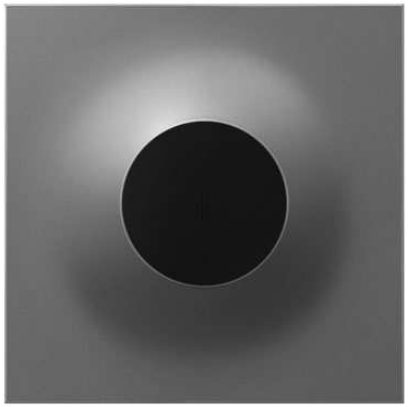
ne Challenge:

minate an important source of
ection transmission: the light
itch

d also…

ake an outdated, ugly and
convenient user interface to the
st Century

revious Attempts:



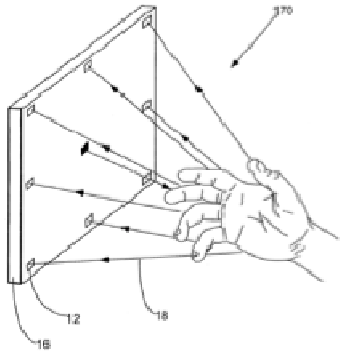
They eliminated the need for touc

but also eliminated the “Intention

control

he Solution:

Motion gesture controlled light
itch - a smart innovation with
tented technology



But wait…

there’s more

- Active Energy Saving
- Wall Wash
- LED light control

a more natural and safer way
to interact with your lighting
n your home, office or
anywhere else light switches
are used

Customers are excited…

PRESENTED BY RE

MAR 15-

DIRECT ENERGY C

EXHIBITION PLACE, TO

LightShow west

Dedicated to the West Coast Marketplace

JOIN US IN LOS ANGELES IN 2017

art Light Platform

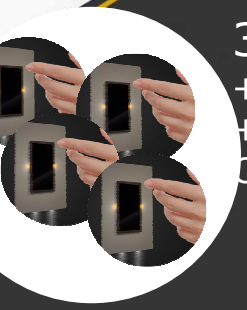
y room and space on the planet has
tch. The e-Motion will play an
rtant role in not just making light
ol safer, more convenient or just
ter but also by becoming a hub,
ding rich data about their
onment

3 Year - $36M+
+Data & Monitoring Services
+Licensing

4 Year - $78M+
+Full IOT play

2 Year - $14M+
+Retail SKU
+Produced in Canada
& Asia

1 Year - $2M
+Multi SKUs
(Connected)
+North American Sales
Channels built



3 - 6 Months
+Multi SKUs
+Produced in
Canada

Today
+1 SKU
+Produced in Canada
+Launching in
December 2015

usiness Plan

Team
Worth
nvesting
n

Miklos Tomka

DIB, MBA (INSEAD)

General Manager

20 + years of leading companies through new product or business launch – lead several units to market leadership. Global general management and strategy experience with software, hardware and electronic components in companies such as Bain and Company, Air Liquide and Raytheon.

Michael Kosic

P.Eng (UofT), MBA (INSEAD)

Head of Strategic Partnerships

20 Years in technology leadership and business development including angel and venture-backed technology start-ups, as well as 4 years in a senior director role at a fortune 100.

Kevin Kowalchuk

Head of Product

30 Years technical experience building innovative technology solutions. Designed products ranging from mobile life support systems for the US Marines, to consumer electronics products, to the recent IMAX camera used in Transformers 4.

John Robertson

SMP (Queens)

Head of Sales, No America

Over 20 years of pro experience in busine development, manag training, channel management and reengineering busine processes, including fourteen years at Br International in busi development leader roles.

at do we need?

technology has been confirmed by customers and partne

naximize our growth we

ed a successful Series A round (in Q1, 2016)

ed connections with customers and strategic partners to

port our growth

ed intelligent people like you – who want to experience th

control of the 21st century: on our website you can pre-

r your switch now for $149, for December delivery!

IK YOU

MIKLOS@UBIQUILUX.COM

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Q & A
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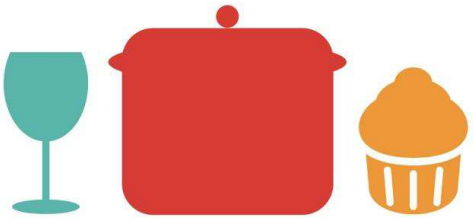


thank You Chef

— GREAT FOOD AT HOME —

Thank You Chef

— GREAT FOOD AT HOME —

Entertain your guests with a **private chef** at home

Give your friends a unique gourmet experience with our **gift cards**

Enjoy a private **cooking lesson** in your own kitchen

Our chefs can also accomodate special requests in the home or at work

www.thankyouchef.com

Thank You Chef

— GREAT FOOD AT HOME —

STARTING FROM 30$/person

What's included in the
Thank You Chef
live-cooking experiences?

1. Chef comes to your home with his or her ingredients
2. Chef delivers his or her service. You can watch, participate, learn, or simply enjoy with your guests
3. Enjoy great food and delight your tastebuds
4. Chef cleans up and leaves.
   No tipping required

MEET SOME OF OUR GREAT CHEFS !

Paul Lillakas
The Friendly Chef who will Empower you

Paul won "Chopped Canada" a few years ago. Hire him for a great private meal or a "cook-with-the-chef" experience.

Jacqueline Taffe
The Raw and Vegan Enthusiast

Shifting her diet to raw and vegan food changed her life. Hire her to learn great Raw and Vegan tips and recipes.

Angelo Bean
The Maestro, Italian Roots in Local Soil

Angelo Bean takes the best of Prince Edward County. Hire him to teach you how to make pasta, or sausage, from scratch.

Manon Maerten
The Knowledgeable Sommelier

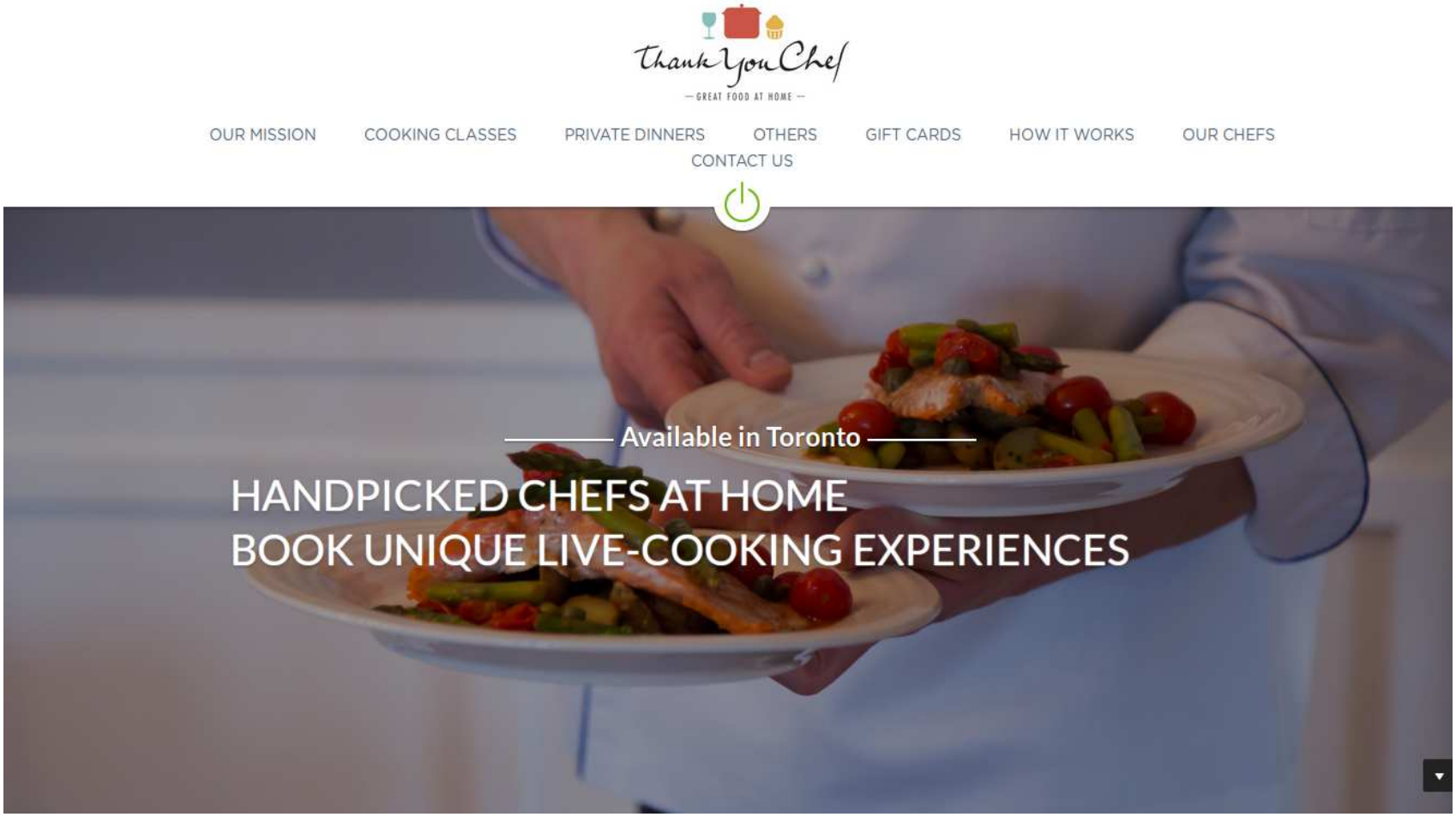
Manon grew-up in France in a wine-making family. Hire her to discover how to appreciate great wines with all your senses.

Discover all our great chefs and book your food experience on **www.thankyouchef.com**

Client Benefits

Enjoy People, Peace of Mind, Live-Cooking

3 Takeaways as clients



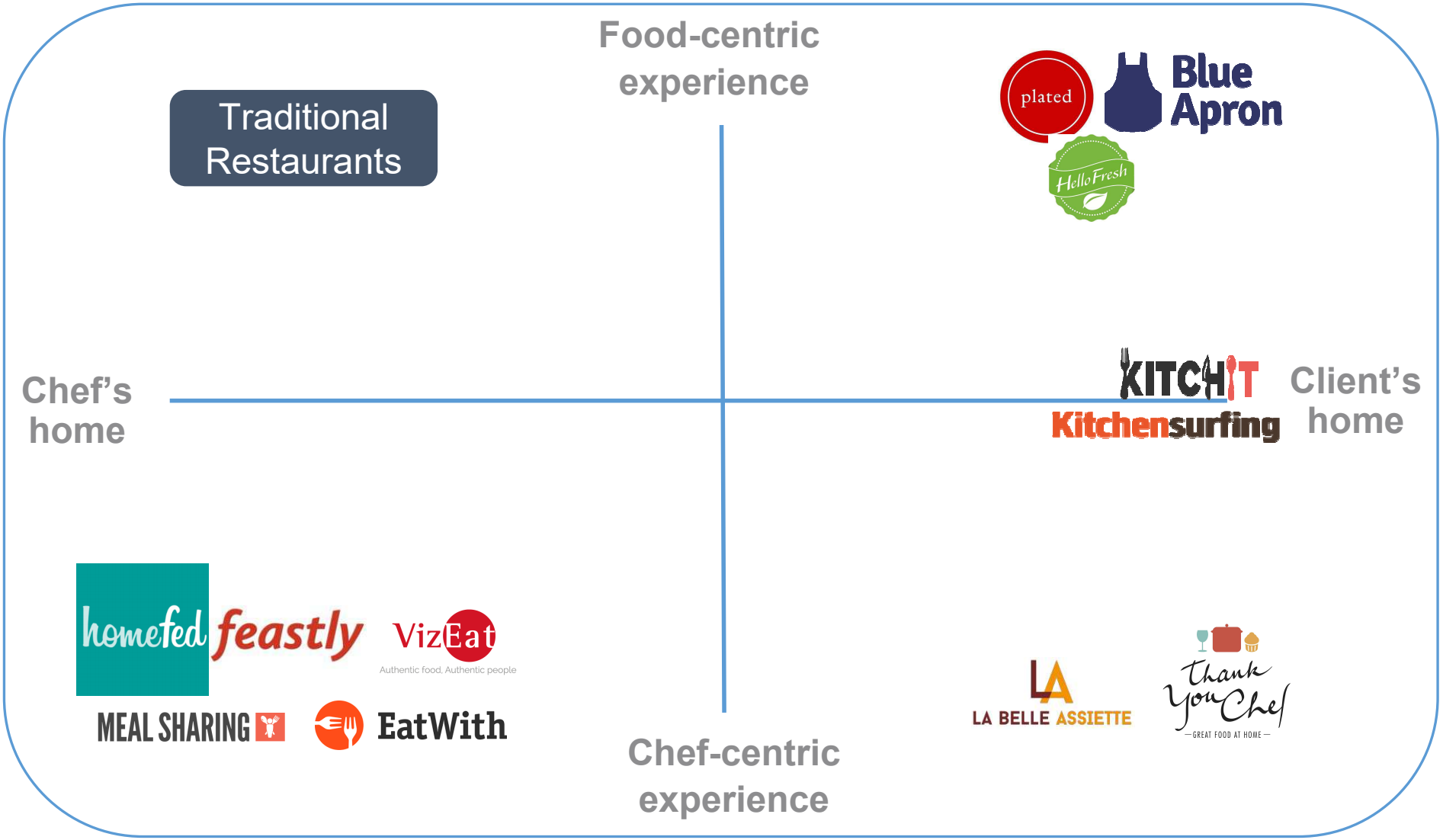
Experience, Connecting People, Social Impact

thankYouChef

is a marketplace for private chef services,
and customers (B2C and B2B)

Matching customers with the perfect homecooked gourmet experience in their own home

Global Competitors



What Problems Are We Solving?

Clients

- Logistics of hosting are too much
- Looking for new food **experiences** with friends, family and clients

- Bringing the right Chef to the right client
- Business Development and administrative support for Chefs

Chefs

- Want to be more independant
- Want a stronger connection with their customers
- Do not want to focus on Business Development or administrative activities

Business Model

	Revenue	Booking Fees
B2B	1% of fine dining Market	15% of Revenue
B2C		
Typical city	**$6M**	**$1M**

- Market Share goal : 1% of the Fine Dining Market (example Toronto)
- First Two cities operated by ThankYouChef directly
- 1 Franchise per city
- Accelerating the pace of growth over time, in a reasonable manner

3 steps growth approach

1 City	•Focus: Validation of assumptions •Operations: Building website and capabilities •Finance : Initiate revenues
3 Cities	•Focus : Validation of Scalability •Operations : Refining Model and new website •Finance: Sustainable revenues
Expansion	•Focus : Geographic Expansion with Franchisees •Operations: Operate the company •Finance: Grow Revenue and Profits

A plan in action

	Pilot Phase	To Date	Next Steps
Chefs	Qualifying Chefs	20 Chefs	50 Chefs in March 2016
Clients	1 event per week	300 meals served	Validating client acquisition cost
IT	Functional website	Up and running	New release in January 2016
Marketing	Postcard	SEO and online marketing effort	More spendings (fundraising)
Growth	Focusing on Toronto	Toronto is up Montreal WIP	Montreal: live in December
Team	3 persons	Core team of 6 people	Stabilizing team (fundraising)

The Team

- Stan: 10 years of experience as Strategy Consultant, Marketing & Project Manager
  - Cofounder : Head of Sales & Toronto Operations

- Emeric : 10 years of experience as Sales Director in Telecom and SaaS industries
  - Cofounder : Head of Chefs & Montréal Operations

- Claire : 10 years of experience in Marketing
  - Head of Marketing

- Lionel : 17 years of experience in Operations, Management Consulting & Project Management
  - Head of Strategy

- Romain :– Head of Technology

- Gellia :– Head of Content and Social Media

Conclusion

A Dream	• Bringing chefs in homes for great experiences (+ mission)
A Business Case	• 1% of local fine dining • Growth oriented
A plan to action the Business Case	• 3 steps long term growth: from validation to franchises • Pragmatic and actionable short term plan
A plan…. Already in action	• We already exist in 2 cities • We have revenues
Long Term Growth	• Expand the business and lines of services • Sky is the limit

Q&A

What's Unique about ThankYouChef

Chef-centric experience for the client

Positive social impact

Client Experience with Chef

Cooking classes, Private dinners, B2B activities and events

Connection with chef and guests

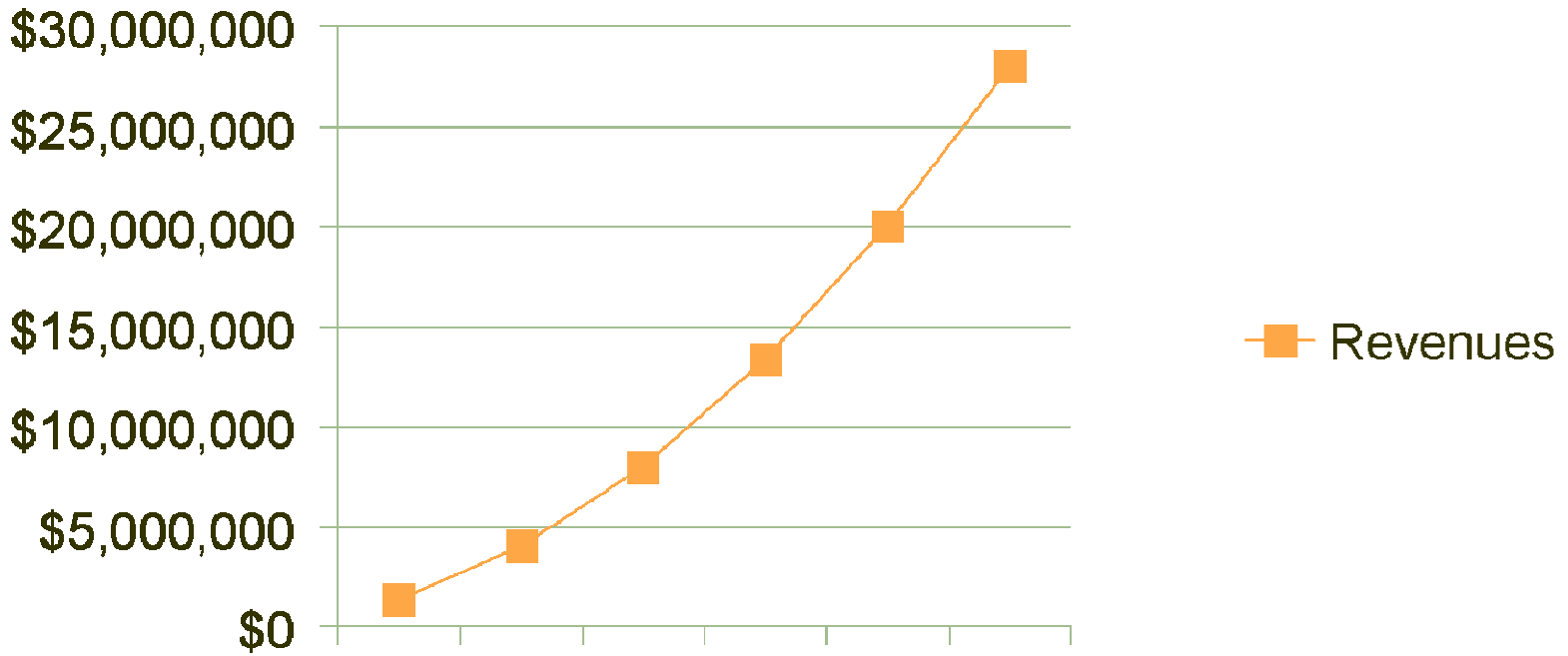
Empowering people

A part of the revenues will go toward a not-for-profit

Building a community of chefs and customers

People are at the centre of what we do

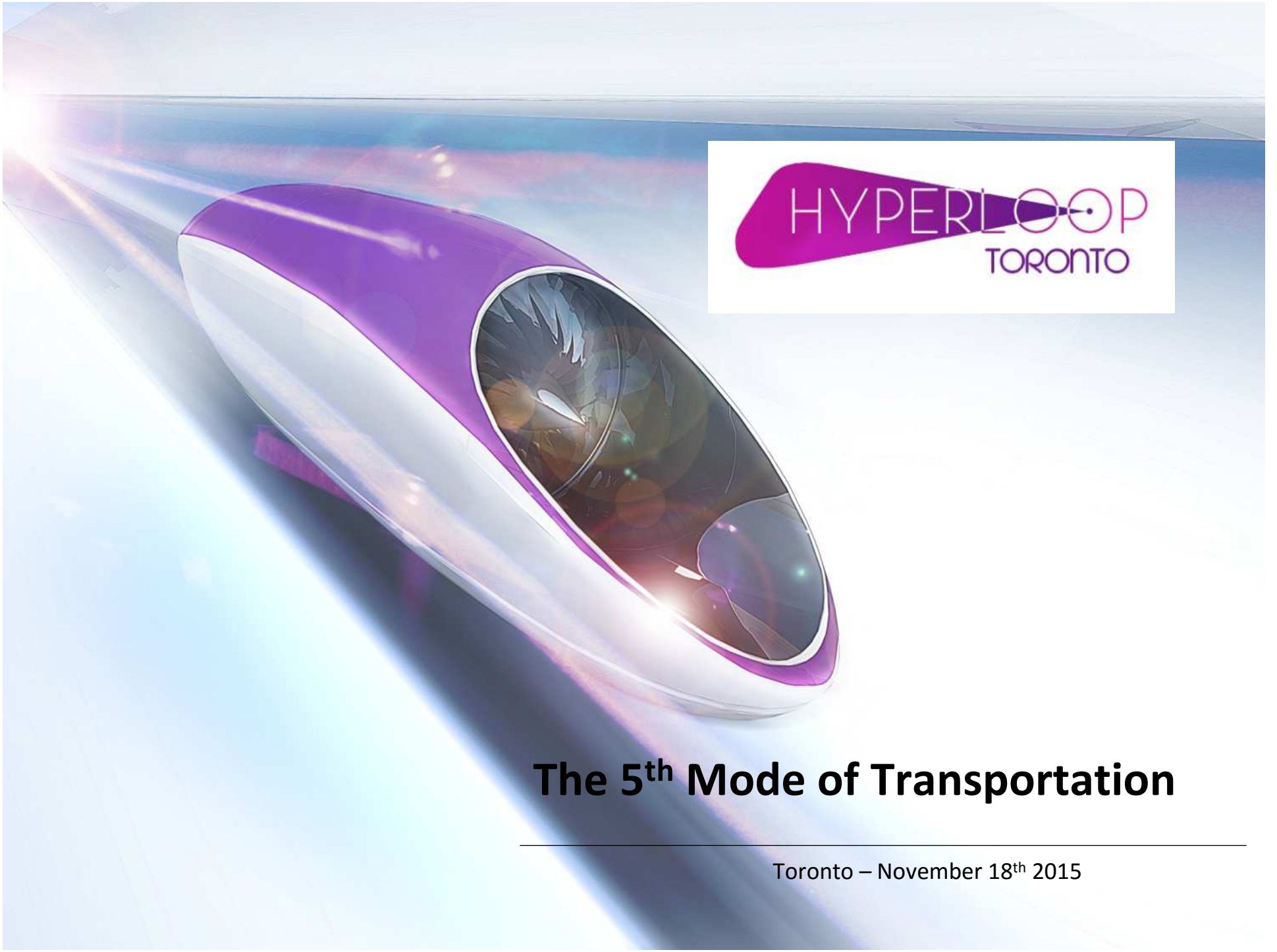
A Franchise System To Grow



- Reaching $20M of revenue by 2020
- Accelerating the pace of growth over time, in a reasonable manner

Fundraising Objectives & Target

Growing the business	Marketing	$120,000
Stabilizing the Team	Human Resources	$90,000
Getting ready for actions	Cash	$10,000
	Total	**$220,000**

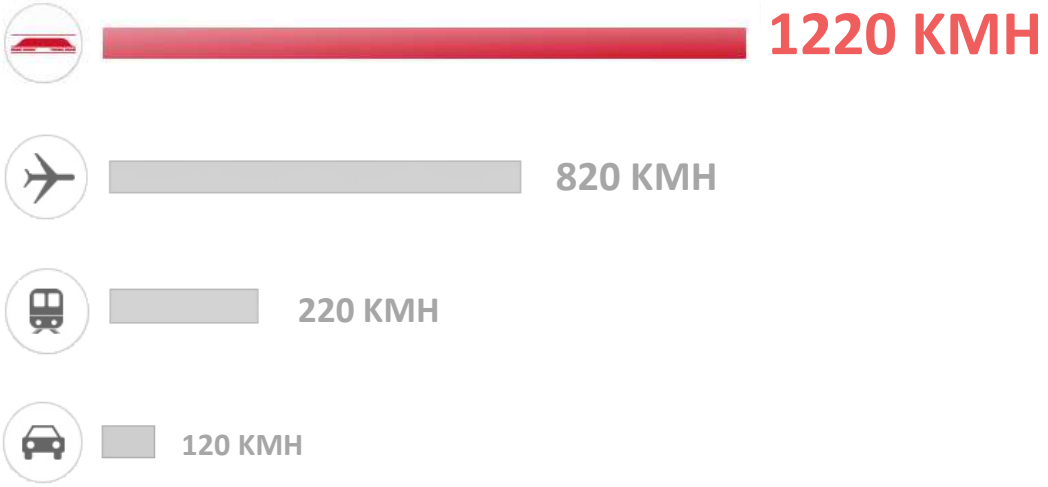


The 5th Mode of Transportation

Toronto – November 18th 2015

30 min

Toronto → Montreal



WHAT IS HYPERLOOP?

A Self Sufficient System

Protected from the Elements

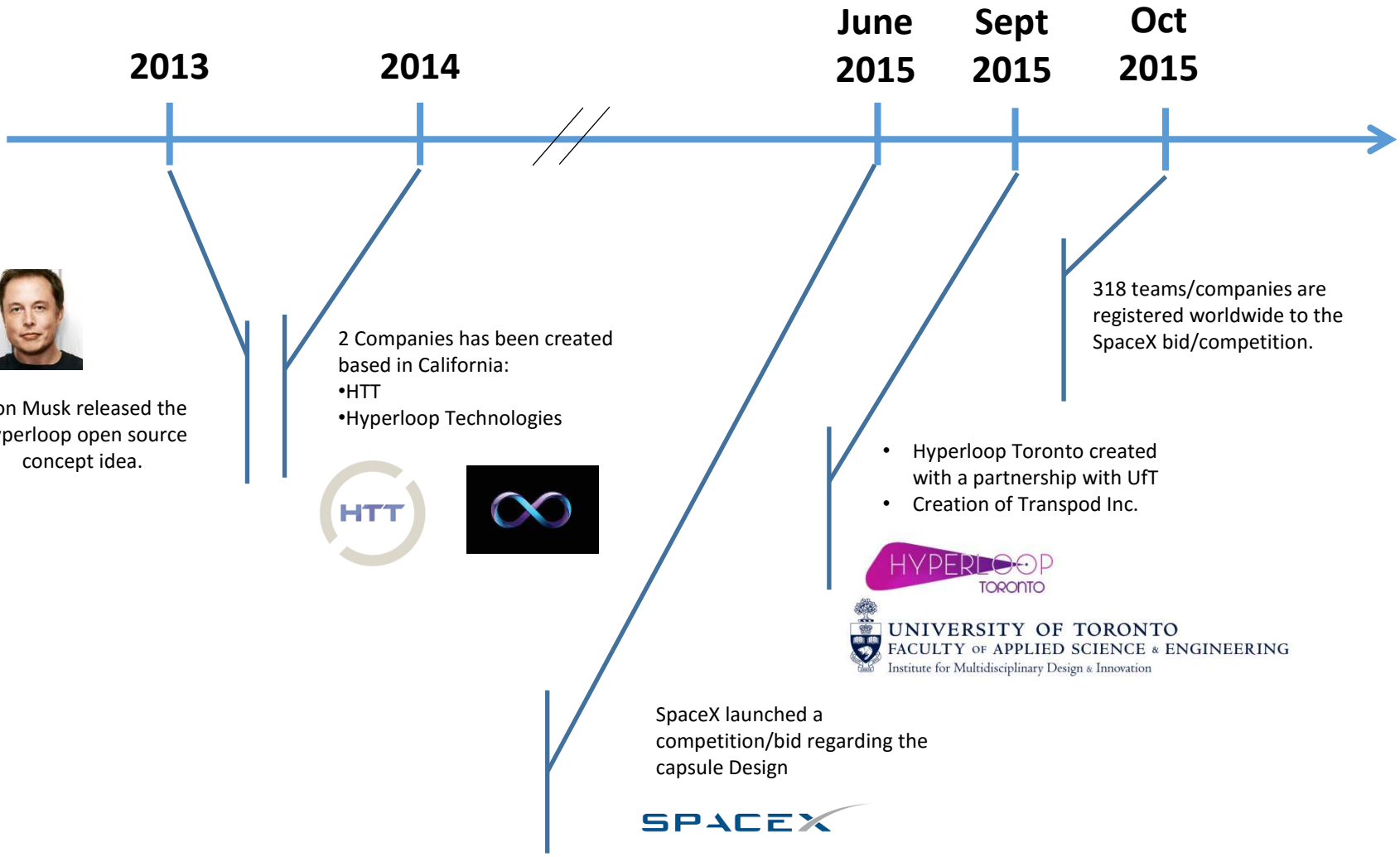
10 times cheaper than a regular rail line

Low Construction Costs

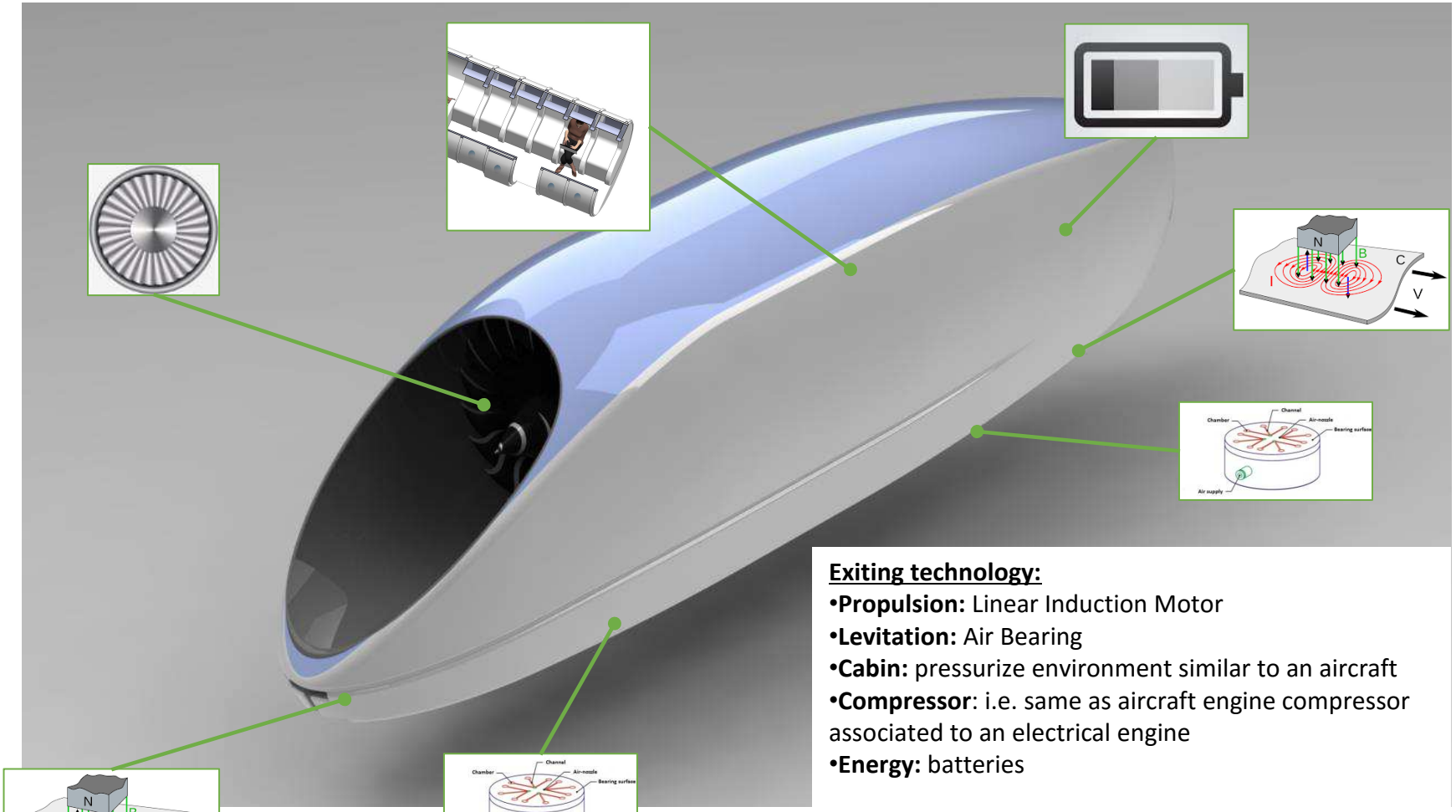
$20 ticket

Affordable Travel

WHERE DOES IT COME FROM?



HOW DOES IT WORK?



Exiting technology:

- **Propulsion:** Linear Induction Motor
- **Levitation:** Air Bearing
- **Cabin:** pressurize environment similar to an aircraft
- **Compressor**: i.e. same as aircraft engine compressor associated to an electrical engine
- **Energy:** batteries

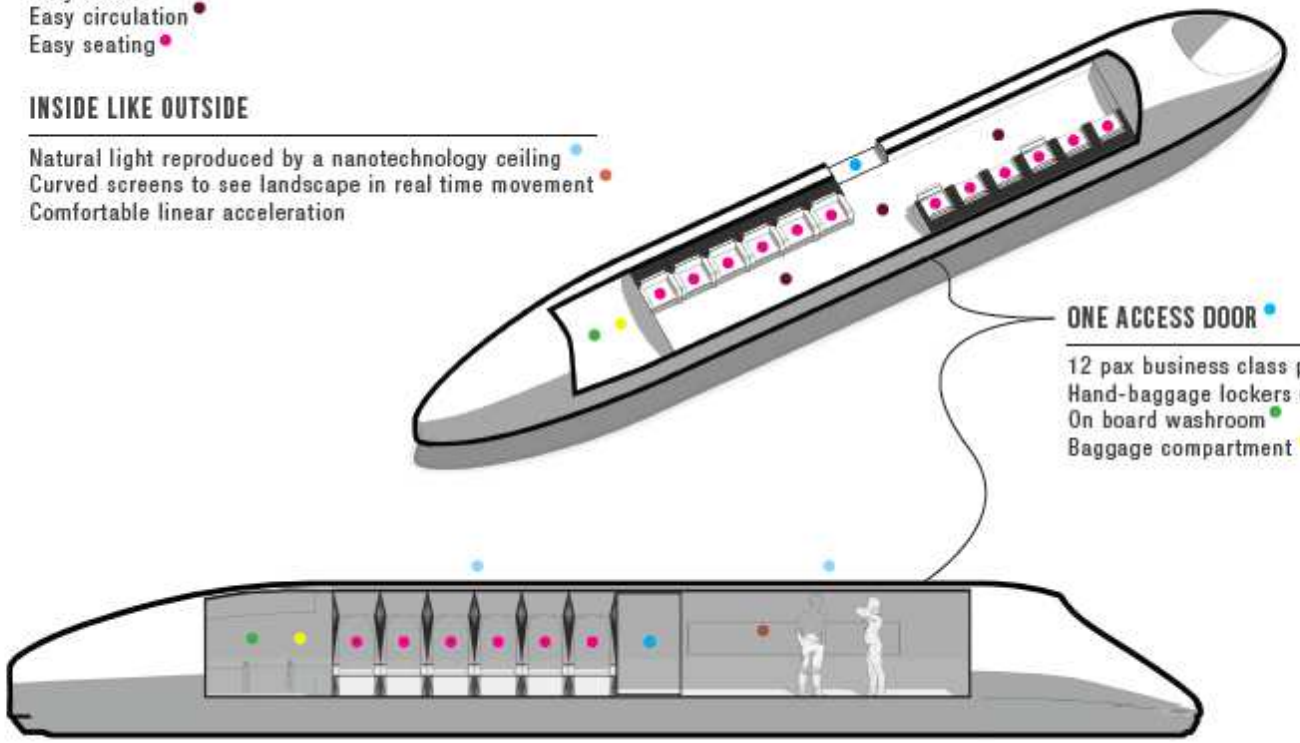
HOW DOES IT WORK?

TAKE IT EASY

Easy access
Easy circulation
Easy seating

INSIDE LIKE OUTSIDE

Natural light reproduced by a nanotechnology ceiling
Curved screens to see landscape in real time movement
Comfortable linear acceleration

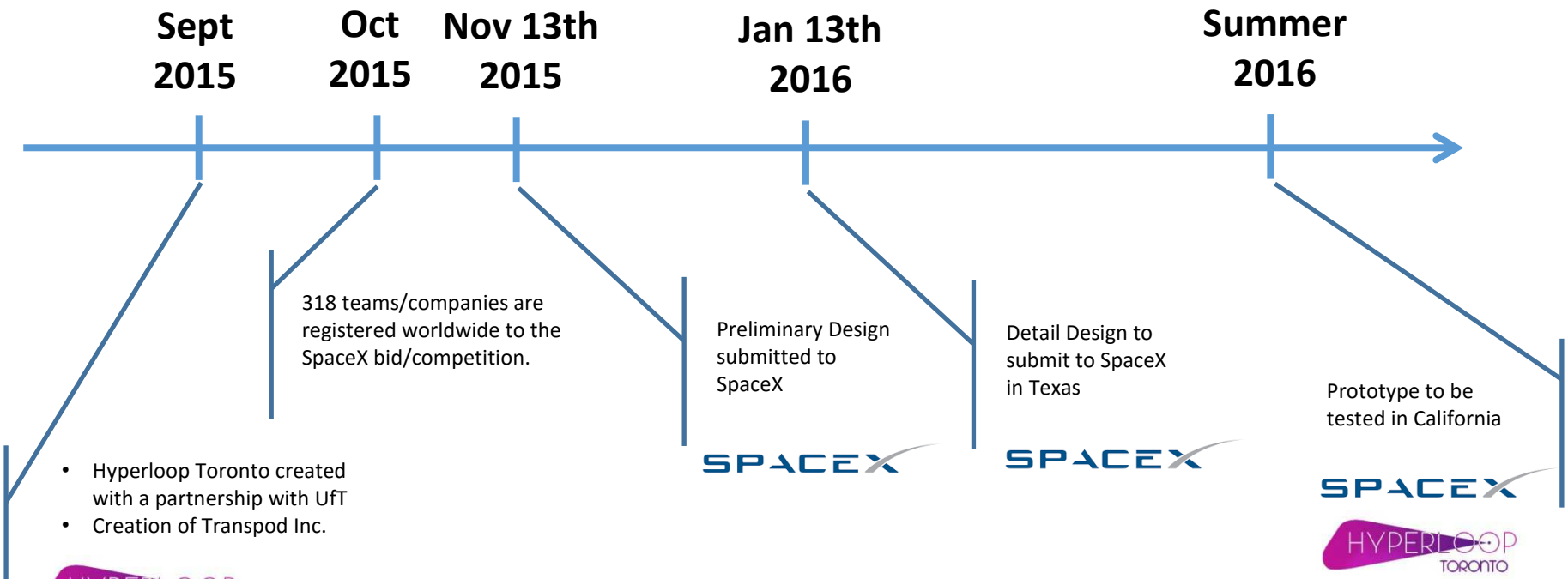


ONE ACCESS DOOR

12 pax business class pod
Hand-baggage lockers under seats
On board washroom
Baggage compartment

HOW DOES IT WORK?

WHERE WE ARE?



HYPERLOOP TORONTO

UNIVERSITY OF TORONTO
FACULTY OF APPLIED SCIENCE & ENGINEERING
Institute for Multidisciplinary Design & Innovation

5 years plan:

Short Term plan (1-2 years) -- Items in progress:

•Raise private money through the SpaceX competition and other channels.

•Funding applications in progress at both Provincial and Federal levels:

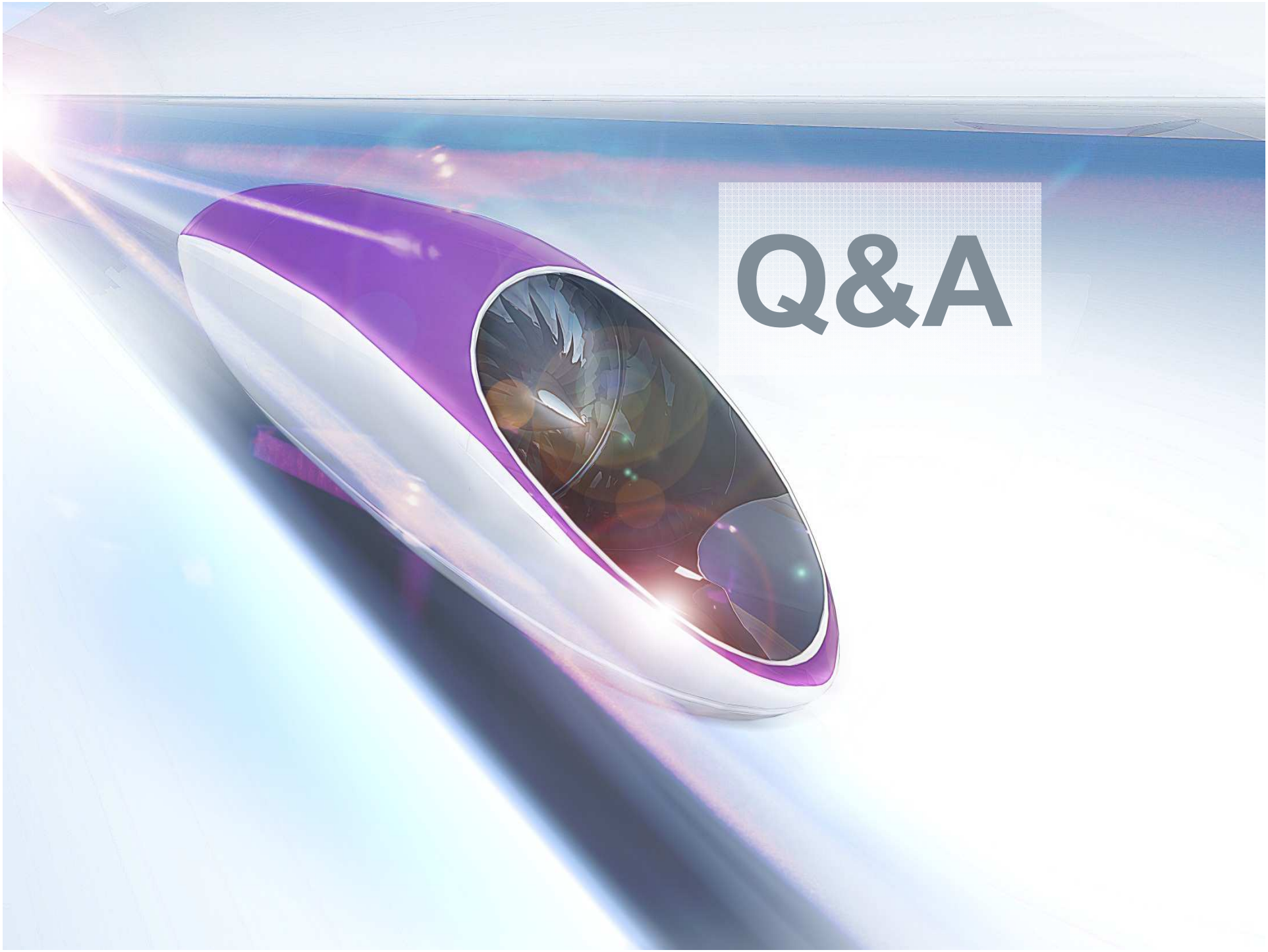
Mid term plan (2-3years):

•Research funding through NSERC - Natural Sciences and Engineering Research Council of Canada

•Establish industrial/commercial partnerships with existing Hyperloop companies and/or major OEM.

Long term plan (>5 years):

•Commercialization – Targeted market: Middle East


Q&A

The Coliseum (our take on Dragons Den)

NOW IT IS TIME TO VOTE

se your smart phone

onnect to http://live.voxvote.com

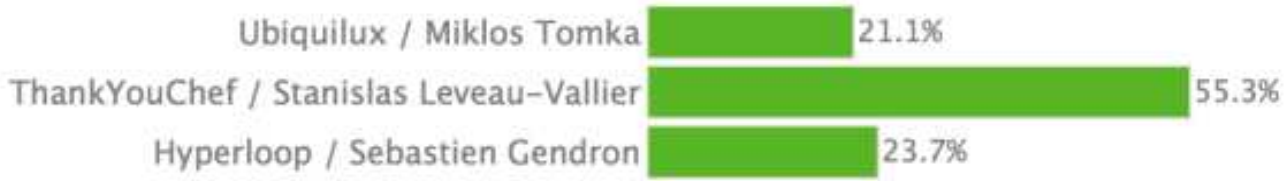
ne 5 digit event number is 34381

ote on the questions

ubiquilux

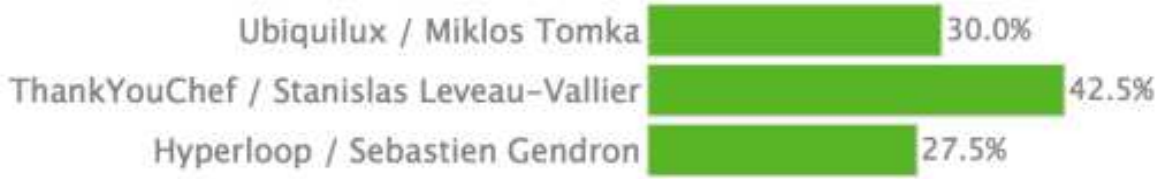
1. The idea: WHICH ONE OF THE THREE PRODUCTS/SERVICES/CONCEPTS PRESENTED IS MOST LIKELY TO REACH ITS MARKET POTENTIAL?

n = 38



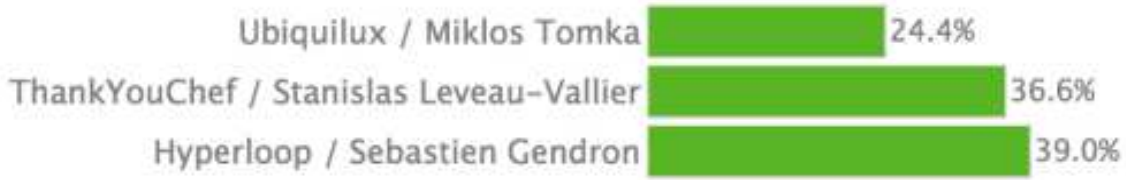
2. The leader: WHICH ONE OF THE THREE PRESENTERS HAS WHAT IT TAKES TO BE A SUCCESSFUL ENTREPRENEUR?

n = 40



3. The money: IF YOU HAD MONEY TO INVEST IN A START-UP, WHICH VENTURE WOULD YOU BE MOST LIKELY TO INVEST IN?

n = 41



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