



CANADIAN

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BUSINESS OWNER

Faites affaire avec le Canada



BRITISH
COLUMBIA
Canada 

Québec 

Canadian Businesses Are Expanding Globally



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Canadian Businesses Are Expanding Globally

Rasheed Walizada

Founder

CANADIAN BUSINESS OWNER



As we publish the Spring 2024 Edition of **CANADIAN BUSINESS OWNER** magazine, we highlight the journeys of Canadian businesses expanding their footprint globally across industries.

In this edition, you will find featured stories about Canadian companies' presence on the world stage, including Canada's representation at the Mobile World Congress - MWC Barcelona.

CANADIAN BUSINESS OWNER continues to showcase the diversity of Canadian companies and the leading events across industries.

We maintain our community approach to support Canadian business owners and multicultural entrepreneurs across Canada and globally in their journey to resilient growth.

Our featured program, **Business Villages**, has engaged stakeholders from various organizations and industries in Canada and globally. Business Villages serves as a vibrant connector, facilitating interactions that transcend traditional business networking to co-create opportunities for local and global expansion. Join us to connect, belong, and grow together.

Registration is free at [***BusinessVillages.org***](https://BusinessVillages.org)

MWC Barcelona 2024 in Numbers

The world's largest and most influential connectivity event had **101,000** attendees, **2,700** Exhibitors from **205** countries and territories, **35** country pavilions including Canadian pavilion, and **1,100+** speakers.

To learn more visit mwcbarcelona.com

MWC24



The largest and most influential connectivity event in the world

Canadian delegation of 120+ companies from across the nation participated at the MWC Barcelona 2024 to showcase Canadian innovation, technology products, and services across industries on the global stage.

[Canadian companies directory in MWC Barcelona.](#)



As a Canadian company established in 1992, **NTG Clarity** has delivered software, networking, and IT solutions to large enterprises including financial institutions and network service providers.

NTG Clarity headquartered in Markham, Ontario, Canada is a leading IT services & solutions provider in Canada & the Middle East, enabling enterprises to maintain their competitive edge in today's dynamic and volatile market. NTG global presence spans Toronto, Cairo, Riyadh, Kuwait, and Oman, housing 700+ professionals, Renowned for pioneering software solutions, specialized in digital transformation solutions.

NTG serves diverse markets in North America, Europe, Africa, the Middle East, and Asia, delivering tailored, innovative services that align with individual client requirements. Learn more at [NTGclarity.com](https://www.NTGclarity.com)



Simplifying Business Solutions



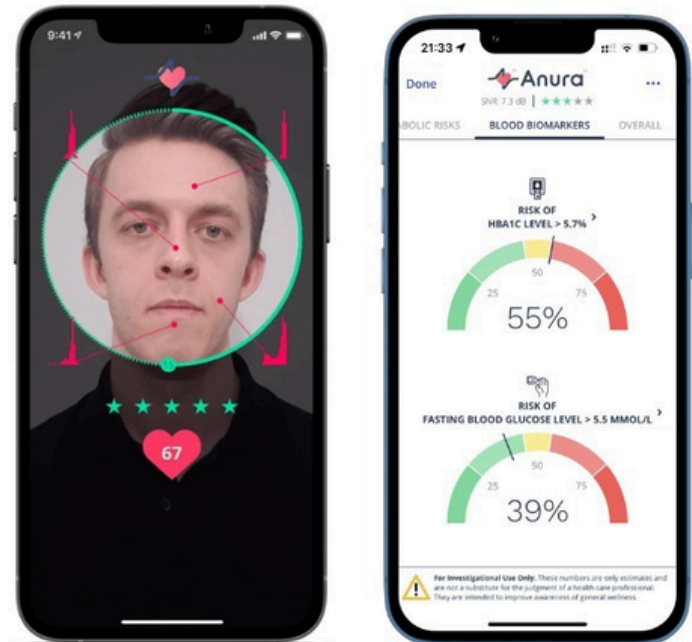


NuraLogix is one of Canada's fastest-rising tech companies whose sole vision is to bring their patented science-backed health wellness analytics software products to the market.

NuraLogix headquartered in Toronto, is a pioneer in the development of Affective Ai™ and the creator of the world's first contactless blood pressure measurement technology.

The company's patented cloud based Affective Ai™ Platform- DeepAffex™ can measure over 100 health and wellness parameters using a conventional video camera and its patented Transdermal Optical Imaging (TOI™) technique to extract facial blood flow information from the human face.

This is demonstrated in the company's groundbreaking Anura™ app.



A Different Kind of AI

Using a conventional video camera, their cloud-based Affective AI engine can detect and measure a wide variety of human effects that take the form of physiological and psychological states. Learn more at nuralogix.ai

Rotman



MBA students from the Rotman School of Management the leading business school in Canada were part of Team Canada to support the showcase of Canadian businesses at the global stage at the Mobile World Congress MWC Barcelona.

Rotman School of Management Global Manager Initiative benefits companies and students, preparing the next generation of talent to run the business world.

More info at rotman.utoronto.ca



With more than **130,000** visitors from **150** countries, **4,000** exhibiting companies, 300 startups and over **300** delegations from all over the world, HANNOVER MESSE 2024 impressively demonstrated its ability to internationally synthesize the best of technology innovations, and business trade.

Learn more at hannovermesse.de

Canada at Hannover Messe

Over 80 Canadian companies across 4 pavilions showcased Canada's tech expertise on the world stage at Hannover Messe 2024. [View Canada directory](#). **Canada will be the country partner for Hannover Messe 2025.**



Featured Articles



Businesses Benefit From Working in Small Communities

By: Chandrashekar LSP,
Managing Director, Zoho Canada



As companies try to balance what's best for their distributed employees with what's best for business, they have an opportunity to look beyond centralized, urban offices. Smaller communities with more affordable qualities of life benefit both parties by encouraging a healthy work-life balance and curbing unnecessary costs. In addition, smaller markets are ideal locations for future-oriented employment opportunities that may have been promised but remain scarce.

The value companies bring to communities goes beyond jobs. Satellite offices that employ homegrown talent positively impact the area, as well. These folks can work with local government and economic development agencies to weave their office and workforce into how the city currently operates, all while supporting local suppliers and non-profit initiatives.

Zoho has embraced this mindset by expanding operations across a diverse range of geographic locations. Dubbed "transnational localism," Zoho's approach is rooted in a realization that cloud connectivity enables distributed teams to work outside of big cities. The philosophy encourages a global footprint via local connections, and led to Zoho establishing its Canadian head office in Cornwall, Ontario over Toronto, Vancouver, or any other major metropolitan area. Here, Zoho can discover and nurture talent where relevant opportunities hadn't previously existed.

Canadian businesses looking to embrace transnational localism for themselves should consider:

- Proximity to talent with the skills and ability needed to thrive at the company—nearby colleges and universities are great resources, as are community members who may be under-employed. Proximity to transportation hubs such as airports and train stations so employees still have the opportunity to connect face-to-face. Distributed teams benefit from a mix of remote and in-person work, either in the smaller, regional offices or by spending time at the head office.
- The quality of life that the community provides employees. Can they afford a house and some stability? Does the healthcare system operate on good infrastructure? How are the schools and how highly do folks value education?
- Technology: collaboration software, integrated customer relationship management tools, and easy-to-use human resources systems can help manage and empower teams regardless of location.

The days of talent traveling for work will continue. However, the pandemic forced employers to enable employees to work from anywhere, and those companies would find even more benefit by taking the work to where the talent prefers to live. By optimizing the intersection of global connectivity and local impact, more businesses can shape the future of work while also fostering growth in smaller communities.

Small Businesses Require a Finance Suite That Grows Alongside Them

**By: Chandrashekar LSP,
Managing Director, Zoho Canada**



No two small businesses are alike in their finance technology needs—so why are so many SaaS solutions built as if they were? Monolithic suites lack the versatility to meet a small business's needs while leaving space to venture in any number of directions. Their prices often reflect much larger companies, not an organization with a small team, or a solo venture, trying to stretch every dollar. The ill-fitting nature of one-size-fits-all solutions can be avoided by seeking vendors who offer finance software that grows alongside their company and can be priced affordably and with flexibility.

Tailoring the fit

Few finance software options offer a tailored fit, and when faced with ill-fitting options, small businesses bolstering their technology suite might feel paralyzed. In these moments, companies should look for a vendor that includes an active library of extensions based on real customer use-cases. (Zoho's marketplace contains 230+ extensions.) This allows small businesses to calibrate the software with precision to address their particular set of needs. Plus, when accompanied by an enterprise-grade, low-code developer portal, a key part of the Zoho Finance ecosystem, small business finance software can be further refined by the folks who use it the most.

Accommodating growth spurts

Small businesses operate within harsh and volatile economic conditions. Any decisions made today will almost certainly be irrelevant even a short time from now. Still, many SaaS vendors expect companies to pay for software they don't need yet or users that haven't been hired, all under inflexible contracts with long term limits. Instead, small businesses should consider vendors that offer progressive, "land and expand" pricing options. These are structured to allow gradual, incremental adjustments to software contracts without imposing additional fees or limits on how many times changes can be made. Customers pay only for what they need, and aren't locked into restrictive terms or conditions.

Piecing together

Additionally, interoperability between finance applications, and ideally all of a company's platforms, is paramount when a decimal point in the wrong place can cause a rippling error. Zoho, for example, offers 55+ different apps that unify seamlessly, enabling them to act as a single source of truth, regularly updated, that can be monitored from a centralized, customizable dashboard. This also ensures small businesses maintain high levels of security for sensitive data. With the right finance software vendor in place, small businesses can travel especially far and can set their own pace to meet their specific, and growing, needs.



THE WORLD'S PREMIER MINERAL EXPLORATION & MINING CONVENTION

26,900+ participants attended the annual award-winning **PDAC** Convention in Toronto in 2024. PDAC brings attendees from over **130** countries for its educational programming, networking events, and business opportunities. Since it began in 1932, the convention has grown in size, stature, and influence. Today, it is the event of choice for the world's mineral industry hosting more than **1,100** exhibitors and **700** speakers. Learn more at pdac.ca/convention



DiscoveryX

The Best of Ontario Innovation

In 2024, **DiscoveryX** saw **2,000** attendees and **250** exhibitors showcasing the best of Ontario Innovation. Speakers discussed diverse topics including growth opportunities in Ontario, EV charging solutions, the circular economy, and using tech innovation to build more houses. Learn more at discoveryxconference.ca



Gateway to Indo-Pacific

Fostering the Growth of Canadian Businesses

Canadian Chamber of Commerce in collaboration with Export Development Canada hosted The Gateway to Indo-Pacific conference in Montreal in April 2024. The event focused on an in-depth exploration of the diverse business opportunities within the Indo-Pacific region. The sessions delved into discussions on emerging sectors, to equip Canadian businesses with the insights needed to expand their presence and thrive in these dynamic and rapidly growing markets. Learn more at chamber.ca



The Indo-Pacific: A new horizon of opportunity

The Indo-Pacific region will play a critical role in shaping Canada's future over the next half-century. Encompassing **40** economies, over **4** billion people, **\$47.19** trillion in economic activity, **50%** of world GDP by **2040**, and **1 in 5** Canadians have family ties to the region. Learn more at international.gc.ca

Presented by Restaurants Canada, RC Show is Canada's leading annual hospitality & Foodservice event in Toronto. RC Show 2024 showcased the industry sectors across multiple pavilions and stages. Learn more at rcshow.com



The 2024 Canadian International **AutoShow** was a record-setter, welcoming more than **370,000** people to the Metro Toronto Convention Centre. The 2024 AutoShow was visited by **371,559** guests, the highest number in the **51-year** history of the event. The 2024 AutoShow hosted **44** automotive brands — a significant increase from the 28 who were at the first post-pandemic show in 2023. Learn More at autoshow.ca

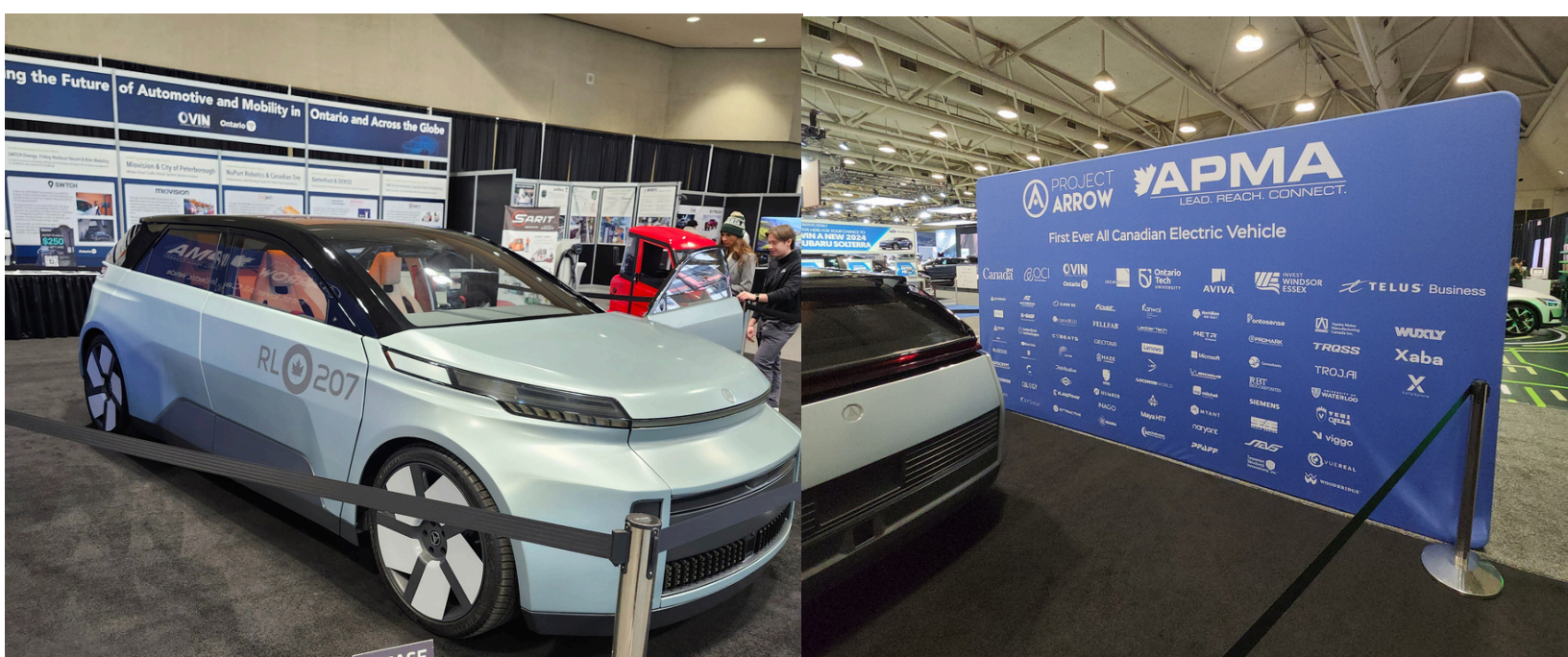




The First Ever All Canadian Electric Vehicle

The Automotive Parts Manufacturers' Association (**APMA**) of Canada launched the first, original, full-build, zero-emission concept vehicle named **Project Arrow** in 2023. An all-Canadian effort, it was designed, engineered, and built through the joint efforts of Canada's world-class automotive supply sector and post-secondary institutions.

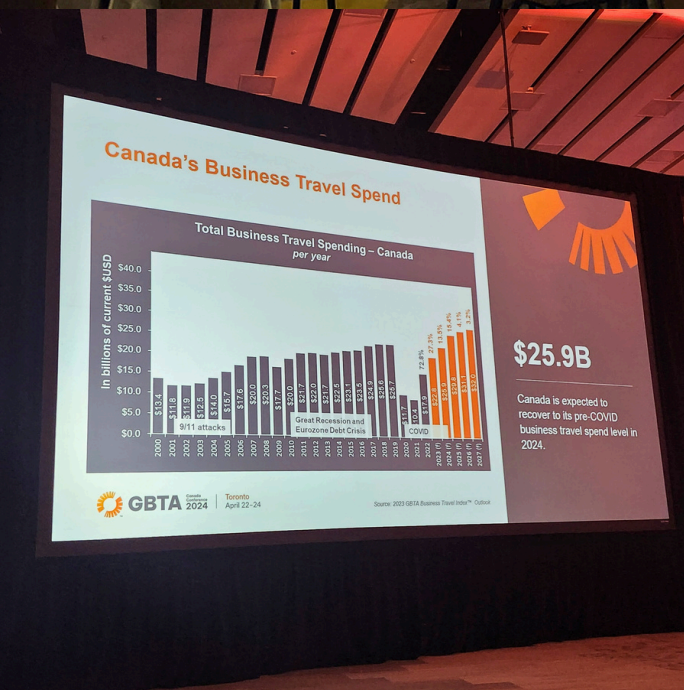
Project Arrow 1.0 was built in collaboration with 60 partners and suppliers.



Project Arrow 2.0 aims to address Canada's electric vehicle ecosystem's pressing challenges, including supply chain disruptions, mineral production capacity, and cybersecurity threats. This next phase aspires to be a multisectoral innovation hub, using a fleet of specially designed vehicles to foster advancements in EV technology and policy development. The project will incorporate innovative sub-assembly methods and advanced manufacturing technologies and the APMA will work with municipalities and academic institutions to provide a testbed for research and a cooperative network to tackle ecosystem challenges. Learn more at projectarrow.ca



Canada's Premiere Business Travel Event was hosted by Global Business Travel Association **GBTA** Canada in Toronto. The conference speakers covered in depth industry trends and topics including the current state of business travel. Canada's business travel spending in **2024** is forecast to reach **\$25.9** billion with annual growth of **13.5%**. Learn more at gbta.org/research



2023 GBTA BTI™ FORECAST
The State of Business Travel in Canada

2023 | Business Travel Spend

- Canada business travel spend growth last year (27.3%) lagged global gains (32.1%)
- In 2023, spend recovered 77% of the pre-COVID level, compared to 95% in Europe and 104% in North America.
- Canada fell in the 11th largest today. Pre-COVID, it was the 14th largest today.

2024 | Travel Returns, Back to Business

- Canada business travel spending is forecast to reach \$25.9 billion with annual growth of 13.5%
- This will outpace global growth (11.8%) and NORAM growth (9.2%)
- Canada business travel spend is expected to fully recover to the pre-COVID level this year, which is the same year when global spend will recover, but one year later than NORAM spend



Canada's Biggest Retail, Marketing & Technology Event

DX3 2024 Conference in Toronto showcased the latest topics in the industry in 2024. Speakers covered diverse topics across retail, marketing, and technology including how these industries are evolving and the latest innovations and business trends. Learn more at dx3canada.com.



Featured Entrepreneurs



Dr. Shyra Barberstock
Co-Founder, President & CEO

Dr. Shyra Barberstock brings over a decade of experience as a professional Indigenous researcher and has extensive knowledge in Indigenous entrepreneurship, Indigenous economic development, procurement, and Indigenous business relations.



Dr. Rye Barberstock
Co-Founder, VP & CCO

Dr. Rye Barberstock has an extensive background in Indigenous relations, entrepreneurship, business, and community economic development. Rye is a recognized Indigenous relations, social innovation, and Indigenous business development advisor.



Barry Hillier
Co-Founder & CMO

Barry Hillier is a quintessential bootstrap entrepreneur and a respected brand and marketing expert. Barry's work has won over 50 awards, including NY Festival's, FWA's, London International awards, Applied Arts, and Marketing Awards.

'Kay-bah~nish'

adj. The warm-hearted feeling of having been away and now returning home—to **your community, your family, your friends, and ultimately, to yourself.**

Example of Kebaonish in a sentence: Sitting here drinking tea and coffee with my friends and family, the hours fly by as we share our stories, and **I am left with a deep feeling of Kebaonish; I am home.**

From Anishinaabemowin '**Kebaowek**' (meaning the place where you disembark or 'river narrows') + nish from word **Anishinaabe** (meaning 'Original Peoples') in Anishinaabemowin. *Learn more at proudlyindigenous.com*

FRANK STRONACH

One of Canada's Greatest Entrepreneurs

FOUNDER AND HONORARY CHAIRMAN

Frank Stronach was Born in Austria to working-class parents, Stronach apprenticed as a tool and die maker before coming to Canada in 1954.

He soon founded what became known as **Magna International** – which grew into one of the world's largest automotive parts manufacturers.



Through Magna, Stronach has created over **170,000 jobs**, shared more than \$1 billion with workers, and contributed billions of dollars to the economy.

The economic charter of rights he established at Magna, with shared profits with all of the company's stakeholders, was the key to Magna's success and created a blueprint for enhanced productivity and profitability.

Becoming a global role model

"We need to think about the economy in a different way – a way that allows everyone to benefit, not just an elite few. Canada could become a role model for the world if we adopted an economic charter designed to share the wealth we produce more fairly among all Canadians, simplify our tax system, and require the government to balance the budget, pay down debt, and reduce overall spending." **Frank Stronach**

The **Stronach Foundation for Economic Rights** was founded in 2023 by Frank Stronach based on his 7-point program. economiccharter.ca

THE
STRONACH
FOUNDATION for
ECONOMIC RIGHTS
A Coalition of Concerned Citizens

As a Black woman and an entrepreneur in her own right, **Janice Bartley's**, founder and executive director of the nonprofit Foodpreneur Lab, personal mission is to level the playing field and open doors in underserved communities for 'would be' and established food entrepreneurs.



Founded in January 2019, Foodpreneur Lab was created to tackle systemic barriers head-on and pioneer new approaches to creating access for those historically prevented from fully participating in the food sector.

Janice brings a wealth of experience to the food sector as a former Operations Manager in Culinary & Hospitality management. Her 30+ years as an entrepreneur brought her to Food Starter as part of the Management team. She has mentored many young and experienced Chefs in the food industry and has been able to transition those mentoring skills to food entrepreneurs.



Foodpreneur Lab is the only Canadian Black-woman founded and led nonprofit in the food sector. Learn more at Foodpreneurlab.com

Dan Balaban is a leading Canadian renewable energy company. Based in Calgary, Alberta, Dan is an award-winning entrepreneur and recognized leader in energy transition.

Dan currently co-leads the Greengate team, which has been successfully developing precedent-setting renewable energy projects in Canada for more than 17 years.



To date, **Greengate** has successfully developed close to 1.5 GW of operating renewable energy projects in Canada, including the country's largest wind and solar energy projects, representing over \$2 billion of investment, and generating enough energy to power more than 500,000 homes.

Dan graduated from the University of Toronto with a Bachelor of Science in Computer Science. He currently serves on the board of Calgary Economic Development, is an Associate with the Creative Destruction Lab, and is a member of the Board of Advisors of Longbow Capital. He spent nine years as a board member of the Pembina Institute, and formerly served as Chair of the Calgary JCC.

JOURNEY TO A NET-ZERO FUTURE

Greengate has been leading the energy transition for over 17 years with a strong track record of developing renewable energy projects of scale in North America. Providing sustainable, inexpensive, and reliable energy is Greengate's top priority as the world continues to transition to a net-zero energy future.

Learn more at [greengatepower.com](https://www.greengatepower.com)

Harrison Amit is the Founder and CEO of **HOVR**. He is an experienced Business Development Specialist with a demonstrated history of working in the health, civic & social organization industry.

Harrison graduated from Mount St Vincent University receiving a Bachelor of Science Applied Human Nutrition and a minor in Business Management.



HOVR, an innovative rideshare Startup, is set to revolutionize the Toronto transport scene with its unique membership model for drivers, allowing them to take home 100% of the fares they earn. This ground-breaking approach occurs at a time when heightened Driver concern for financial wellness is of critical importance to them, since the leading rideshare, companies only give a small portion of the ride fair to the driver.

With the tagline "**100% Fare is 100% Fair**," HOVR is dedicated to providing a transparent and equitable rideshare service where drivers earn 100% of their Fares and pay a flat monthly fee to access HOVR's proprietary platform, where drivers can see what riders pay and riders can see what the drivers get paid.

"Our mission at HOVR is to create a fair and equitable rideshare service for both drivers and riders," said the company's Founder and CEO Harrison Amit. "We believe that our membership-based model combined with our transparent payment platform, provides the best way to achieve this, as it allows us to guarantee better pay for drivers and lower costs for riders creating a mutual benefit for all". To learn more visit ridehovr.com

Ninaad Acharya is a result-driven, Canadian entrepreneur and supply chain leader passionate about building simple and highly effective product and commercial strategies. With almost 20 years of experience in supply chain digital transformation and technology, Ninaad leads the creation of disruptive technology solutions in Fortune 50 companies, retailers, 3PLs, and eCommerce brands. He's been a trusted advisor to brands like Nordstrom, FedEx and Footlocker.



Through his leadership, Ninaad has empowered supply chain start-ups to accelerate their go-to-market strategies by up to 2x, resulting in substantial cost savings. Overall, he has led the **Fulfillment IQ** team to enable \$500M in capital automation and support over 135 warehouse tech projects.

Award-winning supply chain technology company, Fulfillment IQ, provides software development and implementation services to Fortune 500 companies, major brands, and enterprise retailers.

With a track record of supporting more than 100 million sq ft of warehouse space, enabling \$500 million in capital automation, and facilitating over 1M transactions, FIQ is a pivotal player in revolutionizing supply chain operations.

Fulfillment IQ helps businesses realize the potential of their supply chain with the power of meaningful technology solutions. Fulfillment IQ thrives on building customer-centric, revolutionary digital solutions that power more efficient and effective supply chains. Learn more at fulfillmentiq.com

Alok Ahuja has been working in software technology and e-commerce for over 15 years. Alok was taking time away from his high-paced job at Shopify to embark on a challenging new role: full time dad. At the same time, regrettably, his father became ill and required his support too. It was in juggling these roles that Alok came to appreciate the preciousness of his spare time, and the profound need for better delivery services from his local small businesses.



Between his kids and his dad, it simply wasn't possible to go out and get everything from groceries to medical supplies. He began imagining a platform that could make it possible for any small business to deliver local, and fast.

One that is fair, and takes advantage of neither merchants or couriers. He believed then, and still does, that filling this need will help disrupt our over-reliance on faraway e-commerce giants and help small businesses stay in business.

Trexity is based in Ottawa and offers On-Demand 'last mile shipping' logistics solution, from beginning to end, ship with confidence. Ship to your customers within the same day, all tracked in real-time with Trexity.

Trexity allows users to ship any item within the same day. Trexity is always looking for talented engineers, marketers, and sales ninjas to help us continue to grow. Learn more at trexity.com

The concept for Warrantylife.com has come from **Richard Hui**, an experienced e-commerce entrepreneur who has already established three successful e-commerce sites over the last seven years and served over 100,000 customers. After listening to many customer complaints, Richard identified a chronic problem customers were experiencing which seemed to have no easy fix. From this analysis, the idea of Warranty Life was born.



Warranty Life provides innovative AI/ML technology solutions to unlock a personalized insurance experience, enabling honest pricing for everyone. Warranty Life focuses on Usage-Based Mobile Device Insurance. Insurance has traditionally been a one priced fits all model.

Where both good users and bad users pay the same price. Now, using Artificial Intelligence and Machine Learning we can adjust pricing to make it fair for everyone. Similar to how the usage-based solutions are transforming the auto-industry, where safer driving results in lower premiums. We can build sustainable subscription revenue, drop into existing programs using a variety of methods from no code to white label.

Warranty Life works with insurtech partners, underwriters, Telecoms, TPAs, OEMs, consultants, retailers and affiliates to help add usage-based mobile protection options that are better than what exists in the market today, fast. Warranty Life also seeks complimentary categories that leverage similar data sets to build more powerful offers, add a competitive edge and capture deeper data insight to improve existing AI/ML models. Learn more at warrantylife.com

SimWell Consulting & Technologies Inc., Canadian company based in Laval Québec, was at Manifest to showcase their technology. **Sylvain Gazaille** Director of Business Development presented SimWell's capabilities at **Manifest's Innovation Stage**.

SimWell is a global leader in simulation models, digital twin technology, and optimization. Their mission is to unlock simulation at scale while working toward their vision of being the best in the world dedicated to simulation by bringing the best team and technology together. Learn more at simwell.io



The largest global supply chain & logistics tech event in the world

Manifest Vegas 2024 brought together the most comprehensive ecosystem of those innovating and transforming end-to-end supply chain and logistics.

Manifest represented **50+** countries, including Canada.

To learn more and participate in Manifest 2025 visit: manife.st





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[Heliotech.ca](https://www.heliotech.ca)

Upcoming Featured Events

 BUSINESS TRANSITIONS FORUM | MAY 14, 2024 TORONTO

 BUSINESS TRANSITIONS FORUM | OCT 16, 2024 WINNIPEG

 **NEW!** BUSINESS TRANSITIONS FORUM | SEP 24, 2024 SAN DIEGO

 BUSINESS TRANSITIONS FORUM | NOV 26, 2024 VANCOUVER

SAVE AN ADDITIONAL 25%!
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A CONFERENCE FOR ENTREPRENEURS



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2024 BizCon Tour

BizCon is the community's largest 1-day event committed to business growth and development!

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March 27th

Mississauga
Convention Centre

Toronto

July 18th

Markham
Convention Centre

Oakville

Sept 18th

Oakville
Conference Centre

Hamilton

Nov 28th

Ancaster
Fairgrounds

Learn more at [BizCon.ca](https://bizcon.ca)



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FOR SMALL BUSINESSES

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2024

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A ONE DAY CONFERENCE AND A TRADESHOW
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www.smeexpo.ca
[#SMBshow2024](#)



Featured Opportunities & Programs

Business Villages

Co-Create Opportunities
Expand Locally & Globally

Business Villages bring together businesses, national and multinational corporations, and the support of organizations and government entities to co-create local opportunities across Canada and expand globally.

To join the program for free visit: BusinessVillages.ca

Procurement Assistance Canada

Helping small businesses sell to the Government of Canada

Learn how to find and bid on government opportunities
Get free training and one-on-one assistance



Learn more at Canada.ca/PAC

Ontario Region (Ontario, excluding the National Capital Region)

1-800-668-5378

TPSGC.PASACOntario-APPACOntario.PWGSC@tpsgc-pwgsc.gc.ca



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Soutien en approvisionnement Canada

Nous aidons les petites entreprises à vendre leurs biens et services au gouvernement du Canada

Apprenez à trouver et à soumissionner aux appels d'offres
Obtenez une formation gratuite et une aide individuelle



Pour en savoir plus, consultez Canada.ca/SAC

Région de l'Ontario (Ontario, à l'exception de la région de la capitale nationale)

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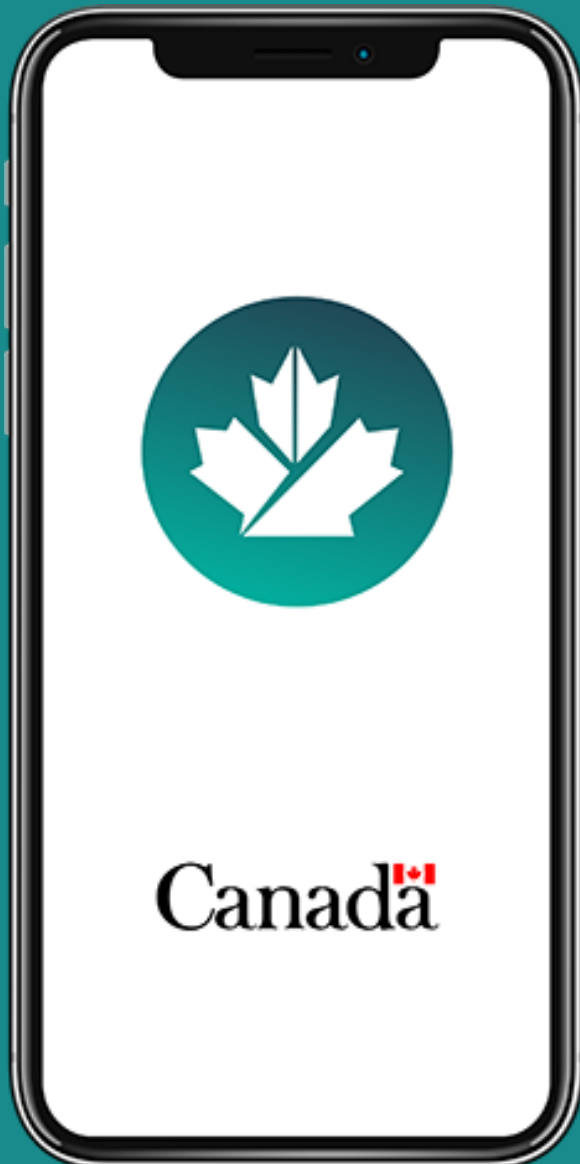
Services publics et
Approvisionnement Canada

Public Services and
Procurement Canada

Canada

Canada Business App

Your mobile business partner



Find government programs and services for your business

- Search for federal, provincial and municipal government programs and services
- Receive notifications sent directly to your phone
- New programs and services added monthly
- Access available 24/7 on your preferred device



<https://www.ised-isde.canada.ca/site/ised/en/canada-business-app>

Value Building

The Resilience of
Canadian Entrepreneurs

Rasheed Walizada

Founder of Canadian Business Owner - Multicultural Entrepreneurs

Coming in 2024

Walizada.com



**CANADIAN
BUSINESS OWNER**

The Business of Real Estate

**CANADIAN
BUSINESS OWNER**

Spring 2024

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RISHARD RAMEEZ
Co-Founder & CEO
Zown

GEORGE CARRAS
Founder & CEO
R-LABS Canada

SABRINA FIORELLINO
CEO
Fero International Inc.

IAN ARTHUR
President & COO
nidus3D

The panel discussion by the above speakers on using technology to solve the housing crisis was one of the engaging sessions at DiscoveryX 2024.

R-LABS Canada is building a partnership of organizations and game-changing entrepreneurs who are breaking down silos in the real estate and housing space.

Fero International Inc. provides sustainable and cost-effective modular solutions to address today's infrastructure challenges. The extraordinary demand for modular construction as a reliable solution to critical building and infrastructure needs—in Canada and worldwide—has inspired Fero to assemble a highly experienced modular building team. Fero recently expanded into a 300,000-square-foot, purpose-built manufacturing facility in Ontario.

nidus3D offers onsite 3D construction printing to build sustainable, resilient homes. Through flexible construction printing technology, nidus3D delivers the capability to print to scope, on site, at significant cost savings, with certainty.

Zown dismantles the barriers to homeownership by eliminating selling agent commissions and revolutionizing the home buying process with up to 80% down payment support for first-time buyers—and it's not a loan.



LABS

The Real Estate Industry Venture Builder

R-LABS is a problem-centric venture builder focused exclusively on the real estate and housing industry. R-LABS partners with game-changing entrepreneurs and corporate innovators through their venture process to identify specific problems in the sector and create industry innovation through technology-enabled business models.

These models develop transformative solutions that can be piloted locally and scaled globally to drive meaningful change in real estate. rlabs.ca

The 2024 Innovation Agenda for Canadian Real Estate

The Canadian real estate sector faces significant challenges. Solving these collective crises has become top-of-mind for nearly all Canadians, and is the real estate sector's moonshot.

Canada will not be able to solve these crises simply by doing more of the same. The status quo is no longer an option – we must find new and better ways of doing things if we are going to improve Canadian housing and real estate and address the massive challenges that lay ahead.

The Industry Innovation and Transformation Council is a partnership of key stakeholders and industry leaders who come together in R-LABS to deliver the Industry Innovation Agenda.

R-LABS, the Real Estate Industry Venture Builder, proudly supports the work of the Council and welcomes innovators to step up and make a pledge to drive innovation. realinnovators.ca

A Canadian first: 3D printed multi-unit homes



A collaboration between CMHC's housing innovation, Habitat for Humanity Windsor-Essex, the University of Windsor, the Town of Leamington and **nidus3D** construction printing has resulted in Canada's first 3D printed multi-unit residential structure.



As Canada's first residentially permitted 3D-printed building, Leamington serves as proof of concept and paves the path for quicker and more cost-effective homes for Canadian families.



Learn more at nidus3d.com



Building 3D Printed Houses



Printerra is changing the face of construction with 3D-printed housing. **3D Construction Printing (3DCP)** is paving the way for innovative, sustainable, and affordable housing in Canada.

3DCP Technology will transform the construction industry, and Printerra is leading the way. Highly automated, utilizes a variety of original and recyclable materials, less waste, more cost savings, highly efficient.

Printerra plans to use the 3D construction printing technology to serve the growing demand for affordable and sustainable housing by partnering with government and municipalities, asset management firms and developers to become the leading 3D construction company in Canada. BOD2 is an upgraded and improved version of the COBOD 3D printer that was used to 3D print the first building in Europe, The BOD. Learn more at printerra.ca



YEMOJA VILLAGE PROJECT

A Beacon of Hope for Marginalized Youth

The Yemoja Village Project, led by BGC East Scarborough, is poised to be a transformative beacon of hope for marginalized youth in Scarborough-Rouge Park. This initiative aims to convert the West Hill United Church property into a vibrant community hub featuring 47 affordable housing units. Its primary goal is to offer marginalized and racialized young adults and families deeply affordable, secure, and permanent housing, along with the necessary support systems to help them flourish. Learn more at esbgc.ca

YEMOJA VILLAGE



Micro Housing Community

MicroHousing.ca



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