

January 23, 2023

Toronto Venture Capital

A Four-Part Interview Series with Matthew Golden and Matthew Leibowitz

Partner [Sarah Elharrar](#) and Associate [Stephen Dalby](#) interviewed two leaders in Toronto's Venture Capital space, Matthew Golden and Matthew Leibowitz, on the future of Venture Capital (VC) investing in Canada.

Golden is the founder and managing partner at [Golden Ventures](#), a leading seed-stage venture capital fund. Leibowitz is the co-founder and general managing partner at [Plaza Ventures](#), a growth-stage venture capital fund.

The conversation explores several themes and provides practical tips for start-ups to attract investment and preserve capital in today's challenging economy. Click the videos below to hear what they had to say.

How can Toronto's VC ecosystem reach its full potential?

In this clip, Matthew Leibowitz highlights the need for Toronto's VC space to shift its focus toward attracting wealthy corporations to become more involved in the tech space. Matthew Golden also discusses the importance of attracting and developing top talent who possess the skill to scale and sell companies.



How has Toronto's VC space changed in the last decade?

Matthew Golden describes the important legislative changes that occurred in the late 2000s, which were largely

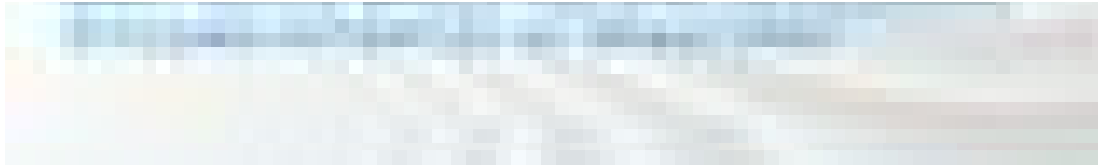
responsible for increasing the flow of capital between Canada and the United States and enticed founders to remain in Toronto. The influx of immigration to the GTA is highlighted by Matthew Leibowitz as a key factor in establishing a culture of determination and risk taking in many of today's founders, who are largely first or second generation immigrants themselves.



What advice would you give to founders pitching potential VC investors?

This episode includes insightful perspectives on how founders can be more effective in their pitches. Top tips include researching potential investors, creating a compelling narrative and backing your stories with verified numbers that show current and predict future success.





How can start-ups weather the storm and raise capital in today's economy?

In the final clip of the series, Matthew Golden details what seed and later stage companies can do to continue to raise capital and remain afloat in today's economy. Matthew Leibowitz explains how economic corrections can be healthy for a VC ecosystem.



Download the [transcription of the full interview in PDF format](#).