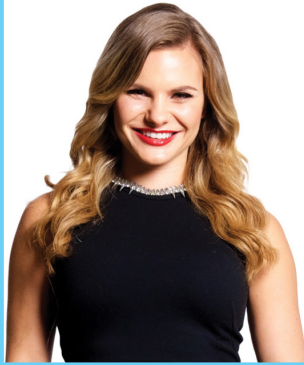




## Ted Livingston

Kik Interactive

Seven years ago, Ted Livingston, a University of Waterloo engineering student, met with the Research in Motion brass and suggested they take their BlackBerry Messenger cross-platform. They shot him down—so he built the technology himself. Now his company, Kik, has 150 employees and 300 million registered users. It's a secret sensation, used by approximately 40 per cent of all American teens, who love it because it's anonymous, doesn't require a phone number and works on virtually any Wi-Fi enabled device. Last year, Tencent, the Chinese tech giant behind the mammoth app WeChat, poured \$50 million into Kik, endowing it with a valuation of \$1 billion and the power to become the WeChat of the West. Fred Wilson—whose firm, Union Square Ventures, has invested in Twitter, Tumblr and Etsy—jumped on board, too. Kik's success has shot Livingston to the top of the Canadian tech world and lured investors to Silicon Valley North. Up next: transforming his captive audience into cash by connecting Kik users with brands like Sephora and CNN.



## Michele Romanow

Clearbanc

Romanow has already created five blockbuster businesses, including the daily deals site Buytopia, which has ballooned to 2.5 million users; the coupon app SnapSaves, which was acquired by Groupon; a caviar company; and a sustainable café. Her latest effort is Clearbanc, a financial firm that offers instant-pay options, cash advances and automatic tax-sorting services to the exploding on-demand worker population. Uber became a partner in April, and the company has already attracted some of the same investors as Facebook, PayPal and Airbnb. When she's not building the business, she's taking pitches from other entrepreneurs on Dragons' Den.



## Kunal Gupta

Polar

If there's a "sponsored by" badge at the top of the article you're reading, chances are Kunal Gupta put it there. His company, Polar, is a top dog in the online custom content scene: when advertisers want to place one-of-a-kind, organic-looking ads with Rolling Stone, Huffington Post or virtually any Toronto newspaper, they go through one of his 50 employees in Toronto, New York, London or Sydney. So far, the company has raised \$14 million in capital and works with 2,000 publishing sites across the world.



## James Sun

Revlo

Move over, Bautista. The city's fastest growing "sport" is competitive video gaming—Deloitte predicts e-sports will bring in a half-billion dollars worldwide this year, up 25 per cent from 2015. Revlo co-founder James Sun wants in: his platform is an add-on to Twitch, the reigning ruler of video game streaming, that lets gamers measure and reward their fans. The product itself is all fun and games, but its potential is serious business: Extreme Venture Partners and Y Combinator are just a couple of Revlo's investors, and more than 15,000 broadcasters use the service each month.

## Did you know...



**Toronto's 20 most brilliant tech innovators**



## Joshua Liu

SeamlessMD

When people get sick in 2016, they google their symptoms. Rather than fighting that impulse, family physician Joshua Liu embraced it. His app, SeamlessMD, streamlines the surgical process. Patients can record their symptoms before and after an operation, and access doctor instructions and exercise videos. The app sends their reports to their doctors, reducing the number of ER visits and giving patients a support system between appointments. Wind Mobile kingpin Anthony Lacavera is an investor, and Sunnybrook Hospital is already using the platform.

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