VC & PE QUÉBEC MARKET OVERVIEW // 2019







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PARTICIPATING DATA CONTRIBUTORS

CVCA thanks the following firms who participated in its 2019 survey.

VENTURE CAPITAL FIRMS

7 Gate Ventures	Good News Ventures	Real Ventures
Accelerate Fund	GreenSoil Investments	Relay Ventures
AmorChem Fund	iGan Partners	Rhino Ventures
Anges Quebec	Information Venture Partners	Ripple Ventures
Anges Quebec Capital	Innovacorp	Roadmap Capital
AVAC Ltd.	inovia Capital	Round 13 Capital
BCF Ventures	Ironbridge Equity Partners	Ryerson Futures
Brightspark Ventures	Island Capital Partners	Sectoral Asset
Build Ventures	Luge Capital	Management Inc.
CIBC Innovation Banking	Lumira Ventures	StandUp Ventures
CIC Capital Ventures	MaRS Catalyst Fund	Tandem Expansion
Conexus Venture Capital	MaRS IAF	TandemLaunch
CTI Life Sciences		TELUS Ventures
	McRock Capital	Top Renergy
Cycle Capital Management/EcoFuel	New Brunswick Innovation Foundation	V3-Ventures
Dash40 Ventures	OMERS Ventures	Vanedge Capital
Espresso Capital Ltd.	Ontario Capital	Partners
Evok Innovations	Growth Corporation	Venbridge Ltd.
Fight Against Cancer	Panache Ventures	VentureLink Funds
Innovation Trust	Pangaea Ventures	Versant Ventures
First Ascent Ventures	Portag3 Ventures	White Star Capital
Fonds Innovexport	Quantius	Yaletown Partners
Framework Ventures	Quark Venture	

Radical Ventures

PRIVATE EQUITY & LSVCC FIRMS

32 Degrees Capital	Mink Capital
AIP Private Capital	Mosaic Capital Corporation
ARC Financial	Novacap Management Inc.
Ardenton Capital Corporation	OMERS Private Equity Inc.
BDC Growth Equity	PenderFund Capital
BMO Capital Partners	Management
Canadian Business	Persistence Capital Partners
Growth Fund	PFM Capital Inc
Capital Financière Agricole	PRIVEQ Capital Funds
Clairvest Group Inc.	Seafort Capital
Clearspring Capital Partners	TorQuest Partners
First West Capital	TriWest Capital Partners
InstarAGF Asset	Vistara Capital Partners
Management	Westcap Mgt. Ltd
Kayne Capital	Western Investment
Killick Capital Inc.	Company of Canada Limited

future reports, please contact dkornacki@cvca.ca

LIMITED PARTNERS

Alberta Enterprise Corporation

Alberta Teachers' Retirement Fund (ATRF)

BDC Capital

Bluesky Equities

Caisse de depot et placement du Quebec

Dancap Private Equity Inc

Desjardins Capital

Fondaction

Fonds de solidarite FTQ

Fonds de solidarité FTQ (Regional)

Kensington Capital Partners Ltd.

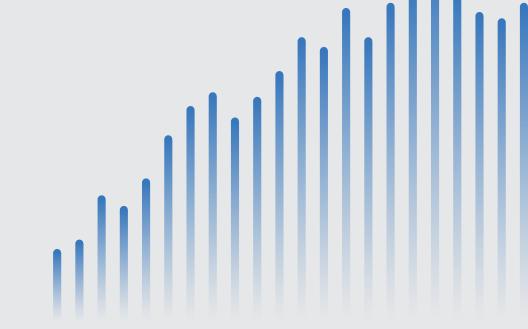
Investissement Quebec

Northleaf Capital Partners

Ontario Teachers' Pension Plan (OTPP)

Teralys Capital

If you would like to have your firm included in





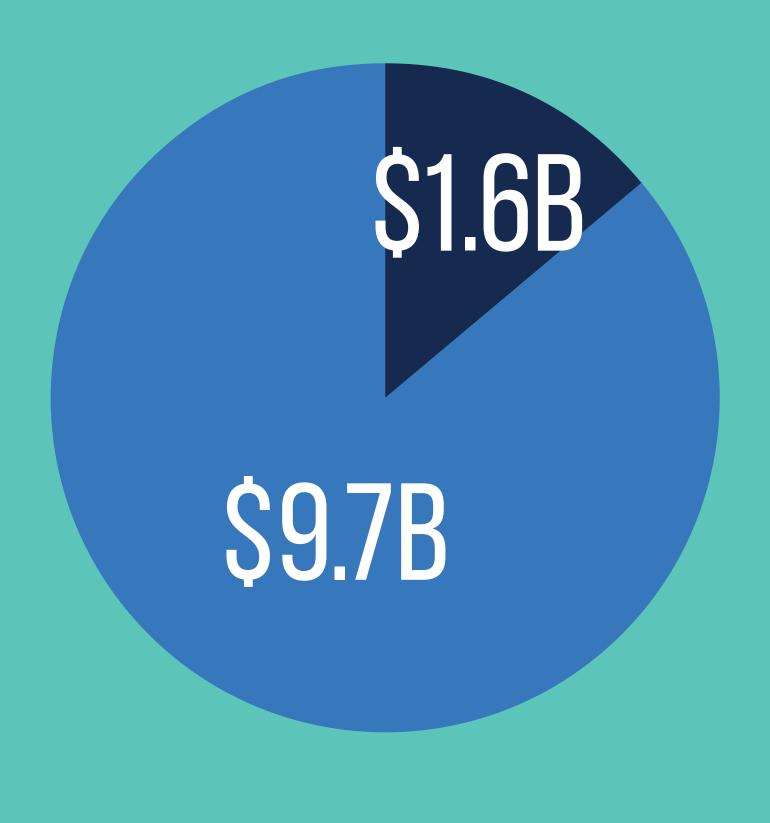


Freycinet Ventures



VC & PE ACTIVITY // 2019



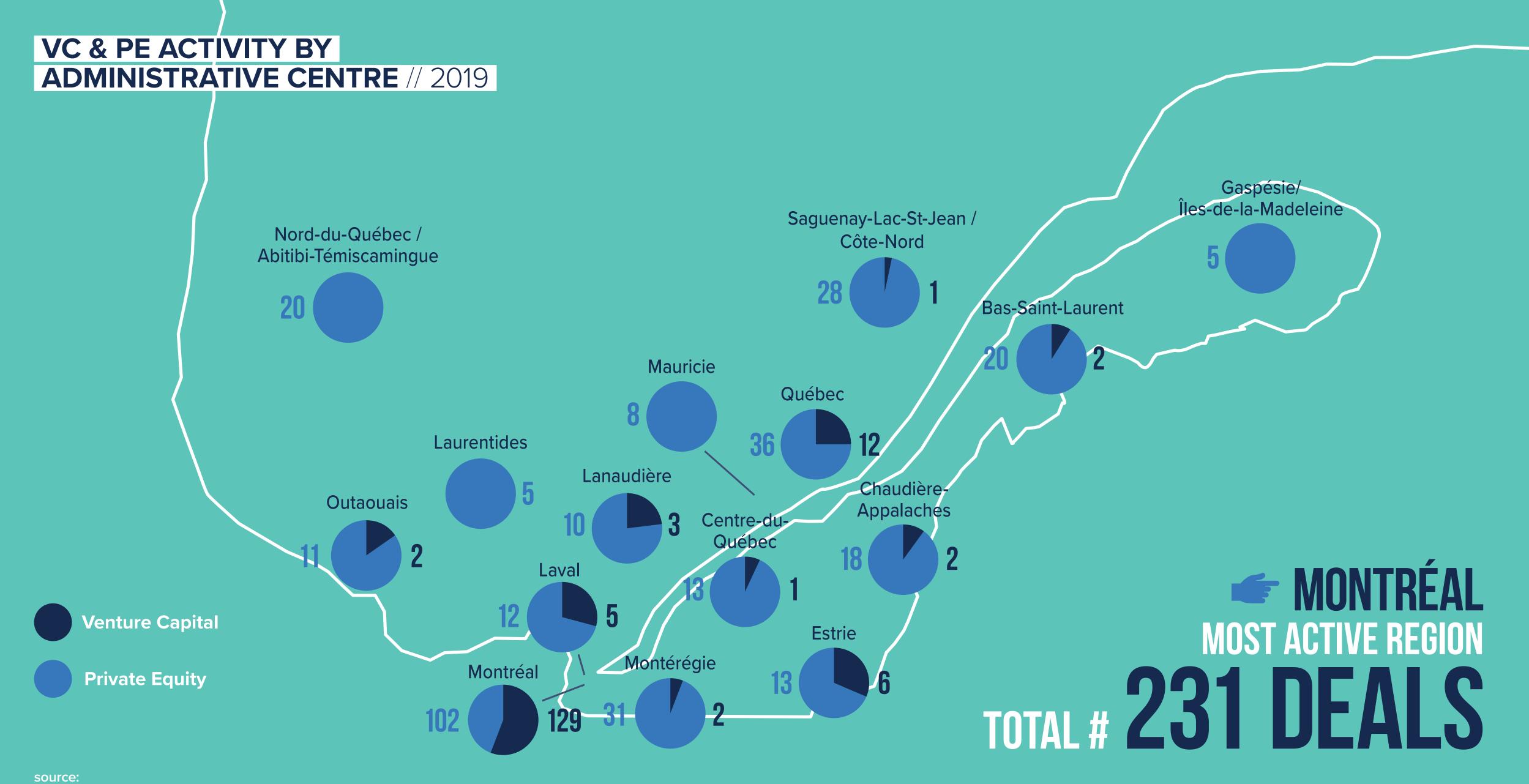


Private Equity

total Sinvested Siles















QUEBEC SEES 37% INCREASE IN INVESTED VC DOLLARS IN 2019

\$500M venture capital (VC) dollars was invested in Q4 2019 brining the year-end total to CAD \$1.6B over 165 deals; a 37% increase from the CAD \$1.1B (142 deals) in 2018.

There were 8 \$50M+ VC mega-deals in 2019 in Quebec which included:

- CAD \$227M growth financing of Québecbased Coveo Solutions Inc. by a syndicate that included Fonds de solidarité FTQ, Investissement Québec and OMERS Private Equity Inc.
- Montreal-based Element Al Inc.'s CAD \$200M series B round by an investor syndicate that included Caisse de dépôt et placement du Québec (CDPQ), BDC Capital Co-Investments, Investissement Québec and Real Ventures
- Montreal-based Repare Therapeutics Inc.'s CAD \$109M financing from investors that included BDC Healthcare Venture Fund, Fonds de solidarité FTQ and Versant Venture Management, LLC

There were 17 exits involving VC-backed companies in 2019. Of these there were 2 IPOs involving Montreal-based companies:

- Lightspeed POS Inc. listed on TMX with a market cap of CAD \$1.1B investors included Caisse de dépôt et placement du Québec (CDPQ), inovia Capital, Investissement Québec and Teralys Capital
- Milestone Pharmaceuticals Inc. closed its
 IPO on Nasdaq with a market cap of CAD \$468M
 investors included BDC Healthcare Fund,
 Fonds de solidarité FTQ and inovia Capital.

"THE VENTURE CAPITAL INDUSTRY
IN QUEBEC PICKED UP THE
PACE IN THE FOURTH QUARTER
AND HAD AN EXCELLENT
YEAR. INNOVATION IN QUEBEC
IS FLOURISHING. THE LONGTERM GROWTH PROSPECTS
ARE GREAT, AND INVESTORS
CLEARLY UNDERSTAND THIS BY
WORKING WITH MORE AND MORE
SUCCESSFUL COMPANIES"

— DANIEL CHARRON, CEO OF RÉSEAU CAPITAL





QUÉBEC VENTURE CAPITAL HIGHLIGHTS // 2019

Key Findings

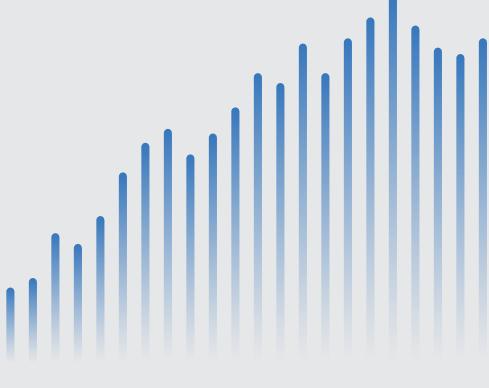
Q4 2019 Highlights

- The average VC deal size (\$10.2M) increased 27% compared to last year (\$8.1M) and was 1.6 times greater than the average for the 5-year period 2014-2018 (\$6.5M)
- There were 2 \$50M+ mega-deals that closed in the fourth quarter

2019 VC Highlights

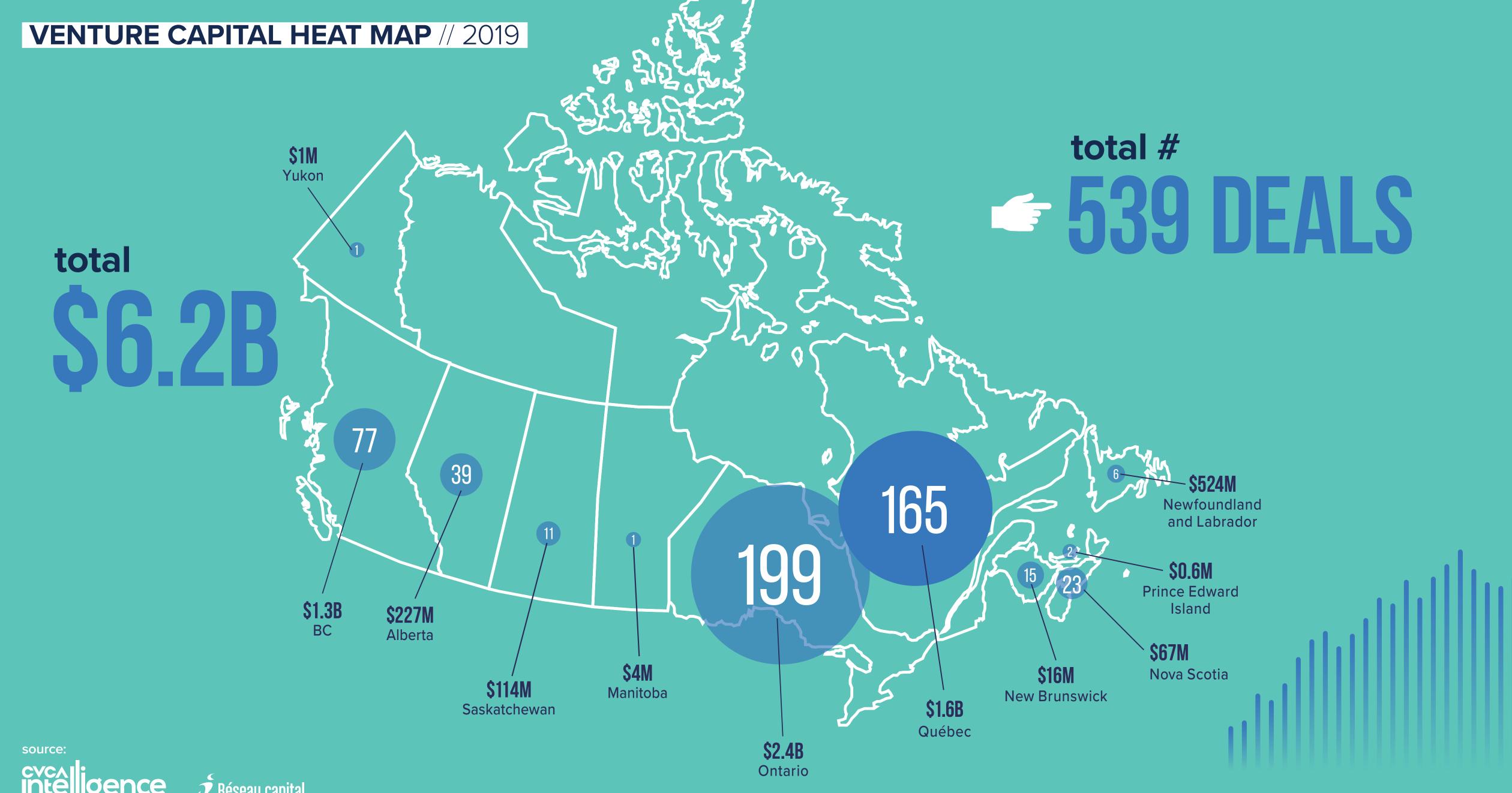
- The average VC deal size in 2019 was \$9.5M, up 18% from last year (\$8.1M) and 47% higher than the average for the 5-year period 2014-2018 (\$6.5M)
- Quebec captured almost a third of the number of VC deals (165 out of 539) and a quarter of all dollars invested (\$1.6B out of \$6.2B)
- A third (53 out of 165) of deals were between \$1M-\$5M, followed by deals between \$5M-\$20M capturing a 17% share (28 out of 165 deals)
- Quebec-based ICT companies received the largest share (56% of \$1.6B) of total investment; the life sciences sector was second, garnering \$405M, a 26% share

- Montréal-based companies received \$1.1B over 128 deals second only to Toronto-based companies that received \$1.9B over 157 deals
- Within the province, Montréal-based companies received 78% (129 out of 165 deals) of VC deal flow followed by Québec City with a 7% share (12 out of 165 deals)
- ▶ 81 early stage deals captured 44% (\$692M) of total dollars and 27 later stage deals 29% (\$462M); there were 45 seed stage deals that totaled \$55M
- Quebec captured the largest share (39%) of Canadian
 VC Debt deals (\$54M over 43 deals)









QUARTER-OVER-QUARTER VC INVESTMENT IN QUÉBEC



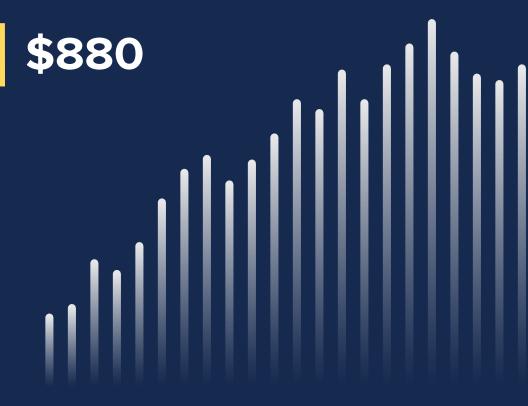




VC ACTIVITY BY DEAL SIZE // 2019



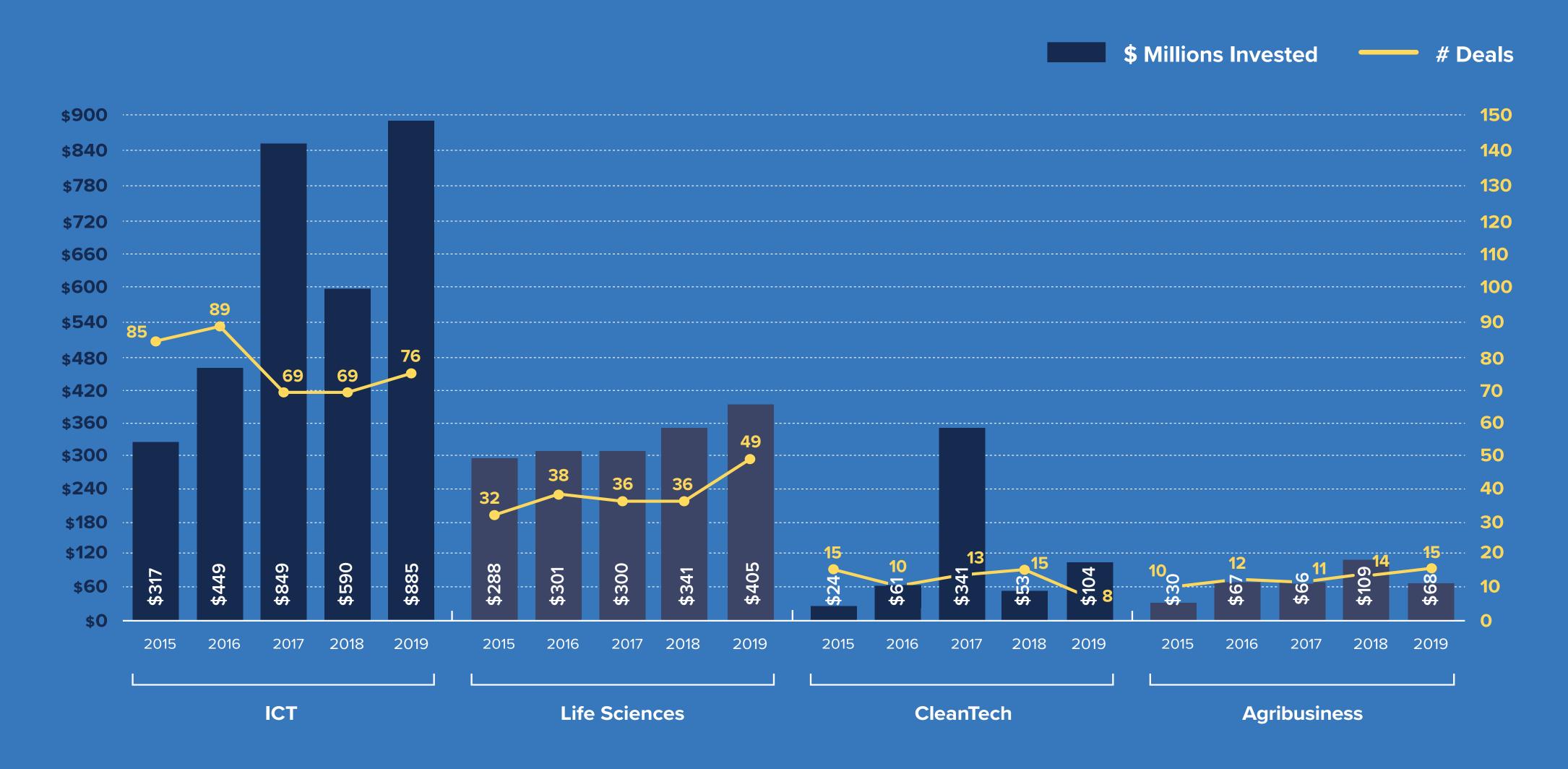
ALMOST ONE THIRD OF ALL DEALS WERE BETWEEN \$1M-\$5M







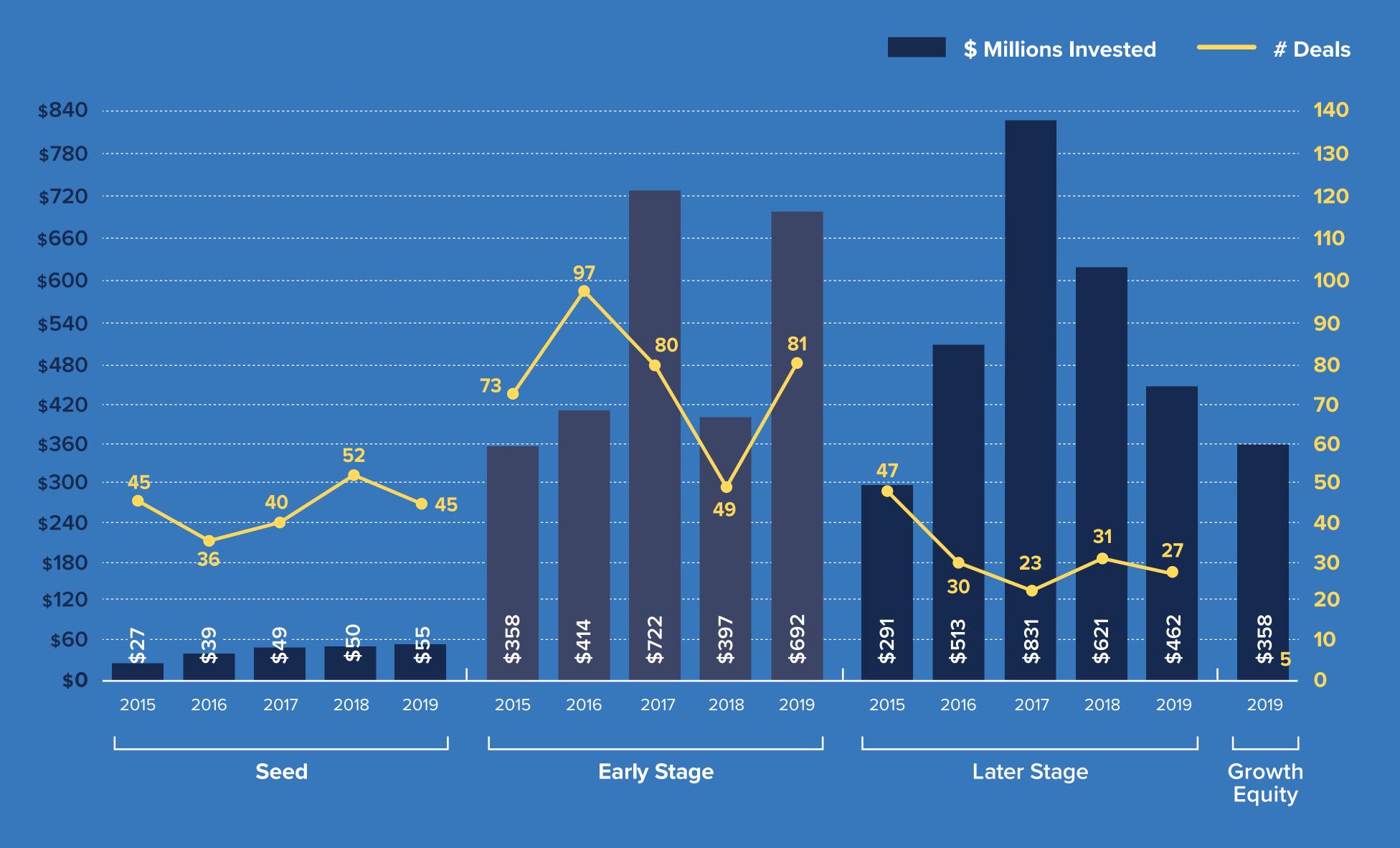
VC SECTOR BREAKDOWN // 2015-2019





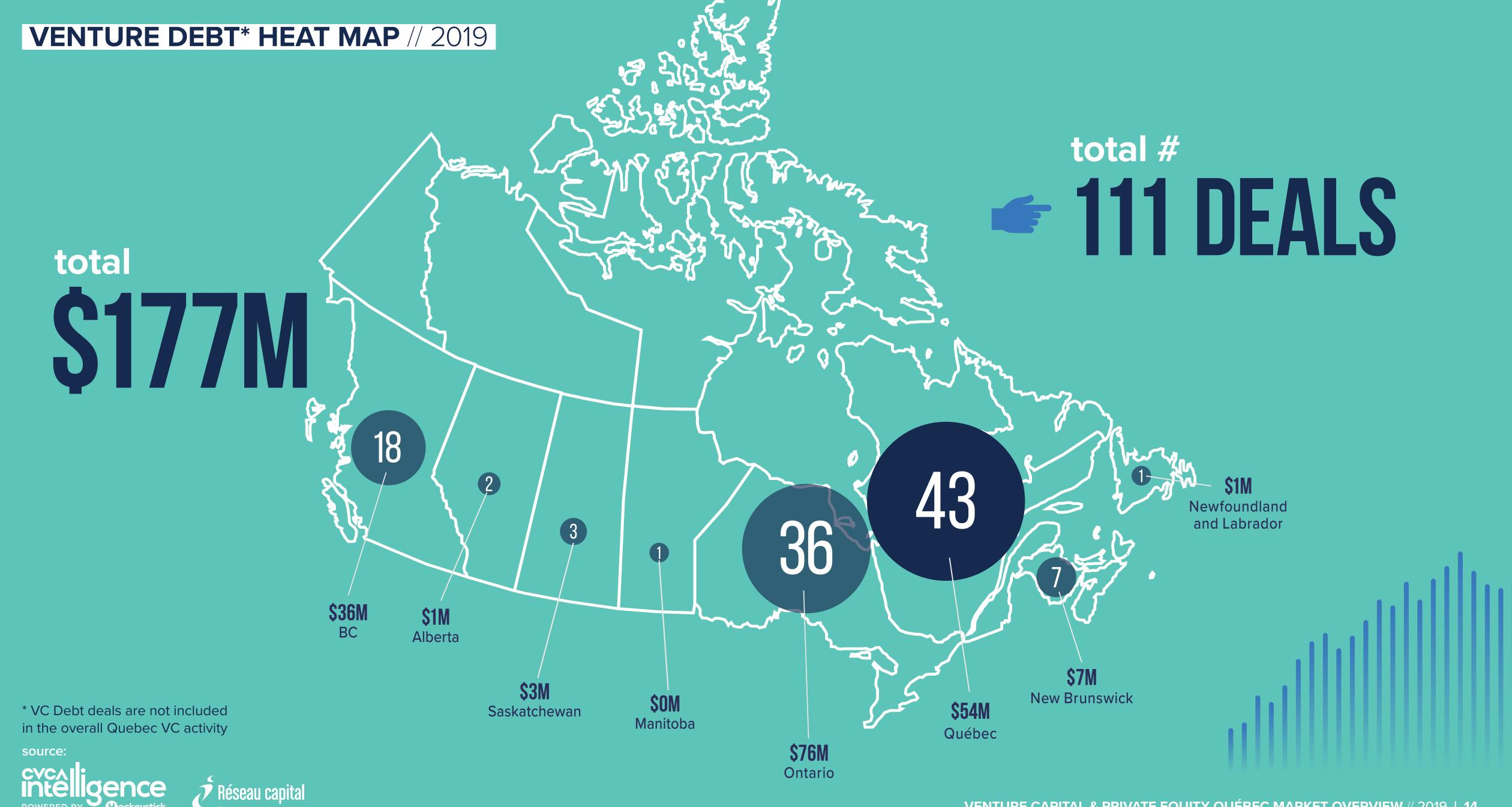


VC STAGE BREAKDOWN // 2015-2019









TOP 10 DISCLOSED QUÉBEC VC DEALS // 2019

COMPANY NAME	ADMINISTRATIVE CENTRE	DISCLOSED INVESTORS	SECTOR	\$MIL
COVEO SOLUTIONS INC.	QUÉBEC	EVERGREEN COAST CAPITAL CORP., FONDS DE SOLIDARITÉ FTQ, INVESTISSEMENT QUÉBEC, OMERS PRIVATE EQUITY INC.	ICT	\$227
ELEMENT AI INC.	MONTRÉAL	BDC CAPITAL CO-INVESTMENTS, CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ), DATA COLLECTIVE, HANWHA INVESTMENT CORP, INVESTISSEMENT QUÉBEC, MCKINSEY & COMPANY, REAL VENTURES	ICT	\$200
REPARE THERAPEUTICS INC.	MONTRÉAL	BDC HEALTHCARE VENTURE FUND, BVF PARTNERS L.P., COWEN HEALTHCARE INVESTMENTS, FONDS DE SOLIDARITÉ FTQ, LOGOS GLOBAL MANAGEMENT LLC, ORBIMED ADVISORS, LLC, REDMILE GROUP, VERSANT VENTURE MANAGEMENT, LLC	LIFE SCIENCES	\$109
ENERKEM INC.	MONTRÉAL	BRAEMAR ENERGY VENTURES, CYCLE CAPITAL MANAGEMENT/ECOFUEL, FONDACTION CSN, FONDS DE SOLIDARITÉ FTQ, INVESTISSEMENT QUÉBEC, NATIONAL BANK OF CANADA, RHO CANADA VENTURES	CLEANTECH	\$76
STRADIGI AI INC.	MONTRÉAL	FONDS DE SOLIDARITÉ FTQ, HOLDUN FAMILY OFFICE, INVESTISSEMENT QUÉBEC, SEGOVIA CAPITAL LTD., CDN PRIVATE INVESTORS	ICT	\$53
NEUVOO INCORPORATED	MONTRÉAL	CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ)	ICT	\$53
DIALOGUE TECHNOLOGIES INC.	MONTRÉAL	CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ), FIRST ASCENT VENTURES, HV HOLTZBRINCK VENTURES, NATIONAL BANK OF CANADA, PORTAG3 VENTURES, WALTER CAPITAL PARTNERS INC., WHITE STAR CAPITAL INC.	LIFE SCIENCES	\$40
ALAYACARE INC.	MONTRÉAL	INOVIA CAPITAL INC., INVESTISSEMENT QUÉBEC, CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ), DESJARDINS CAPITAL	LIFE SCIENCES	\$33
LANDR AUDIO INC.	MONTRÉAL	FONDS DE SOLIDARITÉ FTQ, INVESTISSEMENT QUÉBEC, YUL VENTURES MANAGEMENT INC.	ICT	\$26
RENORUN INC.	MONTRÉAL	INOVIA CAPITAL INC., MAPLE VC, OBVIOUS VENTURES MANAGEMENT, L.L.C., REAL VENTURES, SCALEUP VENTURES, SILICON VALLEY BANK	OTHER	\$23

There were 6 undisclosed deals totaling \$294M that were not included in this table

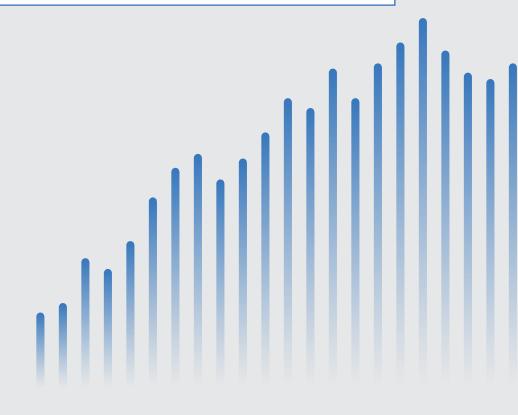




TOP DISCLOSED VC EXITS // 2019

VC INVESTORS	COMPANY	SECTOR	EXIT TRANSACTION	ACQUIRED BY	CLOSE DATE	\$ MIL.
CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ), INOVIA CAPITAL INC., TERALYS CAPITAL, INVESTISSEMENT QUÉBEC, ACCEL	LIGHTSPEED POS INC.	ICT	IPO	IPO ON TMX	2019-03-08	\$1,083
BDC HEALTHCARE FUND, FONDS DE SOLIDARITÉ FTQ, DOMAIN ASSOCIATES LLC, INOVIA CAPITAL, VENROCK ASSOCIATES, NOVO NORDISK A/S, FORBION CAPITAL, GO CAPITAL LLC, PAPPAS CAPITAL	MILESTONE PHARMACEUTICALS INC.	LIFE SCIENCES	IPO	IPO ON NASDAQ	2019-05-08	\$468
FONDS DE SOLIDARITÉ FTQ, INVESTISSEMENT QUÉBEC, MCROCK CAPITAL CORPORATION, MUNICH RE / HSB VENTURES, WHITE STAR CAPITAL INC.	MNUBO INC.	ICT	M&A	ASPEN TECHNOLOGY	2019-07-12	\$115
INVESTISSEMENT QUÉBEC, TELESYSTEM LTD., GRUPO CORPORATIVO FUERTES, DESJARDINS CAPITAL, INNOVATECH QUÉBEC ET CHAUDIÈRE-APPALACHES, ECHO CAPITAL FIER OUTAOUAIS, ACCÈS CAPITAL QUÉBEC, INFU CAPITAL	PREVTEC MICROBIA INC.	LIFE SCIENCES	M&A	ELANCO	2019-08-01	\$79

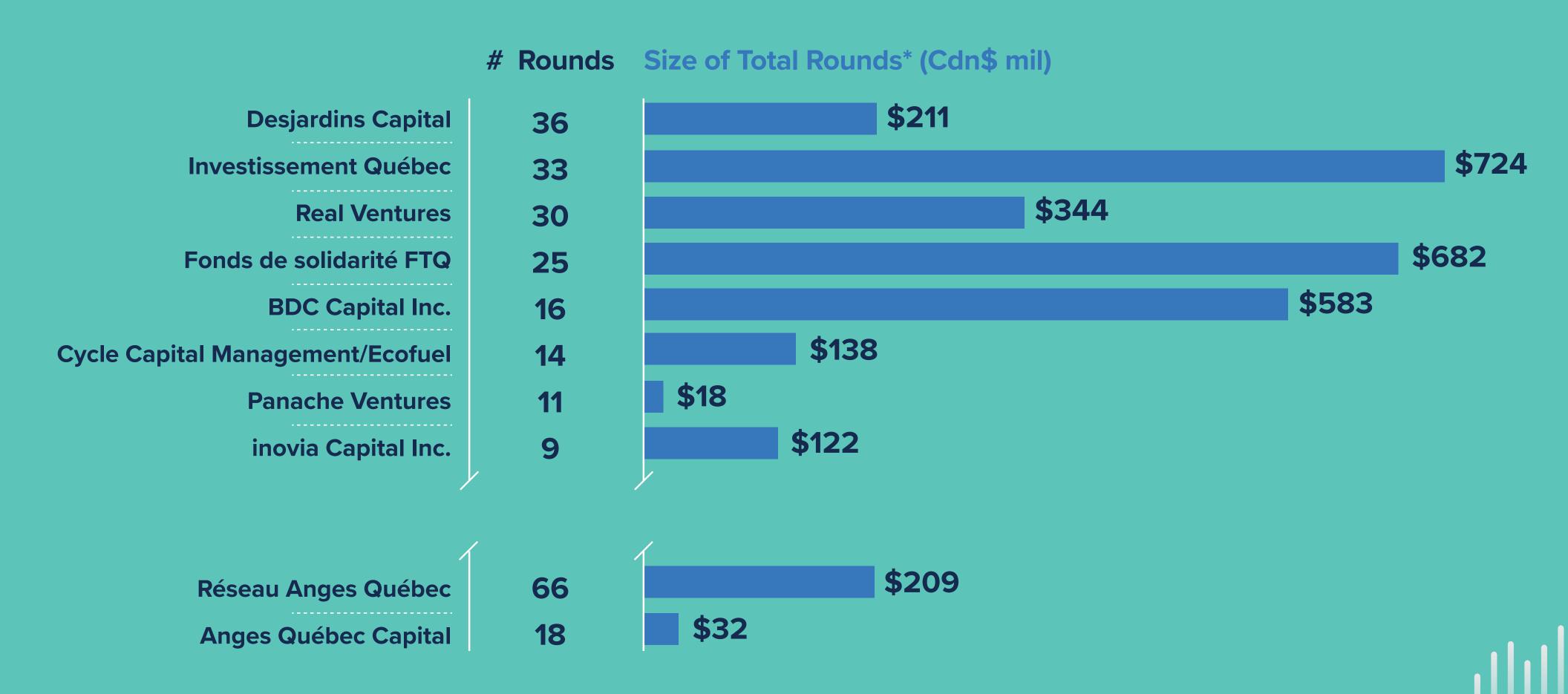
There were 13 additional M&A exits totalling \$157M







MOST ACTIVE VC INVESTORS IN QUÉBEC // 2019



^{*} Total Deal Values - includes all participating investors







60% OF ALL CANADIAN PE DEALS WENT TO QUEBEC-BASED COMPANIES (41% MORE INVESTMENT THAN IN 2018)

In private equity, \$6.5B was invested in the last quarter of 2019, close to 2.5 times the amount invested in Q4 2018 bringing the total PE investment to \$9.7B over 332 deals; 41% higher than CAD \$6.9B in 2018.

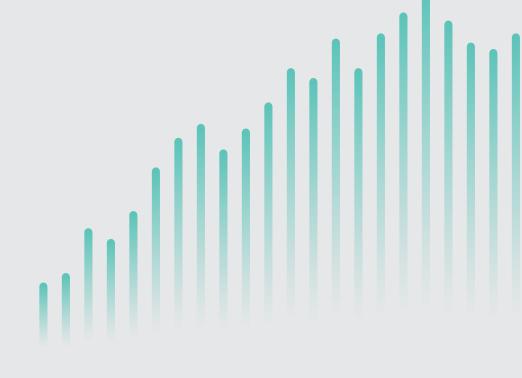
Among the largest disclosed PE deals in 2019:

- \$5.2B recap of Montreal-based Garda World Security Corp. by a European investor
- \$653M financing of Montérégie-based McInnis Cement Inc. from Caisse de dépôt et placement du Québec (CDPQ)
- CAD \$385M PE recapitalization by Caisse de dépôt et placement du Québec (CDPQ) of Montreal-based Quebec Iron Ore, a subsidiary of TSX-listed Champion Iron Limited, with operations in northern Quebec
- CAD \$300M follow on financing of La Coop fédérée by a syndicate which included Caisse de dépôt et placement du Québec (CDPQ), Desjardins Capital, Fondaction CSN and Fonds de solidarité FTQ

The private equity exit environment in 2019 saw 20 exits totalling \$117M from Quebec-based companies.

"QUEBEC CAN RELY ON A STRONG AND SOPHISTICATED VENTURE CAPITAL AND PRIVATE EQUITY INDUSTRY, AND PRIVATE INVESTORS ARE PRESENT TO SUPPORT COMPANIES IN THEIR INNOVATION AND GROWTH PROJECT"

— DANIEL CHARRON, CEO OF RÉSEAU CAPITAL







QUÉBEC PRIVATE EQUITY HIGHLIGHTS // 2019

Key Findings

Q4 2019 PE Highlights

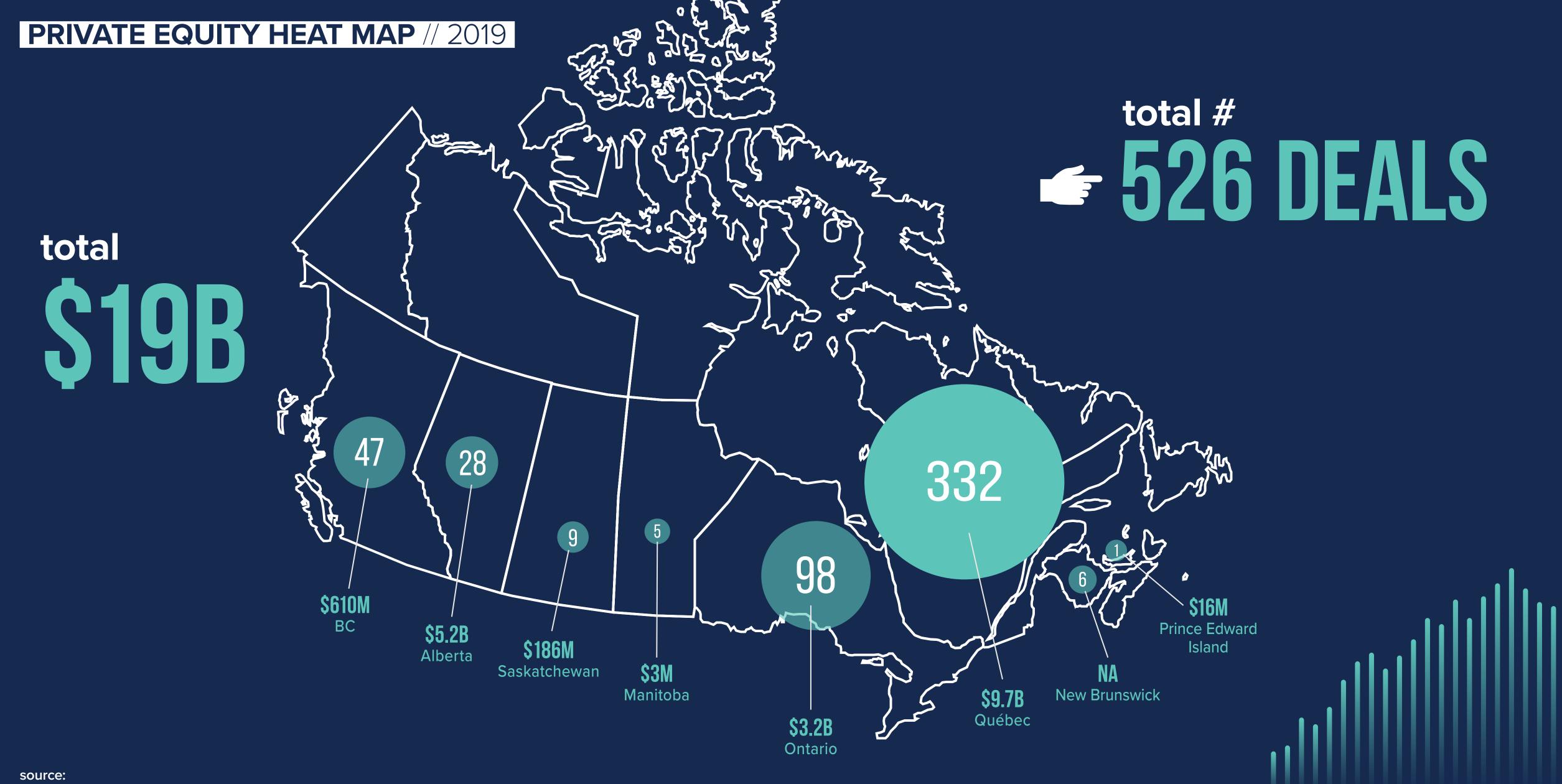
- ► The average deal size almost doubled compared to Q4 2018 from \$32.6M to \$96.1M
- The largest deal that closed in Q4 was the \$5.2B recap of Montreal-based Garda World Security Corp. by a European investor

2019 PE Highlights

- ▶ The average deal size this year increased 49% from \$19.6M in 2018 to \$29.3M
- Québec captured 6 out of 10 of all Canadian PE deals (332 out of 526)
- 4 out of every 10 deals were between \$1M-\$5M, with deals between \$5M-\$25M capturing a 22% share of the province's deal flow
- ➤ 30% of deals (98 out of 332) went to companies in the Industrial and Manufacturing sector, with a 14% share (45 deals) going to Agri-forestry companies and 13% share to the ICT sector (44 deals)



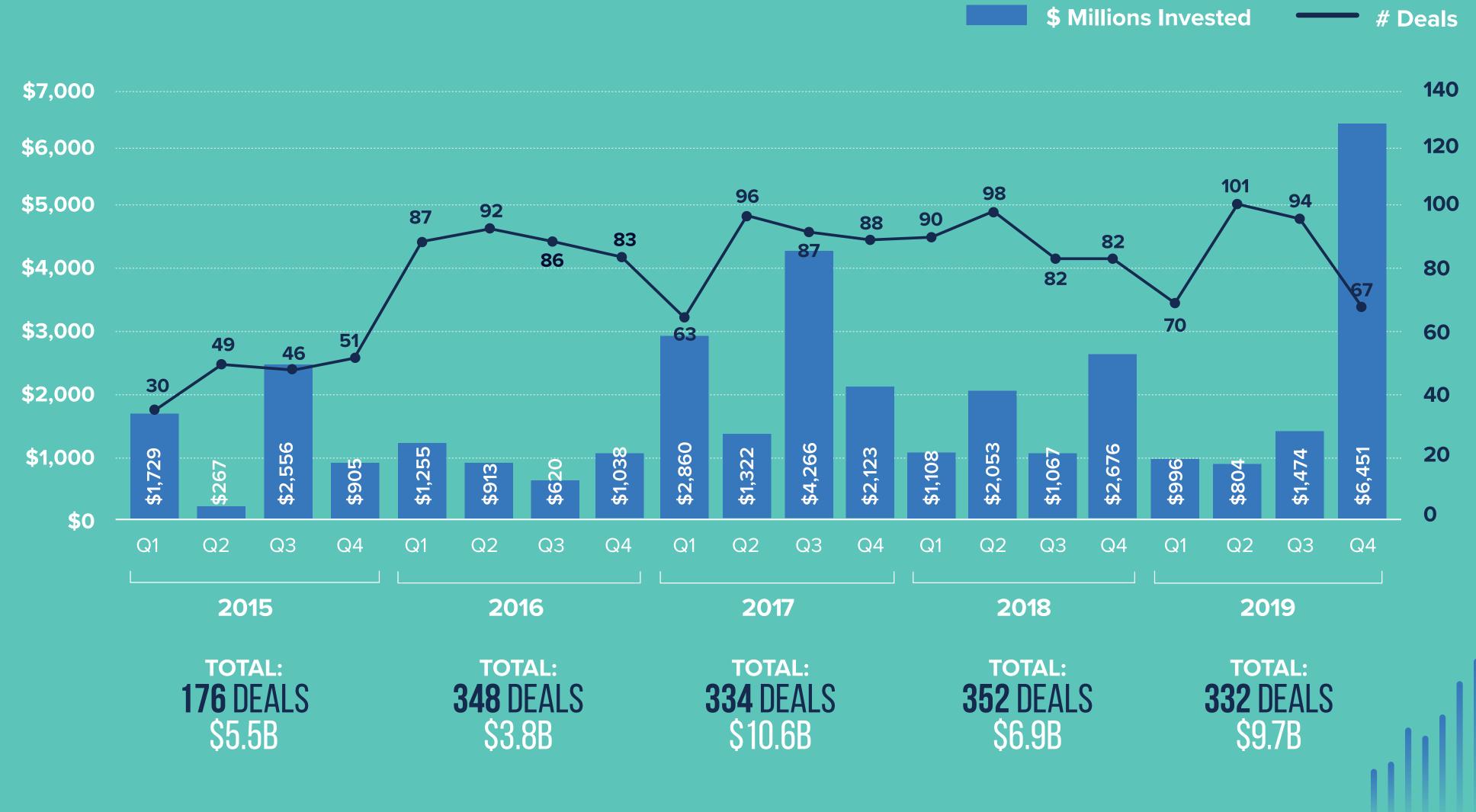








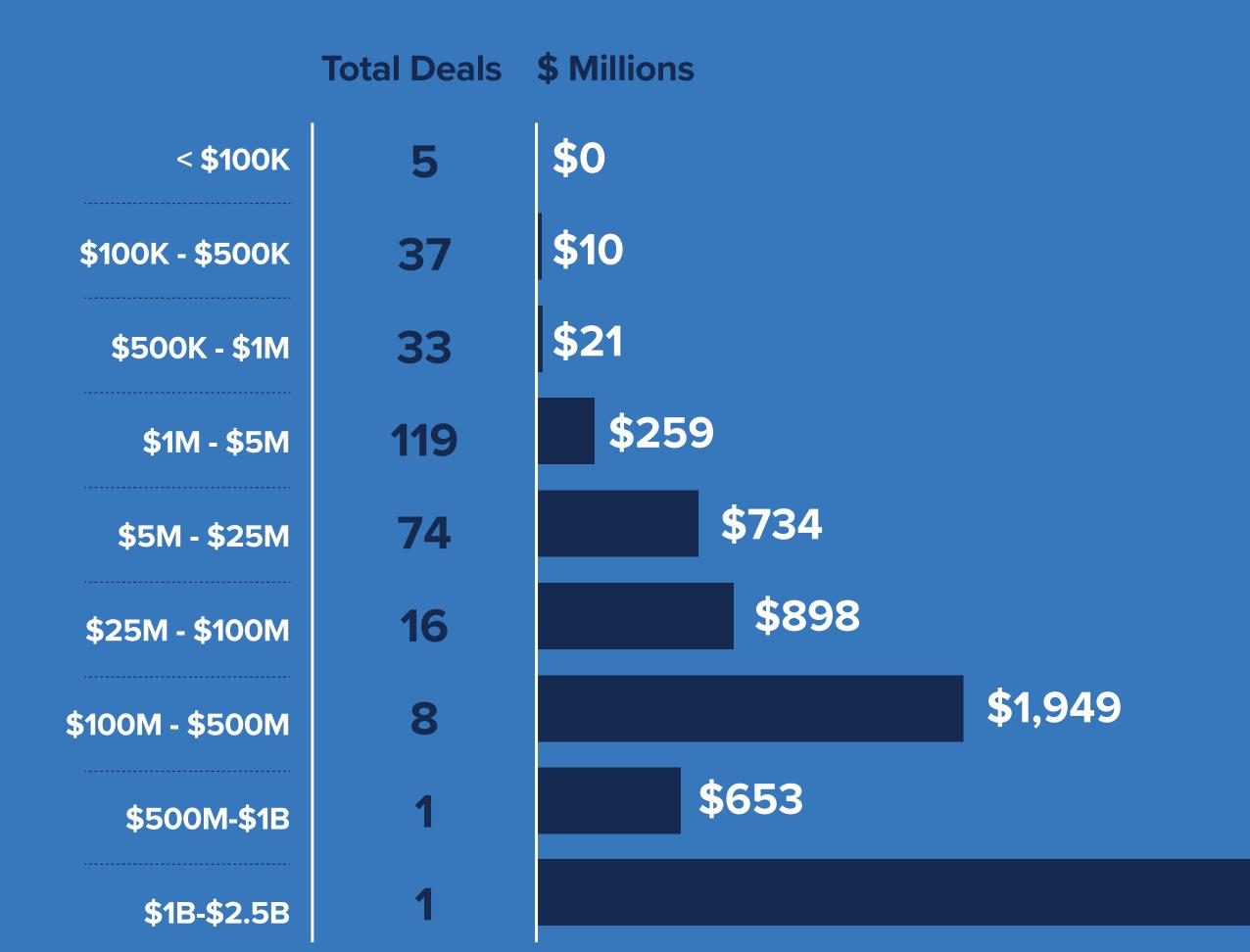
QUARTER-OVER-QUARTER PE INVESTMENT ACTIVITY



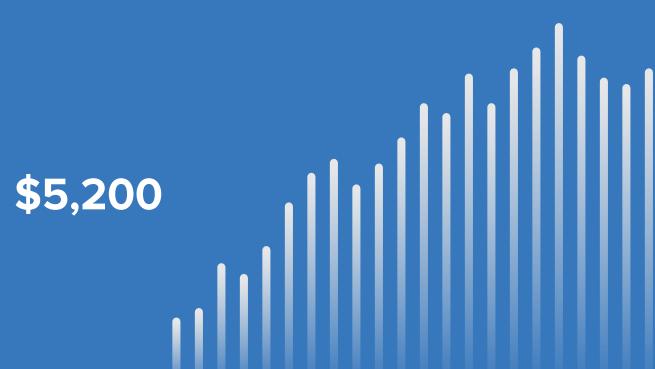




PE ACTIVITY BY DEAL SIZE // 2019



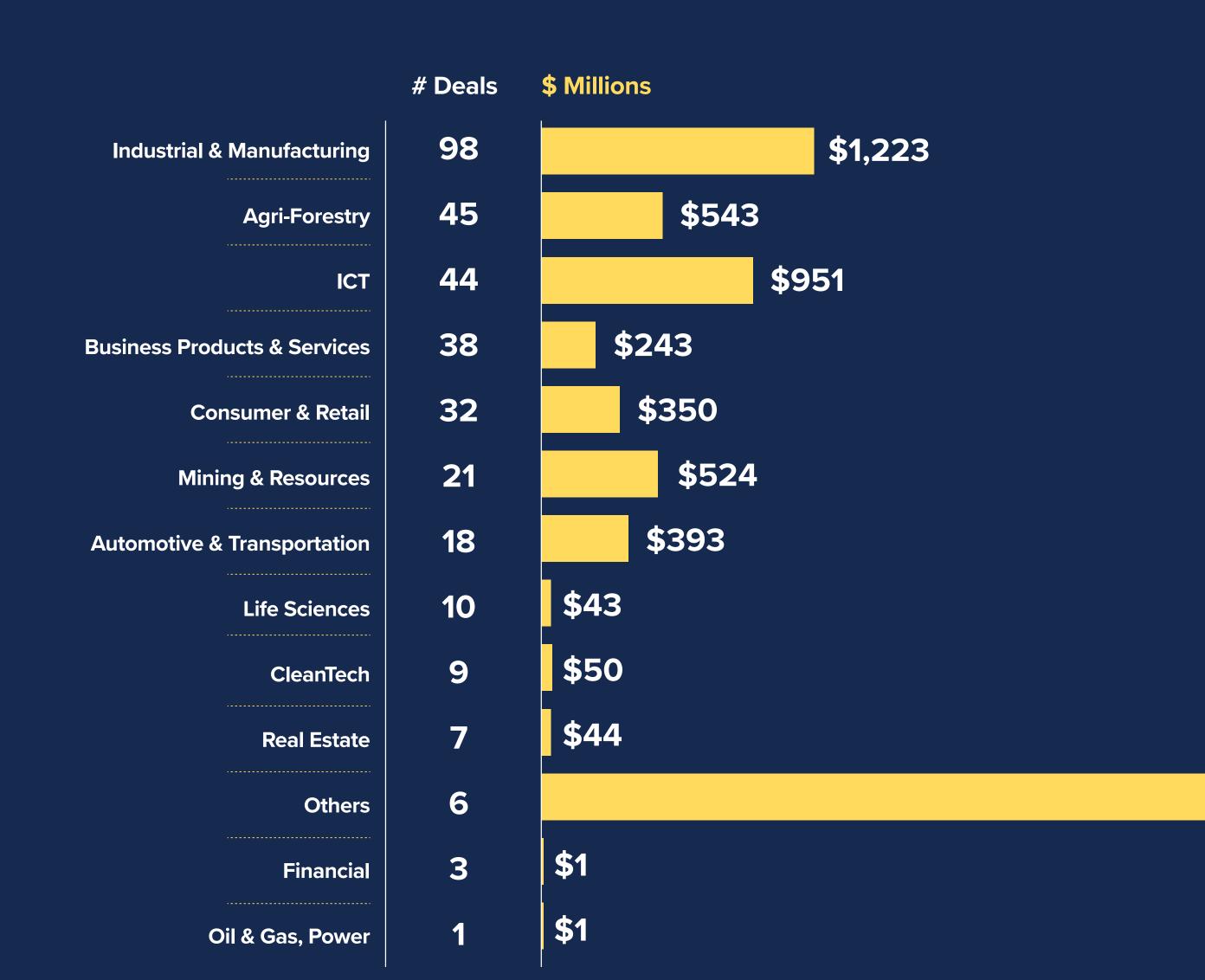




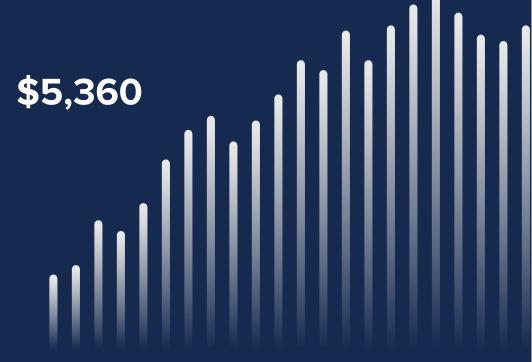




PE SECTOR BREAKDOWN // 2019









source:



TOP DISCLOSED QUÉBEC PE DEALS // 2019

COMPANY NAME	ADMINISTRATIVE CENTRE	DISCLOSED INVESTORS	SECTOR	\$ MIL
GARDA WORLD SECURITY CORP.	MONTRÉAL	BC PARTNERS	OTHER	\$5,200
MCINNIS CEMENT INC.	MONTÉRÉGIE	CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ)]	INDUSTRIAL & MANUFACTURING	\$653
QUEBEC IRON ORE	MONTRÉAL	CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ)	MINING & RESOURCES	\$385
LA COOP FÉDÉRÉE	QUÉBEC	CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC (CDPQ), DESJARDINS CAPITAL, FONDACTION CSN, FONDS DE SOLIDARITÉ FTQ	AGRI-FORESTRY	\$300
GROUPE JLD	LAVAL	BDC CAPITAL INC., FONDACTION CSN, FONDS DE SOLIDARITÉ FTQ	INDUSTRIAL & MANUFACTURING	\$103
UNI-SELECT INC.	MONTRÉAL	BIRCH HILL EQUITY PARTNERS MANAGEMENT INC.	AUTOMOTIVE & TRANSPORTATION	\$75
GROUPE R.Y. BEAUDOIN INC.	CENTRE-DU-QUÉBEC	FONDACTION CSN	INDUSTRIAL & MANUFACTURING	\$34
OSF COMMERCE	QUÉBEC	DELTA-V CAPITAL, LLC, SALESFORCE VENTURES	ICT	\$31

There were 16 additional undisclosed deals in Quebec-based companies totalling over \$1.9B that were not included in this list





TOP DISCLOSED PE EXITS IN QUÉBEC // 2019

SELLER	COMPANY	BUYER	\$MIL
FONDACTION	SOLUTIONS DE RECONNAISSANCE RIDEAU INC.	NA	\$13
FONDACTION	10551686 CANADA INC.	NA	\$11
FONDACTION	SOCIÉTÉ IMMOBILIÈRE SAINT-URBAIN S.E.C.	NA	\$7
FONDACTION	SYSTÈMES HAIVISION INC.	NA	\$4

There were 16 additional exits from Quebec-based companies totalling over \$82M





MOST ACTIVE PE INVESTORS IN QUÉBEC // 2019

DESJARDINS CAPITAL 145 DESJARDINS CAPITAL



^{*} Total deal values – includes all participating investors





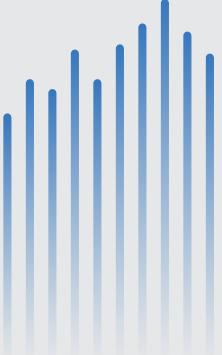
CVCA METHODOLOGY // **VENTURE CAPITAL**

VENTURE CAPITAL DATA:

Verified completed equity, quasi-equity venture capital and venture debt deals only (non-equity or project-based government funding, pharmaceutical development deals, venture capital-backed acquisitions, and angel financing are not included)

VC DEVELOPMENT STA	VC DEVELOPMENT STAGES			
VENTURE DEBT	SHORT-TO-MEDIUM TERM, NON-DILUTIVE DEBT INSTRUMENT WITH NO EQUITY RIDER.			
SEED STAGE COMPANY HAS A CONCEPT OR PRODUCT UNDER DEVELOPMENT, BUT IS PROBABLY NOT FULLY OPERATIONAL.				
EARLY STAGE	COMPANY HAS A PRODUCT OR SERVICE IN TESTING OR PILOT PRODUCTION. IN SOME CASES, THE PRODUCT MAY BE COMMERCIALLY AVAILABLE.			
LATER STAGE	PRODUCT OR SERVICE IN PRODUCTION AND COMMERCIALLY AVAILABLE. COMPANY IS GENERATING ON-GOING REVENUE, BUT NOT NECESSARILY, PROFITABLE.			
GROWTH	SIGNIFICANT MINORITY INVESTMENT TO DRIVE GROWTH AND SCALE WHICH CAN BE COMBINED WITH A SECONDARY TRANSACTION TO FACILITATE LIQUIDITY FOR EXISTING VC INVESTORS			

VC SECTORS	
ICT	COMPUTER HARDWARE AND SOFTWARE AND SERVICES, INTERNET SOFTWARE OR SERVICES, ECOMMERCE, ELECTRONIC & SEMICONDUCTOR, MOBILE AND TELECOM TECHNOLOGIES AND SERVICES.
LIFE SCIENCES	BIOTECH, MEDICAL DEVICES, PHARMACEUTICALS, EHEALTH, HEALTHCARE PRODUCTS AND SERVICES, AND OTHER MEDICAL RELATED PRODUCTS AND SERVICES.
CLEANTECH	ENERGY AND FUEL TECHNOLOGIES, EFFICIENCY AND CONSERVATION, RENEWAL ENERGY, ENVIRONMENTAL TECHNOLOGIES AND OTHER ENERGY AND ENVIRONMENTAL PRODUCTS AND SERVICES.
AGRIBUSINESS	TRADITIONAL AND ADVANCED AGRICULTURAL TECHNOLOGIES AND SERVICES









CVCA METHODOLOGY // PRIVATE EQUITY

PRIVATE EQUITY DATA:

Dataset includes only completed private equity deals (announced but yet to be completed deals are not included)

PE DEAL TYPE	
BUYOUT	INVESTMENT FOR THE CONTROL OF A PORTFOLIO COMPANY, INCLUDING PLATFORM CREATION, SECONDARY BUYOUT
GROWTH	SIGNIFICANT MINORITY INVESTMENT INTO A PORTFOLIO COMPANY, THROUGH NEW CAPITAL INFUSION AND RECAPITALIZATION
ADD-ON	CORPORATE ACQUISITIONS BY MAJORITY CONTROLLED PE BACKED PORTFOLIO COMPANIES
DEBT	DEBT INVESTMENT INTO PORTFOLIO COMPANIES
INFRASTRUCTURE	INVESTMENTS INTO DEVELOPMENT AND MANAGEMENT OF INFRASTRUCTURE ASSETS BUT PE DOES NOT OWN THE UNDERLYING ASSETS

PE SECTORS	
AGRI-FORESTRY	AGRICULTURE, FOODS AND FORESTRY
AUTOMOTIVE & TRANSPORTATION	TRANSPORTATION, LOGISTICS AND RELATED SERVICES
BUSINESS PRODUCTS & SERVICES	BUSINESS PRODUCTS AND SERVICES
CLEANTECH	ENERGY AND FUEL TECHNOLOGIES, EFFICIENCY AND CONSERVATION, RENEWAL ENERGY, ENVIRONMENTAL TECHNOLOGIES AND OTHER ENERGY AND ENVIRONMENTAL PRODUCTS AND SERVICES





CVCA METHODOLOGY // PRIVATE EQUITY

CONTINUED

PE SECTORS	
CONSUMER & RETAIL	CONSUMER PRODUCTS AND SERVICES, BRICK AND MORTAR RETAIL
FINANCIAL	FINANCIAL SERVICES
ICT	COMPUTER HARDWARE/SOFTWARE & SERVICES, INTERNET SOFTWARE & SERVICES, ECOMMERCE, ELECTRONIC & SEMICONDUCTOR, MOBILE & TELECOM AND SERVICES
INDUSTRIAL & MANUFACTURING	EQUIPMENT AND MATERIAL MANUFACTURING
LIFE SCIENCES	BIOTECH, MEDICAL DEVICES, PHARMACEUTICALS, EHEALTH, HEALTHCARE PRODUCTS AND SERVICES, AND OTHER MEDICAL RELATED PRODUCTS AND SERVICES
MINING & RESOURCES	NON OIL AND GAS NATURAL RESOURCES
OIL & GAS, POWER	OIL & GAS, POWER AND UTILITIES
REAL ESTATE	PROPERTY DEVELOPMENT AND MANAGEMENT





CVCA / RÉSEAU CAPITAL ABOUT & CONTACT

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ABOUT CVCA

OUR VISION

A thriving Canadian economy driven by private capital

OUR MISSION

CVCA's mission is to help our members fuel the economy of the future by growing the businesses of today. We do this by supporting and connecting a vibrant private capital industry with advocacy, research, and education.

CVCA is also the nation's ultimate resource for data on Canadian private capital investments.

Please visit cvca.ca





In CVCA - Canadian Venture Capital and Private Equity Association

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ABOUT RÉSEAU CAPITAL

Réseau Capital, the Québec Venture Capital and Private Equity Association, is the only private equity association that brings together all stakeholders involved in the Québec investment chain. The mission of Réseau Capital is to contribute to the development and efficient operation of the private equity industry, which plays a major role in the development and financing of businesses in Québec.

Founded in 1989, Réseau Capital represents private equity, tax-advantaged and public investment companies as well as banks, accounting and law firms, along with many professionals working in the field.

To arrange for an interview, please contact:

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For more information, visit reseaucapital.com





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