

2019

Leaders in Lending

TOP 25 COMPANIES

PRESENTED BY

BMO



About

The Canadian Lenders Association (CLA) is the voice of Canada's lending ecosystem. We represent over 60 of the largest consumer and business lenders in the country.

The CLA represents Canada's innovative lending community. All members are vetted and accredited based on their corporate standards and values. Our role is to support the highest level of lending in Canada, servicing a wide spectrum of business and consumer borrowers' growth requirements.

All members of the CLA must agree to act in accordance with the mission and purposes, which include supporting the growth of all aspects of Canada's lending ecosystem including policy, advocacy, standards, innovation, and the adherence to and promotion of best practices as well as commitment to safe and ethical lending standards. Membership in the CLA sets our lenders and supporting affiliates apart as trusted brands.

This November 20th we celebrate Canada's lending community at the 3rd Annual **Canadian Lenders Summit** at MaRS Discovery District - the #1 event for lenders in the country. Please join us.



Leaders in Lending Awards

Approximately 7 million Canadians (25%) do not have access to credit through incumbent lenders and seek access to credit from alternative lenders. The CLA's goal is to support access to credit in the Canadian marketplace and champion the companies and entrepreneurs who are leading innovations in this industry.

The CLA received 124 nominations for these awards from leaders in lending across the country. In order to select this incredibly competitive list, the CLA evaluated nominees based on three criteria:

1. Use of advanced fintech solutions to solve challenges across various and specific points in the lending journey.
2. Implementation of new or innovative lending strategies or business models.
3. Positive outcomes following a successful implementation either a new fintech or new business model.

The Top 25 finalists in this report represent various innovations in the borrower's journey from innovations in artificial intelligence powered credit modelling to breakthroughs in consumer identity management using blockchain technologies. These finalists also represent solutions for a wide spectrum of borrower maturity and needs, ranging from consumer credit rebuilding all the way to senior debt placements for global technology ventures.

We thank BMO for sponsoring these awards. We also thank all of the 124 nomination submissions that we received for these awards. We look forward to sharing them with you and presenting our winners with their recognition at the **Canadian Lenders Summit** at MaRS Discovery District on Nov. 20th.



Upcoming Events



Canadian Lenders Summit

November 20, 2019 www.canadianlenderssummit.com

The Canadian Lenders Summit is the #1 lending event in the country. The event brings together fintech and lending leaders from across Canada to Toronto for a full day of networking, education, and policy debate. The Lenders Summit is a key platform to network with Canadian finance experts, who will showcase how to thrive during periods of uncertainty and exploit new asset classes, geographies and partnerships to better meet market needs and provide attractive risk-adjusted returns. We are pleased to present executive speakers from OnDeck, Thinking Capital, BMO, TransUnion, goeasy, Equifax, and many more. Finalists from this report will be presented with their awards at this event.

Profiles



BDC

The 75 year old firm is the only Canadian bank devoted exclusively to supporting entrepreneurs.



Borrowell

Borrowell helps Canadians make great decisions about credit. They were the first company in Canada to offer credit scores for free, without applying for credit, and currently has over 800,000 users. Eva Wong and Andrew Graham were the joint recipients of the CLA's awards in 2018.



Clearbanc

Clearbanc offers a new approach to capital access for entrepreneurs that uses AI to determine funding terms with a focus on unit economics and repayment through revenue share as a way to get founders access to the capital they need to fuel their growth.



CreditSnap

CreditSnap is a best in class pre-qualification and cross selling engine to deliver highly relevant pre-qualified loan offers to CreditSnap banks and CUs.



Dealnet Capital

Dealnet Capital services the home and retail sectors providing end-to-end financing plus innovative technology and communication solutions.

Profiles



Espresso Capital

Since 2009, Espresso Capital has provided over 230 early and growth stage technology companies with founder friendly capital. Espresso offers lines of credit and term loans to enable entrepreneurs to grow their businesses without dilution, board seats, or personal guarantees.



Financeit

Financeit is a market leading point-of-sale consumer financing provider, servicing the home improvement, vehicle and retail industries.



First West Capital

First West Capital is a leader in Canadian mid-market business funding. First West Capital helps ventures acquire and transition through innovative junior capital financing.



Home Trust

Home Trust Company is one of Canada's leading trust companies. Home Trust offers Canadians a wide range of financial product and service alternatives, including mortgages, Visa cards, deposits and retail credit services.



Inverite

Inverite is the first Canadian designed, developed and focused real-time bank verification service. With coverage for over 240 Canadian FIs.

Profiles



IOU Financial

Based in Montreal, IOU Financial provides small businesses throughout the U.S. and Canada access to the capital they need to seize growth opportunities quickly.



Lending Loop

Lending Loop is Canada's first and only regulated peer-to-peer lending marketplace focused on small business.



Magical Credit

Magical Credit has been helping Canadians consumers get approved for quick and simple short term personal loans since 2014. They offer personal loans up to \$10,000 regardless of the borrowers past financial issues or credit.



Manzil

Manzil is the market leader in the manufacturing and distribution of Islamic Financial products for Canadians who wish to balance material pursuits with their spiritual obligations.



Marble Financial

Marble Financial uses smart technology and socially responsible lending practices to help Canadians rebuild credit once their past debt has been settled by a consumer proposal.

Profiles



Owl

owl.co is a customer insight engine that helps financial institutions make better decisions. By connecting to tens of thousands of trusted data sources, Owl is able to instantly aggregate and synthesize millions of data points to learn more about customers and entities.



Paays

Paays is a Canadian eCommerce financing solution for a new generation of digital consumers seeking "point of inspiration" financing.



PayPal Canada

PayPal Canada recently announced a new SMB loan offering in Canada - a quick application process that can approve an applicant in minutes and transfer funds in one to two business days.



Progressa

Named by CB Insights to the 2018 Fintech 250, a list of the world's top fintech startups, Progressa is Canada's fastest growing financial technology lender focused on changing the way pay cheque to pay cheque Canadians access and build credit.



Shopify Capital

In its effort to become a one-stop e-commerce shop, Shopify Capital allows Shopify business owners to secure funding through revenue sharing on daily sales.

Profiles



Silicon Valley Bank

For more than 35 years, Silicon Valley Bank (SVB) has helped innovative companies and their investors move bold ideas forward, fast. SVB provides a full range of financial services and expertise to companies of all sizes in innovation centers around the world.



Spring Financial

Spring Financial is a subsidiary of Canada Drives, one of the leading brands for auto financing in Canada. Spring provides accessible solutions for Canadians to establish a positive payment history.



Thinking Capital

Thinking Capital is a leader in the Canadian Online Lending space, leveraging technology to be at the forefront of the FinTech industry. Since 2006, they have helped more than 14,000 small-to-medium sized Canadian businesses reach their full potential.



Uplift

Uplift's mission is to make travel more accessible, affordable and rewarding by enabling travel providers such as JetBlue, United Airlines, Norwegian Cruise Line, Southwest Vacations to offer flexible payments to their customers.



Venbridge

Venbridge is a leading Canadian venture debt firm. Venbridge provides SR&ED, grant and digital media financing and consulting.

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