

Fintech

As technology becomes more deeply entrenched in the financial services industry, our team offers robust financial services, intellectual property, technology, privacy and corporate finance advice to help clients navigate the rapidly evolving fintech space.



Overview

Known for solutions that transcend the traditional scope of banking—whether seeking counsel on cryptocurrency, a fintech arrangement or a new service offering—our experience helps industry players seize opportunities and build innovative business models in this fast-moving sector.

Our bilingual fintech team draws from the strengths of our market-leading financial services, intellectual property, technology and privacy experience to guide clients across the ongoing advances of this industry in transformation. Our work includes advising on the intricacies of multiple regulatory regimes, helping clients operate and grow their

business and protect assets, and negotiate strategic partnerships.

PRIMARY CONTACTS



Brigitte Goulard



Joel Ramsey



Konata T. Lake

Areas of Service

Financial Services Regulatory

Torys' financial services practice provides seasoned, sector-savvy legal advice to fintechs and financial institutions navigating regulatory regimes, engaging with regulators, developing new service offerings and negotiating agreements or partnerships.

Emerging Companies and VC

Strategic partners to our tech clients, our emerging companies and venture capital team supports both emerging fintechs and financial institutions to create, acquire, use and commercially exploit their technology.

Technology Contracting

Our technology contracting team works alongside clients to implement creative, practical solutions that not only address complicated tech contracting matters, but also foster sound, enduring relationships.

Data Governance and Strategy

Our data governance and strategy group assists in implementing robust long-term policy plans to leverage and manage data, address cybersecurity risks and handle ongoing regulatory compliance matters.

Blockchain

Whether using blockchain technology to find efficiencies or to enhance services and products, our multidisciplinary team provides strategic advice on legal, regulatory and compliance matters relating to the rapidly evolving area of digital assets. We guide clients through complex, novel issues presented by blockchain and distributed ledger technologies, and bring an insider's technical understanding crucial to navigating its applications.

Capital Markets

Market participants and investors face an increasingly fast-changing digital assets landscape. We assist companies with their coin or token offerings, help launch digital-asset-focused investment funds, and advise dealers, exchanges and other service providers on the unique legal issues in connection with the trading of digital assets.

Intellectual Property

We are widely recognized for our broad technical skills and legal acumen on the creation, acquisition, registration, portfolio management, enforcement and protection of our clients' IP rights—as well as in responding effectively to the IP rights and claims of others.

Artificial Intelligence

We support clients throughout the development, integration, and funding of AI. Whether scaling an AI startup, licensing an AI product, or investing in the technology, our decades long experience at the forefront of financial services innovation allows our team to share best practices and industry leading insights.

Payments and cards

We help financial institutions, fintech ventures and other service providers navigate the evolving payments modernization landscape. From developments across payments systems, to increasing market offerings and updated regulations, our team provides curated insights and holistic advice.

Featured Work

Largest growth equity investment in a Canadian-founded Insurtech company

Torys acted as Canadian counsel to Gallatin Point Capital in its US\$100 million minority investment in Insurance Supermarket International Inc., one of the largest and fastest growing digital life insurance companies in Canada

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Development of new payments system supporting real time payments 24/7/365

Torys acted as counsel to a government entity, as the public authority, in advice on the development of its real time settlement system, including its request for proposal and the negotiation of the related agreements for the support and maintenance of the system

Symend Series B financing

Torys acted as counsel to Inovia as an investor in the US\$52 million Series B financing of Symend, Inc., developer of a debt collection platform designed to improve the debt resolution process

Pre-seed financing of first regulated P2P lending platform in Canada

Torys acted as counsel to goPeer, the first regulated peer-to-peer (P2P) lending platform for consumer loans in Canada, in its initial pre-seed financing

Representative Work

Shift4 acquires Givex in all-cash transaction

the special committee of Givex Corp. in its C\$200 million sale to Shift4 Payments, Inc., a leader in commerce-enabling technology

Prairie Credit Union Centrals complete sale of Celero to CGI

The Alberta, Manitoba and Saskatchewan credit union centrals, in their sale of the business of Celero Solutions Inc., a leading provider of IT solutions to credit unions and financial institutions, to CGI Inc.

Woveo closes C\$2.3 million financing to expand community wallet platform

Woveo, developer of a digital community wallet, in its C\$2.3 million seed financing led by BKR Capital

Majesco acquires Global IQX

Majesco Canada in its acquisition of Global IQX Inc., a SaaS-based insurtech provider delivering AI-driven employee benefits sales and underwriting solutions

Exiger acquires Supply Dynamics

Exiger in its acquisition of Supply Dynamics, Inc., developer of an industry-leading supply chain collaboration platform, to create the first end-to-end supply chain visibility and supplier risk management solution

At-Bay acquires Relay to accelerate the future of specialty insurance

Relay Platform, developer of online platform for brokers and agents to add specialty lines to clients proposals, in its sale to At-Bay, Inc.

Insurance Supermarket International closes US\$100 million equity investment from Gallatin Point Capital

Gallatin Point Capital, as Canadian counsel, in its US\$100 million minority investment in Insurance Supermarket International Inc., one of the largest and fastest growing digital life insurance companies in Canada

CapIntel raises US\$11 million Series A to expand wealth management sales platform

Fengate Asset Management as an investor in the US\$11 million Series A financing of CapIntel Inc., a leading Canadian fintech company

Canalyst raises US\$70 million in Series C financing

CPP Investments as an investor in the US\$70 million Series C financing of Canalyst Financial Modeling Corp., a leading provider of financial data and analytics

Axis closes C\$15 million strategic investment by NowLake Technology

NowLake Technology in its C\$15 million strategic investment in Axis Auto Finance Inc., a fintech lender servicing the alternative auto finance market

Latest Insights

Developments in the payment space

Join our panel as they delve into the many initiatives impacting payments in Canada.

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2025 Canadian loan trends

We review the current shifts in the Canadian loan market, offering insights for financial institutions and borrowers navigating this complex environment.

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Consensus 2025

Counsel Mohammed Muraj will moderate the panel “Changing Regulation Fuelling the Next Crypto Development” on May 14 at 1:30 p.m.

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What fintechs need to know about AML

Join us for a primer on anti-money laundering compliance issues relevant to fintechs.

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Venture financing report 2025

Get our Emerging Companies and VC team's year-over-year analysis covering the startup and venture capital landscape.

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Québec's new consumer protection rules

Join our panel as they discuss the recent amendment to the *Québec Consumer Protection Act*, how these changes compare to regulatory regimes in other provinces and how financial institutions and merchants can prepare for this new regime.

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Recent Recognition

[Band 1 in Banking & Debt Finance \(Chambers Canada\)](#)

[Tier 1 in Banking and Finance: Regulatory \(The Legal 500\)](#)

[Band 1 in Financial Services Regulation \(Chambers Canada\)](#)

Recent News

Weighing in on the *Retail Payment Activities Regulations*

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Torys' culture of collaboration leads to new innovations

CBA National Magazine takes a close look at how Torys is finding ways to become more efficient.

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Leveraging tech innovation to improve efficiency and service

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The future of consumer-driven banking

Brigitte Goulard speaks on the introduction of the Consumer-Driven Banking Act and what it means for both businesses and consumers.

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Torys bulletin quoted in *National Post* article exploring risks and complications of wire transfers

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Canada's anti-money laundering policies set to be evaluated in 2025

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