



SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA

TECHNOLOGIES DU DEVELOPPEMENT DURABLE CANADA

March 26, 2020

Dear CEO,

We understand that in unprecedented times we must act boldly and decisively and that we must work together to become stronger, more resilient and ready to seize future opportunities.

In the past week our team has connected with over 90% of you to better understand the impacts you are facing in real-time. Thank you for taking the time to share your insights and ideas with us.

Given today's uncertainty we understand that the full impact for many of you is not yet known and that you need time to innovate, to build new strategies, and to ensure you have safe workspaces for your teams. As a result of your input, we are taking immediate short-term action to help you now.

Effective immediately, SDTC is increasing the amount of your contribution by [five percent for active companies/ \$15,000 for seed companies].

This one-time payment is intended to provide immediate relief allowing you additional time to work with your employees, Boards and Advisors to develop medium and longer-term strategies that will allow you to emerge stronger and more resilient as this crisis recedes.

It is our intention that this one-time payment will provide you with flexibility and discretion to deal with urgent needs. Perhaps you will use it as a "working capital" bridge as your customers and partners may be delayed or to buy additional equipment for virtual offices or personal protective equipment for employees to ensure they continue to remain healthy and safe in your manufacturing space.

We are working to deliver these funds to you within the next week. Please provide us with a signed copy of the attached acknowledgment. We will account for these changes through the normal reporting process and do not require any additional project reporting.

We are also working on medium and long-term strategies by building a recovery roadmap. This roadmap will build off the ideas that many of you are already sharing. To support this work, we ask that you share the following existing materials with your SDTC Investment Lead:

- Cash on hand as of March 31, 2020
- Net burn rate
- Monthly Revenues
- Recent Board communications on the impact of COVID-19;
- List of your Board Members and senior leadership team
- Latest financials;

As we know it will take a village to address the challenges ahead, I want to extend my sincere thanks to Minister Navdeep Bains and our colleagues at Innovation, Science and Economic Development for their leadership and continued support for the work we do supporting Canadian entrepreneurs. It is through our work together that SDTC is able to move quickly to do what is needed.

I wish you and your family good health in the weeks ahead. At times like these I reflect on what I have learned throughout my life and remember this advice, "... you are braver than you believe, stronger than you seem, and smarter than you think." (Winnie the Pooh)

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