



“The most important decisions that businesses make are not **‘what’** decisions but **‘who’** decisions.”

- Jim Collins

What's Inside?

Core Purpose	3
Core Values	4
Who Are Our Clients?	5
Who Do You Want To Be When You Grow Up?	6
Who Is Akcessia?	7

Mission: Build Great Companies

Core Purpose

Our purpose is to use our financial expertise and access to capital and networks to help entrepreneurs, owner-managers and shareholders build and unlock value in companies.

To accomplish this we hire the best people to work as advisors. They are multi-disciplinary – some industry experts, others financial whizzes, others “talent” gurus and some amazing at all three!

Our team is unique in the market because of our expertise and passionate commitment to helping our clients succeed. We know it takes more to make a transaction happen than just the money. We deeply believe that the best positioned company maximizes value. And the best value needs the best Advisor.

Our culture is one of ingenuity and collaboration. It is an effective and flexible workplace that meets the need of the 21st century. We use technology for momentum but we don't replace communication.

Those who join and stay at Akcessia do so for 1) the meaningful work 2) the team. It is talented! You work with people who share ideas, laugh, collaborate and get it done; and 3) the lifestyle – it's not a job, it's a way of life. We are intrigued with our work, with the impact of the result of financing. What it can do for a company and shareholders that have built a company all their life; or what it can do for a management team to propel them on their next growth initiative.

Our clients gain access to our network of global investors. These relationships are the foundation for opportunities to help build and take companies further faster.

*We make a difference,
personally and professionally
for our clients*

Core Values

Contribution - No fear

*Work with people who want to make a difference.
Hire motivated people that have a passion for excellence.
Promote people based on meritocracy.
Challenge ourselves to achieve more than we could on our own.*

Commitment

*Build win-win relationships with our clients.
Work with clients that are committed to a vision.
Commit to creating wealth for clients and for our employees.*

Consistency

*We value creative thinking as actionable ideas are the lifeblood of successful engagement and relationships.
Discipline in thought, disciplined action.*

Communication

*There is a gentle art to communication whether it is among peers, with clients or suppliers.
There is a diplomatic way of saying, doing and being.*

Integrity

*We want to do things right.
We want our clients to do the right things.*

Innovation turns us on

*Work with companies that have differentiated themselves in their sector.
Work with Healthy Living, Healthy Working and Healthy Giving focused companies that make things better, do things better, serve the world better.*

Love life with Us

We want employees to love their life at Akcessia because they get to do more of what they want and in return, we want them to feel energized about their contribution. Work smart, laugh hard and eat well (food is so important to us!).

“Most” isn’t good enough. “More” is better.

*Being great at something is a starting point but not an endpoint. Setting goals and stretching to meet them means we can get further than we expected.
We want to make money by doing great things for entrepreneurs who are growing, building and transitioning businesses.*

Be yogic

*Balance, balance, balance in everything; Inside, outside.
Know what drives you and what you desire.*

We care about our communities & the world

*The communities that we live and work in are special to us – look beyond and figure out how we can give back.
Enable our employees to contribute to things that are meaningful to them.*

As we keep looking towards the future,
these **core values** guide us.

Our clients are inspired
to **be the best** in
their industry...

So do our people.

Who are our Clients?

Our clients are inspired to be the best in their industry, are driven by a passion for innovation, change or growth and seek market relevance.

We exclusively serve clients who operate or invest in companies: CEOs, entrepreneurs, owner-operators, shareholders or investors. We make the biggest impact by supporting various transaction events for our clients.

- These transactions are instrumental in transforming our client's inspiration into reality.
- Our clients appreciate expertise and see the advantages of working with advisors.
- Choosing the right corporate finance advisors and hiring professionals with the expertise in transactions will pay for itself many times over.

Sectors Served

Health and Sustainability

Consumer Products

Business Services

Technology and Media

Infrastructure

*Our clients want the most.
We give more.*

Who do you want to be when you grow up?

We have been operational, have an appreciation for the pains and gains that an entrepreneur or a management team experiences. We are entrepreneurs.

Professionally.

You decide who you want to evolve to as a professional? We learn so many new things every day. About industries, about business models, about people. It is ever changing. Change is certain, for sure.

At Akcessia, we have rigorous training and development opportunities. Professional growth happens through our “All Hands on Deck” Philosophy, Orientation, Continual Feedback, Daily and Weekly Conference Calls, Anytime Career Chats, and the opportunity to invest pre-tax dollars from your P&L in any education program you choose.

Personally.

Personally, we want our people to live a good life. Eat well. Sleep well and have good relationships.

No matter what your age,
we all continue to evolve

Who is Akcessia?

Akcessia provides specialty investment banking services to companies in the middle market in Canada, US and around the world. Our services range from sell side and buy side advisory to private equity, financing, management buyouts and other transaction services.

Our head office presence in Canada's largest financial center, Toronto is extended beyond our borders through our global networks of capital providers, executive mastermind teams and partners. We like to say the world may be our oyster, but our access to capital, talent and information is the pearl.

If you have a passion to make a difference and help growing companies make the right transaction decisions and realize their potential, then we are looking for you. AKCESSIA sets the selection bar very high. We serve CEO's, owners and investors and they demand high impact value for their most critical business decisions.

If you are a top performer and are interested in introducing yourself to AKCESSIA, please send an email along with your resume to [careers](#). Thank you!

We serve CEO's,
owners and
investors who
demand **high**
impact value.

