



## **Real Matters Completes C\$100 million Common Equity Financing**

*Leverages strong financial position to broaden the reach of its innovative real estate technology platform*

**TORONTO (April 1, 2016)** - Real Matters Inc. ("Real Matters" or the "company"), a leading real estate technology platform, today announced that it has raised C\$100 million through a private placement of common equity and the issuance of equity in relation to the acquisition noted below. The financing was completed at a valuation of C\$653 million, and proceeds will be used to bring the company's proprietary software and field agent management expertise to the US\$10 billion market for mortgage title and closing services.

"We are very pleased with the common share structure of this financing, which was supported by our strong revenue growth of 73% last year as well as our focus on continuing to scale profitably," said Real Matters Chief Executive Officer Jason Smith. "We are excited to continue to execute on our growth strategy and look forward to coming to public markets in due course as we fund our expansion."

Real Matters is one of North America's fastest-growing and most innovative technology companies, with a profitable business using its proprietary software and network of more than 100,000 qualified independent field agents to optimize the management of critical, highly-regulated real estate processes such as valuations, insurance inspections, title searches and mortgage closings. Over the last 12 months, Real Matters' institutional clients have benefited from the more than \$200 million in fees the company has directed to its local market field agents, ensuring that the most qualified professionals are working for its clients.

"We currently do business with more than 60 of the top 100 lenders, and have won engagements with most of the nation's top 10 lenders in the last 12 months," added Smith. "As we continue to roll out these customers and drive innovation in lending and insurance, we can capture additional market share given the breadth of Real Matters' products and services."

Concurrent with the financing, Solidifi (a Real Matters subsidiary) announced the acquisition of Linear Title & Closing Ltd. ("Linear") for up to US\$96 million subject to certain performance metrics. Following the transaction, Real Matters is now a top-five independent provider of mortgage title and closing services in America. The transaction will be funded by the common equity issue announced today as well as through existing company resources.

With the acquisition of Linear, Real Matters generates 95% of its revenues in the United States. Additionally, the majority of the company's employees are based in Buffalo (NY), Cincinnati (OH), and Middletown (RI). The company's Canadian operations are in Markham, ON.

BMO Capital Markets and INFOR Financial Inc. acted as joint bookrunners on the financing. INFOR Financial Inc. advised the company on the acquisition.

### **About Real Matters**

Real Matters, one of North America's fastest-growing and most innovative technology companies, has a proprietary, cloud-based real estate technology platform and network of more than 100,000 qualified independent field agents. The company optimizes the management of critical, regulated real-estate processes such as appraisals, insurance inspections, title search and mortgage closings. Real Matters serves the North American mortgage industry through Solidifi, Linear Title & Closing, and Southwest Financial Services, and the property and casualty insurance industry through iv3CUS. Solidifi is a leading independent provider of residential real estate appraisals to the mortgage market and Linear is a top-five independent provider of title and mortgage closing

services in America. The company's customers include 60 of the top 100 lenders and some of the largest insurance companies in America. Established in 2004, Real Matters has offices in Buffalo (NY), Cincinnati (OH), and Middletown (RI), and Markham (ON). For more information, visit [www.realmatters.com](http://www.realmatters.com).

**For more information:**

Lyne Fisher  
Vice President, Corporate Communications  
Real Matters  
289.843.3383