



Ventures West Capital Ltd.
Corporate Profile

Ventures West is a privately held venture capital investment group that invests in early stage technology companies across Canada from offices in Vancouver and Toronto. Established in the Canadian venture capital market for 40 years, Ventures West has formed eight venture capital funds totaling over \$700 million, and has invested in 200 companies. With 5 professional technology investment managers, and one of the most productive Entrepreneur In Residence programs in Canada, the Ventures West team has over 100 years of technology venture investing and hands-on operating experience.

We actively seek entrepreneurs who have the talent and vision to create international market leading enterprises and want to leverage our resources. We invest in early-stage companies in three technology sectors: Biotechnology, Communications and Cleantech.

Investment Philosophy

Ventures West's investment style is to invest in companies that strive to be market-leading enterprises in a well-defined market segment. We seek companies that are addressing markets large enough to allow for creation of a sizeable company; technology and product that provide a compelling value proposition; and an experienced, capable and ambitious management team.

Ventures West invests in a relatively small number of companies each year and is very active in assisting the development of the companies in the portfolio. The long venture investment and operating experience of the partners, together with the extensive network built through 40 years of venture investment and 200 technology investments, provides a wealth of assistance to the portfolio companies. Ventures West usually sits on the board of portfolio companies and we strive to be the most active and helpful venture investor.

Ventures West generally makes commitments to portfolio companies with the expectation of being a long-term investor. The initial investment is usually made at an early stage (over half of the portfolio companies have zero revenue at the time of initial investment) and Ventures West works closely with the company over an extended period of time and through multiple rounds of investment.