

2018 Year in Review



In 2018, we partnered with many innovative and diverse businesses across Canada. **WE'RE PROUD TO PLAY A ROLE IN THEIR GROWTH AS THEY TAKE THE NEXT STEPS IN REACHING THEIR STRATEGIC GOALS.** Here's a look at a few of the dynamic businesses we've worked with this year:

Client Highlights

“In my experience, the best partners are humble, reasonable and collaborative. We found First West Capital to be all those things.”

Adam Bryk, COO, CFO,
California Innovations

“We were 100% certain that we'd work with First West Capital again as our junior capital provider. We've built a great partnership with the First West Capital team, they really understand our business and capital structure.”

Bruce Friedman, Co-CEO,
Evergreen Consumer Brands



First West Capital Highlights



Welcomed new team members



Ryan Lang
Managing Director
Vancouver



Darryl Sam
Senior Director
Toronto



Zahid Gani
Associate
Vancouver



Yvonne Patterson
Executive Assistant
Vancouver

We'll be looking for more talented professionals to **join our team** in 2019.



Reimagined our brand

- We updated our brand and launched a new website, which better reflects who we are and what we do.
- Our goal is to help you understand how we can help your business – or your client's business – grow, acquire or transition and why we're your go-to partner for junior capital solutions.



Created strategic partnerships

- In order to have a deeper presence in Winnipeg and provide more mid-market businesses with junior capital, we built an agency relationship with **Acumen Corporate Development**, a Winnipeg-based strategic consulting firm.
- We also created a limited partnership with **Regimen Equity Partners**, a P.E. firm specialising in the ownership transitions of small to mid-sized Canadian businesses.

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Technology Fast 50
2018 CANADA
Deloitte.

Sponsored the Deloitte Technology Fast 50™

- We were thrilled to be part of the vibrant, growing Canadian tech industry and learn how these fascinating companies are tackling challenges and finding new opportunities to expand. **#Fast50CA**

2019 Outlook

Our goal is to provide more mid-market businesses with flexible, minimally dilutive junior capital.

About First West Capital

We provide innovative junior capital financing to mid-market businesses across all industries in Canada. We're passionate about helping you grow, acquire or transition. We understand the unique needs of entrepreneurs and their businesses. Because it takes one to know one.