

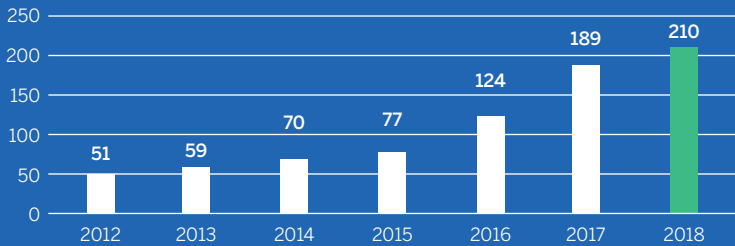
2018 CLEANTECH REVIEW >>>



"EDC has been working with the Canadian cleantech industry for more than seven years now, supporting Canada's efforts to build an innovative and sustainable economy. EDC's support for the industry has continued to increase, as we serve more cleantech customers and help them succeed internationally. We are proud to be one of the key players in supporting innovative cleantech companies and business models that are having a positive impact on Canada's environment as well as contributing to positive environmental outcomes internationally through their exports." ~ **Carl Burlock**, SVP Financing & International Growth Capital

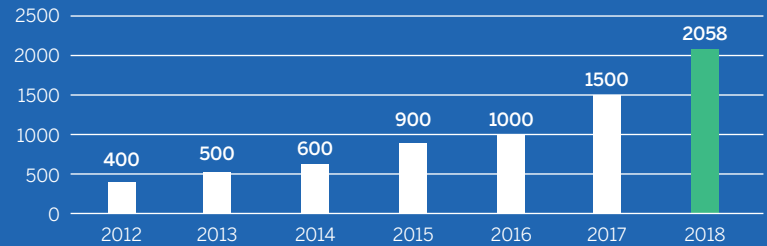
Delivering Impact

EDC served more financial customers in 2018 than any year before. These results also point to a healthy and growing Canadian cleantech ecosystem.



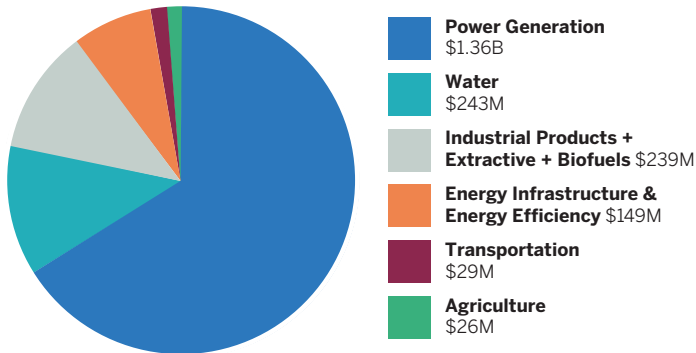
Supporting Exports

In 2018, EDC's business facilitated in cleantech exceeded \$2 billion.



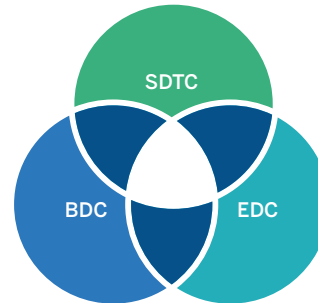
Deeper Sector Knowledge

Since 2012 our team has developed expertise by virtue of the support we provided across a variety of sub-sectors, including power generation, transportation, Agtech, and water treatment.



Relevance Within Canada's Cleantech Ecosystem

As part of a whole-of-government approach, we work closely with our financing partners at Sustainable Development Technology Canada (SDTC) and the Business Development Bank of Canada (BDC) as well as other ecosystem players including key players such as the Trade Commissioner Service and the Clean Growth Hub.



A COMPANY'S JOURNEY TO COMMERCIALIZATION OFTEN INCLUDES THE COORDINATED FINANCIAL SUPPORT OF SDTC, BDC AND EDC.

COMPANY PROFILES

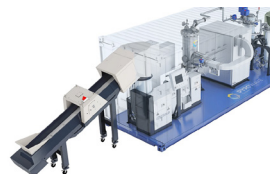


Hortau

Based in Lévis, QC

EDC Support: EDC provided working capital and risk mitigation support along with an investment of \$7M.

Impacts: The investment will help boost exports of Hortau's patented smart irrigation system into new global markets to help fight the drought and water management crisis.



Pyrowave

Based in Montréal, QC

EDC Support: EDC provided working capital support and made a co-investment of \$1M.

Impacts: Our relationship and investment in the company helped Pyrowave land their first sale with a major U.S. petrochemical producer.



Westport Fuel Systems

Based in Vancouver, BC

EDC Support: EDC provided a \$20M loan.

Impacts: In addition to the loan to support commercialization of their new technology the introduction to EDC's network of global contacts has supported the company scale internationally.

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