



Ontario Centres of  
Excellence  
**Where Next Happens**

ANNUAL TECHNOLOGY AND POLICY FORUM PANEL  
**FINANCING INNOVATION:  
THE GOOD, THE BAD AND THE UGLY**

November 7, 2018, 2:30 p.m.

**CONFIDENTIAL**

Ontario Centres of Excellence is a member of



# WHAT WE DO

- OCE is a not-for-profit organization primarily funded by the Government of Ontario
- On behalf of the Province, OCE supports projects that create jobs and exports, attract local and international co-investment and make Ontario more globally competitive
- Our comprehensive suite of programs cover four main areas: Collaborative R&D, Commercialization, Entrepreneurship and Advanced Technology Platforms.
- Business Development experts are deployed in 11 offices across Ontario to facilitate new projects, including sector-specific teams with expertise in emerging areas of priority to the Province
- OCE's top objective is job creation. In fiscal 2017-18 invested over \$258 million in projects, which resulted in 9,772 new or retained jobs, the highest in OCE history.

# OUR FOCUS ON CLEANTECH



- OCE has kept a strong focus on energy and the environment. In 2017-18, OCE invested 44 per cent of its project funding in the bio-economy and cleantech sector.
- In 2014, OCE supported the Ontario government's move to eliminate coal-burning energy through our role in supporting the conversion of the Atikokan Generation Station to biomass.
- OCE has supported Ontario's leadership role in areas such as smart grid development, energy storage, renewable energy and integration of natural gas and electricity infrastructure
- On behalf of the Ontario government, OCE is now overseeing a \$74 million cleantech program

# POND TECHNOLOGIES EXAMPLE OF “THE GOOD”



Ontario Centres of  
Excellence  
**Where Next Happens**



## ROI:

- Went public in January 2018
- \$5,858,331 program funding
- \$10,376,482 matching industry contributions
- \$132 million in new project financing announced on June 26, 2018

## Project overview

- Markham-based Pond Technologies' patented process profitably converts smokestack exhaust into valuable bioproducts including biofuels, fertilizers and animal feeds.
- OCE supported a collaborative R&D project to validate Pond's technology at the company's early stages of growth.
- Additional OCE project support enabled Pond to:
  - > Qualify as a semi-finalist in the \$20 million NRG COSIA Carbon XPRIZE competition.
  - > Demonstrate their technology at Stelco's Nanticoke steel mill as part of a \$13.8 million project with Stelco and SNC-Lavalin.

# WHY COMPANY MAY FAIL EXAMPLE OF “THE BAD”

- Not moving quickly enough to transfer an R&D project in the lab into commercialization
- Shows lack of understanding of what it takes to refine and scale a technology to the point that it can be successfully commercialized and adopted by industry
- Commercialization process can be accelerated when a spin-off company from a lab is working on site with industry to address any problems that arise





Ontario Centres of  
Excellence  
**Where Next Happens**

# THANK YOU

TORONTO | MISSISSAUGA | OTTAWA | WATERLOO | WINDSOR | LONDON | HAMILTON | MARKHAM | OSHAWA | SUDBURY

[www.oce-ontario.org](http://www.oce-ontario.org) | [info@oce-ontario.org](mailto:info@oce-ontario.org) | Toll Free: 1.866.759.6014

Follow us on:  @OCEInnovation  OCEInnovation  Ontario Centres of Excellence  @OCEInnovation

Ontario Centres of Excellence is a member of

