

# QUEBEC FINTECH REPORT

Q3 2022

Fathom4sight x



9 FinTech companies have been added in the 3rd Quarter of 2022! The region is growing and it's all good news!

And some great news to share: Montreal is one of 2 cities in North America that has been designated "an ecosystem to watch" by Startup Genome, in their Sept. 2022 report the "The Global Startup Ecosystem Report: Fintech Edition." where Toronto-Waterloo is the only Canadian city in the Top 5.

Startup Genome

This quarter we profile "partnerships" which are on the rise everywhere. Specifically 8 of the largest FI's in Canada with a presence in Quebec have been announcing some key collaborations which deserve recognition. Partnering is key to the collective success of all stakeholders, and will be even more important with Open Banking in 2023.

**November 7-9**  
**CANADA FINTECH FORUM**  
 in Montreal

[Learn More!](#)

FINANCE MONTREAL STATION FINTECH MONTREAL

**Station FinTech Accelerator – Demo Day Online! Nov 8.**

[Register Here!](#)

Fathom4sight

For more insights like this, [sign up for a demo](#) of Fathom4sight's **Fathom Pro Platform** - and access the deepest intel on FinTech and incumbent innovation in Canada, and tap into advisory support from the Fathom4sight experts to put the insights into action!

[Sign Up!](#)

## QUEBEC FINTECH FACTS



**Total of 213 FinTechs**

Founded after 2010	<b>169</b>
Founded before 2010	<b>44</b>

**Total of 19,671 Employees**

Founded after 2010	<b>3795</b>
Founded before 2010	<b>15,876</b>

**\$6.3 Million** in FinTech Funding

**2 Acquisitions, 20 Partnerships** and **8 Product Launches** announced in Q3

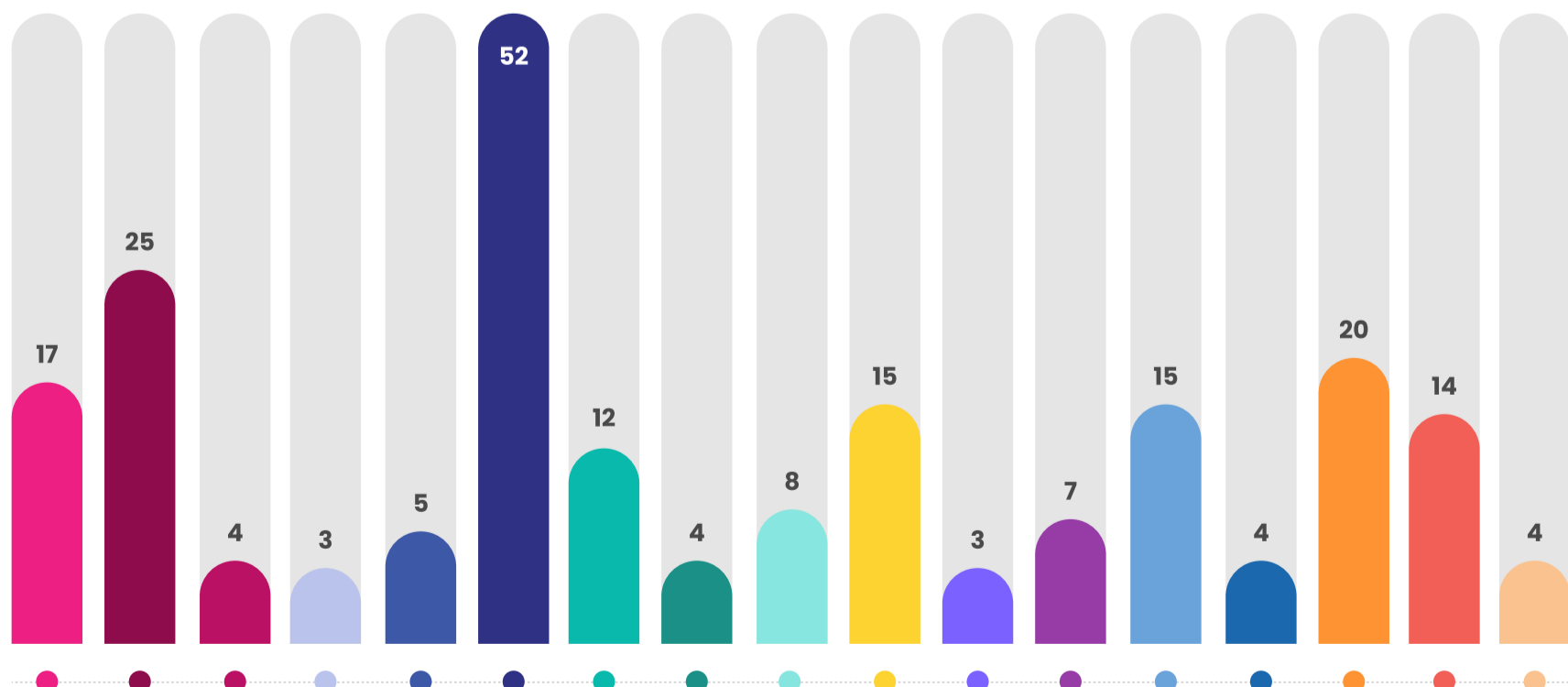
\* Change +9 companies added

\* Overall with new FinTech companies, total employees increased 4%

## Q3 INSIGHTS


**TS Imagine** is a FinTech Incumbent just added to the Quebec database. It's a global leader in trading, portfolio management, and risk management solutions for capital markets, and in Q3 announced its expansion in Canada with new facilities in Montréal to boost its North American operations and drive its international growth.

### FinTechs in Quebec by Sector



- Wealth & Asset Management
- Tech for Fin
- SME Ecosystem
- PropTech
- PFM
- PayTech
- AI & Data
- Alternative Assets
- Blockchain
- Capital Markets
- Challenger Bank
- Crowdfunding
- Crypto & Decentralized Banking
- ESG
- InsurTech
- LendTech
- Open Banking/ Embedded Finance

Q3's mix of FinTech sectors is about the same mix as previous quarters, with the exception of PayTech that took the biggest share of new companies added.

# QUEBEC FINTECH REPORT

Q3 2022

Fathom4sight x

FINANCE MONTREAL x

STATION FINTECH MONTREAL

## FinTechs by Stage



There is some evidence of growth in the stage of FinTechs in Q3, with movement of companies from early stage into expansion and later stage growth when compared to previous quarters. We also identified and removed 3 closed FinTechs, although these companies didn't close in the quarter but rather that evidence was found.

## FinTechs by Size



There is more to the change in "size" story from our first report to Q3 than this data shows. A few companies made dramatic shifts such as:

- **Nethris** dropped over 300 employees and went from Medium to Small.
- **CGI** added over 700 employees.
- Other companies adding more than 25 employees since Q2 are: **Carebook, Hello Network, Fairstone and Lightspeed.**

\* Note: This data is based on LinkedIn information

## FinTechs by Business Model

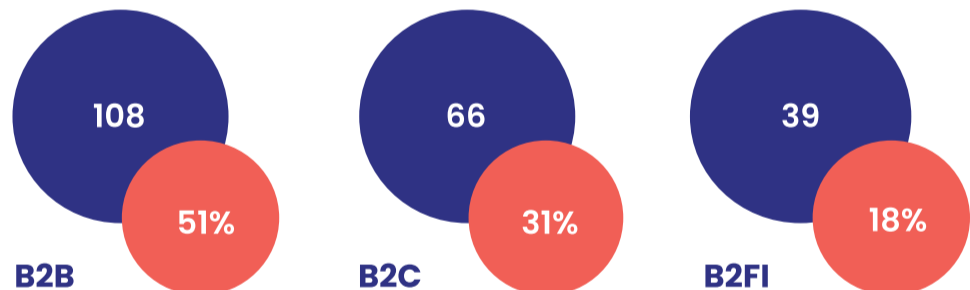
- Q3 Number
- Q3 Percentage

More than half of the FinTechs have a B2B business model and offer products/services directly to businesses.

**B2FI** - FinTechs which sell tech and other services to financial institutions for their use in the provision of services to consumers or end-users.

**B2C** - FinTechs which offer products/services directly to consumers.

**B2B** - FinTechs which offer products/services directly to businesses.



**82%** of Fintechs in Quebec are B2B or B2C, and this ratio hasn't changed in 2022 from Q2 or Q1. No new B2FI's added in Q3.

## SPECIAL SECTION: FINANCIAL INSTITUTION FINTECH PARTNERSHIPS

We'd like to take a moment to acknowledge some of the partnerships between FI's and FinTechs succeeding in partnering with banks across Canada.

Why? Because partnering is not easy, especially between a regulated FI and a new FinTech. It takes a ton of perseverance and collaboration, and for many FinTechs, makes the difference in their growth.

And we can't forget the FinTech Incumbents HQ'd in Quebec, like CGI, who keep innovating and helping launch new products in our banking community. CGI is one of the largest incumbent FinTechs headquartered in Quebec, and contributes more than 60,000 jobs globally, with more than 10,000 in Canada and growing.

Let's celebrate these companies here for their partnership accomplishments, and hope to see many new ones to come!



# QUEBEC FINTECH REPORT

Q3 2022

Fathom4sight x


FINANCE MONTREAL x

STATION FINTECH MONTREAL

## Q3 MARKET ACTIVITY

### FinTech Fundings

01

	YouSet
<b>Funding Amount</b>	<b>\$2.1 Million</b>
<p>Station FinTech Montreal-based home and auto insurance marketplace, <b>YouSet</b> raises CA\$2.1M, launches in Ontario. <a href="#">Link</a></p>	

02

	HelloSafe
<b>Funding Amount</b>	<b>\$4.2 Million</b>
<p><b>HelloSafe</b>, a Quebec-based FinTech that develops comparison tools for insurance, investment, savings, and credit products announces \$4.2 M seed funding. <a href="#">Link</a></p>	



### FinTech Acquisitions



Montreal-based banking software and tech company, **Sesami** becomes the global leader in cash optimization software solutions with acquisition of Germany-based cash management solution provider, **Planfocus**. [Link](#)



**Fairstone Financial Inc.** closes transaction to acquire Toronto-based boutique lender servicing car dealers, **Eden Park Inc.** [Link](#)

### Partnerships

insurify

x

beazley

[Link](#)

CGI

x

IGM Financial

[Link](#)

CGI

x

ARTIFICIAL SOLUTIONS

[Link](#)

CGI

x

CI FINANCIAL

[Link](#)

clear estate,

x

bloom

[Link](#)

EE ElligencIA

x

VA

[Link](#)

LexRock<sup>AI</sup>

x

BRADLEY ROLLINS

[Link](#)

finks

x

EQ Bank

[Link](#)

Hardbacon

x

square one

[Link](#)

hopper

x

evolve

[Link](#)

hopper

x

jetBlue

[Link](#)

lightspeed

x

OpenTable

[Link](#)

mobi724 GLOBAL SOLUTIONS

x

BANCO Hipotecario

[Link](#)

mobi724 GLOBAL SOLUTIONS

x

VISA

[Link](#)

equisoft

x

PORTFOLIO STRATEGIES

[Link](#)

nuvei

x

GAN

[Link](#)

PAYSEND

x

Currencycloud

[Link](#)

CGI

x

Peoples Group

[Link](#)

finks

x

Pingidentity.

[Link](#)

PLEO

x

YAPILY

[Link](#)

### Notable Events

- **CGI** awarded platinum rating by EcoVadis, placing in the top 1% of companies for sustainable business practices. [Link](#)
- **Estateably** Expands Cloud-Based Estate Administration Software to the United States. [Link](#)
- Montreal's PFM platform, **Hardbacon** sees success with oversubscribed crowdfunding campaign. [Link](#)
- Montreal-based payment platform, **Lightspeed** brings innovative payments technology to the golf industry. [Link](#)
- **Carebook** expands development of Pharmacy Solution for major pharmacy client. [Link](#)
- **IBM** to announce \$20B investment during Biden trip to New York. [Link](#)
- **ElligencIA**, Station FinTech Montreal-based startup announces its partnership with financial messaging specialist **DevanceApp**. [Link](#)

# QUEBEC FINTECH REPORT

Q3 2022

Fathom4sight

FINANCE MONTREAL

STATION FINTECH MONTREAL

## • New Product Launches

CGI

CGI Inc.

- CGI Federal readies customers for G-Invoicing federal mandate with new versions of its Momentum® ERP solution. [Link](#)
- Introduces Sunflower® Work Management solution. [Link](#)

lightspeed

Lightspeed

- Launches Contactless Payments For Aussie Retail. [Link](#)
- To launch new flagship platform, Lightspeed Restaurant, to power Australian hospitality revival. [Link](#)

equisoft

Equisoft

- Launches New Solution to Help Wealth Professionals Perform Investment Product Due Diligence. [Link](#)

insurity

Insurity

- Offers Plug-and-Play Digital Solutions to Enable P&C Carriers to Meet Emerging Needs of the Insurance Ecosystem. [Link](#)

IOU Financial  
Business Lending. Simplified.

IOU Financial

- Introduces \$1.5MM Small Business Term Loan Product Offering. [Link](#)

PAYSEND

Paysend

- Introduced 50 new receiving countries to its global payments network. [Link](#)



## Fathom4sight

[Fathom4sight](#) is a new knowledge-as-a-service (Kaas) offering in the FinTech and financial product innovation research and consulting market, that provides access to both an online intelligence platform and strategic foresight advisors who help leaders plan and prepare for the future. Our **Fathom Pro** platform tracks FinTech entrants, FinTech moves of Big Tech, Brands and Financial Institutions, new product launches, fundings, acquisitions, and so much more, to help you make informed and data-driven strategic decisions. Check out our website or to book a demo, [click here](#).

## Finance Montreal

Founded in 2010, [Finance Montreal](#), Québec's financial cluster, is at the heart of the development and promotion of the Quebec financial services industry.

Finance Montréal brings together Governor Members, Partners, Associates and close to 300 volunteer professionals. The organization works on 4 pillars which includes Talents, FinTech and innovation, sustainable finance and international business development activities to make Quebec a constantly growing, innovative and attractive financial ecosystem in the world.

## FinTech Station

Supported by the Québec financial sector, Finance Montréal works to develop and promote the Montreal FinTech ecosystem, in particular through its Montreal [FinTech Station](#), a 25,000 sf. modern FinTech Hub located in the heart of Montreal's financial district at Place Ville Marie. The FinTech hub is serving as a development catalyst for nearly 30 FinTech start-ups and supports corporate innovations. Over the years, multiple initiatives have been created by the team to support the growth of the FinTech ecosystem; the Canada FinTech Forum, the largest event of its kind in Canada, the Station Fintech Accelerator and the AMF Finance Montréal FinTech Chair, a research entity entirely dedicated to study the impacts of financial technologies.

# QUEBEC FINTECH REPORT

Q3 2022

Fathom4sight x



## CITATIONS

### Fundings

**Youset** • <https://betakit.com/home-and-auto-insurance-marketplace-youset-raises-2-1-million-launches-in-ontario/>

### Acquisitions

**Sesami + Planfocus Software** • <https://www.newswire.ca/news-releases/sesami-becomes-the-global-leader-in-cash-optimization-software-solutions-with-acquisition-of-fintech-planfocus-843027940.html>

### Partnerships

**Insurity x Beazley** • <https://www.lifeinsuranceinternational.com/news/beazley-ties-up-with-insurity-to-automate-distribution/>

**CGI x IGM Financial** • <https://www.itworldcanada.com/article/cgi-announces-new-product-partnership/495722>

**CGI x Artificial Solutions** • <https://www.intelligenttechchannels.com/2022/07/01/artificial-solutions-announces-enterprise-partnership-with-cgi/>

**CGI x CI Financial** • [https://www.marketscreener.com/quote/stock/CI-FINANCIAL-CORP-1409464/news/CI-Financial-Partners-With-CGI-to-Implement-Advanced-Transfer-Agency-Solution-and-Operations-41653994/?utm\\_medium=RSS&utm\\_content=20220830](https://www.marketscreener.com/quote/stock/CI-FINANCIAL-CORP-1409464/news/CI-Financial-Partners-With-CGI-to-Implement-Advanced-Transfer-Agency-Solution-and-Operations-41653994/?utm_medium=RSS&utm_content=20220830)

**ClearEstate x Bloom** • [https://www.clearestate.com/blog/partnership-with-bloom-finance?utm\\_campaign=Bloom%20Financial&utm\\_content=219142683&utm\\_medium=social&utm\\_source=linkedin&hss\\_channel=lcp-69183280](https://www.clearestate.com/blog/partnership-with-bloom-finance?utm_campaign=Bloom%20Financial&utm_content=219142683&utm_medium=social&utm_source=linkedin&hss_channel=lcp-69183280)

**Elligencia x DevanceApp** • <https://startups magazine.co.uk/article-elligencia-announces-partnership-financial-messaging-specialist-devanceapp>

**LexRock x Bradley Rollins** • <https://bradleyandrollins.zoholandingpage.com/darkoctopusen/>

**Flinks x EQ Bank** • <https://betakit.com/eq-bank-latest-bank-to-join-flinks-open-banking-environment/>

**Hardbacon x Square One** • <https://financialit.net/news/personal-finance/hardbacon-works-square-one-expand-home-insurance-offering-western-canada>

**Hopper x Evolve** • <https://www.phocuswire.com/hopper-homes-evolve-partnership>

**Hopper x JetBlue** • <https://skift.com/2022/09/07/hopper-fills-a-gap-with-jetblue-partnership/>

### Notable Events

**CGI** • [https://www.marketscreener.com/quote/stock/CGI-INC-54202298/news/CGI-awarded-platinum-rating-by-EcoVadis-placing-in-the-top-1-of-companies-for-sustainable-business-41657585/?utm\\_content=20220831&utm\\_medium=RSS](https://www.marketscreener.com/quote/stock/CGI-INC-54202298/news/CGI-awarded-platinum-rating-by-EcoVadis-placing-in-the-top-1-of-companies-for-sustainable-business-41657585/?utm_content=20220831&utm_medium=RSS)

**Estateably** • <https://www.einpresswire.com/article/575591875/estateably-expands-cloud-based-estate-administration-software-to-the-united-states?ref=rss&code=cstP9r575fszVhLU>

**Hardbacon** • <https://www.fintech.ca/2022/07/22/montreal-hardbacon-equity-crowdfunding/>

<https://www.fintech.ca/2022/09/07/hardbacon-canadian-lenders-association/>

**Lightspeed** • <https://www.newswire.ca/news-releases/lightspeed-brings-innovative-payments-technology-to-the-golf-industry-895237481.html>

**Stradigi.AI** • <https://betakit.com/stradigi-ai-vows-to-continue-despite-laying-off-more-than-two-thirds-of-its-staff/>

### New Product Launches

**CGI** • <https://markets.businessinsider.com/news/stocks/cgi-federal-readies-customers-for-g-invoicing-federal-mandate-with-new-versions-of-its-momentum-erp-solution-1031715802>

<https://markets.businessinsider.com/news/stocks/cgi-introduces-sunflower-work-management-solution-1031740715>

**Equisoft** • <https://markets.businessinsider.com/news/stocks/equisoft-launches-new-solution-to-help-wealth-professionals-perform-investment-product-due-diligence-1031713685>

**IOU Financial** • <https://www.abfjournal.com/dailynews/iou-financial-introduces-1-5mm-small-business-term-loan-product-offering/>

**HelloSafe** • <https://www.insurancebusinessmag.com/ca/news/digital-age/canadian-insurance-comparison-giant-is-about-to-get-bigger-421195.aspx>

**Fairstone Financial Inc. + Eden Park Inc.** • <https://www.newswire.ca/news-releases/closing-of-the-transaction-between-fairstone-financial-inc-and-eden-park-inc--854970670.html>

**Lightspeed x OpenTable** • <https://www.newswire.ca/news-releases/lightspeed-and-opentable-help-restaurants-drive-improved-efficiencies-as-systems-integration-partnership-extends-to-north-america-820842951.html>

**Mobi724 x Banco Hipotecario** • <https://www.finanznachrichten.de/nachrichten-2022-08/56843183-mobi724-global-solutions-inc-mobi724-signs-commercial-agreement-with-banco-hipotecario-to-implement-its-suite-of-ai-driven-payment-card-linked-solut-296.htm>

**Mobi724 x Visa** • [https://seekingalpha.com/news/3876143-mobi724-inks-multi-country-solutions-enablement-with-visa?utm\\_source=feed\\_news\\_all&utm\\_medium=referral](https://seekingalpha.com/news/3876143-mobi724-inks-multi-country-solutions-enablement-with-visa?utm_source=feed_news_all&utm_medium=referral)

**Equisoft x Portfolio Strategies** • <https://www.newswire.ca/news-releases/portfolio-strategies-corporation-chooses-equisoft-to-fulfill-new-know-your-product-regulatory-requirements-846302907.html>

**Nuvei x GAN** • <https://www.gamblinginsider.com/news/17113/nuvei-and-gan-launch-partnership-to-target-north-american-gaming-industry>

**Paysend x Currencycloud** • <https://fintech-alliance.com/news-insights/article/paysend-currencycloud-partner-on-sme-product>

**CGI x Peoples Group** • <https://markets.businessinsider.com/news/stocks/peoples-trust-company-chooses-cgi-all-payments-to-modernize-and-digitize-payments-systems-1031581938>

**Flinks x PingIdentity** • <https://www.globalsecuritymag.com/Ping-Identity-Helps-Flinks-Empower,20220719,128072.html>

**Pleo x Yapily** • <https://www.fintechinshorts.com/pleo-partners-with-yapily/>

**TS Imagine** • <https://www.finextra.com/pressarticle/93436/ts-imagine-expands-montral-operations>

**Carebook** • <https://www.newswire.ca/news-releases/carebook-expands-development-of-pharmacy-solution-for-major-pharmacy-client-808972665.html>

**IBM** • <https://thehill.com/homenews/administration/3675515-ibm-to-announce-20b-investment-during-biden-trip-to-new-york/>

**Panier Bleu** • <https://www.lapresse.ca/affaires/2022-10-05/le-panier-bleu-maintenant-transactionnel.php>

**Elligencia x DevanceApp** • <https://startups magazine.co.uk/article-elligencia-announces-partnership-financial-messaging-specialist-devanceapp>

**Lightspeed** • <https://www.channelnews.com.au/lightspeed-launches-contactless-payments-for-aussie-retail/>

<https://www.newswire.ca/news-releases/lightspeed-to-launch-new-flagship-platform-lightspeed-restaurant-to-power-australian-hospitality-revival-894563743.html>

**Insurity** • <https://us.acrofan.com/detail.php?number=715383>

**Paysend** • <https://www.fintechinshorts.com/paysend-introduces-50-new-receiving/>