



## Real Matters Named CIX 2017 'Innovator of the Year' Recipient

June 28, 2017

(Toronto, June 28, 2017) - CIX announced today that Real Matters, one of Canada's fastest growing companies, has been named *CIX'S 2017 Innovator of the Year*.

Real Matters is a leading network management services provider for the mortgage lending and insurance industries. Real Matters' platform combines its proprietary technology and network management capabilities with tens of thousands of independent qualified field agents to create an efficient marketplace for the provision of mortgage lending and insurance industry services. The platform facilitates competition between field agents, such as residential real estate appraisers, to deliver performance-driven services, which brings superior quality, transparency and efficiency to its clients.

"When we started Real Matters over a decade ago, our goal was to use technology to bring innovation and efficiencies to a segment of the mortgage lending industry where we knew there was a great opportunity for improvement," said Real Matters founder and Chief Executive Officer, Jason Smith. "I am extremely proud of the leading market positions we've established both here in Canada and in the U.S., and am honored to be receiving this award which recognizes innovation in this country."

Real Matters has a strong client base, which has experienced significant growth. In the U.S., Real Matters' clients include approximately 60 of the top 100 mortgage lenders. Real Matters is based in Markham, Ontario and has offices in Buffalo, New York; Cincinnati, Ohio; Denver, Colorado and Middletown, Rhode Island.

The CIX Innovator of the Year Award is given annually to a Canadian company that disrupts and transforms an industry in profound ways. "The CIX Innovator of the Year Award is a key component of CIX," said Lauren Linton, Executive Director of CIX. "Recognizing and celebrating Canada's tech industry successes is hugely important and we are proud to present this award to Real Matters." Past recipients of the Award have included Desire2Learn, Vision Critical, Shopify and Wattpad.

CIX is Canada's leading innovation investment conference destination where tech investors, innovative companies, entrepreneurs, and facilitators converge to learn, network, and connect to accelerate the development and implementation of new ideas that drive economic growth. CIX takes place Oct 17-18 in downtown Toronto.

"Real Matters is one of Canada's fastest growing and most innovative tech companies," said Carey Diamond, Partner at Whitecap Venture Partners. "Jason and his team have spent the past decade building this business, and in the past three years, they have more than doubled revenues, with a client retention rate of approximately 95 percent. We're thrilled Real Matters is being recognized by CIX for its innovation." Whitecap Venture Partners is a venture investor in Real Matters. The firm participated in eight financing rounds in Real Matters prior to its recent IPO, beginning with a seed investment in 2007.

Jason Smith, will accept the award on behalf of Real Matters and share his story and insight as the opening keynote speaker at CIX on October 17.

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### **Canadian Innovation Exchange (CIX)**

CIX is the 'must attend' event for leaders in Canada's innovative economy. In its 10<sup>th</sup> year, CIX attracts 750+ technology industry leaders, tech entrepreneurs and investors (VCs, angels and accredited investors) from across the Canada and the United States. This exclusive event showcases Canada's most innovative and promising young tech companies and provides the tools to networking, build new relationships and increase deal flow. CIX facilitates hundreds of new relationships and has fostered hundreds of millions of dollars in transactions. CIX takes place Oct 17-18 2017 at Hilton Toronto. [www.cixsummit.com](http://www.cixsummit.com) #CIX2017