



SUSTAINABLE DEVELOPMENT
TECHNOLOGY CANADA

TECHNOLOGIES DU DÉVELOPPEMENT
DURABLE CANADA

Funding for scale-ups: accelerating your growth

If you've already entered your target market and are on the path to delivering meaningful environmental outcomes, we want to help accelerate your growth and enhance market adoption. SDTC's Scale-up funding helps high-potential and high-growth companies with a distinct Canadian advantage bring their unique solutions to the global market.

How it works

SDTC's scale-up funding targets the needs of high-growth companies: those with growing revenues, a clear path to profitability and the potential to deliver significant environmental benefits in the short to medium term.

At this stage of your business journey, your technology has been developed and market tested. You now want to scale your business here in Canada, strengthen your competitive advantage and unlock a larger customer base - whether exporting to new markets, building on your existing technology or developing new products and services.

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 recognize that every company is unique, and the funding needed to scale may vary. While our average contribution is \$2-5 M, 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 in the short-to-medium term 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 accelerates growth and achieves profitability.
- ✓ A potential customer or end use partner who can validate market need.

How we evaluate scale-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?

Do you have a well-developed IP strategy that is core to your business strategy? How strong is your IP?

Management capability

Do you have a qualified and well-rounded management team, with the business skills and experience to grow the company's revenues and put it on a path to profitability?

Are you supported by a board of directors and strategic advisors that complement your management team?

Technology readiness

How will the proposed project accelerate your business plan?

Have your products or services reached the market?

Have you established relationships with strategic customers who will help you demonstrate your solution?

Business plan and path to market

Can you demonstrate a compelling value proposition from a customer perspective?

Do you have a business plan to support your growth and financial sustainability?

Do you have a detailed understanding of the size and segmentation of your target market and the competitive landscape?

Financial strength

How much capital will your company need to finance its growth plan and achieve profitability?

What is your ability to finance your growth?

What success have you had in raising private sector funding?

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, allowing for out-of-country demonstration to test market potential.

Think you
may be a match?



Think you might be eligible?
We want to hear from you! Fill out our application form at [SDTC.ca](https://sdtc.ca).