



WHO WE ARE

First Storme Capital (FSC) is a dedicated corporate finance boutique focused exclusively on the underserved market of small and mid-size Quebec companies. Headquartered in Montreal, the firm is backed by seasoned professionals with extensive operating and transactional experience. We pride ourselves on providing our clients with top level expertise gained at Tier-1 banks, coupled with personalized service and attention of an employee owned firm. We leverage our strong relationships within the financial community to help our clients reach their strategic and financial goals. We are an energetic, entrepreneurial, client-driven independent firm founded on the principles of continuous innovation, quality of execution and sound results.

M&A, fund raising and financial advisory services for small and mid-market companies

OUR EXPERTISE

Our partners bring over 40 years of relevant experience to FSC, having participated in over 60 transactions throughout their careers, raising \$3.3 billion in debt and equity, executing M&A deals totalling over \$1.5 billion and completing multiple financial advisory mandates. We have transactional expertise in a wide variety of industry sectors including technology, media and telecom (TMT), industrial products and manufacturing, consumer and retail, aerospace and defense, transportation and logistics, healthcare and life sciences, publishing, restoration and business services.

We leverage our extensive experience to deliver results

OUR SERVICES



Broad range of corporate finance services tailored to the specific needs of our clients

OUR TEAM

Jean-Marc Storme, Founding Partner
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Prior to launching FSC, Jean-Marc spent 8 years with GMP Securities focusing on the Quebec mid-market. While at GMP, Jean-Marc was involved in numerous financings, raising capital for private and public companies through IPO's, Treasury and Secondary Offerings as well as Private Placements. Jean-Marc also participated in multiple financial advisory mandates and was responsible for analyzing, structuring and negotiating mergers & acquisitions, divestitures as well as delivering valuations & fairness opinions.

Previously, Jean-Marc was a Senior Advisor - Corporate Finance and Treasury at Bell Canada where he was involved in evaluating the impact of strategic initiatives on the BCE group, analysing and structuring mergers, acquisitions and divestitures.

A graduate of McGill University, Jean-Marc holds an MBA in Finance, as well as a B. Comm. from Concordia University.

Zoya Shchupak, Managing Partner
(514) 592-2027
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Zoya built her investment banking expertise at Scotia Capital and CIBC World Markets, where she participated in multiple IPOs, debt and equity financings, private placements and advisory mandates.

As an investment manager of an IT portfolio at Desjardins Venture Capital, Zoya sat on several Boards and was responsible for sourcing new companies, performing valuations and due diligence, negotiating deals, restructuring investments and exits.

Zoya has significant experience in operations having served as CFO of several public and private companies. During that time, she has worked on acquisitions, financings and restructuring in addition to overseeing all aspects of the finance, accounting, administrative and treasury functions.

Zoya holds CA and CPA professional designations, an MBA in Finance from McGill University and a B. Comm. from Concordia University.

OUR CLIENTS

If you are a small or a mid-market Quebec company looking for (1) capital to grow your business, (2) a strategic or financial acquirer, (3) advice on financing alternatives available for your enterprise or (4) strategic acquisitions, we can help you achieve your goals.

WHY FIRST STORME CAPITAL?

Investment bankers from bulge bracket i-banks serving the SME market.

Extensive expertise and experience in all aspects of corporate finance.

Proven ability to deliver.

Thorough and efficient management of the day-to-day process allows executives to focus their energies on operations.

Focused exclusively on the underbanked small and mid-size market.

Available on an as-needed basis.

Complements management teams in areas where resources and/or expertise is lacking.

Reasonable cost compared to a larger investment bank or a full-time in-house resource.