

This is the tenth edition of the *Guide to Canadian Venture Capital & Private Equity Firms* (previously *The Directory of Canadian Venture Capital & Private Equity Firms*). The contents of this publication are extracted from the American title, the *Guide to Venture Capital and Private Equity Firms*. This edition includes 267 firm profiles and nearly 800 executives that provide an in-depth look into the venture capital and private equity market in Canada.

The following reports are included in the front matter of the *Guide to Canadian Venture Capital & Private Equity Firms*:

- **Excerpts from *Venture Pulse, Q4 2020—Global Analysis of Venture Funding***
These pages from KPMG’s Venture Pulse report detail recent developments in Canadian VC investment, including information on the Americas and a chart showing financing trends in Canada from 2013-2020.
- **Excerpts from *Private Equity: a significant driver of growth for Canadian SMEs***
Prepared by PwC Canada and PitchBook, this report examines the economic impact of private equity investment in Canada.

MAIN CONTENT

The Guide provides comprehensive profiles on each firm, including address, phone and fax numbers, e-mail

and web site addresses for both the primary and branch locations. Details can also be found on the firm’s Mission Statement, Industry Group Preferences, Geographic Preferences, Average and Minimum Investments, Portfolio Companies and Investment Criteria.

Extensive information is also provided on each of the firm’s Managing Partners, such as Education-Degrees & College or University, Professional Background and Directorships held, along with the Partner’s e-mail address.

INDEXES

The *Guide to Canadian Venture Capital & Private Equity Firms* also contains five indexes:

- College/University Index
- Executive Name Index
- Geographic Index
- Industry Preference Index
- Portfolio Companies Index

This title is widely used as a valuable resource for financial executives, librarians, entrepreneurs and others interested in the venture capital and private equity fields.

Every effort has been made to ensure the accuracy of the information included in this edition. Do not hesitate to contact us with comments or if revisions are necessary.

Robust VC investment in the Americas in Q4'20

VC investment in the Americas was relatively robust in Q4'20, driven primarily by activity in the US, where Resilience, Robinhood, Chime, Relativity Space, and Nuro all raised \$500 million+ funding rounds. Quarterly VC investment in Canada remained steady compared to historical norms, while investment in Latin America was driven primarily by Mexico-based Kavak's \$397 million raise in October and a \$255 million funding round by Brazil-based Credits in December¹².



Corporate venture capital investment remains high as competitiveness becomes critical

Corporate VC related investment in the Americas grew from \$64 billion in 2019 to \$71 billion in 2020, an amount just shy of the record \$72 billion seen in 2018. As the importance of digital channels and solutions skyrocketed due to the impact of COVID-19 across the region, many corporates were forced to rapidly accelerate their digital transformation agendas in order to remain competitive. Given the importance of speed to market, many corporates were driven to invest in startups with relevant technologies already in play that could help them move forward more quickly than they could otherwise move.



Fintech attracting significant VC investment across the Americas

Across the Americas, fintech continued to be one of the most attractive areas for investment. While fintech has been a critical area of investment for a number of quarters, the global pandemic has increased interest in the sector even further given the increases in e-commerce and the growing demand for touchless and digital payment options.

During Q4'20, a number of US-based companies raised sizeable funding rounds, including Robinhood (\$668 million), Chime (\$533 million) and Hippo Insurance (\$350 million), while Brazil-based Credits raised \$255 million and Canada-based Wealthsimple raised \$86 million. In Latin America, payments and lending continued to be the most prominent areas of fintech investment during Q4'20, while in the US and Canada VC investors were attracted to a broader range of fintech subsectors, including insurtech and wealthtech.



Increasing geographic diversity of innovation ecosystems across the Americas

While Silicon Valley continued to drive a large percent of VC investment in the Americas, regional innovation ecosystems continued to gain traction across the Americas during 2020. For example, the birth of new unicorns in both Mexico (Kavak) and Brazil (Credits) during Q4'20 highlight the growing maturity of the innovation ecosystems in Latin America. At the same time, the pandemic has driven some startups to recognize that their employees do not always need to be based in a single location in order to be productive. This could lead to companies acquiring talent from well outside of traditional innovation hubs – where talent shortages and talent wars are the norm.

¹²<https://www.yahoo.com/now/softbank-backed-credits-reaches-1-141502350.html>

1 **32 DEGREES CAPITAL**

635 8th Avenue SW
Suite 650
Calgary, AB T2P 3M3
Canada

Phone: 403-695-1069 **Fax:** 403-695-1069

e-mail: info@32degrees.ca

web: www.32degrees.ca

Mission Statement: Private equity firm focused on developing crude oil and natural gas reserves and production.

Geographic Preference: Canada, United States

Fund Size: \$105 million

Founded: 2004

Average Investment: \$5 - \$25 million

Investment Criteria: Early-Stage

Industry Group Preference: Oil & Gas

Portfolio Companies: Sphere Energy, Corval Energy, Sitka Exploration, Canamax Energy, Western Oilfield Equipment Rentals, Core Line Pipe, HPC Energy Services, Vertex Resource Group, Artis Exploration, Rising Star Resources, Summerland Energy, Karve Energy

Key Executives:

Larry Evans, Founder & Managing Partner

Education: University of Manitoba

Background: Glacier Energy; Ice Energy; Avalanche Energy; Colony Energy

Directorships: Artis Exploration; Corval Energy; Vertex Resource Group

Mitch Putnam, Founder & Managing Partner

Education: University of Alberta

Background: Glacier Energy; Ice Energy; Avalanche Energy; Colony Energy

Directorships: Canamax Energy; Summerland Energy; Karve Energy; Rising Star Resources; Sitka Exploration; HPC Energy Services

Trent Baker, Managing Partner

Education: Queen's University

Background: KPMG

Directorships: Vertex Resource Group; CORE Linepipe; Sphere Energy

Melissa Fabreau, Vice President

Education: University of Calgary

Background: Enerplus Corporation

Directorships: Karve Energy; Sphere Energy

Matt Bauer, Chief Financial Officer

Education: University of Calgary

Background: Korite International; Rothschild; Grant Thornton

2 **4FRONT CAPITAL PARTNERS**

47 Colborne Street
Suite 303
Toronto, ON M5E 1P8
Canada

Phone: 416-861-1100

web: www.4frontcapitalpartners.com

Mission Statement: 4Front Capital Partners us an independent investment bank focused on the growth of their companies in knowledge-based industries.

Key Executives:

John Travaglini, Chief Executive Officer
Education: Wilfrid Laurier University

Raj Natarajan, Partner/Vice President
Education: MBA, University of Toronto

Mark Kennedy, Managing Director
Education: Wilfrid Laurier University; MBA, York University

3 **500 STARTUPS CANADA**

Calgary, AB
Canada

web: 500canada.ca

Mission Statement: Seed stage venture capital fund.

Geographic Preference: Canada

Fund Size: \$30 million

Founded: 2017

Investment Criteria: Early-Stage, Seed

Portfolio Companies: AmpMe, ApplyBoard, Attendease, Avidbots, BenchSci, Chatkit, Chatter Research, Creative Market, dot Blockchain Music, Element AI, Finaeo, Fluent.ai, Homigo, Humi HR, Hysko, Innerspace, Keatext, Knotet, Local Logic, Logojoy, Lumotune, Mejuri, Meya.ai, Motorleaf, NestReady, Obie.ai, Play the Future, reDock, Shoelace, Smart Reno, Synervoz, Swept, Unito, Urbanlogiq, WayPay, Welltrack

4 **7 GATE VENTURES**

68 Water Street
Suite 401
Vancouver, BC V6B 1A4
Canada

e-mail: info@7gate.vc

web: 7gate.vc

Mission Statement: 7 Gate Ventures funds technical founders to help them grow into billion-user companies.

Founded: 2015

Other Locations:

2 Embarcadero Center
8th Floor
San Francisco, CA 94111

Key Executives:

Amir Vohooshi, Founding Managing Partner
Background: Founder, BleepTunes.com; Founder/CEO, Rahnema

Alireza Rahnema, Managing Partner
Education: BSc, McGill University; MBA, Schulich School of Business
Background: Co-Founder, ALCK Entertainment

5 ACCES CAPITAL QUEBEC

1000 route de l'Eglise
Suite 2010
Quebec, QC G1V 3V9
Canada

Phone: 418-684-8161 **Fax:** 418-650-7666

Mission Statement: Acces Capital Quebec invests in small and medium-sized technology and distribution companies based in Quebec, Canada.

Geographic Preference: Quebec

Founded: 1997

Minimum Investment: \$100,000

Investment Criteria: Seed/Startup, Early/Mid/Late Venture, Buyout, Growth, Small and medium-sized companies

Industry Group Preference: Commercial and Professional Services, Retailing, Medical Equipment and Instruments, Biotechnology, Information Technology

Portfolio Companies: Audisoft, Biopharmacopae, Chlorophylle, Coveo Solutions, Creaform, Cybiocare, Epiderma, Distribution Alimentaire, Gecko, Groupe Conseil, Granicor, GDG Environnement Groupe, Groupe J.L. Leclerc, Habitation Mgr Deschenes, Korem, Tactic, LeddarTech, Lambert Somec, Marotech, Medicago, Myca, Novik, Opsens, Optosecurity, Resiver, Prevttec, Silicycle, Souris Mini, TeraXion, XD3

Key Executives:

Serge Olivier, Managing Partner

Education: BBA, Higher Commercial Studies, HEC Montreal

Background: Investment Manager; SOQUIA; Investment Manager, Desjardins Venture Capital; Portfolio Manager, Capidem

Lise Lapierre, Managing Partner

Background: Samson Belaire/Deloitte & Touche

6 ACCESS CAPITAL CORPORATION

3080 Yonge St.
Suite 4070
Toronto, ON M4N 3N1
Canada

Phone: 416-366-4820 **Fax:** 416-366-5123

e-mail: robmcl@access-capital.com

web: www.access-capital.com

Mission Statement: Offers guidance to companies that are major buyers and sellers of electric power projects.

Geographic Preference: North America, Canada

Fund Size: \$2.6 billion

Founded: 1990

Investment Criteria: Acquisitions, Divestitures, Expansion Capital, Management Buyouts

Industry Group Preference: Power Technologies, Financial Services, Engineering

Key Executives:

Robert S. McLeese, Founder & President

Education: BSc, University of Western Ontario; MBA, McMaster University

Directorships: ACI Energy

George H. Cholakis, Senior Vice President

Education: BSc, University of Toronto; MBA, York University

Background: Vice President, Corporate Finance, Midland Doherty (subsequently Midland Walwyn and later Merrill Lynch), Toronto; Manager Corporate Finance and Manager Merchant Banking, Bank of Montreal, Toronto; Manager, Financial Planning.

Directorships: Vice Chairman, Toronto Board of Trade Electricity Task Force; Executive Committee, Stakeholders Alliance For Competition and Customer Choice (“SAC”).

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AIP PRIVATE CAPITAL

Royal Bank Plaza, South Tower
200 Bay Street
Suite 3240
Toronto, ON M5J 2J5
Canada

Phone: 416-601-0808 **Fax:** 888-900-4123

Toll-Free: 855-275-0868

e-mail: info@aipprivatecapital.com

web: aipprivatecapital.com

Mission Statement: AIP Private Capital is an investment firm focused on providing private equity and venture debt financing to emerging growth businesses.

Geographic Preference: Canada, United States, South America, Europe

Founded: 2010

Average Investment: \$1 - \$5 million

Investment Criteria: Emerging, Management Buyouts, Recapitalizations, Turnarounds, Corporate Divestitures, Acquisitions, Growth Capital

Industry Group Preference: Financial Services, Business Products & Services, Clean Technology, Information Technology, Transportation, Oil & Gas

Portfolio Companies: Arkados Group, BioGanix, Carl Data Solutions, Cannabix Technologies, Next Door Lending, Relevium Technologies, Smart Autonomous Solutions, SolBright Renewable Energy, Torino Power Solutions, West Point Resources

Other Locations:

Moscow Embankment Tower
10 Presnenskaya
Naberezhnaya Block C
Moscow 123317
Russia

Korea Teachers Pension, 9th Floor
Yeouido-dong
Yeongdeungpo-Gu
Seoul 150-742
South Korea

Dubai Trade, 10th Floor
Limitless Galleries Building 4
Downtown Jebel Ali
Dubai
United Arab Emirates

Key Executives:

Alex Kanayev, Managing Partner

Education: San Diego State University; MBA, York University; CPA

Background: Senior VP, Sprott Asset Management; Portfolio Manager, BMO Financial Group; Managing Partner, Goldman & Partners; Managing Director, RUS Communications

Directorships: Capital Guardian

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ALBERTA ENTERPRISE

Suite 1405, TD Tower
10088 102 Avenue
Edmonton, AB T5J 2Z2
Canada

Phone: 587-402-6601 **Fax:** 587-402-6612

Toll-Free: 877-336-3474

e-mail: info@alberta-enterprise.ca

web: www.alberta-enterprise.ca

Mission Statement: Alberta Enterprise partners with proven VC technology funds investing in Alberta.

Geographic Preference: Alberta

Fund Size: \$440 million

Founded: 2008

Industry Group Preference: Software, Internet, Media, Manufacturing, Clean Technology, Energy, Medical Devices, Life Sciences, Pharmaceuticals, Electronics

Portfolio Companies: 32 Degrees Capital, Accelerate Fund, Avrio Capital, Azure Capital Partners, Builders VC, Chrysalix, EnrTech Capital, iNovia Capital, McRock Capital, Panache Ventures, Relay Ventures, Yaletown

Key Executives:

Kristina Williams, President & CEO

Education: Master of Laws, Uppsala University; MBA, University of Alberta

Background: Director of Marketing, Cevena Bioproducts; VP Marketing, Natraceutical Canada

Directorships: TEC Edmonton

Rebecca Giffen, Director of Investments

Education: BComm, Haskayne School of Business, University of Calgary

Background: Director of Fund Investments, BDC Venture Capital

Paul Godman, Director of Investments

Education: University of Waterloo; University of Calgary

Background: EnCana

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ALBERTA INVESTMENT MANAGEMENT CORP.

10250 101 Street NW

Suite 1600

Edmonton, AB T5J 3P4

Canada

Phone: 780-392-3600

web: www.aimco.alberta.ca

Mission Statement: Alberta Investment Management Corp. is one of the largest institutional investment managers in Canada. A Crown corporation of the Province of Alberta, AIMCo seeks to produce superior, long-term investment results through good governance and the pursuit of the best investment opportunities around the world.

Fund Size: \$108.2 billion

Founded: 2008

Industry Group Preference: Real Estate, Infrastructure

Portfolio Companies: Axcan Pharma, CCS, Cengage, Ceridian, DGAM, Generac, GLM Industries, KMC Mining, RTL-Westcan, TransAlta Corp.

Other Locations:

100 King Street West

Suite 5120

PO Box 51

Toronto, ON M5X 1B1

Canada

Phone: 647-789-5700

72 Welbeck Street

4th Floor

London W1G 0AY

United Kingdom

Phone: 44 (0)20 3102 1909

Key Executives:

Kevin Uebelein, CEO

Education: BBA, Harding Univeristy; MBA, Rice University

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