

“...a stronger clean technology *innovation ecosystem* across public and private sectors that *gets new ideas to market faster* and *grows firm to scale sooner.*”

- Clean Technology Economic Strategy Table
2019 Report



SDTC.CA

WHAT'S NEW AT SDTC

- We've transformed the way we do business, resulting in a **50% increase in investments** last year - faster approvals, faster contracting and an expanded funding envelope – **seed through to scale-up funding**
- **We invest across all sectors** — anywhere the potential for innovation, environmental benefit and economic gain is significant
- Our new approach: **simpler, streamlined and scaleable**



SUPPORTING COMPANIES FROM SEED TO SUCCESS



Funding
Cleantech
Ideas

Demonstrating
Cleantech
Solutions

Scaling-up
Cleantech
Solutions



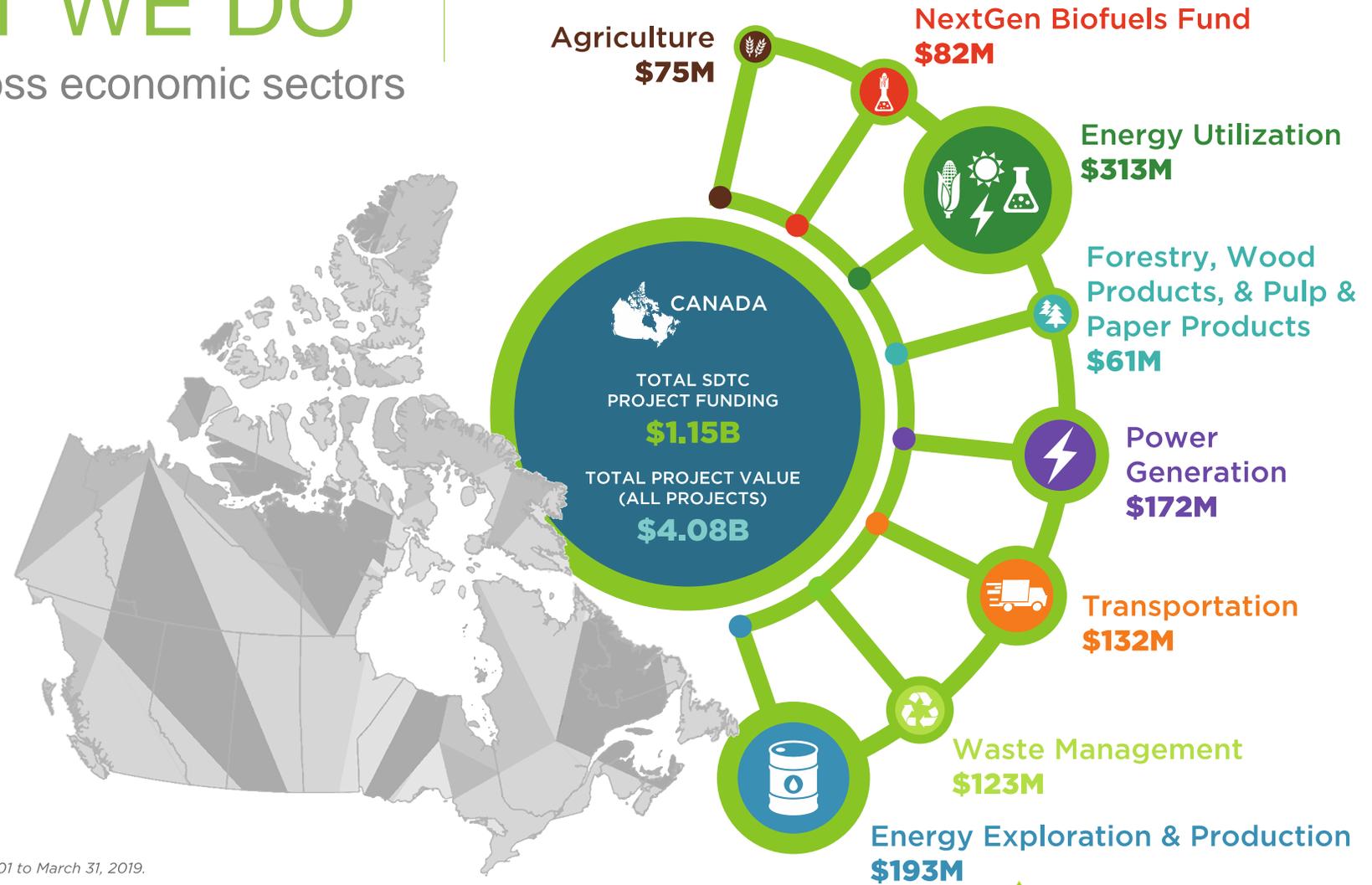
SDTC: WHAT WE DO

Investing in cleantech across economic sectors

**SDTC FUNDING:
AT A GLANCE
2001-2018-Canada**

 Number of Funded Projects
397

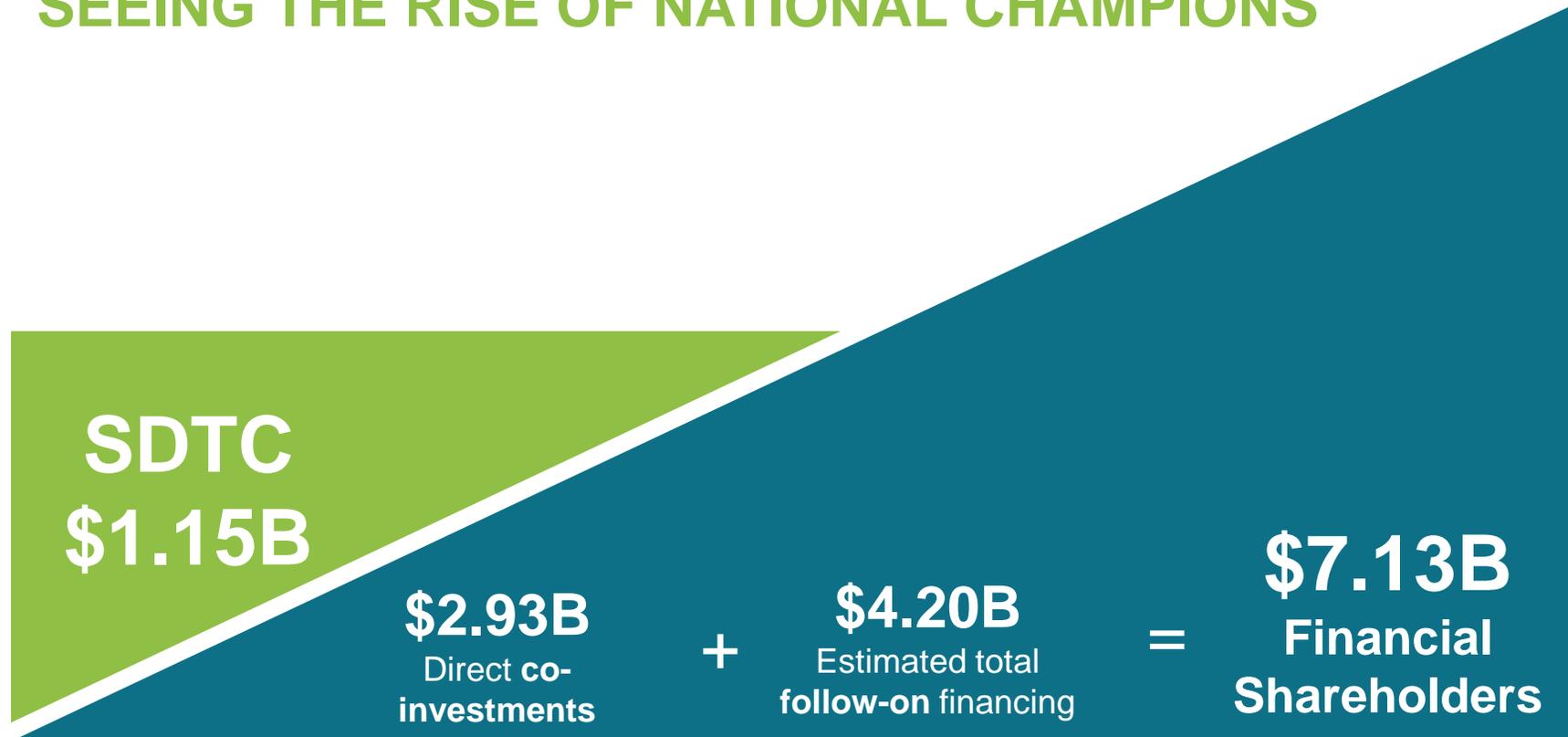
 Number of Inquiries in 2018-2019
~600



Numbers and dollar figures shown refer to the period 2001 to March 31, 2019.

CATALYZING CLEANTECH INVESTMENT

SEEING THE RISE OF NATIONAL CHAMPIONS



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Capital intensive technologies are characterized by long development cycles & payback periods

	Proof of Concept	Pre-commercial demonstration	1 st of kind commercial	Commercial roll-out
 FOCUS		Technical de-risking	Technical and commercial de-risking	Financing
 TIMELINE		2–5 years	3–6 years	Multiple years
 INVESTMENT		10x proof-of-concept \$10–60M	5–10x pre-commercial demonstration	> 1 st of kind



Several factors contribute to scale-up challenges

- Technology scale-up risk
- Integration risk
- Lack of large-scale project delivery experience
- Lack of commercial-scale operating history
- Commissioning and ramp-up risk
- Feedstock supply risk
- Offtake agreement risk
- Unable to provide performance guarantees or wraps
- Disproportionate non-recurring costs in a 1st of its kind deployment

