



MaRS Cleantech Practice

Accelerating Cleantech in Ontario

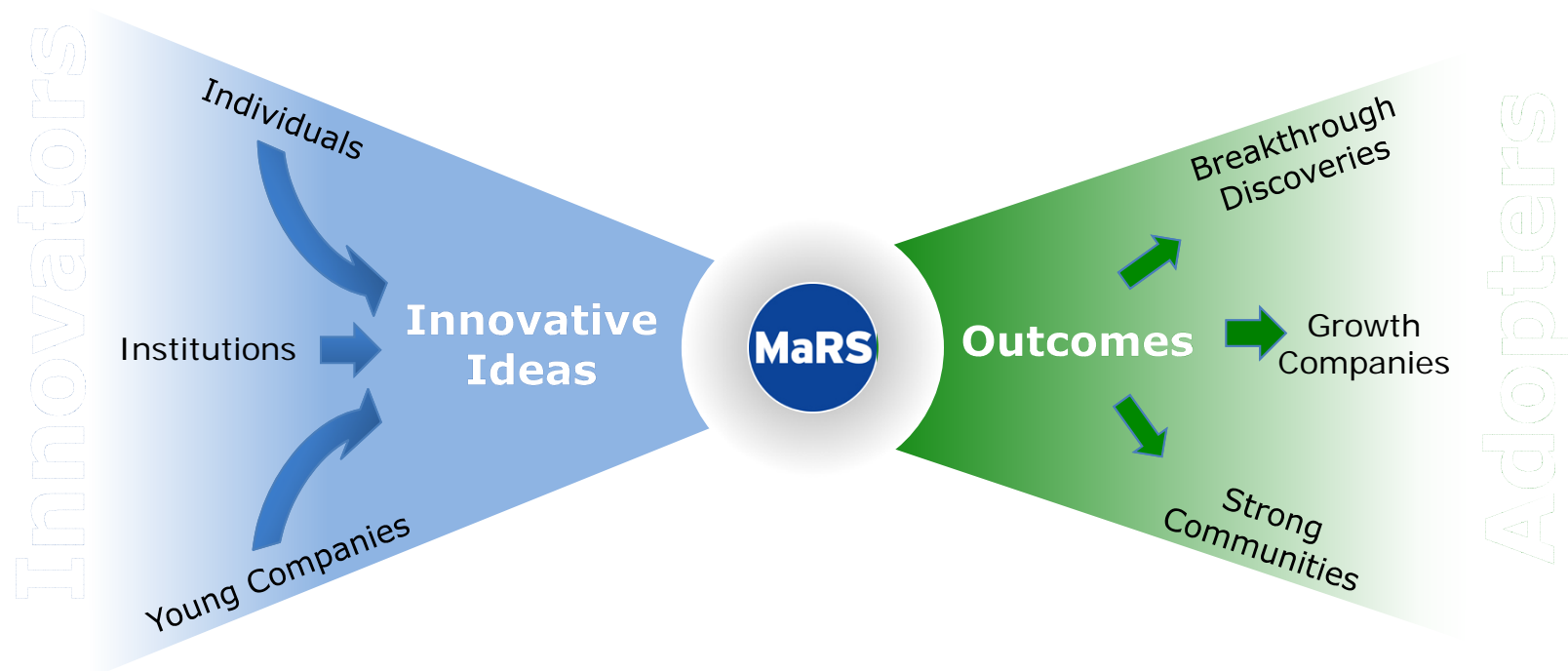
Paul Mertes
Advisor, Cleantech

MaRS is a member of



MaRS: Innovation Broker

MaRS fosters innovation by brokering connections and enabling collaboration between ***Innovators & Adopters*** to improve commercialization outcomes: through expert assessment, education, mentorship, access to critical networks



Building Growth Companies

Business Advice & Mentorship

Advisors
Entrepreneurs-in-Residence
Volunteers

Education & Insight

Entrepreneurship Education
(Live and Online)
Skills & Tools
Market Research

Access to Capital

Angels
Venture Capital
Corporations
Government Programs
Foundations

Networks, Talent, Customers & Partners

Acceleration Programs for High Growth Firms

Acceleration Through Public Policy

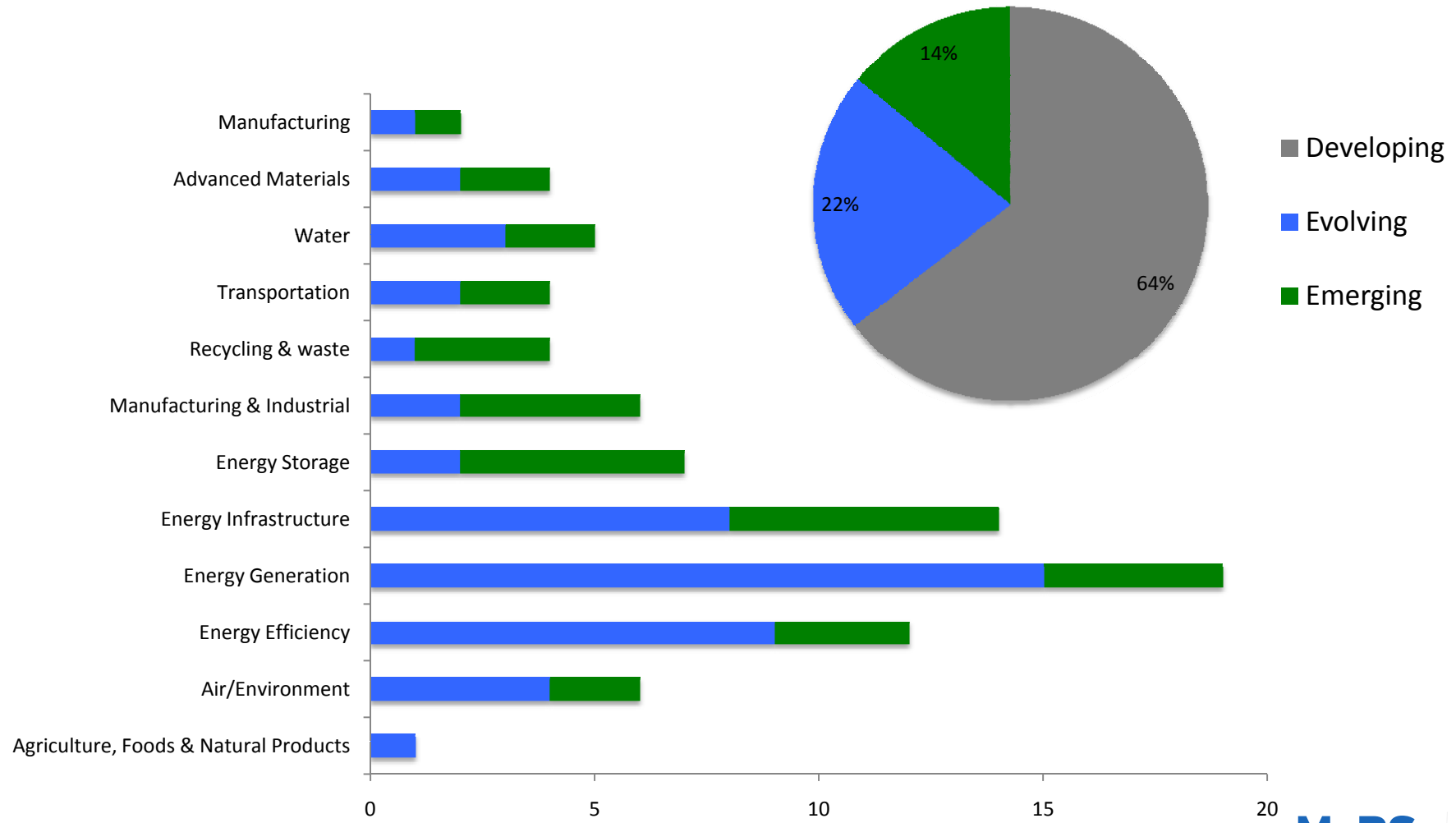
MaRS Advisory Services

Support for Growth Companies



Cleantech Client Categories

Over 300 clients served, 130 active across 12 Cleantech Sectors



How can MaRS help?

MaRS is focused on building the next generation of Canadian growth companies

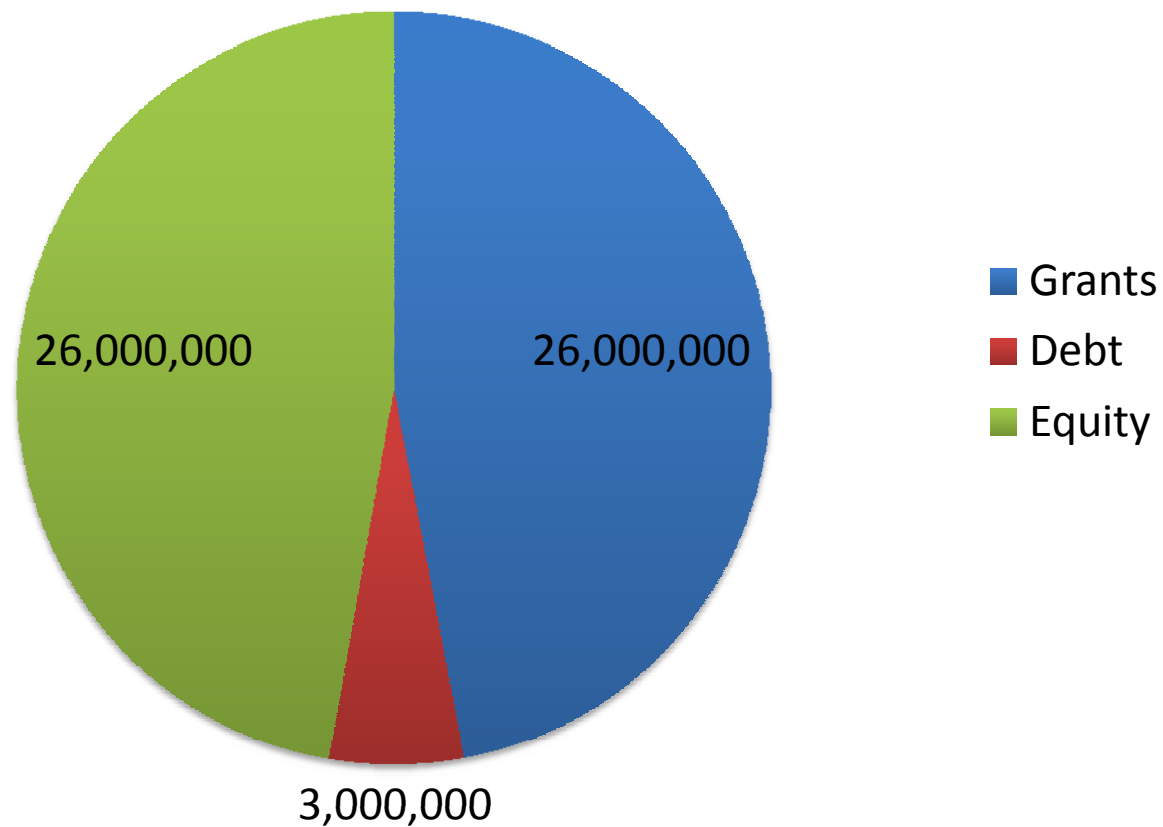
Support Provided to Cleantech Clients

- ☐ Advice and Mentorship
 - 21 advisors, 1,540 advisor hours provided in 2010
- ☐ Market Intelligence
 - Market intelligence valued at \$ 2.4 million in 2010
- ☐ Education and Skills
 - 4,400 hr of education attended by Cleantech Clients
- ☐ Talent Management
- ☐ Capital Services (Connections, IAF)
- ☐ Marketing and Communications
- ☐ Incubator
- ☐ Service Providers

How we
help our
clients grow

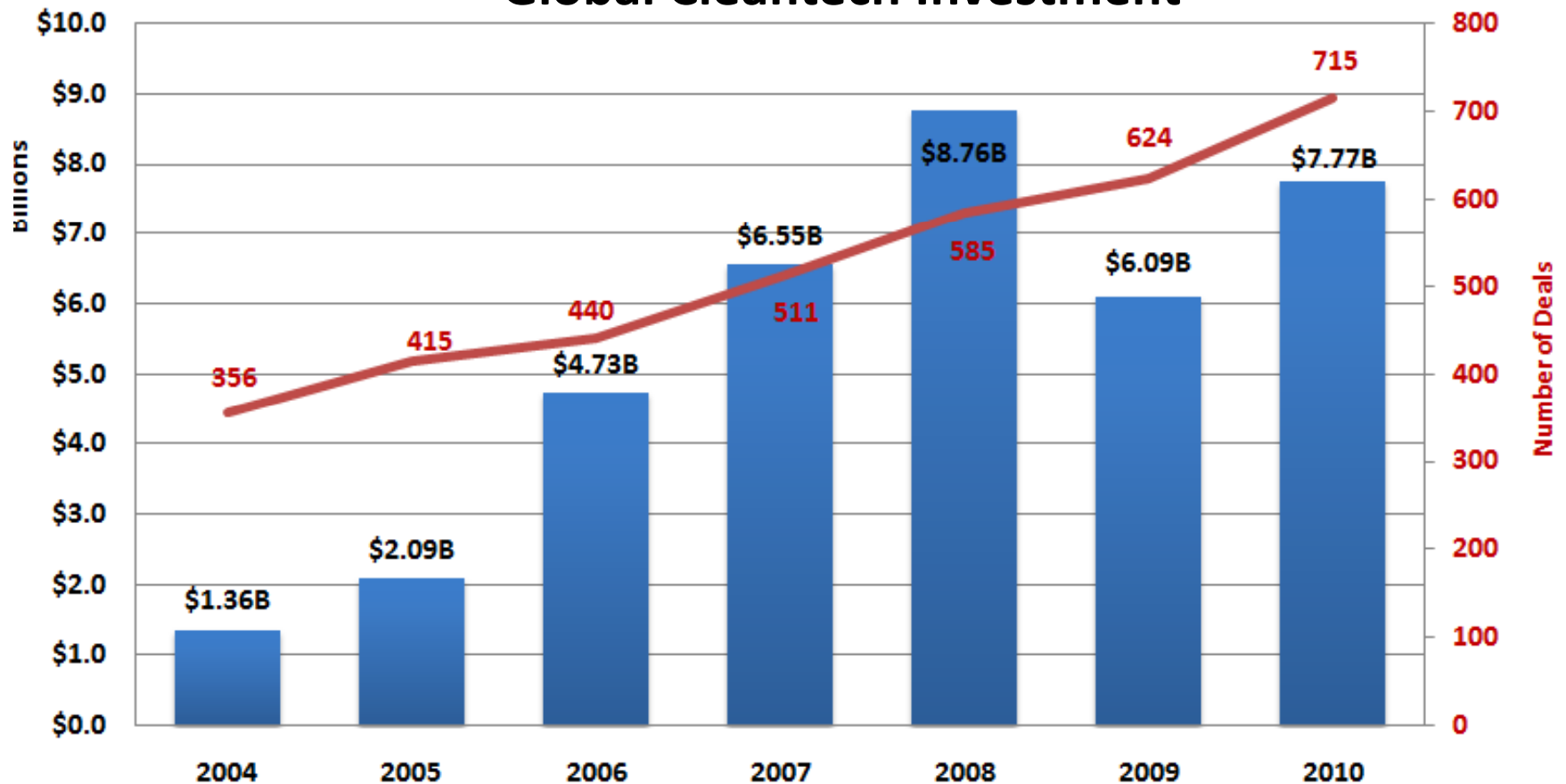
2010 Capital Raised by Top 15 Clients

Total Capital Raised = \$55,000,000



Investment is Still Flowing in Cleantech

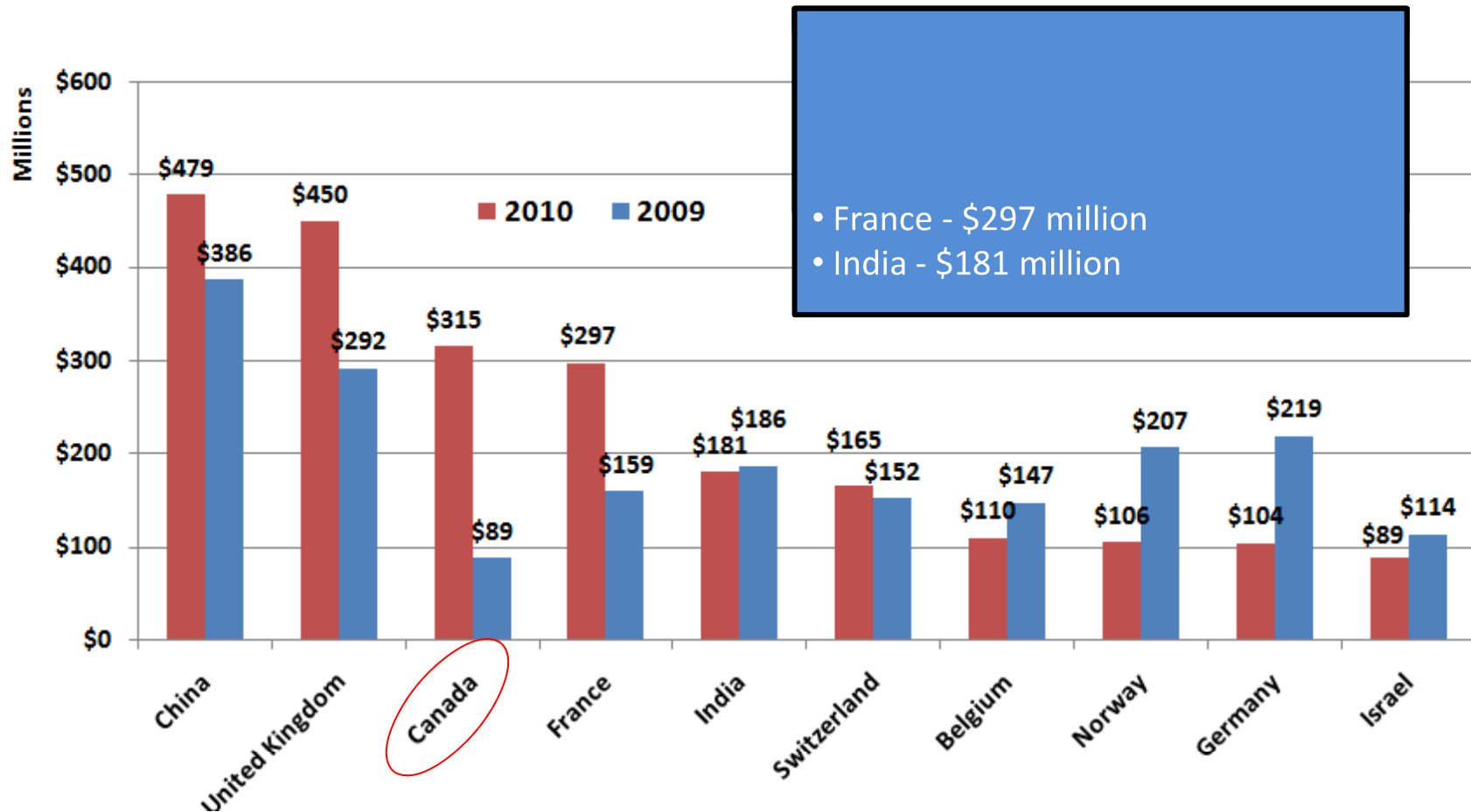
Global Cleantech Investment



Source: Cleantech Group

Canada is a Leading Source of Cleantech Investment

Global Cleantech Investment by Country (excluding US)



Source: Cleantech Group

Funding Sources Directory

- 450+ funding sources
- Search by sector (cleantech, life sciences, ICT)
- Search by location (Ontario, Canada, International)
- Updated quarterly

marsdd.com/funding

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[Entrepreneur's Toolkit](#)
[Resources by topic](#)
[Entrepreneurship 101](#)
[Funding sources directory](#)

Funding sources directory results

[Entrepreneurship 101](#)

Search term: IT, communications & entertainment in Ontario

68 Results

[Start over](#)

Region	Title ↓	Type	Sector
Ontario	Achieving Innovation & Manufacturing Excellence – Yves Landry Foundation Awards of	Grant	IT, communications & entertainment
Ontario	Community Ventures Capital Fund	Equity Investment	Cleantech, IT, communications & entertainment, Life sciences
Unknown	Energy Storage Challenge	Financial award	Cleantech, IT, communications & entertainment
Ontario	Fednor Applied Research and Development Program	Loan	Cleantech, IT, communications & entertainment, Life sciences

Public Funding Sources

- ☐ SDTC
 - ☐ NextGen Biofuels
 - ☐ SD Tech Fund
- ☐ IDF
- ☐ MaRS IAF
- ☐ ecoEnergy Innovation Initiative
- ☐ Smart Grid Fund
- ☐ NRC-IRAP
- ☐ Ontario Emerging Technologies Fund
- ☐ OPA-FIT
- ☐ Strategic Jobs and Investment Fund
- ☐ Canadian Innovation Commercialization Program (CICP)

SDTC

SD Tech Fund

- \$590M
- Supporting late-stage development and pre-commercial demonstration of cleantech solutions
- Address climate change
- Improve productivity & global competitiveness of Canadian industry

NextGen Biofuels Fund

- \$500M
- Commercial demonstration facilities for production of next-gen renewable fuels & co-products

www.sdtc.ca

Innovation Demonstration Fund

- Administered by MRI to help commercialize innovative technologies in Ontario by mitigating risk of projects with significant pilot-scale technical hurdles
- Commercialization and initial technical demonstration
- Globally competitive, innovative Green technologies, processes and/or products

[www.mri.gov.on.ca/english/programs/
idf/guidelines.asp](http://www.mri.gov.on.ca/english/programs/idf/guidelines.asp)

MaRS IAF

- Up to 500k
- Providing sustainable economic benefits to Ontario
- Funded by Province of Ontario
- Assisting emerging Ontario technology companies to bring products to market
- Managed by MaRS

www.marsdd.com/aboutmars/partners/iaf/

ecoEnergy Innovation Initiative

- Announced 2011 with \$97 million available for 2 years
- NRCan
- Supports energy technology innovation
- 75% for **research and development** projects and
- 50% of total project costs for **demonstrations**

www.nrcan.gc.ca/enene/science/ecii-eng.php

Hydrostor

– Energy Storage

Patented technology for under water compressed air energy storage utilizing standard components

Opportunity

- ☐ Energy storage remains one of the last major unsolved issues with clean energy generation
- ☐ Under ground air storage is a proven solution for grid scale energy storage, but is site specific
- ☐ High efficiency (70%+) with minimal long term loss at grid scale capacities

Successes

- ☐ Achieved grants from BAP, BMEP, OCE, IRAP
- ☐ 3rd place at Banff Venture Capital Forum
- ☐ Completed installation of underwater bags off the Leslie Spit



Temporal Power

– Energy Storage

Breakthrough flywheel energy storage technology for applications from small to grid scale

Opportunity

- ☐ Instant response (millisecond) energy storage with low standby energy loss is one of the last unsolved clean energy problems
- ☐ Temporal has breakthrough IP that solves this pressing problem

Successes

- ☐ Running grid scale pilot with Hydro One and Ontario Power Generation
- ☐ Has achieved funding through SDTC, IAF, BAP, OPA, and Angel
- ☐ New hires, creating jobs in Ontario





Thank You

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