SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA

TECHNOLOGIES DU DEVELOPPEMENT DURABLE CANADA

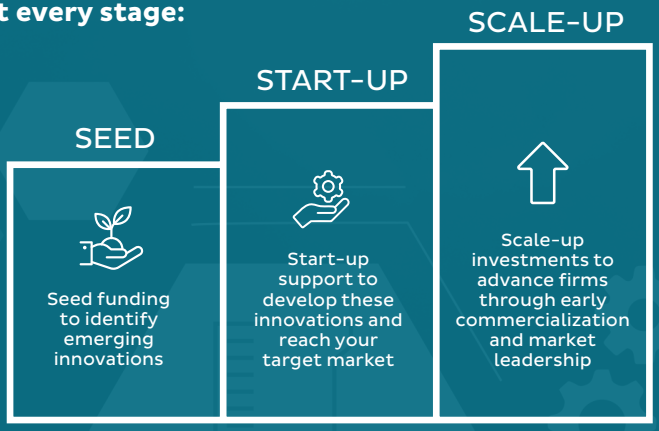
About SDTC

Clean technologies have the power to transform the world. Canadian companies have what it takes to lead that transformation. Where others see waste, they see source material. When others see broken systems, they see market gaps to be filled. And in this time of economic uncertainty, they are charging ahead.

Such companies need funding to help to commercialize their ideas and take them to the next level.

That's where we come in. As an independent federal foundation and the largest funder of cleantech SMEs in Canada, SDTC provides non-repayable contributions to Canadian entrepreneurs. We find, fund and foster the entrepreneurs who will lead the transition to a net-zero economy.

Moving at the speed of business, we catalyze cleantech innovation at every stage:



Since 2001...

$269.8M
estimated annual costs avoided due to air quality, clean water and clean soil benefits

22.4 megatonnes CO_2
estimated annual GHG emissions reduction attributable to SDTC-supported cleantech

That's like taking almost 7 million cars off the roads every year

$7.22B
estimated total follow-on financing generated by SDTC-funded companies since 2001

$1.38B
SDTC funding to climate tech projects

Benefits of SDTC funding

We support companies attempting to do extraordinary things. This means we spend time getting to know the people who are instrumental to making those companies successful – entrepreneurs, financiers, policymakers – and finding out what we can do to champion their collective success. We also recognize that cleantech spans many sectors of our economy and covers a broad range of technologies.

By joining our portfolio, companies can benefit from our deep understanding of Canada's entrepreneurial support systems and our extensive network of federal and provincial partners. We also create forums where companies can benefit from each other's shared experiences and make connections with peers at different stages of business growth.

SDTC investments serve as a springboard to help companies unlock future investment, customers and support. We also work collaboratively with federal and provincial public funding partners to make it easier for companies to find additional sources of funding.

Our portfolio of star performers from across Canada are regularly cited as best in class. They are at the forefront of innovations in their sectors. From seed to scale-up, we are proud to support the entrepreneurs who will create the sustainable economy that Canada and the world needs.

To learn more about other companies we've funded: visit **sdtc.ca**

Email us at **applications@sdtc.ca** to set up an introductory call to learn more

SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA

TECHNOLOGIES DU DEVELOPPEMENT DURABLE CANADA

Funding for start-ups: Building momentum towards commercialization

We believe inside every ambitious start-up company is the potential to be a global leader. SDTC helps high-potential companies take that next leap and achieve market readiness by funding the development and demonstration of clean technologies. We want to support you as you prove out the sustainable products and solutions the market demands.

How it works

For start-up companies, speed is everything — jumping on opportunities, putting cash in the bank and securing your place in today's hypercompetitive global economy.

At this stage of your business journey, your technology has been proven at a small scale, it shows promise, and it has the potential to deliver a transformative environmental benefit. You now want to demonstrate and validate your solution in a market setting.

We run a competitive funding process, working on a continuous intake basis and approving funding every two months. If you're ready, we want to work with you. After an initial screening process, we'll match you with an Investment Lead who will guide you through our funding process.

We know that every company is unique, and while our average contribution is $2–5 million, we have the ability to provide larger contributions (typically up to $10 M), with these funds disbursed in five years or less. We will work with you to determine what funding is needed to get you to the next stage.

Is my company eligible for funding?

- ✔ A Canadian company that will demonstrate strong Canadian benefits with a defined project.
- ✔ A product or service that has the potential to deliver significant and quantifiable environmental benefits resulting from commercial-scale deployment.
- ✔ A novel technology that is supported by intellectual property owned by the company and a strategy to enable future growth.
- ✔ A defined project supported by a business plan that puts you on the path to commercialization.
- ✔ A potential customer or end use partner who can validate market need.

How we evaluate start-up companies for funding

When considering your application, here are some of the questions we'll ask:

Strength of technology Innovation

What is the potential magnitude of the environmental and economic benefits?

How is the technology better than existing technologies and emerging competitors?

How strong is your company's intellectual property (IP)?

What is your IP strategy to maintain a competitive advantage?

Management capability

Does your team have the skills necessary to deliver your technology and business strategy through this phase of the company's development?

Technology readiness level (TRL)

Is the technology beyond proof of concept but pre-commercial (TRL 3-8)?

How will the proposed project advance the technology towards commercialization?

Have you secured a strategic partner(s) needed to help you develop and demonstrate your solution in an industrial setting (if applicable)?

Business plan and path to market

Is there a compelling value proposition that will drive customers to adopt the technology?

Do you have a business plan to support market entry and commercialization?

Do you have a good understanding of the potential market size for the product and the competitive landscape?

Financial strength

How much capital will your company need to commercialize the technology under development?

What is the level of interest from other investors?

What funding commitments have been secured to date?

Other considerations:

33% SDTC funds on average 33% (up to 40%) of eligible project costs.

At least 25% of the eligible costs must be funded through private sector contributions (including in-kind).

At least 50% of eligible project costs must be incurred in Canada.

Think you may be a match?

Email us at **applications@sdtc.ca** to set up an introductory call to learn more.