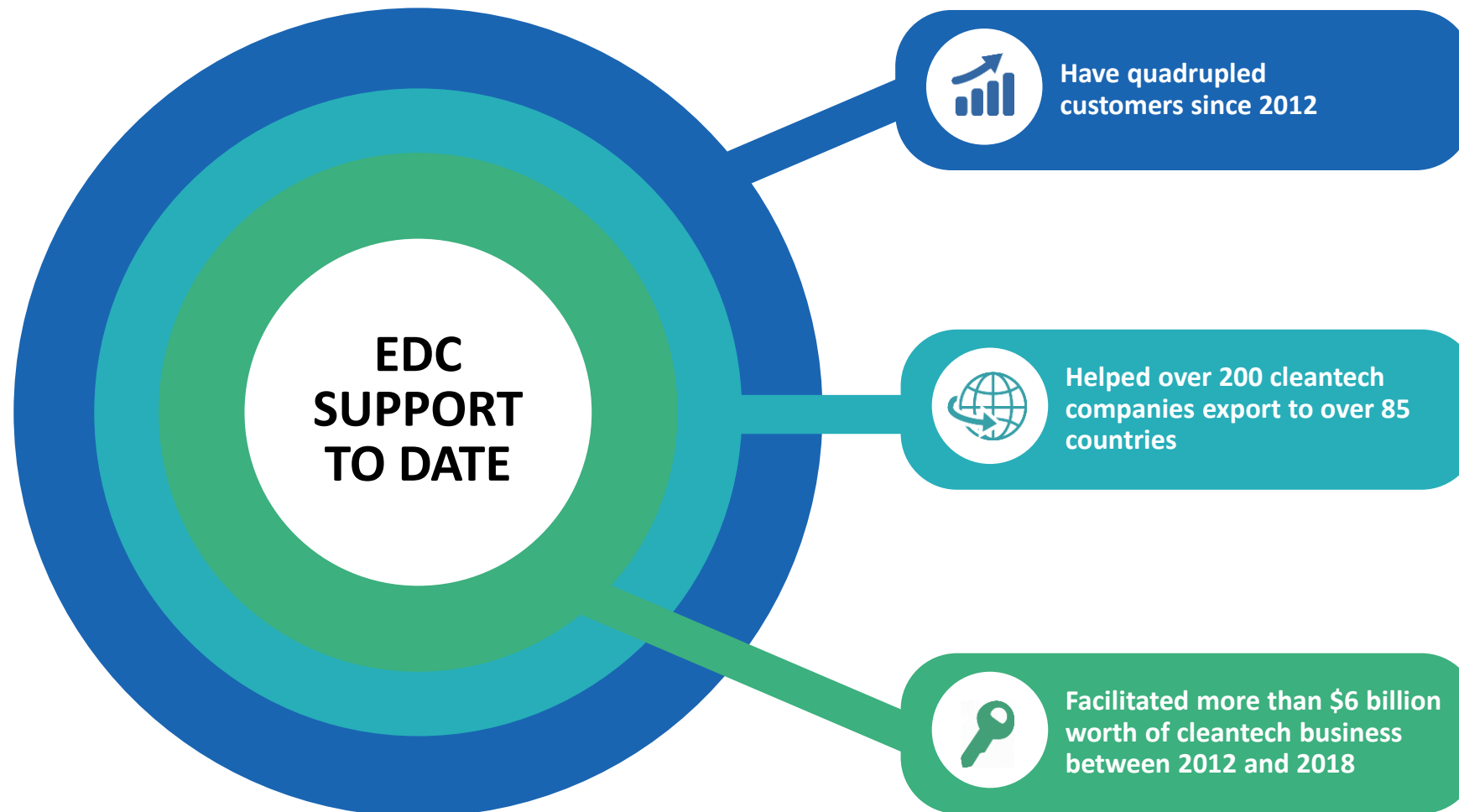


# FROM DEMO TO COMMERCIAL: REDUCING RISK THROUGH CAPITAL ASSISTANCE AND INSURANCE

Scaling Up Conference  
November 6, 2019



# EDC CLEANTECH SUPPORT 2012 - 2018



# WHEN EDC CAN SUPPORT



- Co Invest
- Equity
- Bonding
- Stretch Credit Capacity

- Export Guarantee Program
- Bonding
- P.O. Financing

- Project Finance
- CDIA
- Foreign Investment

# WHEN TO ENGAGE WITH EDC

- › You have successfully completed your SDTC project or other demonstration project
- › You are negotiating a contract
- › You have an order/sale and need money to complete order
- › You have to post a bond/guarantee for a contract
- › You have questions on available types of financing solutions
- › You will require project financing

# KEY EVALUATION ELEMENTS

- TRL level of the technology (7+, 8, 9)
- Ability to grow management team and onboard key roles: CFO, Operations, Strategy
- Clarity of the business model
- Path to profitability with solid economic metrics
- Strategy that identifies key customers, markets and business model
- IP strategy
- Support from investors and ability to access more funds if required
- Achieving set milestones in order to meet investors/market expectations

## FEDERAL BUDGET 2017 – PROJECT FINANCE 450M

**Project finance** to enable first-of-its-kind, high-capital-intensive, early-commercial-scale clean technology deployment. To attract private sector capital for projects, Budget 2017 proposes to provide new capital to EDC to enable it to offer approximately \$450 million in additional project finance for high-capital-intensive clean technology firms.

**EDC provides loan to help Canadian cleantech company  
Ecolomondo Corporation reduce hydrocarbon waste in landfills**

\$32.1M loan will help Ecolomondo build its first commercial plant in Hawkesbury, On

<https://www.edc.ca/en/about-us/newsroom/ecolomondo-2019.html>

## OUR SOLUTIONS

We manage and take on risk to help Canadian businesses grow internationally.

### FINANCING WORKING CAPITAL

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We help Canadian companies get access to capital.

### INSURANCE

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We offer protection that lowers the risk for Canadian businesses expanding beyond our borders.

### KNOWLEDGE

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We provide expertise that enables our clients to make informed decisions and learn more about international markets.

### CONNECTIONS

We connect Canadian and international companies to help both parties grow.

# CONTACTS



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