

Martin Duchaine, eng MBA
CEO, Amiral partenaires inc.



Martin Duchaine is an experienced manager in financing and developing innovative companies. He is a recognized expert in knowledge and intangible assets based companies in the IT, materials, energy and environment sectors.

M. Duchaine has realized investments of a value of more than \$50M in 20 companies through venture capital or business angels transactions, operational financing and governmental programs. As Investment Advisor with Innovatech of Great Montréal, M. Duchaine has financed companies such as Semantix (sold to Convera), Documens (sold to IsacSoft) and IXIA Soft (spin-off of CEDROM-SNI). He has co-invested with Desjardins Venture Partners, Fonds de solidarité, Caisse de dépôt, Fondation, T2C2, Shaw Venture, Schneider Electric, Groupe Transcontinental, BDC, GTI Capital, Knorr Capital and numerous private investors. He has also raised investments with NRC, DEC, Investment Québec, Téléfilm Canada and the Bell fund.

In Amiral partenaires, M. Duchaine advised the most important Québec venture capital funds, such as Société générale de financement, la Caisse de dépôt, le Fonds de solidarité FTQ, Capitech as well as Innovatech. M. Duchaine has been also an advisor on technologies and markets for the Multimedia Experimentation Fund of DEC since 2001 and he is the leader of the financing interest group of InterLogiQ Network.

As financing director during 3 years for CIDEM Techno, M. Duchaine played a key role as mentor and financing advisor for early stage innovative companies in Québec, such as TowerTEX (XL Capital), SOE Technologies (ID Capital), Metafoam (BDC), Aurora (international private investors) and ESTA (financing on-going).

M. Duchaine's mandates included two sector studies for SGF and two reports financed by Industry Canada, especially one dedicated on the financing of the knowledge based companies.

M. Duchaine is also a speaker and teacher on innovation financing and entrepreneurship.