



Launched 2 years ago under the leadership of Sid Paquette

At that time, RBCx referred solely to our technology banking practice

Vision of helping support tech founders differently, from inception to IPO, by providing hyper specialized expertise, products and services to help them scale

Since then we've grown into different pillars, because we know building great businesses takes more than just capital

– Banking, Capital, Platform, and Ventures – combine to make us the go-to backer of Canadian innovation.

RBCx fuels innovation through our four business pillars

Banking

We support tech companies of all sizes, across all stages, with innovative products and services.

Capital

We offer a comprehensive suite of banking and financing solutions for venture capital and growth equity firms.

Platform

Our team of specialists and technologists help our portfolio companies scale and support banking clients in all things marketing, operations, design, and technology.

Ventures

We scale startups and high-growth companies that solve real-world problems and make lives better. The goal – redefine the role of a bank.



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- 1) Banking – we support tech companies from inception to IPO with innovative products and services and specialized expertise.
- 2) Capital: a team dedicated to VC management & LP investing
- 3) Platform: a team of operational specialists to support our banking clients in ways far beyond banking. More on that soon.
- 4) Ventures – our innovation engine designed to redefine the role of a bank in our communities – not a VC fund!

RBCx Banking enables access to financial products and services to help technology companies scale.

4000 clients
Every major centre coast to coast
100 highly specialized advisors
Clean tech, life sciences, fin tech, tech

We offer competitive banking solutions across all stages of growth

Regardless of size or stage we offer products and services to accelerate the entrepreneur journey.

STAGE

Pre-Seed

SOLUTIONS

- Credit Cards

Seed

- Credit Cards
- Operating Facilities
- SR&ED Financing

Series A, B

- Credit Cards
- Operating Facilities
- SR&ED Financing
- Treasury Management
- Venture Debt
- Term Debt
- Cross-border Banking
- Foreign Exchange

Series C, D+

- Credit Cards
- Operating Facilities
- SR&ED Financing
- Treasury Management
- Venture Debt
- Term Debt
- Cross-border Banking
- Foreign Exchange
- Cap Markets Advisory Services

- Venture debt
- SRED financing
- SaaS Financing
- All team members are all tech (including BDS, TSS)
- Most of our clients are global so we have a specialized team in the US
- We also lever our partners inside the bank for advisory (specialized investment banking, RBCx platform, RBCx capital)
- Access to deals and discounts (next slide)

RBCx Marketplace

We've got you covered. RBCx proudly partners with industry leaders to offer preferred rates and exclusive discounts on software, financial services, counsel, and more to help scale your business.



Google Workspace

Gainsight



OSLER

Deloitte



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Next slide is Types of clients

Backing Canada's best entrepreneurs

PAPER

Dapper

drop

kinaxis

REPAIR
THERAPEUTICS

TRACK**TTK**

+ League

showbie

M **MAGNET**
FORENSICS

a ada

Terra**mera**

Axonify[™]

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Regionally important: Magnet, Axonify

RBCx Capital enables access to equity capital and assets for the best and brightest technology companies across Canada and beyond.

We offer a comprehensive suite of banking and financing solutions for venture capital and growth equity firms.

VC banking practice +

Funding a portfolio of early-stage VCs and companies in Tech, Life Sciences, and Climate

GOLDEN
VENTURES

AMPLITUDE

ARCTERN

LUMIRA
VENTURES

RIPPLE
VENTURES

evok
INNOVATIONS

Garage Capital

StandUp
VENTURES

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Evok/Arctern: clean tech
Lumira/Amplitude: Life Sci
Golden, Ripple, Garage, standup - tech

RBCx Platform brings together some of the best and brightest talent to work across all pillars of RBCx to advise, direct, and support our growth and inspire and develop our people.

Operational expertise:

- marketing, PR, strategic design, tech

Content & Events:

- examples: Oktoberfest, Garage Mingler, Lumira/RBC Biotech Founders event

Partnerships (next slide)

Proud supporters of the tech communities across Canada



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Highlight:

- The Accelerator Centre, Velocity, Innovation Factory, Haltech

Want to learn more?

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Website rbcx.com

Read the latest analysis and opinions from our
network of bright minds and bold thinkers.
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Thank you

We power **bold.**

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Chris