STATE OF **SAAS** 2017

A LOOK AT INDUSTRY HIGHLIGHTS, VC INVESTMENT & COMMUNITY GROWTH IN THE SAAS SPACE FOR 2017

L-SPARK

WHO IS ACTIVELY INVESTING IN **CANADIAN SAAS?**

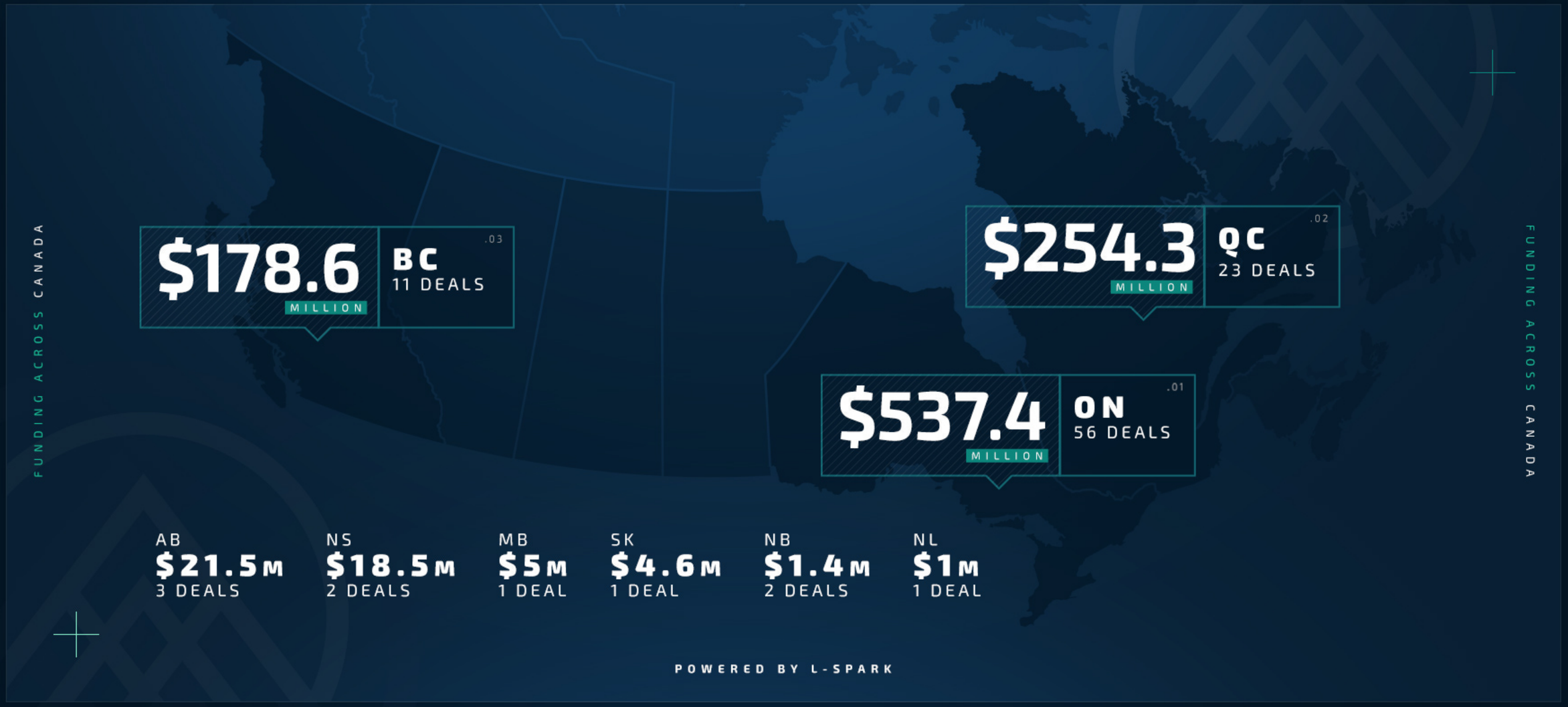
FUNDING ACROSS CANADA, VC FIRM DEAL TOTALS

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VOICE OF THE NORTH

WHO IS ACTIVELY INVESTING IN **CANADIAN SAAS?**

FUNDING ACROSS CANADA



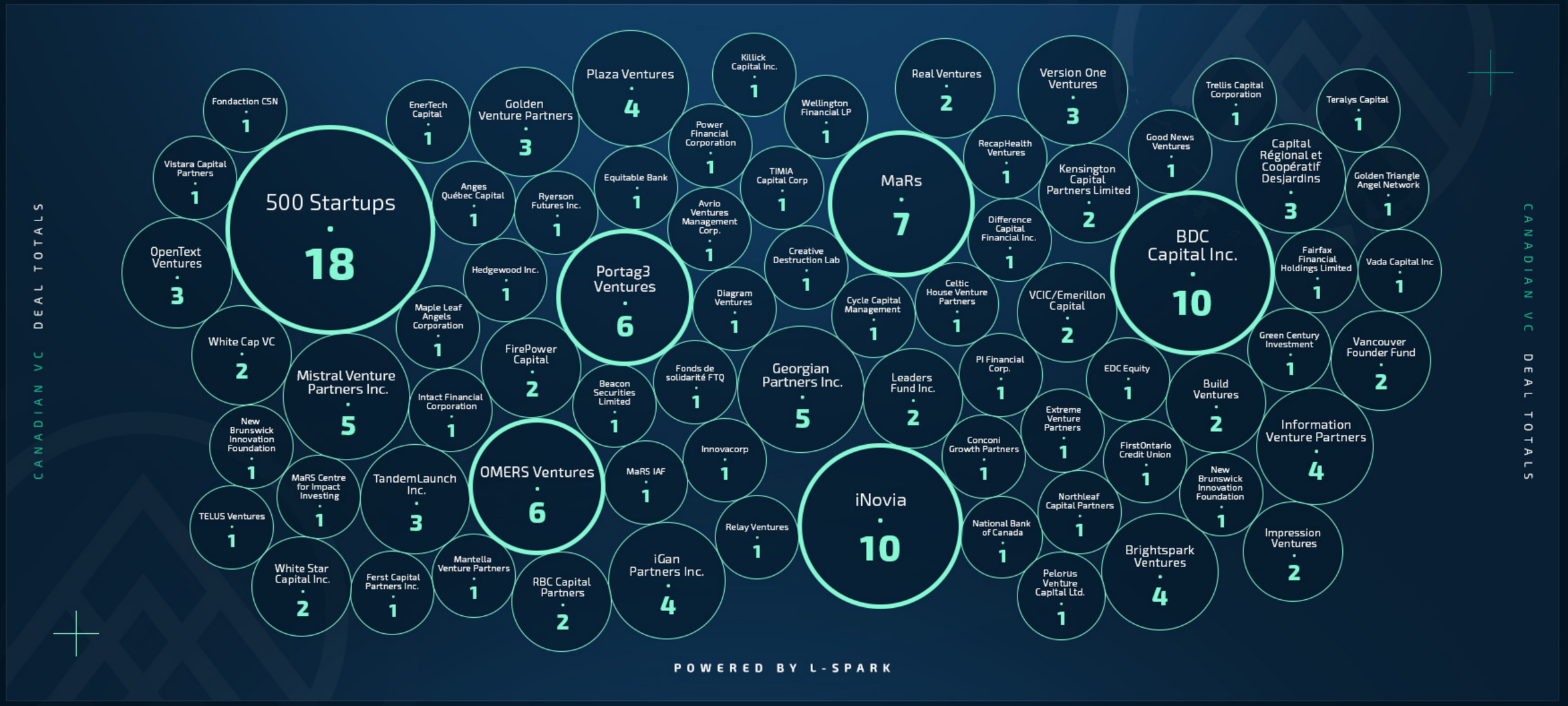
FUNDING ACROSS CANADA

AB	NS	MB	SK	NB	NL
$21.5M	$18.5M	$5M	$4.6M	$1.4M	$1M
3 DEALS	2 DEALS	1 DEAL	1 DEAL	2 DEALS	1 DEAL

POWERED BY L-SPARK

VOICE OF THE NORTH

WHO IS ACTIVELY INVESTING IN **CANADIAN SAAS?**



HOW IT ALL **ADDS UP**

TOTAL AMOUNTS, SHOWING THE SIZE OF THE INDUSTRY

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HOW IT ALL **ADDS UP**

$1.02 BILLION

.01 **TOTAL** AMOUNT OF INVESTMENT

$743.1 MILLION

.02 **CANADA & USA** DEALS

100

.03 **TOTAL** NUMBER OF DEALS

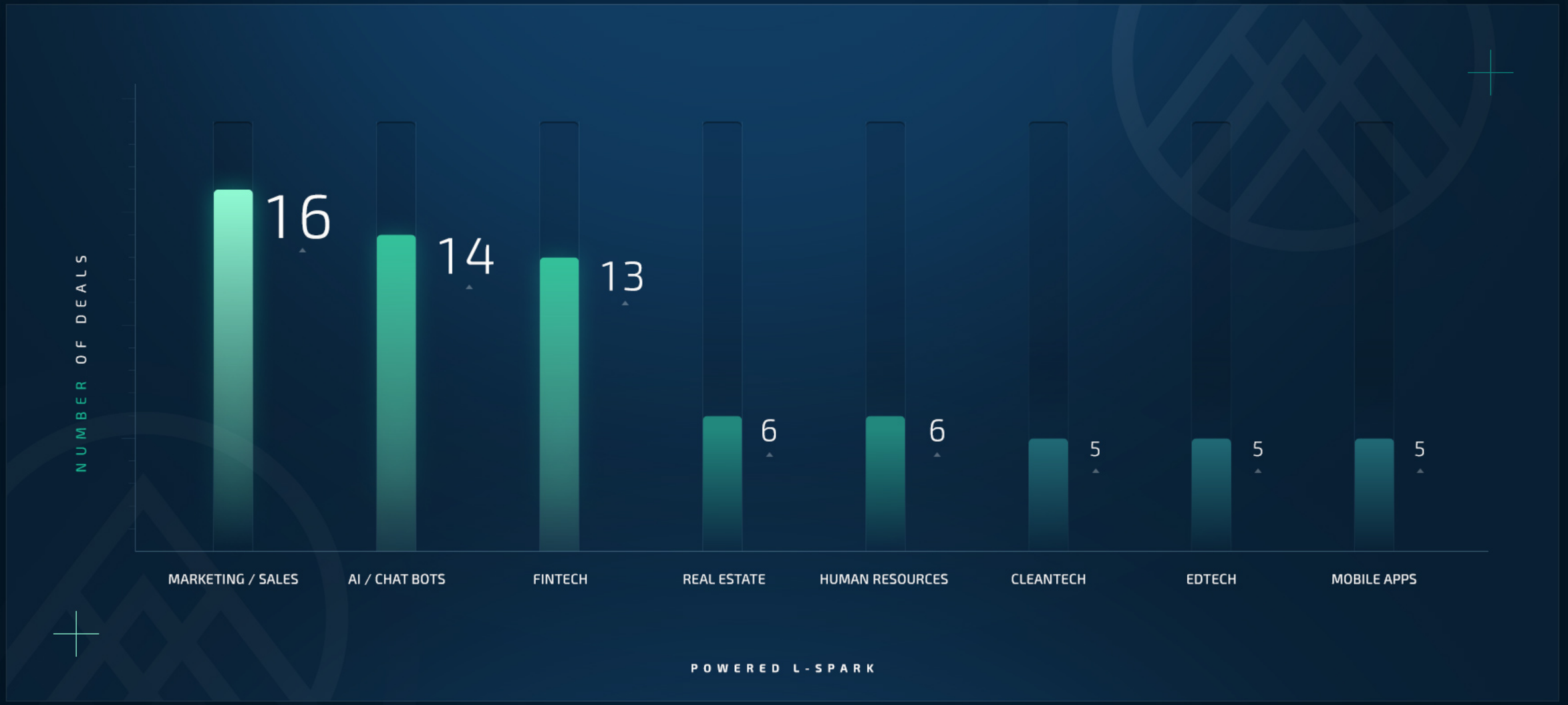
$10.8 MILLION

.04 **AVERAGE** DEAL SIZE

HOW IT ALL ADDS UP

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INVESTMENT **BY INDUSTRY**



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INDUSTRY **HIGHLIGHTS**

SAAS INDUSTRY HIGHLIGHTS

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INDUSTRY **HIGHLIGHTS**

SEED - SERIES C

SEED SERIES C

UNDER $1 MILLION

TOTAL .01
$2.3M

NUMBER OF DEALS = **30**

$1-$10 MILLION

TOTAL .02
$164.6M

NUMBER OF DEALS = **42**

$10-$50 MILLION

TOTAL .03
$257.2M

NUMBER OF DEALS = **14**

SEED SERIES C

INDUSTRY **HIGHLIGHTS**

SAAS INDUSTRY HIGHLIGHTS

$50+
MILLION

TOTAL .01
$598.1M
NUMBER OF DEALS = **9**

50+

Wealthsimple	50.0M	Borrowell	57.0M
Tulip Retail	50.2M	>isier	60.5M
breather	53.4M	VISIONCRITICAL	76.0M
RITUAL	53.0M	ELEMENT AI	141.3M
FRESHBOOKS cloud accounting	56.7M		

SAAS INDUSTRY HIGHLIGHTS

INDUSTRY **HIGHLIGHTS**

PUBLIC CANADIAN SAAS COMPANIES

opentext™ DESCARTES™ tucows THE STARS GROUP

cloudera Sphere3D kinaxis® shopify

$141.3 MILLION

REAL MATTERS .01

PARTICIPATING INVESTORS

Data Collective realventures Microsoft Ventures NATIONAL BANK intel Capital NVIDIA. Fidelity INVESTMENTS Hanwha

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SAAS INDUSTRY HIGHLIGHTS

betakit

CANADIAN STARTUP NEWS & TECH INNOVATION

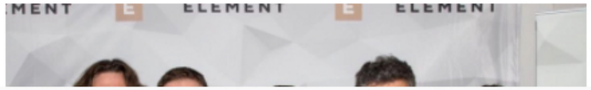
BY JESSICA GALANG / CANADIAN STARTUP NEWS / AUGUST 22, 2017

TULIP RETAIL RAISES $50 MILLION SERIES B FROM KLEINER PERKINS





ELEMENT AI RAISES $137.5 MILLION SERIES A, PLANS TO HIRE 100 PEOPLE IN TORONTO





FreshBooks raises $43M, eyes expansion in North America

Cloud accounting software provider, FreshBooks, is also planning to use the investment for platform innovation for billing, reporting, accounting, and partner integrations



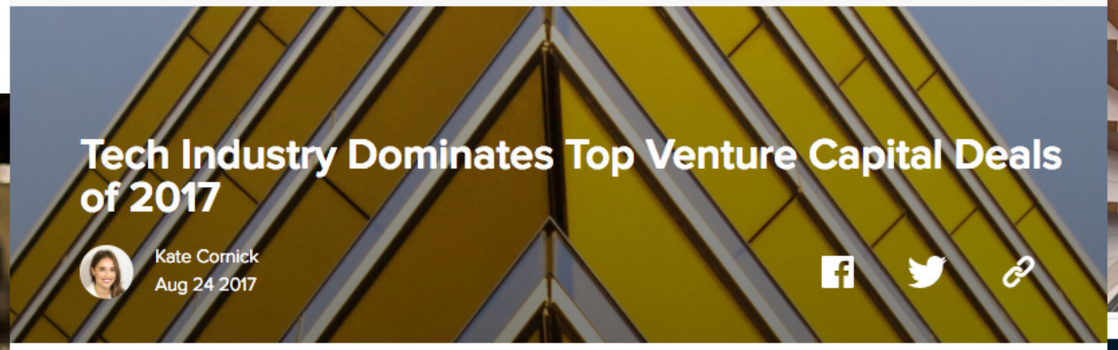
PUBLISHED ON

Wealthsimple raises $50M to expand services, announces $1B in assets



Michael Kitchen, CEO of Wealthsimple poses for a photograph at his office in Toronto on Thursday, April 27, 2017. (Nathan Denette / THE CANADIAN PRESS)

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Tech Industry Dominates Top Venture Capital Deals of 2017

Kate Cornick
Aug 24 2017

Seven of the 10 largest disclosed Canadian venture capital deals in the first half of 2017 were secured by companies in the tech industry, reported CVCA's in their latest market overview.

Breather raises $40 million for stylish workspaces on-demand

Posted Dec 7, 2016 by Lora Kolodny (@lorakolodny)

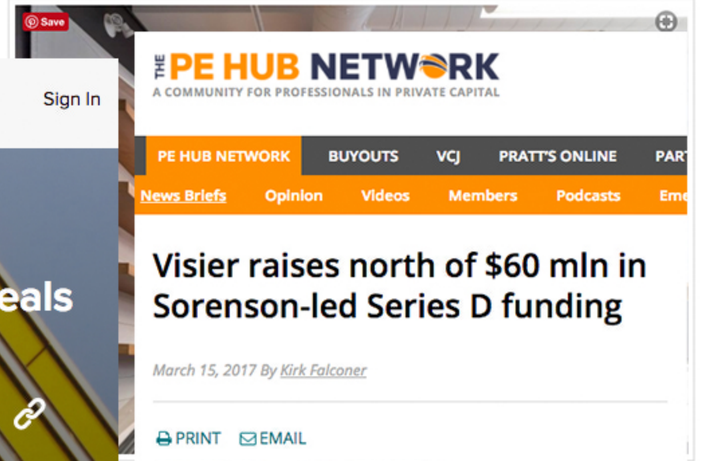


Borrowell

The Blog

#Winning: Borrowell Raises $57 Million in Funding from Major Investors

Rachel Surman / July 21, 2017 / Blog, News



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A COMMUNITY FOR PROFESSIONALS IN PRIVATE CAPITAL

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Visier raises north of $60 mln in Sorenson-led Series D funding

March 15, 2017 By Kirk Falconer

PRINT EMAIL

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Visier Inc, a Canadian workplace intelligence solutions provider, has raised more than $60 million (US$$45 million) in a Series D financing. A new investor, U.S. venture capital firm **Sorenson Capital**, led the

THE **COMMUNITY**

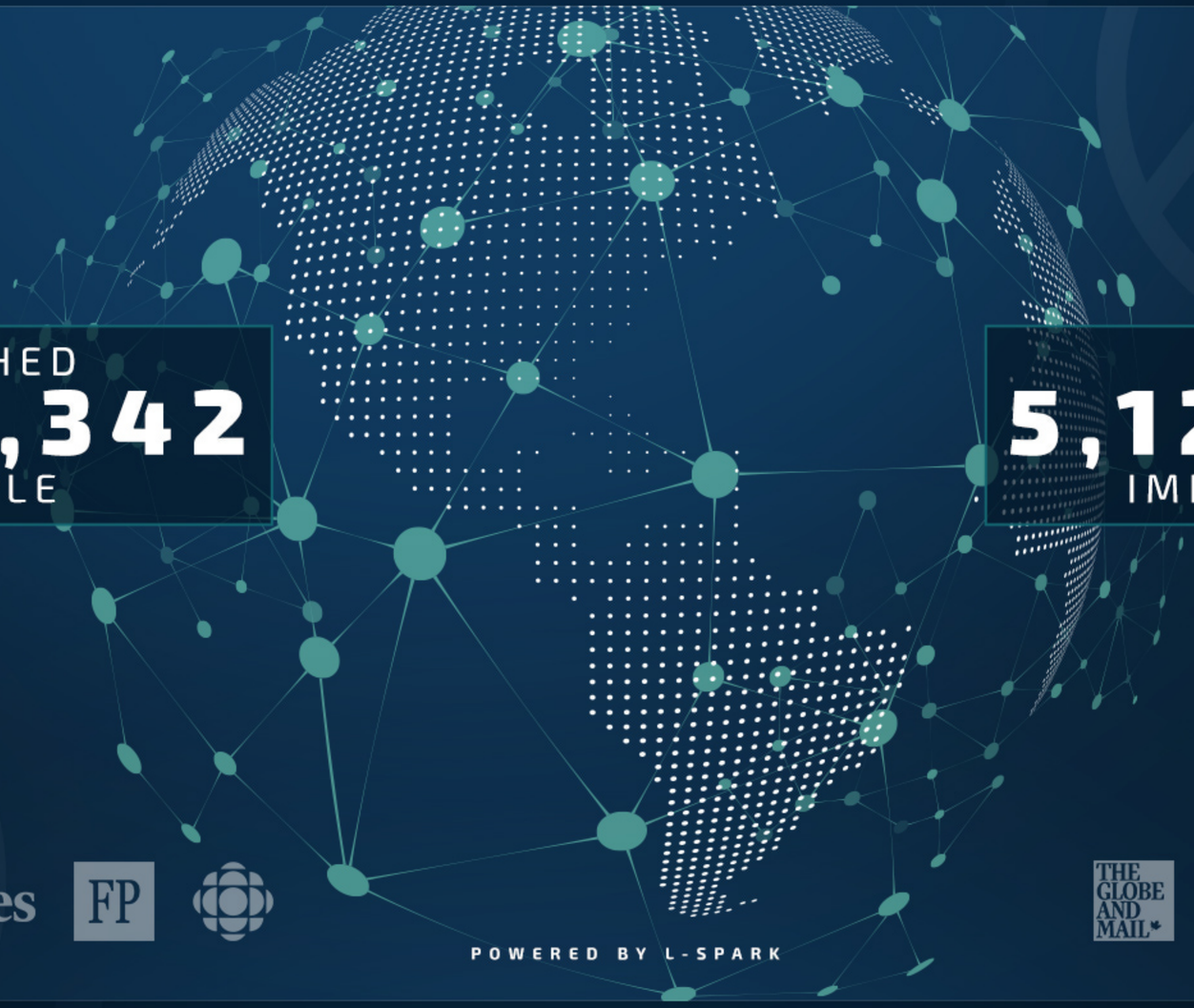
COMMUNITY STATS FOR VOTN AND SAAS NORTH

L-SPARK

VOICE OF THE NORTH

THE COMMUNITY

COMMUNITY STATS FOR VOICE OF THE NORTH



REACHED
1,138,342
PEOPLE

GAINED
5,124,872
IMPRESSIONS

MEDIA COVERAGE:

TC Forbes FP CBC THE GLOBE AND MAIL betakit Entrepreneur

POWERED BY L-SPARK

COMMUNITY STATS FOR VOICE OF THE NORTH

THE COMMUNITY

ATTENDEES AND SPEAKERS FROM ACROSS CANADA AND AROUND THE GLOBE

COMMUNITY STATS FOR SAAS NORTH

OVER **2000** ATTENDEES



OVER **700** COMPANIES

COMMUNITY STATS FOR SAAS NORTH

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MARTELLO TECHNOLOGIES
CAFÉ
CloudOps
EYESOVER
League
BEAGLE
Beanworks
auvik
CYBEATS
tealbook
elim solutions
agreement EXPRESS
Klipfolio
FRESHBOOKS cloud accounting
Allocadia
hey day
rubikloud
slack
leadfox
Receptiviti
iamsick.ca
Hockeystick
influitive
PostBeyond
Helpful
CANADIAN SAAS COMPANIES AT SAAS NORTH
SoftwareSecured
unbounce
Mobify
fusebill
bambora
SOAPBOX
Microsoft
nudge
SurveyMonkey
Picatic
SKRUMBLE
eventmobi
shopify
snapclarity
Time Doctor
TOP HAT
MUSEFIND
numbercrunch
PageCloud.
wishpond
Wealthsimple
TRANSPARENT KITCHEN
Vena
ProcedureFlow
PROPERTYSPARK
MindBridge
VERSATURE

ABOUT L-SPARK

THE L-SPARK ACCELERATOR IS THE DESTINATION FOR ENTERPRISE SAAS AND CLOUD STARTUPS TO CONNECT WITH CANADA'S SAAS EXPERTS AND PROPEL THEIR REVENUES TO $100K MRR OR 10X REVENUE GROWTH.

VISIT L-SPARK.COM TO LEARN MORE.

L-SPARK

REGISTER FOR **UPDATES**

WE WILL BE RELEASING AN UPDATED REPORT IN EARLY 2018 THAT INCLUDES Q3. TO RECEIVE THIS REPORT, AND RECEIVE UPDATES FROM L-SPARK, REGISTER:

L-SPARK.COM/STATEOFSAAS2017

