



**SUSTAINABLE DEVELOPMENT
TECHNOLOGY CANADA**

**TECHNOLOGIES DU DEVELOPPEMENT
DURABLE CANADA**

Maximizing CleanTech Funding
November 28, 2022

The Ecosystem Team and their Habitat



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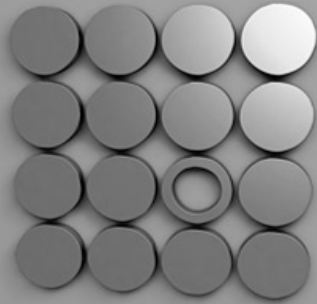
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Largest funder of sustainability SMEs addressing critical need in the Canadian funding ecosystem



RECOGNIZED EXPERTISE

SDTC's board—pan-Canadian public and private sector leaders—provides strategic direction to strengthen the country's growing sustainability sector. Federal and provincial government partners work with us to create a one-window



ENTREPRENEUR - CENTRIC

SDTC invests in and provides ongoing support and coaching to Canadian innovation and entrepreneurs.



ECOSYSTEM BUILDERS

We build and nurture a network of support to grow Canada's innovation economy, including federal and provincial partnerships.



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SDTC Supports companies at all stages of their commercialization journey, as they transform environmental and economic outcomes of every sector

Connecting and supporting our entrepreneurial ecosystems

Seed



Seed funding to catalyze early-stage entrepreneurs.

Start-Up



Start-up support to take technology to the next level and reach a target market.

Scale-Up



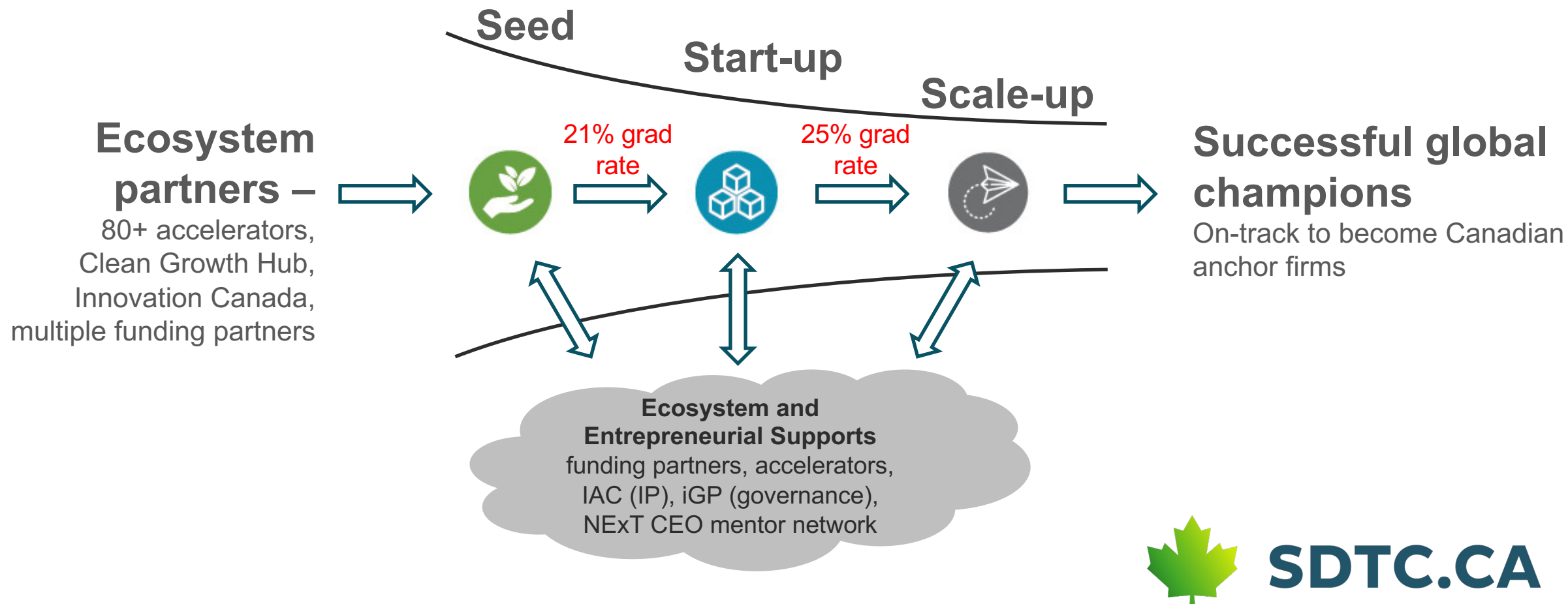
Scale-up investments to advance high-potential and high-growth companies, with track records of success to strengthen their competitive advantage.



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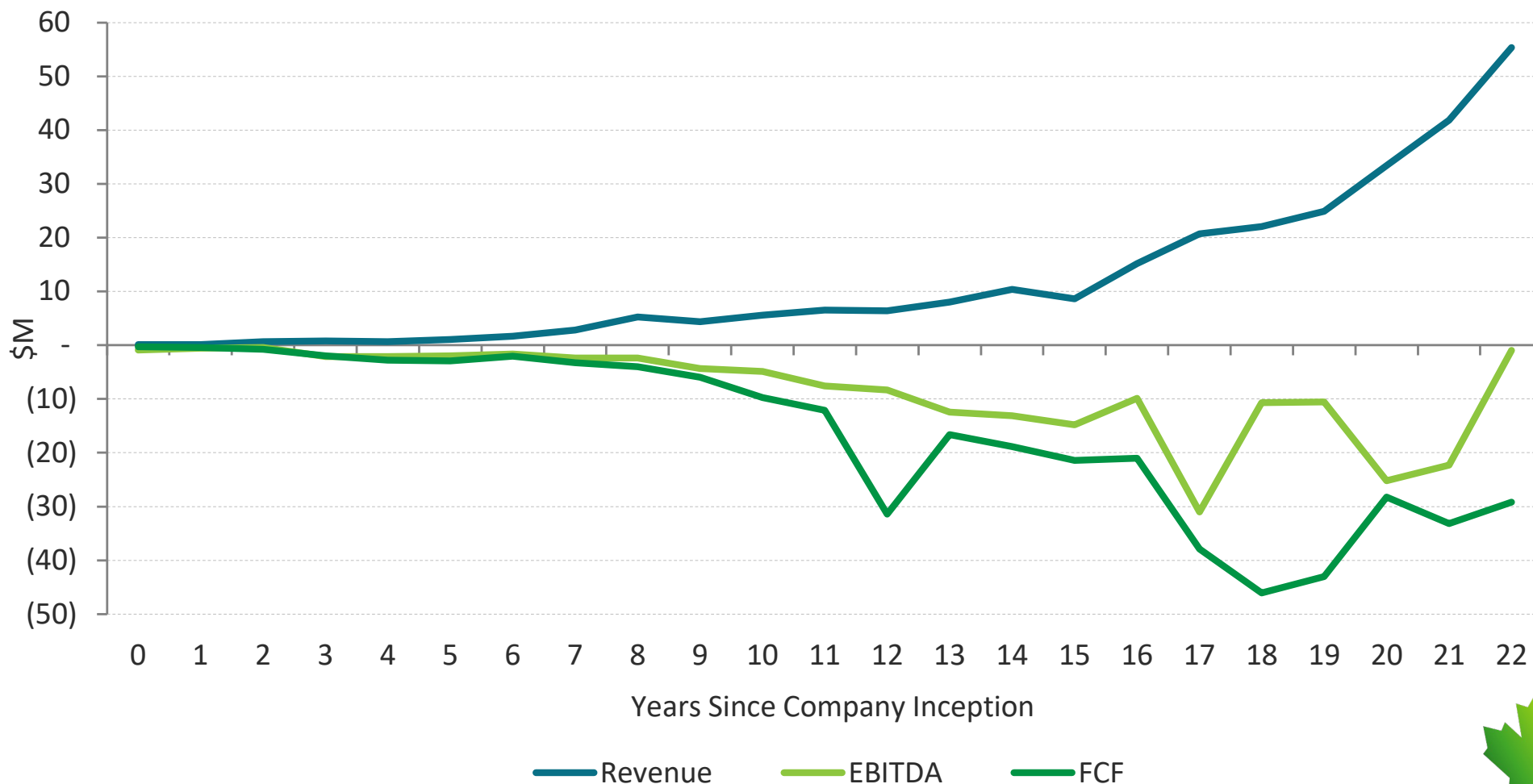
Seed to Success Strategy

One fund, three streams, able to support a company throughout its commercialization journey



Long-term sustained funding to support emerging companies throughout entire journey to commercialization

Commercialization (>\$10M revenue) can take 13-15 years



- Composite curve of SDTC portfolio companies that have entered market and where data was available.
- Environmental benefits will generally track company success.



Canada's Sustainability Changemakers

What do they all have in common?





The companies chosen as Canada's Sustainability Changemakers for 2022 have been selected following a rigorous evaluation process consisting of five criteria:

- 1) Steady annual revenues of over \$10M.
- 2) A compound annual growth rate of 20% or more over the last three years.
- 3) Significant sustainable benefits and impact measured per SDTC's proprietary methods of quantifying environmental benefits.
- 4) Global footprint.
- 5) Canadian presence and contribution to the local economy: at least 50% of the workforce and significant operations must be Canada-based and the company must demonstrate job growth.



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SDTC's investment impact in Alberta

	Active Start-Up	Active Scale-Up	Active Seed Projects	Example Portfolio Companies
Number of projects	14	7	12	
SDTC investment	\$59.5M	\$27.5M	\$1.1M	



Seed Funding Stream eligibility

To be eligible for SDTC's Seed Funding companies must:

✓ Be nominated by one of our partner accelerators and be a Canadian-owned Small or Medium Sized (SME) company operating in Canada.

✓ Have an idea that brings technology to bear on a significant environmental problem and an entrepreneurial team with the skills to take that idea to the next level.

✓ Be able to describe how your idea will demonstrate quantifiable environmental benefits (i.e., GHG reduction, clean air, soil, or water, etc.).

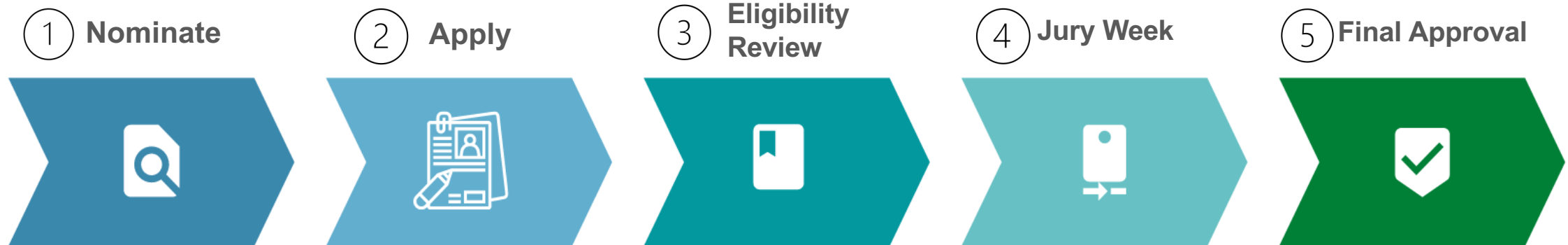
✓ Have raised at least twice the amount of requested funding (\$100,000) through private equity sources, not including funds from friends and family.

Companies are not eligible for Seed Funding if they have received any SDTC funding previously.



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Seed Funding Stream - From Application to Approval in 8 Weeks




Start-up/Scale Funding Stream eligibility

To be eligible for SDTC's Startup/Scaleup Funding stream companies must:

 Be a Canadian-owned Small or Medium Sized (SME) company operating in Canada.

 Have a project with significant environmental impact that will provide a substantial retained Canadian benefit following the execution of the project.

 Own or have exclusive rights to intellectual property that protect your business and reinforces your competitive advantage.

 Have a defined project supported by a business plan, and a strong end user value proposition and be able to validate that market and commercialization potential of the technology.








Companies are not eligible for Seed Funding if they have received any SDTC funding previously.



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We know companies are busy growing their business...

Each stage of our process is intended to keep pace with company needs, providing decisions and feedback along the way

	Inquiry	Does the Applicant fit our mandate to deliver economic and sustainability benefits for Canada?	Determine eligibility	Phone call / or meeting with Ecosystem Lead	Average time from application to funding decision is ~6 months 
	Application	Does the Application meet minimum criteria? What is the potential impact?	Understand the innovation, stage of development, value proposition, environmental benefit potential, and risk	Submit Initial Application (Statement of interest or "SOI")	
	Presentation	Readiness: Are the major pieces in place? How credible is the management team?	Qualify management team, project, budget, and partners	Present Initial Application (aka Video pitch)	
	Proposal	Is Proposal sufficiently compelling and is the company ready to move to further diligence?	Expand on details from initial application: innovation, markets, value prop, company details, EB potential, project plan,	Submit Detailed Proposal (DP)	
	Diligence	How does application rate against criteria, what is the risk profile, and how compelling is it?	Conduct in-depth analysis and diligence of materials including engagement of expert reviewers.	Host diligence meetings and participate in diligence process	
	Approval	Further review by SDTC's Project Review committee and Board of Directors	Summarize findings and provide recommendations.	Receive funding decision	

Canadian Innovators



Mobility

DRIVEWISE
www.drivewisebc.com



RIDEGO

netlift



Brisk Suneraies

smarthalo

GSTS
Navigate Tomorrow Today

Water

 **Saltworks**

SANEXEN
ENVIRONMENTAL SERVICES INC.



 **EcoVu**

 **FUSEFORWARD**

SewerVUE
IN-PIPE GPR

Infrastructure

miOVISION

THINK **DATA** | 
WORKS

 **Sightline**

 **NUENERGY**

BluWave~ai

 **SWITCH**

CarbiCrete

Sensors

 **QUBE**

 **GIATEC**

 smart
energy
instruments

 **GHGSat**
GLOBAL HIGH-RESOLUTION GREENHOUSE GAS MONITORING

SPARK
Microsystems

 **hifi**

 **Odotech**

Buildings

OTI Lumionics
Quantum Computing for Materials Discovery

 **COOLEGE**  **mappedin**

 **ecobee**

 **ATABOTICS**

 **NORTEK**
AIR SOLUTIONS

 **IBC**
Better Boilers  **AXIS**

 **carmanah**
we put solar to work

ASEE smart energy

 **nanoleaf**

Energy

 **opusone**
solutions

 **core**
ENERGY RECOVERY SOLUTIONS

 **NRSTOR**

Borealis Wind

 **EnPowered**

 **HELIENE**  **awesense**

smarteralloys
making smart materials smarter

PEAK POWER  **ecamion**
ENERGY STORAGE

 **JDRF**
ELECTROMAG

Svante

Waste

 **DEM**
sherbrooke

Recycle Smart

 **GREENMANTRA**
TECHNOLOGIES

 **PYROWAVE**
CLOSING THE LOOP

 **NEW RUBBER TECHNOLOGIES**
RECYCLING RUBBER WASTE


 **Li-Cycle**

 **Lithion**
Lithium-ion battery recycling

Polystyvert

 **FIBRACAST**



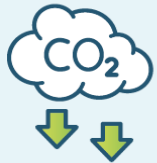
 **Enerkem**

SDTC's National impact

Environmental Benefits

\$290.5 M

estimated **annual costs avoided** due to air quality, clean water and clean soil benefits generated by SDTC-supported technologies



22.6 megatonnes CO₂e estimated **annual GHG emissions reduction** attributable to SDTC-supported technologies

Economic Benefits



\$3.1 B

estimated **annual revenues** generated by SDTC companies⁴



20,942

estimated **total jobs** (direct and indirect) attributable to SDTC-funded projects

2021-2022 Year in Review

64

seed projects

+

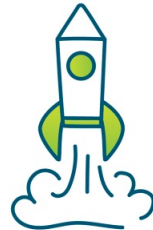
45

start-up & scale-up projects

=

109

new projects approved in 2021-22



20%

of seed companies funded since 2019 graduated to the start-up stream last year.



We worked with

70 accelerator partners

across the country to seek out more innovation in more places.



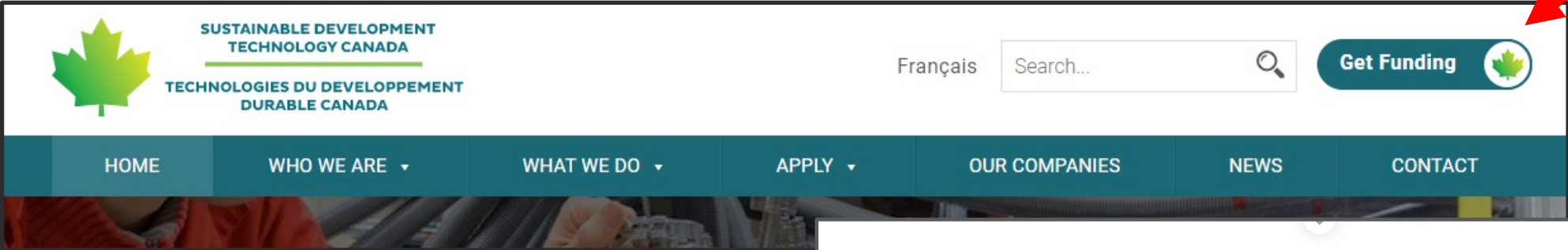
41%

of our seed funding portfolio companies are led by women

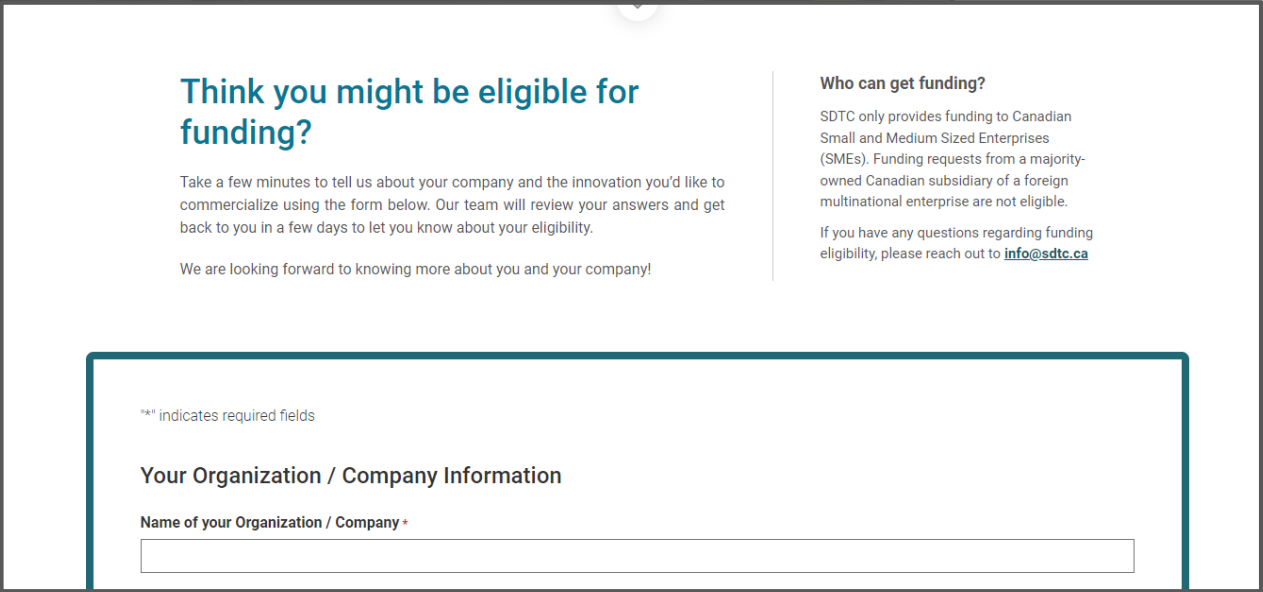


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Connecting with SDTC



First place of entry for companies seeking information is the inquiry form to connect with SDTC



If you're ready, we're ready.

Check out our website for more info
www.sdtc.ca/en/get-funding/

Or contact us, we'd love to hear from you.

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