

VC Pitch Day FAQ

Want to know more about VC Pitch Day? Find the answers you need below.

Why should I apply to VC Pitch Day?

BDO Canada's VC Pitch Day allows scaling and emerging Canadian tech companies to apply and pitch to venture capitalists in their market. You will have the chance to showcase your tech company to a panel of seasoned VCs, who will provide valuable feedback on your business. It also gives you an excellent opportunity to hone your pitching skills and identify potential gaps and opportunities.

Who should apply?

If you are a tech company looking for investment to facilitate your growth – whether for product development or market expansion – or to simply get feedback from top industry leaders, VC Pitch Day is the place to be. The participating VCs are looking for market validation of your business idea, supported by the number of users or customers.

When submitting your application, it is essential to clearly articulate your value proposition and demonstrate how your product or service is different from those in the marketplace and what problem it solves.

When is VC Pitch Day 2023? What is the application deadline?

All pitches take place in May 2023. The application deadline for Toronto and Vancouver is Mar. 29, 2023, by 11:59 p.m. EST. Applications for Montreal will be accepted until Apr. 13, 2023, at 11:59 p.m. EST.

This is our 8th annual VC Pitch Day, and we're excited to be back hosting events in person! Please specify the city nearest to you in your application and you will be placed in that applicant pool. BDO may re-assign your application to the applicant pool closest to you. If selected to present, you must be prepared to travel to the specified location.

Which cities are participating?

Vancouver, Toronto, and Montreal

When will you let me know if I've been selected to attend?

If you have been selected to attend the pitch event, a BDO representative will reach out to you in mid-April to schedule a time slot to present. As part of our due diligence process, top applicants may be required to participate in a short pre-screening call before being invited to pitch. Companies that have not been selected will be contacted in mid to late April.

How will you select the finalists?

There are several criteria for judging all applicants. Finalists will be selected based on the overall investability of the business, the market opportunity for the product/service, and a clearly defined go-to marketing strategy. Other factors include what each VC is looking to invest in—for example, market industries, and early stage investments only.

How many finalists will be selected?

The total number of finalists depends on the market but ranges between 6 - 12 companies.

How will my application information be used?

Your application will be shared with BDO staff for evaluation purposes. This information may also be shared with participating venture capitalists.

The session may be recorded for future promotional purposes, but no confidential information will be used or shared. Participants' consent will be taken in writing before any distribution. This will not impact your opportunity to pitch.

What should I expect on a pitch day?

Each pitch time slot is 25 minutes and includes two parts:

- Your presentation (10 minutes)
- Questions from the VCs (15 minutes)

The pitch is a closed-door event and will include a panel of VCs and a few team members from BDO. Other finalists will not attend your pitch presentation.

You will have your presentation ready on your desktop and screen share when you are prepared to present. You must practice your pitches to stay within your allotted time, as there will be a hard stop when your time is up.

We know this is an exciting day for you – make sure to take a deep breath, prepare and have fun.

How many VC Pitch Day finalists receive funding from the VCs?

No ceiling or floor exists on the number of applicants receiving funding from the VCs. Applicant success depends on the quality of your pitch and the assessment of each VC.

What happens after VC Pitch Day?

BDO's VC Pitch Day is no mere pitch competition. Our VCs have no cap on the number of groups to invest in. They have one item on their agenda: the best new Canadian ideas.

The VCs will have your contact details on hand and, if interested, will reach out to you directly to continue the conversation.

We also recommend you connect with the VCs that interest you and follow up with them directly.