

# Québec Venture Capital and Private Equity Market Overview

2023

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## MESSAGE FROM THE CEO

This quarterly activity report on Québec's private equity industry is presented by Réseau Capital and its Center of Expertise and produced in collaboration with the Canadian Venture Capital and Private Equity Association (CVCA). This report details venture capital (VC) and private equity (PE) investments in Québec for the fourth quarter of 2023 and overviews private investment in Québec companies by investment type, activity sector, funding stage, and investment size.

Despite the stability of interest rates and a resurgence of activity in year-end markets, investments in Canada, including Quebec, continue to be impacted by economic and geopolitical uncertainty. This uncertainty is reflected in both venture capital and private equity activities, which are reverting to pre-pandemic levels.

In 2023, the venture capital landscape in Quebec witnessed a significant overall decline in activity, marked by 136 deals for a total amount of \$1.38B. Deal count decreased by over 17%, accompanied by a 50% reduction in invested amounts compared to 2022. Despite this slowdown, the CleanTech and Life sciences sectors emerged strong. Moreover, seed-stage activities experienced a notable increase, with deals rising by nearly 9%, and invested amounts showing a 1.6% uptick compared to 2022.

In relation to private equity, there was a notable decline of over 36% in deal count, accompanied by a 43% decrease in invested amounts compared to 2022. In 2023, there were 344 deals amounting to \$3.97B in investments. Quebec, for the first time, slipped to the second position in the country concerning invested amounts, comprising 41% of the total investments in Canada, with Ontario taking the lead at 43%. Despite the overall downturn in private equity activities throughout 2023, the standout performer was the CleanTech sector, boasting a remarkable 100% surge in deals compared to 2022 and an extraordinary 657% increase in invested amounts. The year 2023 is characterized by small-scale investments, with 67% of deals being \$5 million or less.

As observed in previous quarters, certain factors are likely to continue influencing transaction and investment dynamics in the upcoming months. The evolution of interest rates, market activity dynamics, and geopolitical tensions will play pivotal roles in shaping the progress of deals in 2024.



**Olivier Quenneville**  
Chief Executive Officer Réseau Capital

# 2023 HIGHLIGHTS

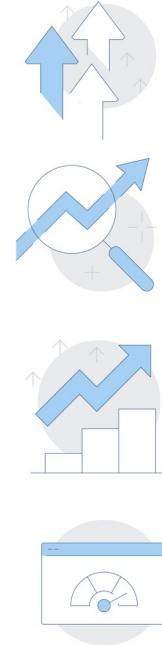
## VENTURE CAPITAL

Predictably, the year 2023 brought forth challenges for the venture capital sector in both Quebec and Canada. Looking at the broader picture, the past year aligned with the historical average since 2013, comprising 136 deals amounting to \$1.38B in investments. These statistics position 2023 as the eighth out of the last eleven years (8/11) for transaction volume and the fifth (5/11) for the total investment amounts.

In comparison with 2022, a decline in activity was observed, with a 17% reduction in deal count (136 in 2023 compared to 164 in 2022) and a substantial 50% decrease in the capital invested (\$1.38B in 2023 compared to \$2.78B in 2022).

However, amidst these trends, a sectoral performance emerged in CleanTech. 2023 ranks as the second year (2/11) in terms of capital invested, and third (3/11) for the deal count since 2013. Notably, 2023 witnessed 17 deals totaling \$276M, reflecting an increase of 41% in deal count and 8% in invested capital compared to 2022. Conversely, other sectors, particularly Information and Communication Technologies (ICT), faced a more challenging landscape in 2023, experiencing a decline of over 31% in deal count (58 deals) and over 59% in invested capital (\$658M) compared to 2022. In the Life sciences sector, 2023 marked the third most important year since 2013 (3/11) in terms of transaction volume, with 42 deals totaling \$371M. Although, the deal count increased by over 16% compared to 2022, the invested capital decreased by 21%. Additionally, there was a notable decrease in the average deal size in this sector, falling from \$13M in 2022 to \$8.82M in 2023. This decline is partly attributed to an increase in seed-stage deals, constituting 60% of Life sciences deals during the year, making it the most active year for this stage since 2013.

Examining Quebec's performance across investment stages, 2023 witnessed a deceleration in early-stage, later-stage, and growth activities. With a total of 16 deals amounting to \$390M, there was an almost 45% decrease in deal volume compared to 2022, along with a staggering 74% reduction in later-stage and growth investments. The early-stage rounds generated 31 deals totaling \$677M in 2023, marking a decline of 34% in deals and 13% in invested capital compared to 2022. Historically, 2023 represents the year with the fewest early-stage deals since 2013. In contrast, the seed-stage recorded 74 deals totaling \$224M in 2023, showcasing a notable increase of nearly 9% in deals and 1.6% in invested capital compared to 2022. Overall, 2023 ranks second (2/11) since 2013, both in terms of deal count and invested capital.



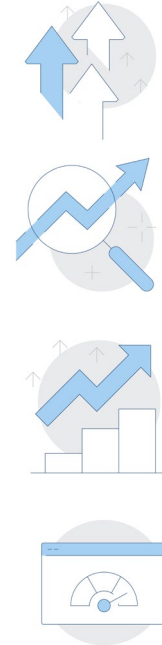
# Q4 HIGHLIGHTS

## VENTURE CAPITAL

The fourth quarter of 2023 recorded 30 deals amounting to \$168M. There was a slight uptick in deal count, reflecting an 11% increase compared to Q3-2023 (27 deals). Investment volumes saw substantial expansion, registering an 88% surge compared to Q3-2023, totaling (\$89M). This increase comes in a context where Q3-2023 was the lowest recorded quarter in venture capital investment amounts in Quebec since Q1-2015. In the overall historical context since 2013, Q4-2023 ranks 35th out of 44 quarters for deal count and 33rd for invested capital.

In the fourth quarter, the Life sciences and ICT sectors took the lead in terms of deals, each registering a total of 9 deals, generating respectively \$44M and \$31M in invested capital. However, the CleanTech sector stood out in terms of invested capital, with a total of \$67M spread across 5 deals. This performance ranks Q4-2023 as the 4th out of 44 quarters in CleanTech since 2013 for deal count and the 9th for invested capital.

Regarding performance by stage, there was an observable uptick in deal count and invested capital at the seed-stage. In Q4-2023, 22 deals totaling \$69M were recorded, marking a 47% increase in deal count compared to the preceding quarter (15 deals in Q3-2023). There was also a 57% increase in invested amounts compared to Q3-2023 (\$44M). On the early-stage front, much like throughout the year, Q4-2023 proved to be a challenging quarter, with 5 deal totaling \$76M. Despite a relative surge of 150% in deal count and 152% in invested capital compared to Q3-2023, Q4-2023 ranks 43rd for deal count and 29th for invested amounts among 44 quarters. Concerning investments in the later-stage and growth-stages, the dynamics also experienced a significant slowdown in Q4-2023.



# 2023 HIGHLIGHTS

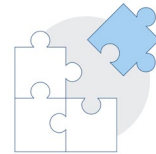
## PRIVATE EQUITY

The total investment amount of \$3.97B in private equity for Quebec in 2023 reflects a 43% decrease compared to 2022. This positions 2023 at the ninth rank (9/11) in invested capital over the past 11 years, falling below the historical annual average of \$6.47B. Similarly, in terms of deal volume, 2023 ranks sixth (6/11) out of the last eleven years, with 344 recorded deals, indicating a 36% decrease compared to the preceding year.

Quebec continues to lead in Canada for private equity in deal count, contributing to 55% of the country's deals. However, it holds the second position with 41% of the invested amounts in Canada, trailing behind Ontario (43%). The Ontario-based Magnet Forensics transaction for \$1.8G significantly contributes to Ontario's top ranking in Canada for invested amounts.

More than 41% of the invested capital in private equity in 2023 are in deals exceeding \$100M or more, while deals at \$5M or less constitute 67%. The prevalence of smaller-scale investments continues to characterize private equity activity in Quebec in 2023.

CleanTech emerge as a standout in private equity this year, with 16 deals totaling \$201M. This represents a 100% increase in deal count compared to 2022 and an 657% surge in invested amounts. Setting aside this exceptional performance, other sectors within private equity have witnessed declines compared to 2022. Among these sectors, the industrial and manufacturing sector attracts the highest number of deals in 2023 and securing the second position for invested capital this year with 89 deals totaling \$653M. Compared to 2022, deals and invested amounts in this sector have experienced respective decreases of 50% and 77%. The ICT sector claims the second spot for deal count and leads in invested amounts, with 53 deals totaling \$826M. Compared to 2022, deals and invested capital in this sector have seen respective declines of 16% and 21%. Several other sectors, including agroforestry (43 deals totaling \$369M), consumer goods and services (36 deals totaling \$270M), and Life sciences (17 deals totaling \$128M), have all experienced a slowdown compared to 2022. Meanwhile, the business services and products sector (41 deals totaling \$678M) remain relatively stable compared to 2023, exhibiting a slight 2% decrease in deal count and a marginal 3% increase in invested amounts.



# Q4 HIGHLIGHTS

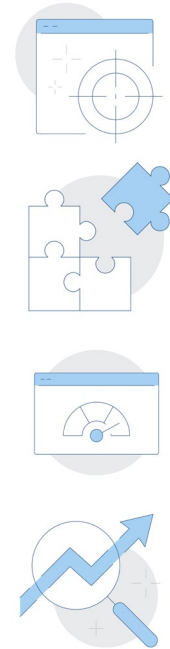
## PRIVATE EQUITY

The fourth quarter of 2023 recorded 74 deals totaling \$826M, marking the lowest quarter of the year in terms of both transaction count and invested amounts. Deals saw a 20% decline compared to Q3-2023 (93 deals), while invested amounts registered a 36% decrease compared to Q3-2023 (\$1.3B). These figures position Q4-2023 at the 29th rank among the last 44 quarters (29/44) for deal count and the 32nd rank (32/44) for invested capital.

The most significant disclosed deal in Q4-2023 was the investment of \$75M in the Metro Supply Chain Group.

The average investment per transaction in Q4-2023 (\$11M per transaction) remains close to the annual Quebec average (\$11.5M per transaction), albeit slightly below the 2022 level (\$13M per transaction).

In terms of deals, the industrial and manufacturing sector leads in Quebec for Q4-2023, accounting for 18 deals totaling \$247M, representing 24% of deals and 30% of invested capital. The ICT sector secures the second spot in transaction volume and takes the lead in invested amounts with 13 deals totaling \$279M, constituting 17.5% of deals and 34% of invested amounts in Q4-2023. Meanwhile, the business services and products sector, with 13 deals totaling \$177M, attracted 17.5% of deals and 21% of the recorded invested capital in Q4-2023.

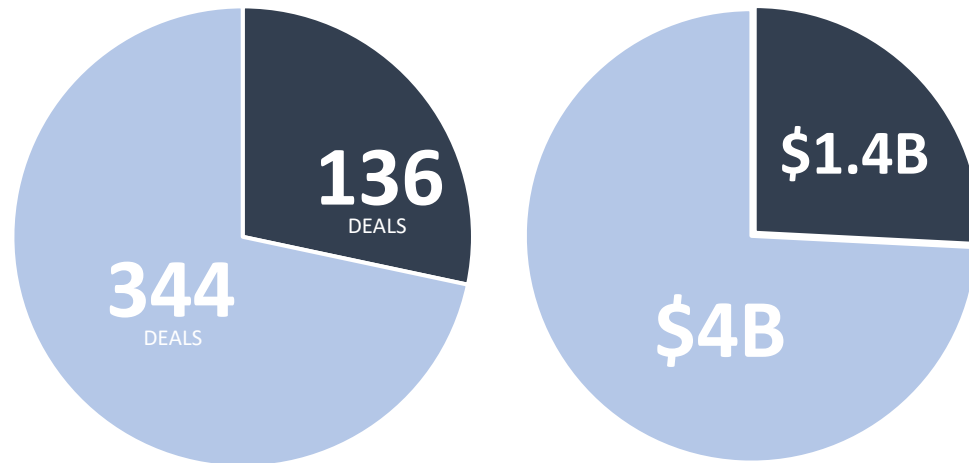


# VENTURE CAPITAL AND PRIVATE EQUITY ACTIVITY

YEAR TO DATE | 2023

● Venture Capital

● Private Equity



TOTAL  
**480 DEALS**

TOTAL INVESTED  
**\$5.4 BILLION**

The year 2023 witnessed a deceleration in activities compared to 2022, reflecting a notable downturn in both deal count and the amounts invested in **venture capital**.

This trend was similarly observed in the **private equity** sector, where both deal volumes and invested capital in 2023 fell short of the levels recorded in 2022.

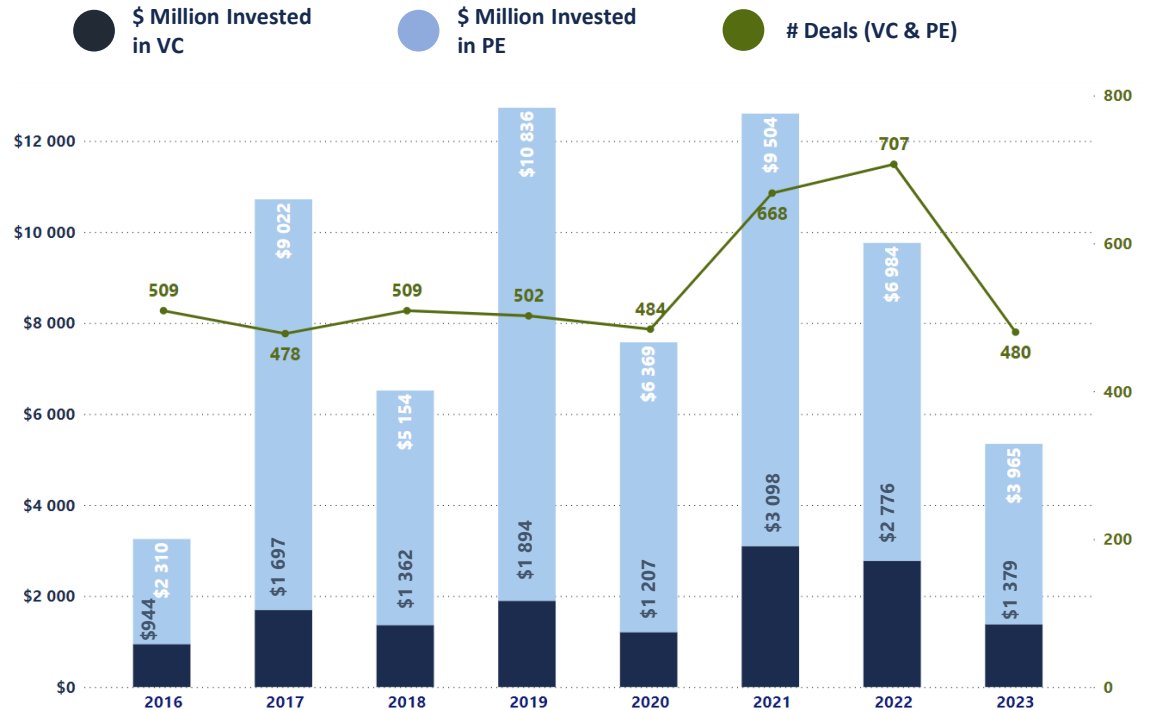


# VENTURE CAPITAL AND PRIVATE EQUITY ACTIVITY

## YEAR-OVER-YEAR | 2023

In the fourth quarter of 2023, there was a notable slowdown in private equity. Q4-2023 registered investments totaling \$826M, representing a 64% drop compared to Q3-2023 (\$1.3B). Q4-2023 also falls below the established quarterly average of \$1.6B.

While the fourth quarter in venture capital shows a better performance than the previous one, it remains at the lower end of the historical ranking.

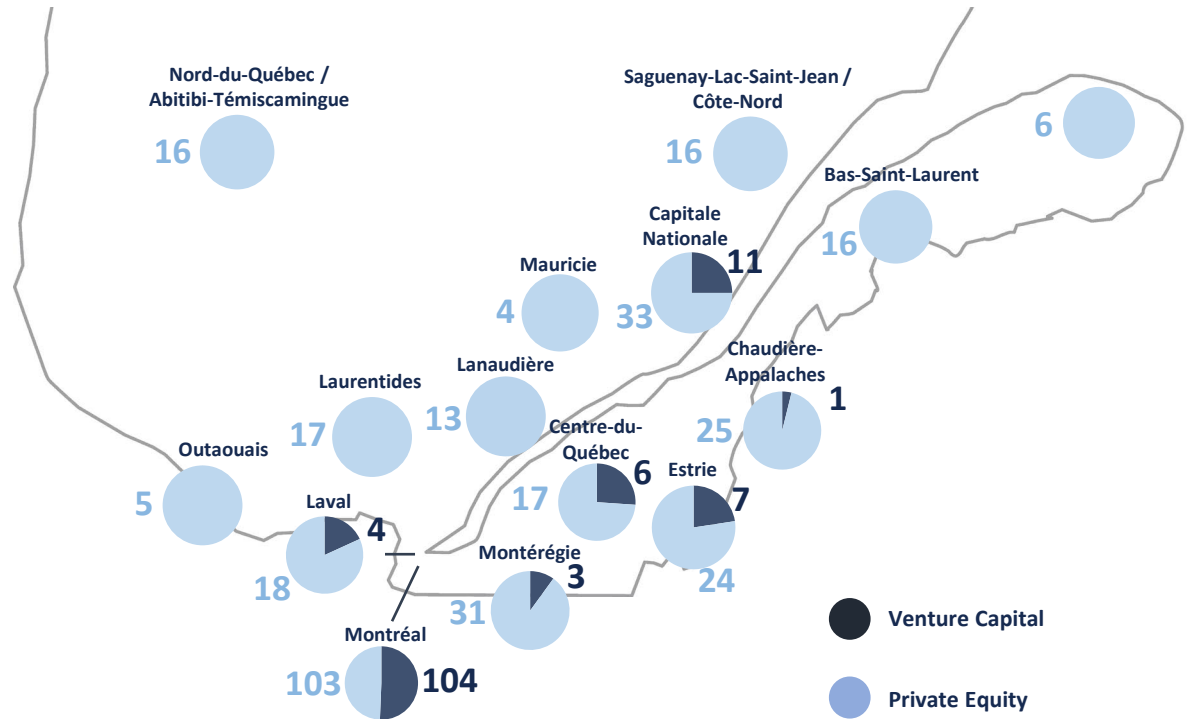


# VENTURE CAPITAL AND PRIVATE EQUITY ACTIVITY

BY ADMINISTRATIVE CENTER | 2023

TOTAL  
**380 DEALS**

MOST ACTIVE REGION  
**MONTREAL**



# Québec Venture Capital Market Overview

2023

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# FOREWORD

**PREDICTABLY, THE YEAR 2023 POSED SIGNIFICANT CHALLENGES IN BOTH QUEBEC AND CANADA. THE LATTER HALF OF 2023 MARKED THE LOWEST LEVEL OF ACTIVITY SINCE 2014, CONFIRMING THE ANTICIPATED DECELERATION IN VENTURE CAPITAL IN BOTH REGIONS. DESPITE THESE CHALLENGES, THE CLEANTECH SECTOR HAD A GOOD YEAR, WITH 17 DEALS TOTALING \$276 MILLION. FROM A STAGE PERSPECTIVE, THERE WAS A NOTEWORTHY RESURGENCE IN SEED-STAGE FUNDING ROUNDS, POSITIONING 2023 AT THE SECOND RANK (2/11) SINCE 2013 IN TERMS OF BOTH DEAL COUNT AND CAPITAL INVESTED.**

In 2023, venture capital activity in Quebec witnessed 136 deals, totaling \$1.38B in investments. The performance in Quebec during 2023 can be attributed to the following funding rounds: E2iP Technologies (\$120M), DalCor Pharmaceuticals Inc. (\$107M), dcbel (\$67M), and GHGSat (\$60M).

In terms of proportion, Quebec accounted for 21% of the national venture capital deals and 20% of the total investments in 2023, securing its position as the second-highest province. Ontario maintained its lead, covering 42% of the total number of deals and representing 48% of the total invested capital nationwide. British Columbia held the third position, contributing 14% of the deals and 18% of the investments at the national level.

The average annual venture capital investment size in Quebec stands at \$10.14M, slightly below the Canadian average (\$10.46M), as well as for Ontario (\$12.05M) and British Columbia (\$13.20M).

From a quarterly perspective, Q4-2023 witnessed 30 deals totaling \$168M in venture capital in Quebec. Although deal count (30) during this quarter is below the historical average (37 deals/quarter), it places Q4-2023 at the 35th position (35/44) since 2013. In terms of investments, Q4-2023 (\$168M) falls below the historical average (\$361M), ranking the quarter at the 32nd position (32/44) in terms of capital invested per quarter.

There were 8 exits in 2023, including that of Inversago Pharma, with a disclosed amount of \$1.45B.

CLEANTECH ARE HAVING A  
STRONG YEAR WITH

**17 DEALS  
TOTALING \$276M**

WITNESSING  
A REVIVAL IN  
SEED FUNDING

**2023  
RECORDED 74 DEALS  
FOR A TOTAL  
OF \$234M.**

THE LIFE SCIENCES SECTOR  
MARKS ITS THIRD  
MOST NOTABLE YEAR  
SINCE 2013  
IN TERMS OF DEAL COUNT.

# VENTURE CAPITAL HIGHLIGHTS

**Following one of the lowest-performing quarters since 2013**, there was a resurgence in both the number of rounds and invested capital during the fourth quarter, totaling 30 deals amounting to \$168M.



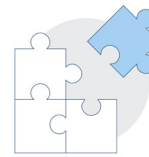
Year-to-date, **Quebec accounts for 21% of national venture capital deals and 20% of total investments**, securing the province's second position behind Ontario and ahead of British Columbia.



**In 2023, Quebec experiences a decline in funding rounds at the early and later stages**, with a total of 31 deals totaling \$677M for early-stage and 16 deals totaling \$390M for the later-stage and growth-stages.



**The seed-stage witnessed an increase of nearly 9% in deals and 1.6% in invested capital** compared to 2022, totaling 74 deals amounting to \$224M in 2023.



**Clean technologies had a successful year in 2023, with 17 deals** totaling \$276M, representing a 41% increase in deal count and an 8% increase in invested capital compared to 2022.



**In 2023, the Life sciences sector marks its third most significant year since 2013** in terms of deal count, with 42 deals totaling \$371M.

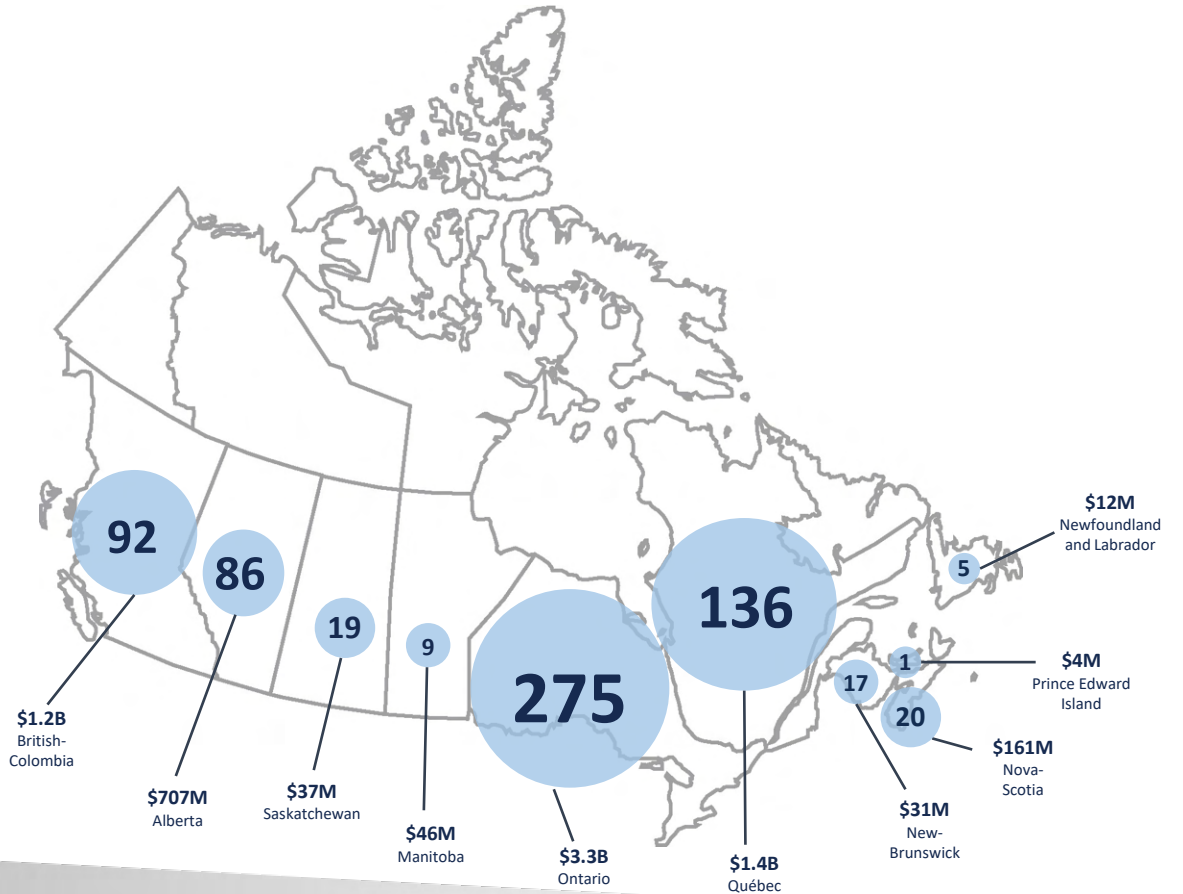


# VENTURE CAPITAL HEAT MAP

YEAR TO DATE | 2023

TOTAL  
**660 DEALS**

TOTAL INVESTED  
**\$6.9 BILLION**

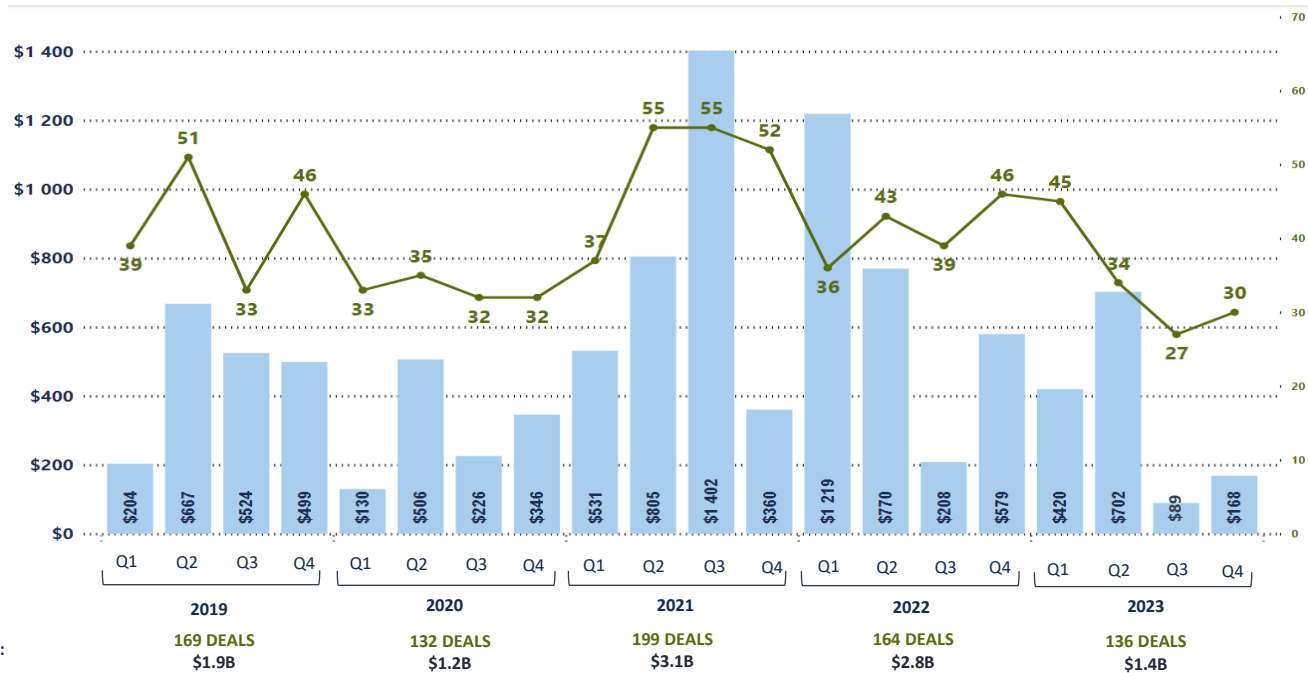


# VENTURE CAPITAL INVESTMENTS

QUARTER-OVER-QUARTER | 2023

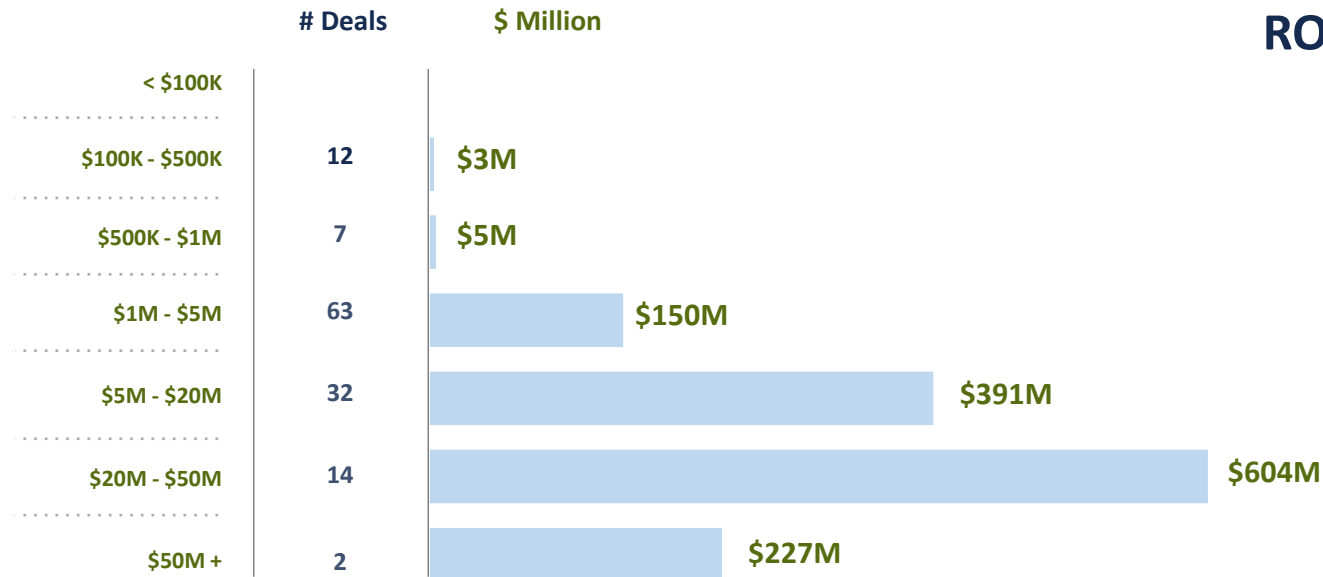
● \$ Million invested

● # Deals



# VENTURE CAPITAL INVESTMENTS

BY DEAL SIZE | 2023



## ROUNDS OF \$5M OR LESS

REPRESENTED 63% OF THE DEAL  
COUNT IN VENTURE CAPITAL

\* Deals with undisclosed values have been removed from this slide.

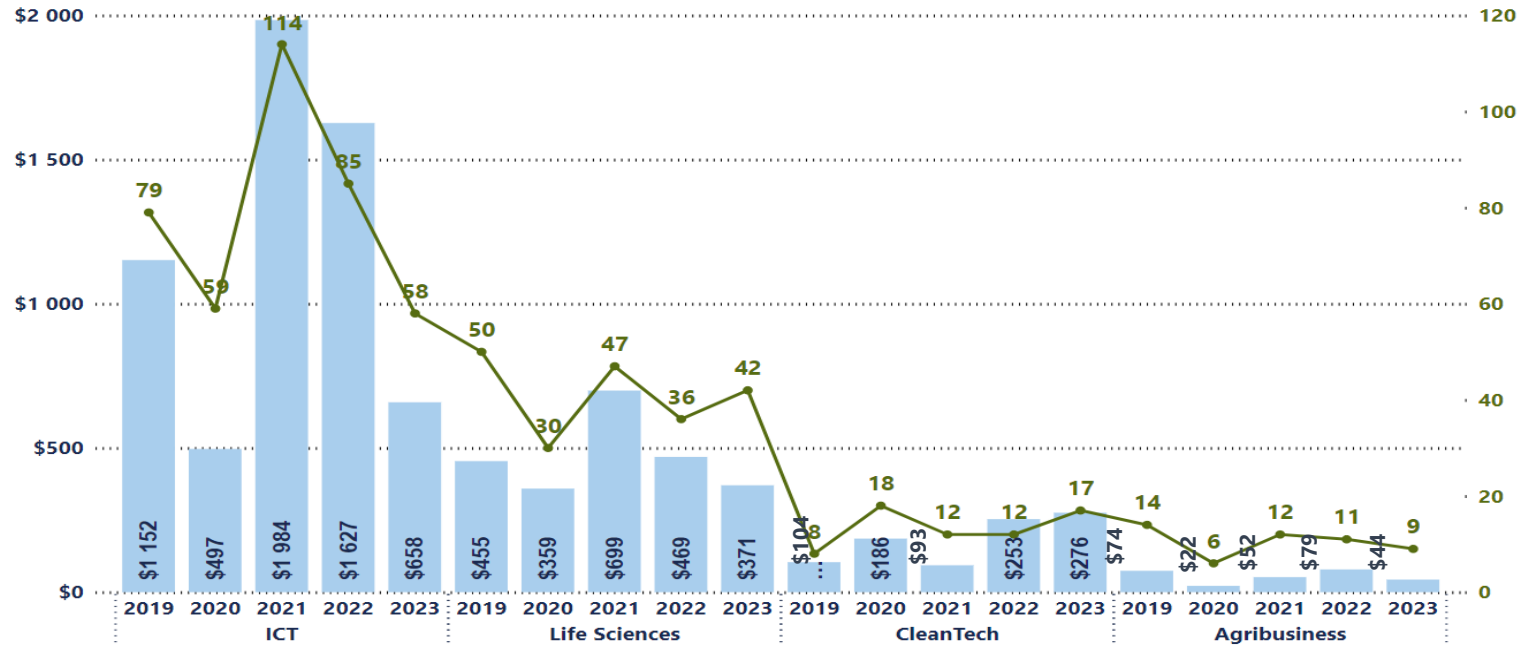


# VENTURE CAPITAL SECTOR BREAKDOWN

2019 - 2023

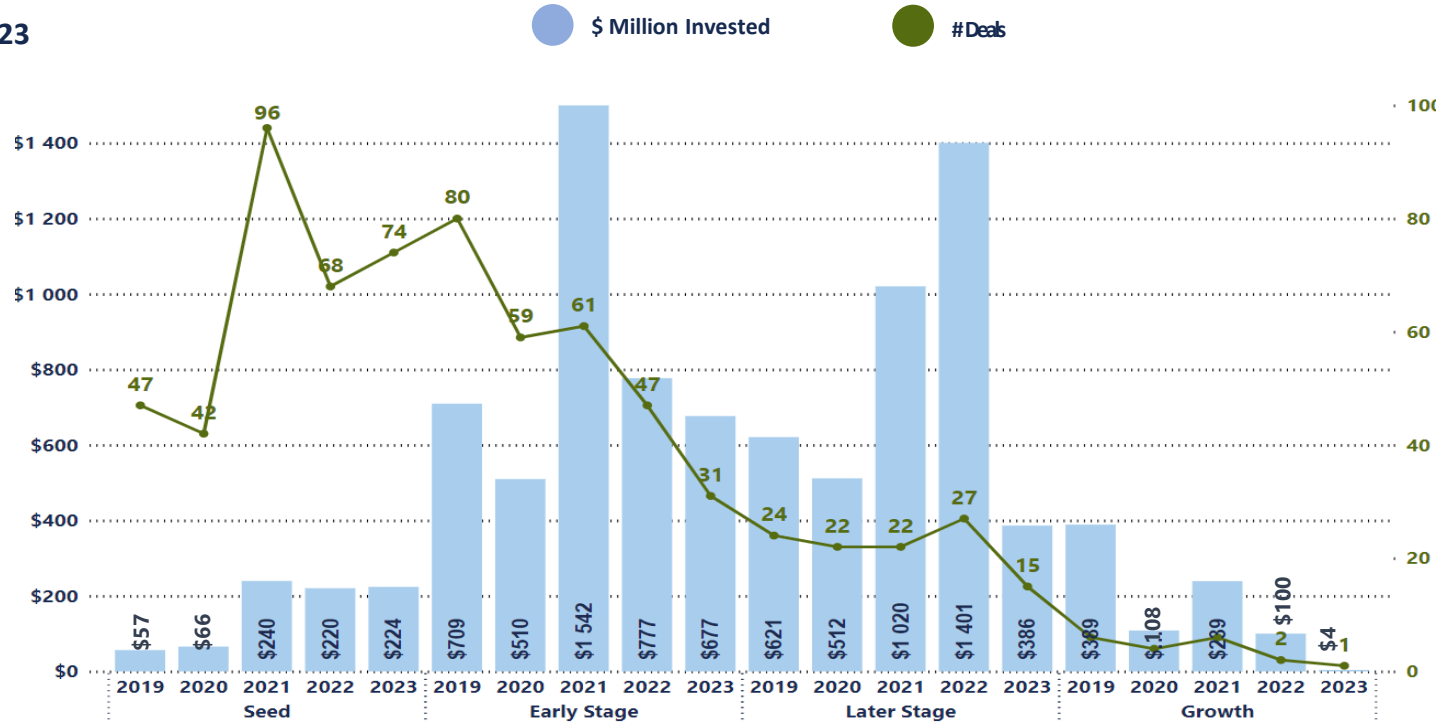
● \$ Million Invested

● # Deals



# VENTURE CAPITAL STAGE BREAKDOWN

2019 - 2023



# TOP DISCLOSED QUÉBEC VENTURE CAPITAL DEALS

YEAR TO DATE | 2023

COMPANY NAME	ADMIN. CENTRE	DISCLOSED DEALS	SECTOR	\$M
EziP Technologies	Montréal	Investissement Québec,McRock Capital Corporation,Export Development Canada (EDC),FCDNA	Electronic & Semiconductor	\$120
DalCor Pharmaceuticals Inc.	Montréal	Investissement Québec,Fonds de solidarité FTQ,CTI Life Sciences / CTI Sciences de la vie,Andes Growth (Andes.Bio),T&B Pharma	Healthcare/Life Sciences	\$107
dcbel	Montréal	Investissement Québec,Real Ventures,Coatue Management, L.L.C.,Idealist Capital,Volvo Cars Tech Fund,Kevin Mahaffey	CleanTech	\$67
GHGSat	Montréal	BDC Capital Inc.,Investissement Québec,Business Development Bank of Canada (BDC) / Banque de Développement du Canada,Fonds de Environmental solidarité FTQ,Japan Energy Fund,Climate Investment		\$60
Deep Sky	Montréal	OMERS Ventures Management Inc.,BDC Capital Inc.,Investissement Québec,Business Development Bank of Canada (BDC) / Banque de Développement du Canada,Brightspark Ventures,Whitecap Venture Partners	CleanTech	\$58
Northstar Ciel & Terre Inc. / NorthStar Earth & Space Inc.	Montréal	Investissement Québec,Telesystem Ltd.,Cartesian Capital Group, LLC.,Luxembourg Future Fund	Internet Software & Services	\$47
Brainbox AI	Montréal	Investissement Québec,ABB	Software (Non Internet/Mobile)	\$41
Airex Energy Inc. / Airex Energie inc.	Laval	Investissement Québec,Export Development Canada (EDC),Fonds de solidarité FTQ,Desjardins Capital,Cycle Capital Management	Environmental	\$38
Spark Microsystems	Montréal	Export Development Canada (EDC),Real Ventures,Cycle Capital Management,Prairies Economic Development Canada (formerly: WEDC),ND Capital,Idealist Capital,Nano Dimension	Electronic & Semiconductor	\$35
Puzzle Medical Devices	Montréal	BDC Capital Inc.,Anges Québec Capital / AQC Capital,Anges Québec,Desjardins Capital,Boreal Ventures,Cordis-X,Longview Ventures	Healthcare/Life Sciences	\$34

# TOP DISCLOSED VENTURE CAPITAL EXITS IN QUÉBEC

YEAR TO DATE | 2023

VENDEUR	ENTREPRISE	ACHETEUR	SECTEUR	M\$
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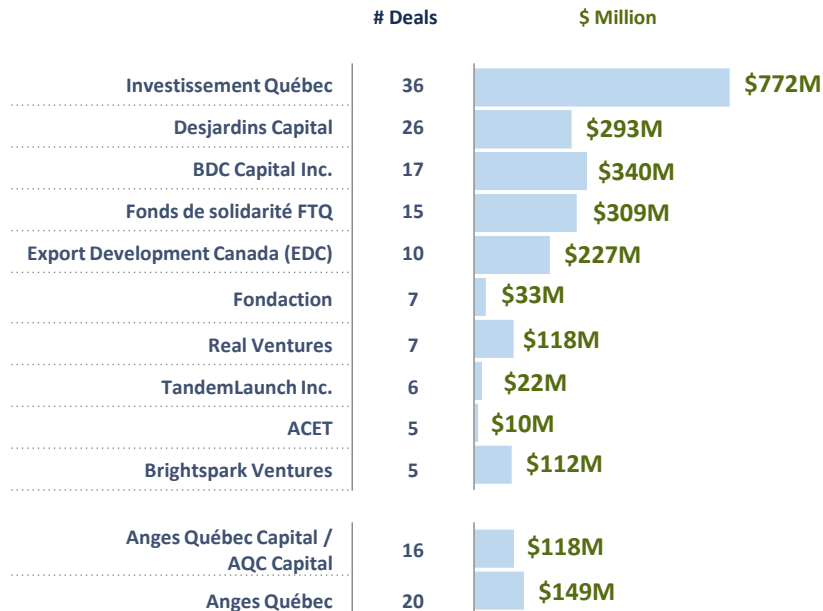
There were **8 venture capital exits in 2023**, including that of Inversago Pharma, with a disclosed amount of \$1.45B.

# MOST ACTIVE VENTURE CAPITAL INVESTORS

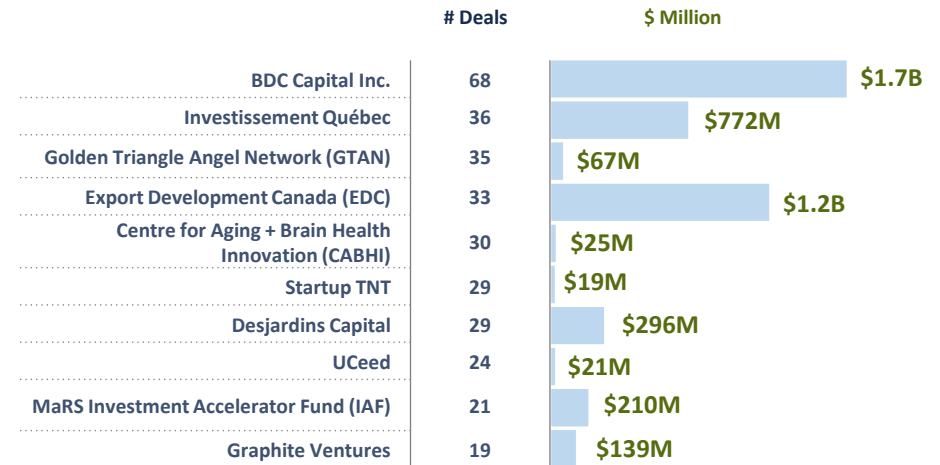
YEAR TO DATE | Q3 2023

3 OF THE 10 MOST ACTIVE INVESTORS IN CANADA ARE BASED IN QUÉBEC

## IN QUÉBEC



## IN CANADA



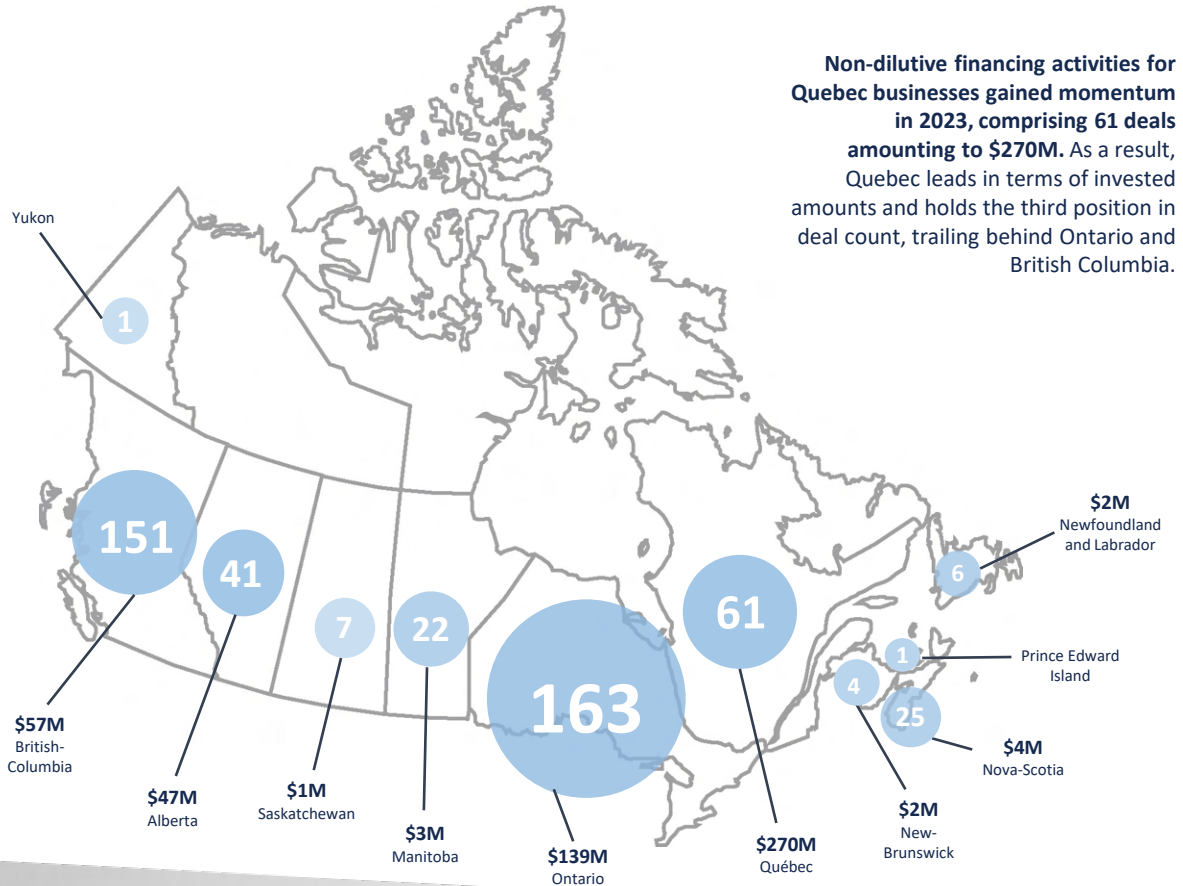
\* Total Deals Values – includes all participating investors

# NON-DILUTIVE HEAT MAP

YEAR TO DATE | 2023

TOTAL  
**482 DEALS**

TOTAL INVESTED  
**\$526 MILLION**



Non-dilutive financing activities for Quebec businesses gained momentum in 2023, comprising 61 deals amounting to \$270M. As a result, Quebec leads in terms of invested amounts and holds the third position in deal count, trailing behind Ontario and British Columbia.

# Québec Private Equity Market Overview

2023

# FOREWORD

**FOLLOWING THE PEAK TRANSACTION VOLUMES RECORDED IN 2021 AND 2022, A RETURN TO PRE-PANDEMIC LEVELS (Q3-2020) IS NOW CONFIRMED. THERE HAS BEEN A SIGNIFICANT REDUCTION IN ACTIVITY COUPLED WITH A DECREASE IN INVESTED AMOUNTS IN 2023 COMPARED TO 2022, WITH A 37% DECREASE IN DEAL COUNT AND A 43% REDUCTION IN INVESTED CAPITAL. THIS TREND CORRESPONDS WITH THE NATIONAL PATTERN.**

Since the beginning of the year, Quebec has recorded investments totaling \$3.97B spread across 344 deals. These numbers position Quebec as the leading province in Canada in deal count, accounting for 55% of deals in the country. It also secures the second position in invested amounts, representing 41% of total investments in Canada in 2023, trailing behind Ontario (43%). The majority of activities continue to be concentrated in smaller-scale transactions, with 67% involving investments of \$5 million or less.

The performance of Quebec in 2023 is notably driven by deals involving Nemaska Lithium (\$250M), Lion Electric (\$188 million), Workleap (GSoft Inc.) (\$125M), and EquiSoft Inc. (\$125M), collectively constituting 17% of the total invested amounts in 2023.

The average deal size in 2023 (\$11.5M per transaction) ranks tenth (10/11) among private equity averages since 2013 and remains slightly below that of 2022 (\$12.9M per transaction). Quebec stands fourth in the country in this aspect, trailing behind Manitoba (\$41M per transaction), Ontario (\$26M per transaction), and Alberta (\$22M per transaction).

Looking at the quarterly perspective, in Q4-2023, 74 deals totaling \$826M in private equity in Quebec, marking a 20% decrease in deal count compared to Q3-2023 (93 deals) and a 36% decrease in invested amounts compared to Q3-2023 (\$1.3B). These figures position Q4-2023 at 29th among the last 44 quarters (29/44) for deal count and 32nd (32/44) for invested amounts.

**QUÉBEC:  
55%**

OF THE DEALS  
AND 41%  
OF THE INVESTMENTS  
IN CANADA

A HIGH CONCENTRATION IN  
SMALL-DEAL ACTIVITY AS

**67%  
OF DEALS WERE  
\$5M OR LESS**

THE 2023 AVERAGE DEAL SIZE  
IN QUÉBEC IS

**\$11.5M / DEAL**

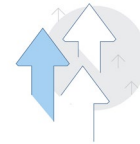


# QUÉBEC PRIVATE EQUITY HIGHLIGHTS

**In 2023, Quebec registered \$3.97B in capital investment across 344 deals.** This follows the unprecedented transaction volumes recorded in 2021 and 2022, affirming a return to pre-pandemic levels (Q3-2020).

Quebec experienced a shift, ceding its top position in invested amounts to Ontario for the first time. Although **Quebec remains the leader in deals, constituting 55% of Canadian deals**, it now holds the second position nationally, representing 41% of the total invested amounts.

Highlighting the notable deals in private equity for the year 2023, **Nemaska Lithium** (\$250M), Lion Electric (\$188M), EquiSoft Inc., Workleap (formerly GSoft), each securing \$125M, and Ethanol Cellulosique Varennes s.e.c. (\$123M) stand out.



The average transaction size for amounts invested in 2023 is **\$11.53M per transaction**, positioning Quebec behind Alberta, Manitoba, and Ontario in this regard.

**A standout feature of private equity in 2023 is the rise of clean technologies, marked by 16 deals totaling \$201M.** This represents a remarkable 100% surge in deals compared to 2022 and an astonishing 657% increase in invested amounts.

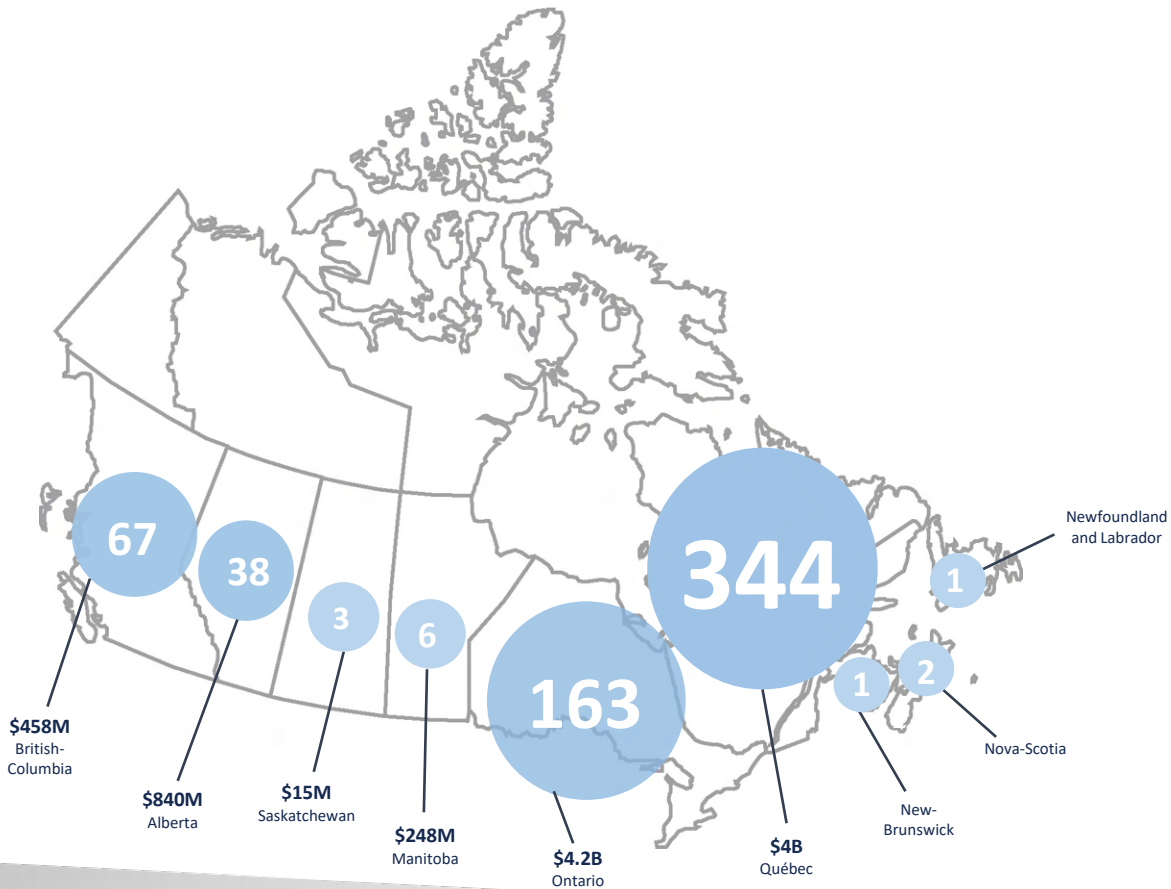
**Over the course of the year, there have been twelve exits in private equity**, including six acquisitions and six secondary market acquisitions.

# PRIVATE EQUITY HEAT MAP

YEAR TO DATE | 2023

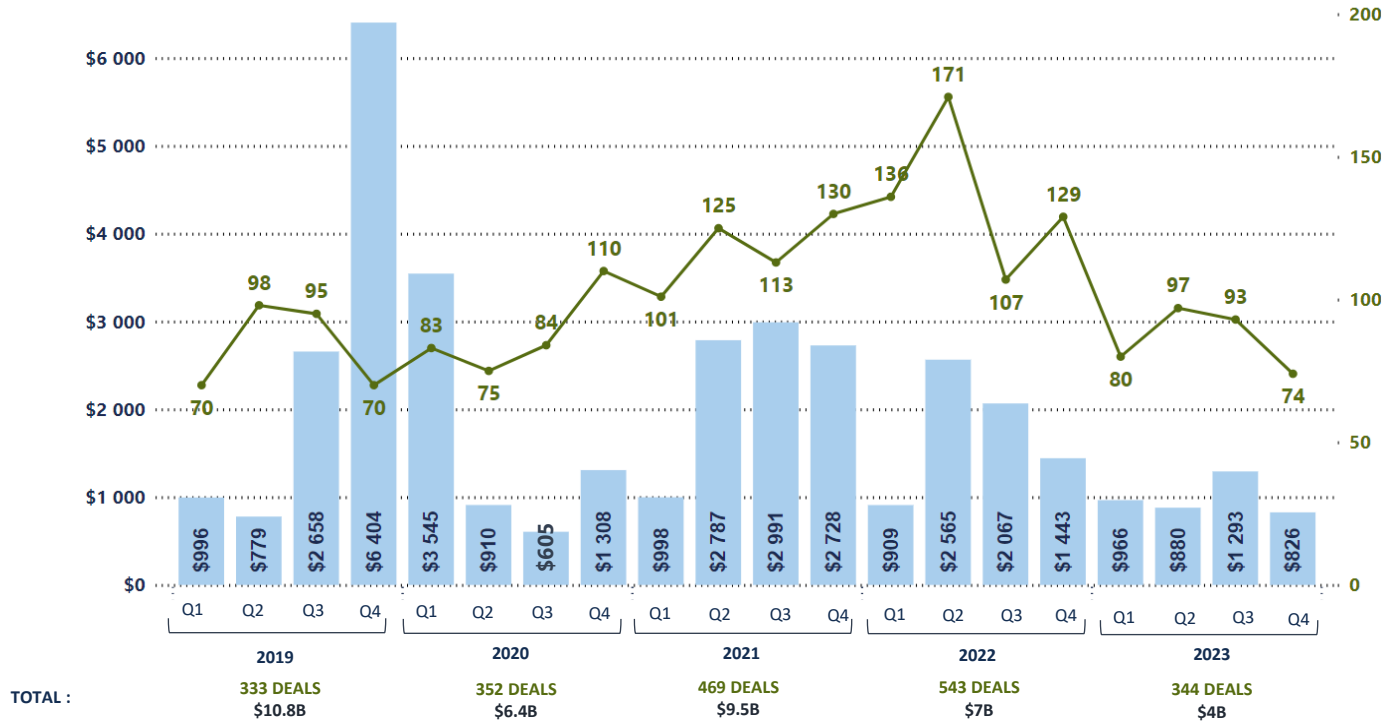
TOTAL  
**625 DEALS**

TOTAL INVESTED  
**\$9.7 BILLION**



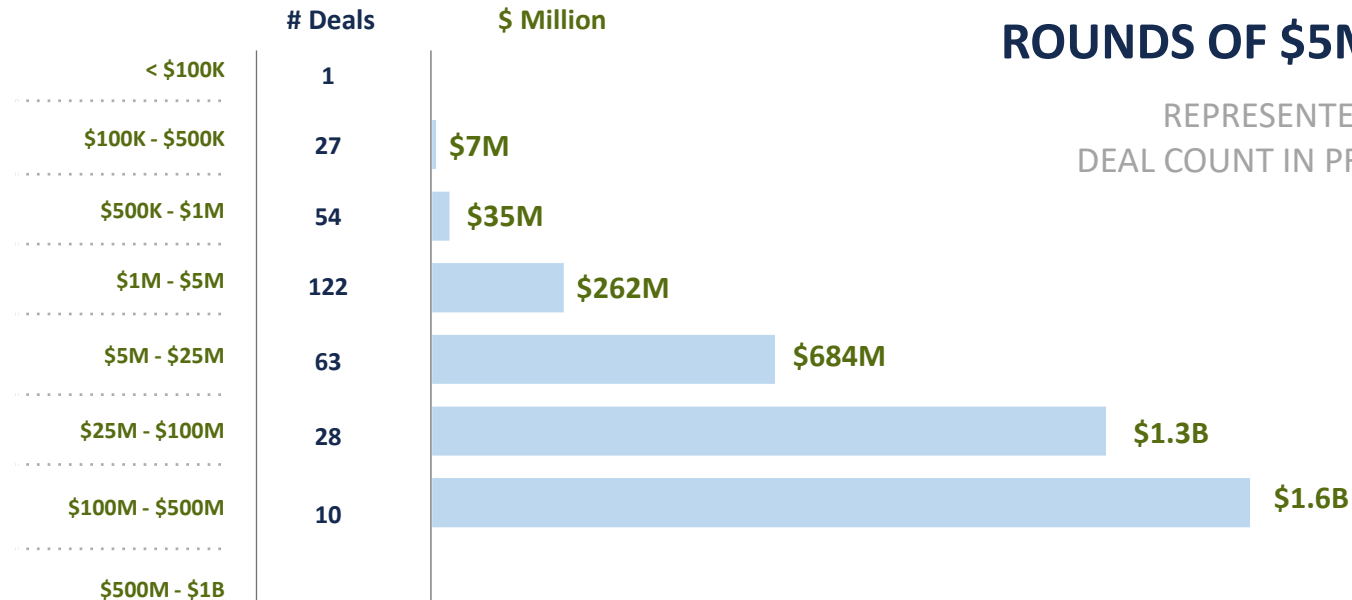
# PRIVATE EQUITY INVESTMENT ACTIVITY

QUARTER-OVER-QUARTER | 2023



# PRIVATE EQUITY ACTIVITY

BY DEAL SIZE | 2023



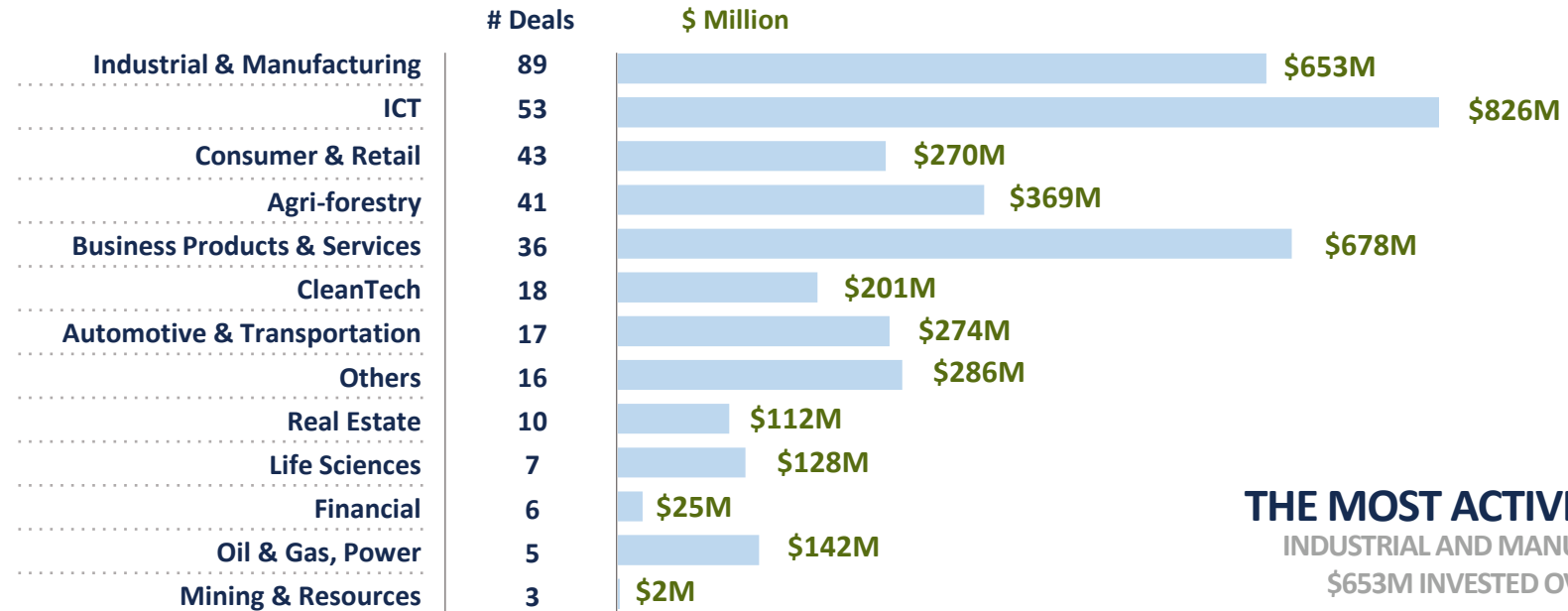
## ROUNDS OF \$5M OR LESS

REPRESENTED 67% OF THE DEAL COUNT IN PRIVATE EQUITY

\*Deals with undisclosed values have been removed from this slide.

# PRIVATE EQUITY ACTIVITY

BY SECTOR | 2023



## THE MOST ACTIVE SECTOR

INDUSTRIAL AND MANUFACTURING:  
\$653M INVESTED OVER 89 DEALS

## TOP DISCLOSED QUÉBEC PRIVATE EQUITY DEALS

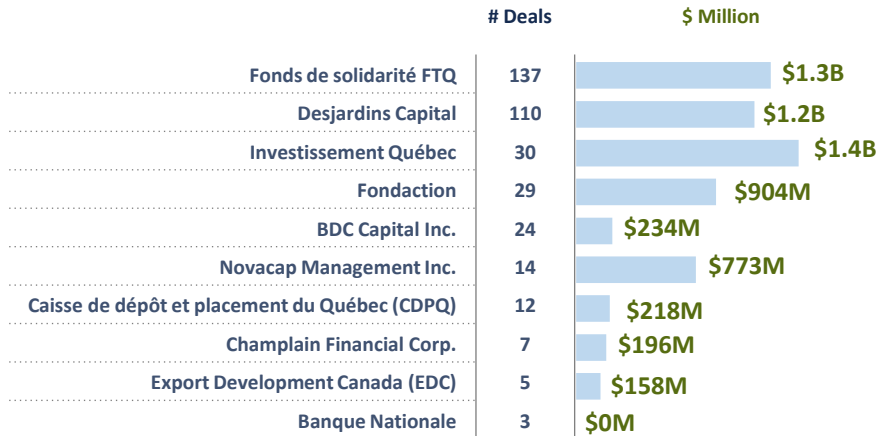
YEAR TO DATE | 2023

COMPANY NAME	ADMIN. CENTRE	DISCLOSED DEALS	SECTOR	\$M
Nemaska Lithium inc.	Capitale-Nationale	Investissement Québec	Metals & Mining	\$250
The Lion Electric Co	Laurentides	Investissement Québec, Fonds de solidarité FTQ, Fondation	Automotive & Transportation	\$188
Workleap (GSoft Inc.)	Montréal	Caisse de dépôt et placement du Québec (CDPQ)	Software (Non Internet/Mobile)	\$125
EquiSoft Inc.	Montréal	Investissement Québec, Export Development Canada (EDC), Fondation, Government of Quebec / Gouvernement du Québec	Software (Non Internet/Mobile)	\$125
Éthanol Cellulosique Varennes s.e.c.	Montréal	Investissement Québec	CleanTech	\$123
Groupe de chaîne d'approvisionnement Metro inc.	Montréal	Investissement Québec	Business Products & Services	\$75
SMT Hautes Technologies Inc	Laval	Fonds de solidarité FTQ, Fonds de solidarité FTQ	Electronic & Semiconductor	\$68
Courchesne Larose Ltd	Montréal	Fonds de solidarité FTQ, Fondation, Roynat Capital Inc., Sagard Holdings ULC, Sagard Private Equity Canada	Food & Beverages	\$56
Micro Logic Sainte Foy Itée	Capitale-Nationale	Investissement Québec, Business Development Bank of Canada (BDC) / Banque de Développement du Canada, Desjardins Capital	Software (Non Internet/Mobile)	\$50
Taiga Motors	Montréal	Investissement Québec, Northern Private Capital	CleanTech	\$43

# MOST ACTIVE PRIVATE EQUITY INVESTORS

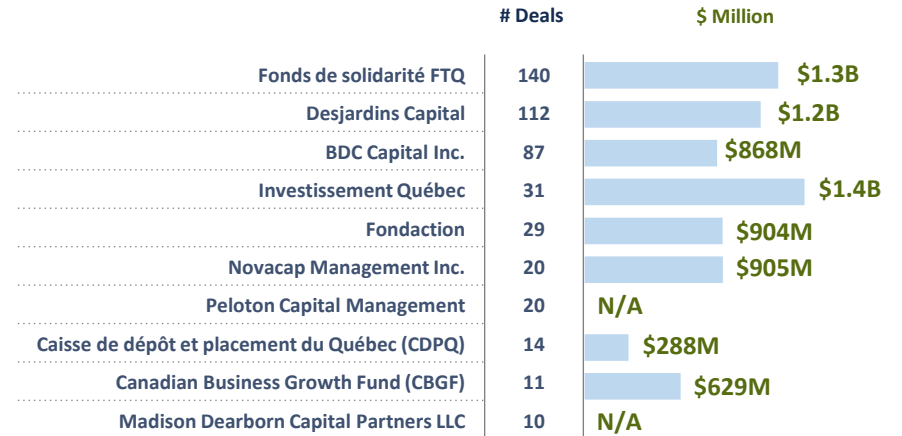
YEAR TO DATE | 2023

## IN QUÉBEC



7 OF THE 10  
MOST ACTIVE INVESTORS  
ARE BASED IN QUÉBEC

## IN CANADA



\* Total Deals Values – includes all participating investors

## TOP DISCLOSED PRIVATE EQUITY EXITS IN QUÉBEC

YEAR TO DATE | 2023

VENDEUR	ENTREPRISE	ACHETEUR	SECTEUR	M\$
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There were **12 PE exits** during the year 2023.



# METHODOLOGY

## VENTURE CAPITAL

**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). All figures are in CAD unless otherwise specified.

### VENTURE CAPITAL DEVELOPMENT STAGES

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<b>Venture debt</b>	Short-to-medium term, non-dilutive debt instrument with no equity rider.
<b>Seed stage</b>	Company has a concept or product under development, but is probably not fully operational.
<b>Early stage</b>	Company has a product or service in testing or pilot production. In some cases, the product may be commercially available.
<b>Later stage</b>	Product or service in production and commercially available. Company is generating on-going revenue, but not necessarily, profitable.
<b>Growth</b>	Significant minority investment to drive growth and scale which can be combined with a secondary transaction to facilitate liquidity for existing venture capital investors.

### VENTURE CAPITAL SECTORS

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<b>ICT</b>	Computer hardware and software and services, Internet software or services, ecommerce, electronics and semiconductor. mobile and telecom technologies and services.
<b>Life Sciences</b>	Biotech, medical devices, pharmaceuticals, ehealth, health products and services, and other medical related products and services.
<b>CleanTech</b>	Energy and fuel technologies, efficiency and conservation, renewal energy, environmental technologies and other energy and environmental products and services.
<b>Agribusiness</b>	Traditional and advanced agricultural technologies and services.

# METHODOLOGY

## PRIVATE EQUITY

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

### PRIVATE EQUITY DEAL TYPE

<b>Buyout</b>	Investment for the control of a portfolio company, including platform creation, secondary buyout.
<b>Growth</b>	Significant minority investment into a portfolio company, through new capital infusion and recapitalization.
<b>Add-on</b>	Corporate acquisitions by majority controlled private equity backed portfolio company.
<b>Debt</b>	Debt investment into portfolio companies.
<b>Infrastructure</b>	Investments into development and management of infrastructure assets but private equity does not own the underlying assets.

### PRIVATE EQUITY SECTORS

<b>Agri-forestry</b>	Agriculture, foods and forestry	<b>ICT</b>	Computer hardware/software and services, Internet software and services, ecommerce, electronic and semiconductor, mobile & telecom, and services
<b>Automotive &amp; Transportation</b>	Transportation, logistics and related services	<b>Industrial &amp; Manufacturing</b>	Equipment and material manufacturing
<b>Business products &amp; services</b>	Business products and services	<b>Life Sciences</b>	Biotech, medical devices, pharmaceuticals, ehealth, healthcare products and services, and other medical related products and services
<b>CleanTech</b>	Energy and fuel technologies, efficiency and conservation, renewal energy, environmental technologies & other energy and environmental products and services.	<b>Mining &amp; Ressources</b>	Non oil and gas natural resources
<b>Consumer &amp; Retail</b>	Consumer products and services, brick and mortar retail	<b>Oil &amp; gas, Power</b>	Oil & gas, power and utilities
<b>Financial</b>	Financial services	<b>Real Estate</b>	Property development and management

# PARTICIPATING DATA CONTRIBUTORS

## RÉSEAU CAPITAL THANKS THE FIRMS WHO PARTICIPATED IN THE Q4 2023 SURVEY.

### PARTICIPATING VENTURE CAPITAL FIRMS

- Accelerate Fund
- Active Impact Investments
- Acton Capital Partners
- Alate Partners Inc.
- Altalorra Ventures
- AmorChem Fund
- Amplitude Ventures
- Angés Quebec
- Angés Québec Capital / AQC Capital
- AVAC Ltd.
- Azure Capital Partners
- BankTech Ventures, LP
- BCF Ventures
- BDC Cleantech Practice
- BDC Intellectual Property-Backed Financing
- BKR Capital
- BlackPines Capital Partners
- Boost Capital
- Boreal Ventures
- Brightspark Ventures
- Build Ventures
- CEMEX Ventures
- Centre for Aging + Brain Health Innovation
- CIBC Innovation Banking
- CIC Capital Ventures
- Clanton Capital
- Clocktower Technology Ventures
- Conexus Venture Capital
- CTI Life Sciences
- Deloitte Ventures
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- Easily
- Ecofuel / Fonds Ecofuel
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- Grand Ventures
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- Information Venture Partners
- Innovative Scale Canada
- Innovobot
- Inovia Capital
- Investeco Capital Corp
- Kanada Ventures
- Klass Capital
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- Luge Capital
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- Math Venture Partners
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- MKB
- New Brunswick Innovation Foundation
- NGIF Capital
- Nimbus Synergies
- OMERS Ventures
- Pangaea Ventures
- Pelorus Venture Capital Ltd.
- Pender Ventures
- Quark Venture
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- The Atmospheric Fund
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- Yaletown Partners

### PARTICIPATING PRIVATE EQUITY FIRMS

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- BDC Growth + Transition Capital (BDC GTG)
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- PRIVEQ Capital Funds
- Roynat Capital Inc.
- Sagard Holdings
- Seafort Capital
- TerraNova Partners L.P.
- Tricor Pacific Capital Ltd.
- Upper Stage Ventures
- Vertu Capital
- Watrous Energy Fund
- Westcap Mgt. Ltd
- Yellow Point Equity Partners

### LIMITED PARTNERS

- Alberta Enterprise Corporation
- BDC Venture Capital
- Bluesky Equities Ltd.
- Dancap Private Equity Inc
- Desjardins Capital
- Farm Credit Canada
- Fondaction
- Fonds de solidarite FTQ
- Fonds de solidarité FTQ (Regional)
- HarbourVest Partners (Canada) Ltd
- Investissement Quebec
- Kensington Capital Partners Ltd.
- Northleaf Capital Partners
- Ontario Teachers' Pension Plan (OTPP)
- Teralys Capital
- Venture Ontario

If you would like to have your firm included in future reports, please [click here!](#)

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# ABOUT

## RÉSEAU CAPITAL

### OUR ORGANISATION

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.

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.

### OUR MISSION

Our mission 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.

For more information, visit: [reseaucapital.com](https://reseaucapital.com) ou

Or contact: [info@reseaucapital.ca](mailto:info@reseaucapital.ca)

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## 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.

For more information, visit: [cvca.ca](https://cvca.ca)

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