



**SUSTAINABLE DEVELOPMENT
TECHNOLOGY CANADA**

**TECHNOLOGIES DU DÉVELOPPEMENT
DURABLE CANADA**

SDTC WORK WITH US

**We invest in
Canadian clean
technology leaders**

SDTC.CA



Investing in **Canadian clean technology** leaders for a **brighter economic future**

At SDTC, we support Canadian companies with the potential to become leaders in their efforts to develop and demonstrate new environmental technologies.

Our portfolio companies are developing clean technology solutions with the potential to transform traditional industries while delivering economic and environmental prosperity.

Created as a foundation by the Government of Canada, SDTC has supported Canada's cleantech industry since 2001:

- **Created over 14,600 jobs**
- **Reduced greenhouse gas emissions by an estimated 19.3 megatonnes CO2e annually**
- **Invested over \$1.28 billion dollars in Canadian companies**
- **Supported 450 companies**

Interested in learning more? Visit www.SDTC.ca or email applications@SDTC.ca

Cover photo is supplied by General Fusion. One of the SDTC portfolio companies, General Fusion is the world leader in developing nuclear fusion.



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Advancing cleantech innovation at home and around the world

We're always looking for qualified small to medium sized companies to fund.

Clean technology is a \$2.5 trillion opportunity and we want Canadian companies to compete and be world leaders. By investing in and collaborating with these companies, we create economic and environmental prosperity for Canadians.

At SDTC, we've invested over \$1.28 billion in 450 Canadian companies since we launched in 2001. In Budget 2017, we received a \$400 million commitment from the federal government to invest in Canadian-owned businesses.

We are delivering new funding to high potential firms through streamlined and faster funding approvals.

We're transforming how we do business, so we can move at the speed of business. We make it easy to apply for funding.

"SDTC is positioning us for economic competitiveness with the clean sector around the world."

Karen Hamberg
VP Strategy
Westport Innovations

"General Fusion is developing the first commercially viable path to fusion energy. Fusion is what powers all the stars, and we are going to bring it down and figure out a way to commercialize it here on Earth, and some people call it the holy grail of clean energy. It's clean, it's abundant, and it can be deployed anywhere in the world. SDTC has been instrumental in getting General Fusion where it is today."

Bruce Colwill
CFO
General Fusion

We make it easy to apply for funding

If you're ready, we're ready. We are on continuous intake with five approval rounds a year.

As well, we work with partners, across Canada and within the federal government, to make it easier for companies to find additional sources of funding.



"We have the most efficient solar panel in the world right now, but we also think that we have what it takes to take solar to the next level. Because it really has to continue ramping if we're going to manage climate change, and with SDTC's help I think we can do that."

Hugo Navarro

VP Finance and Corporate Services
Morgan Solar

Investing in **Canada**

SDTC has invested
over \$1.28 billion in
450 Canadian companies.



Eligibility



Find out if your project may be eligible for SDTC funding

We fund projects that support Canadian small- and medium-sized enterprises (SMEs) advancing innovative technologies that are pre-commercial and have the potential to demonstrate significant and quantifiable environmental and economic benefits.

SDTC Eligibility Criteria

Your great new idea for a business expansion or a new product line could be eligible for SDTC funding if:

1. You're a Canadian company that will demonstrate Canadian benefits for Canada – the demonstrations can happen around the world, but the majority of the project spend will happen in Canada.
2. Your project will deliver significant and quantifiable environmental benefits.
3. Your technology is novel and you have an Intellectual Property strategy that will enable future growth. As well, this technology has never been demonstrated or commercialized in any other country.
4. You know what you need to do to be able to validate and sell your technology, and to take that next step to demonstrate this project. We call this a 'defined project'.
5. You have a business plan and market roll-out that help put you on the path to profitability and commercialization.
6. You have a potential customer or end use partner who can validate that your technology solves their problem, and is willing to help you prove that solution in the market.

Other considerations:

- SDTC will fund on average 33% (up to 40%) of eligible projects costs.
- A minimum of 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.
- Funding from all levels of government must not surpass 75% of eligible costs.

Evaluation



Environmental benefits

Does it solve a large problem?

How is the environmental performance of the proposed technology better than that of existing technologies?

What are the quantifiable environmental benefits that would result from commercial-scale deployment in Canada and globally?

Strength of technology innovation

What is the scientific basis for the technology?

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

What is the strength of the applicant's intellectual property (IP)?

What is the applicant's IP strategy to maintain a competitive advantage?

Management capability

What management and technical capabilities does the applicant have in order to advance and commercialize the technology?

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?

Business plan and path to market

What is the value proposition that will drive customers to adopt the technology?

What is the business plan to support commercialization?

Who are the committed project partners that will validate the market need?

What is the potential market size for the product?

Financial strength

What funding commitments have been secured to date?

What is the level of interest in the technology from other investors and funders?

"To produce a lot of our bio carbon products is relatively capital intensive and SDTC has supported Char Technologies by helping us get over the demonstration requirements."

Andrew White
CEO
Char Technologies Inc

How to apply



Applications for funding are accepted on a rolling basis throughout the year.

Our client-centric application process is simple and designed for busy entrepreneurs like you.

The multi-step process provides checkpoints and coaching as your application is evaluated. At every step of the process, SDTC will communicate with you whether or not we will proceed with your application.

Email applications@sdtc.ca to set up an introductory call.



Phase One: Application

1. Review SDTC's eligibility, **eligibility costs** and evaluation criteria to see if your project aligns.
2. Download our **application template**. See a sample of a **compelling application**.
3. You can access our application Portal **HERE** to submit your application.
4. A team of internal SDTC experts will review your application to determine eligibility.
5. If an initial review shows that the project may meet SDTC criteria, you be invited to make a presentation via video conference.



Phase Two: Due Diligence

1. If your project aligns with our criteria, you will be invited to submit a detailed proposal via our online portal.
2. SDTC staff will meet you at your project site for a due diligence visit.
3. The SDTC Project Review Committee will review your project.
4. All recommended projects are presented to the SDTC Board of Directors for approval.



Phase Three: Funding Approved

If your project is approved, SDTC will work with you to prepare a Contribution Agreement (contract) to advance the project.

For questions about the application process, contact an Applications and Intake Coordinator.
Email applications@sdtc.ca



Let's work together to create economic and environmental prosperity for Canadians

If you are interested in finding out more about applying for funding and working with SDTC, we're here to help you.

Email applications@sdtc.ca to set up an introductory call to learn more about what we are looking for in potential projects.

We'll speak with you about your project and to explain our process for reviewing applications.

This will help you to understand the benefits of our multi-step application process – a process that is designed to say 'yes' or 'no' as quickly as possible to help you grow your business.

Head Office

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Ottawa, Ontario
K1P 1A4

Applications

Email: applications@sdtc.ca



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