

GLOBAL AFFAIRS CANADA

WOMEN IN CLEANTECH

DEALBOOK

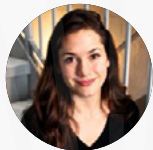
SPRING 2021 EDITION



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DISPERSA

A Sustainable Future, One Microbe at a Time

📍 Montreal, QC 🌐 dispersa.ca

PRODUCT SUMMARY

Surfactants are specialty chemical ingredients that are integrated into our daily lives. They are found at the heart of many products that we use, such as the soapy products we use to clean our hands and surfaces each day during this pandemic. The surfactant industry represents a growing market valued at nearly \$60B USD. Currently, most surfactants are synthetic and derived from non-renewable petroleum sources.

At Dispersa, we harness the power of microbes to deliver a platform of natural, biodegradable, and cost-effective biosurfactants that are petroleum-free alternatives to synthetic surfactants on the market. Our biosurfactants can be used in diverse applications, such as cleaning products, cosmetics, agriculture, energy, and more. Dispersa's vision is to collaborate with end users in various industries to create sustainable change one microbe at a time.

SEEKING

We are seeking introductions to corporate and strategic partners in the cleaning products and personal care and petrochemical sectors and early-stage seed round investors.



TOP TAKEAWAYS

- 1** Dispersa aims to revitalize the chemical industry through offering natural, biodegradable, and cost-effective alternatives to synthetic chemicals on the market. The first line of ingredients being produced are petroleum-free surfactants, called biosurfactants, that can be used in many industries such as cleaning products, cosmetics, energy, and agriculture.
- 2** Dispersa's platform provides end users with a selection of novel biosurfactants to choose from - enabling better compatibility, functionality, and performance in product formulations within applications such as cleaning products, cosmetics, remediation agents, agriculture and more.
- 3** Given the amplified interest for cleaning solutions and bio-based alternatives since the start of the pandemic, Dispersa's growth will initially be focused on this sector. We are currently launching paid pilot projects with two North American cleaning products companies, in the commercial and industrial sectors. The focus of these projects will not only be on cleaning products but will also include disinfecting applications.

REPRESENTATIVE



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EVERCLOAK

Climate-tech Advanced Material Start-up

📍 Waterloo, ON 🌐 evercloak.com

PRODUCT SUMMARY

Evercloak has developed a breakthrough process to make graphene-based dehumidification membranes that can significantly increase the efficiency of A/C, cutting energy use more than 50%.

Unlike other polymer and ceramic membranes, Evercloak's membrane requires 90% less area to remove the same amount of humidity, reducing capital cost and footprint.

Evercloak's patent pending advanced manufacturing process is a platform technology, making large-area ultra-thin films out of a variety of nanomaterials, with future applications across cleantech including water treatment, flexible solar cells and smart packaging.

SEEKING

Evercloak is seeking introductions to strategic HVAC original equipment manufacturers (OEMs) partners to support membrane integration into air handling units and/or pilot testing. In addition, Evercloak is interested in building relationships with seed-stage and Series A investors.

evercloak.

TOP TAKEAWAYS

- 1 Evercloak's initial application is manufacturing graphene-based dehumidification membranes for industrial and commercial air conditioning market.
- 2 Evercloak has a strong team including world-leading expert in graphene product development, global commercialization expertise and advisors in the HVAC sector.
- 3 Evercloak is a winner of the Breakthrough Energy Solutions Canada Challenge (February 2020) a partnership between National Resources Canada, Breakthrough Energy Ventures and Business Development Bank of Canada.

REPRESENTATIVE



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GENECIS BIO

Compostable Plastics from Food Waste

📍 Toronto, ON 🌐 genecis.co

PRODUCT SUMMARY

Genecis Bio makes compostable bioplastics from food waste. The material is made by feeding food waste to novel bacteria that produce biodegradable polymers, which function just like plastics.

Genecis Bio helps waste managers profit from their existing waste streams and supplies plastic manufacturers with sustainable resins. They are currently partnered with innovative industry leaders, like Sodexo, and exploring further applications, namely through the Innovation Challenge with Novo Nordisk.

SEEKING

We are seeking introductions to waste managers and anaerobic digesters, and consumer brands who are searching for bioplastic replacements.

We are additionally looking to connect with post-seed investors.



TOP TAKEAWAYS

- 1 Genecis makes premium biodegradable plastics by using food waste, reducing production costs by 40%.
- 2 Initial target customers include joint development projects with plastic brands/manufacturers and technology licensing to anaerobic digesters.
- 3 We have entered into paid collaborations with several multinational corporations to develop product applications of our PHAs.
- 4 We have completed a series of third party validation on our technology scale-up and product performance, meeting critical industry standards.
- 5 We are planning to raise Series A this year to deliver on purchase orders and meet demands from existing clients.

REPRESENTATIVE



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OPEN OCEAN ROBOTICS

Understanding our Oceans

📍 Victoria, BC 🌐 openoceanrobotics.com

PRODUCT SUMMARY

Open Ocean Robotics makes it cheaper, easier and safer to understand our oceans using our proprietary solar powered autonomous boats that travel our oceans for months at a time collecting ocean data. Our ocean data acquisition and analytics help offshore industries, ocean researchers, and governments operate more effectively and safely, providing solutions for marine mammal monitoring, environmental monitoring, and security.

SEEKING

We are seeking Seed Stage investors for a round in Q2 2021. We are also interested in facilitating introductions to companies operating in the offshore wind market and other markets that have ocean monitoring needs.



TOP TAKEAWAYS

- 1 Through paid pilot projects, we have demonstrated our technology as a solution for ocean monitoring. This included working with offshore wind providers to monitor marine mammals, critical to the construction and operations of burgeoning U.S. offshore wind market, that is largely located in waters populated with the endangered North Atlantic Right Whale. Our technology was also used to prevent illegal fishing, which is a \$23B USD problem worldwide that is destroying the world's oceans and fish stocks.
- 2 Our subscription and service model earned revenues in 2020 that we project growing to \$30M USD annual revenues by 2024.
- 3 Using our disruptive and proprietary technologies in robotics, artificial intelligence and maritime operations, we use drones and specialized expertise to unlock opportunities in the ocean economy in a sustainable manner.

REPRESENTATIVE



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SOLISTRA

Innovative Chemical Processes for a Sustainable World

📍 Toronto, ON 🌐 solistra.ca

PRODUCT SUMMARY

Solistra is commercializing a light-driven chemical reactor that can completely eliminate the CO₂ emissions from common petrochemical processes, and more importantly can greatly reduce the energy required for the conversion of greenhouse gases into economic commodity chemicals. Solistra's first commercial service is the on-site production of green hydrogen or methane from bio- or natural gas and captured CO₂.

SEEKING

We are seeking investment to support development of commercial-scale biogas-to-hydrogen pilot.



TOP TAKEAWAYS

- 1 Using Solistra's light-driven reactor to produce green hydrogen from biogas uses 50% less electricity per kilogram of hydrogen than water electrolysis.
- 2 Solistra's modular, drop-in unit can produce on-site hydrogen from waste CO₂ and methane, at roughly \$0.93/kg.
- 3 Solistra's platform technology can be used in the production of large-scale low-carbon chemicals and fuels like methanol, ethanol, ethylene and others.

REPRESENTATIVE



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SUMMIT NANOTECH

Lithium For a Better Future



📍 Calgary, AB 🌐 summitnanotech.ca

PRODUCT SUMMARY

As the world transitions to a new energy future, demand for lithium is rising exponentially with society's desire for e-mobility. Mining practices to get lithium from the ground, however are slow, polluting and expensive.

Summit Nanotech has developed technology for lithium mining companies that will extract lithium from brine rapidly and sustainably by leveraging advances in nanoscience. Their modular, plug-and-play process is deployed at the customer's wellhead.

Summit collects contracted recurring revenue with their hardware-as-a-service business model allowing lithium miners to increase IRR by 5x compared to the traditional method. Their process doubles yield, requires no freshwater, creates 90% less waste, 26x less land use area and emits 50% fewer GHGs compared to industry averages. Mining companies want this technology to stabilize their lithium supply and reduce costs and the world needs it to ensure responsible growth in the e-mobility space.

SEEKING

Summit Nanotech is currently seeking venture capital, corporate strategic and/or private equity participation in their \$10M USD Series A Financing Round, opening March 1, 2021.

TOP TAKEAWAYS

- 1** Unlocking a greener future with sustainable lithium extraction: Summit Nanotech has created the most sustainable direct lithium extraction (DLE) process in the world to support the growing electric vehicle (EV) and renewable energy storage sectors. Companies extracting lithium with this process will surpass all ESG standards and align with global GHG reduction targets.
- 2** Reliable, scalable and consistent supply: Summit Nanotech is supporting the global shift to a sustainable energy future by producing an immediate supply of battery quality lithium carbonate (Li_2CO_3) or lithium hydroxide (LiOH) with acceptable impurities from a wide range of feedstock resources. Driving positive change with scalable technology in plug-and-play modular units.
- 3** Lower cost lithium production to support rapid EV adoption globally: By implementing Summit Nanotech's denaLi DLE process, mining companies will responsibly expand production while achieving over 80% yield, without using acid, keeping operation costs low and gross margins high. Fluctuations in lithium pricing will be easier to bear by strategically managing end product creation

REPRESENTATIVE



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