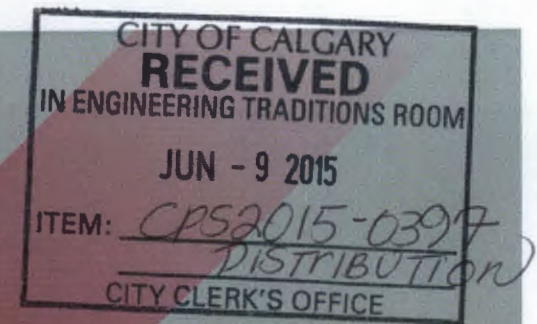


Calgary Technologies Inc. (CTI) Operating as Innovate Calgary 2014 Civic Partner Annual Report

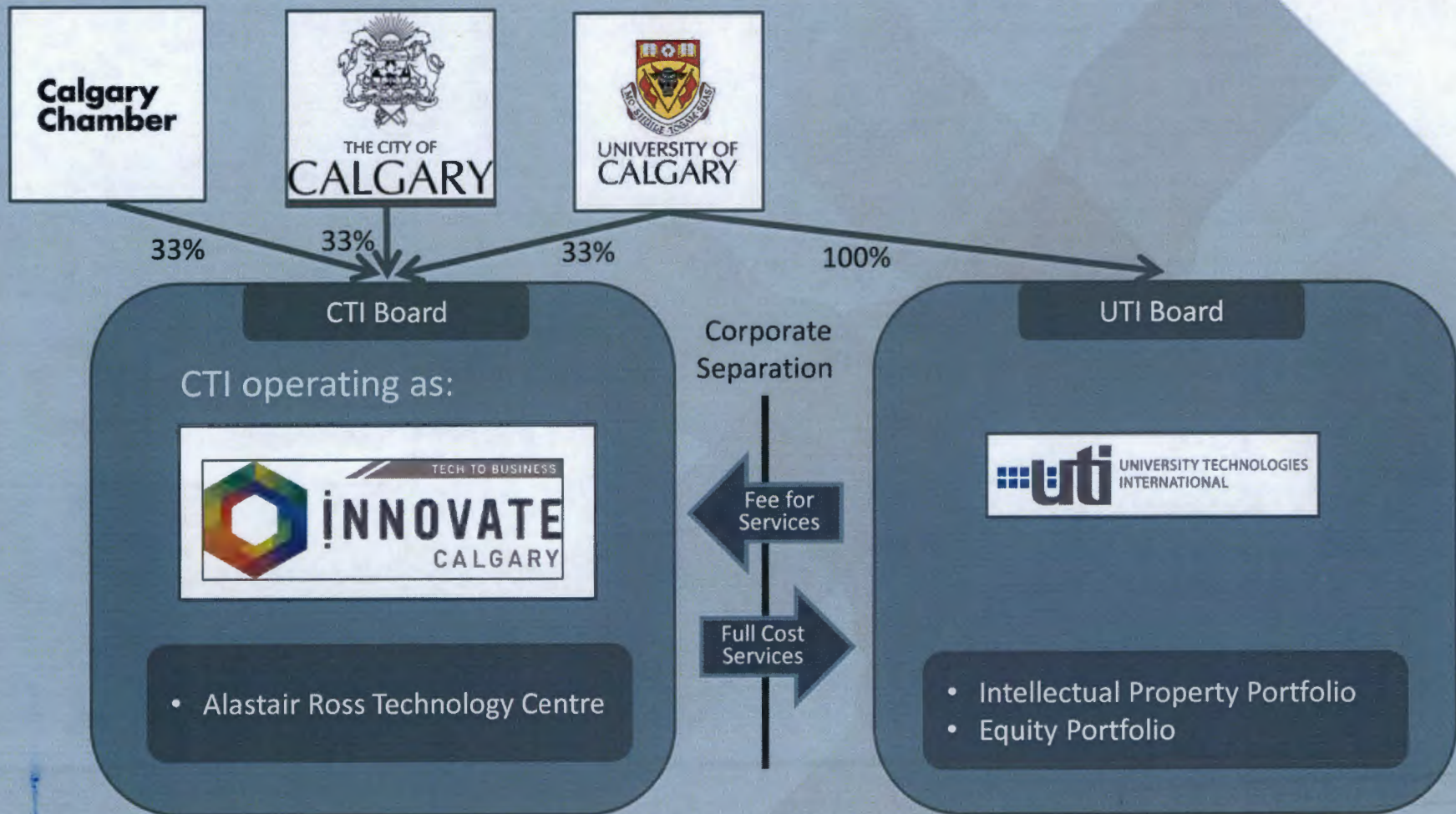


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THE CITY OF
CALGARY
COMMUNITY &
NEIGHBOURHOOD SERVICES

CTI Ownership and Operating Model



RECEIVED
CITY OF CALGARY

Innovate Calgary Vision and Mission



Vision:

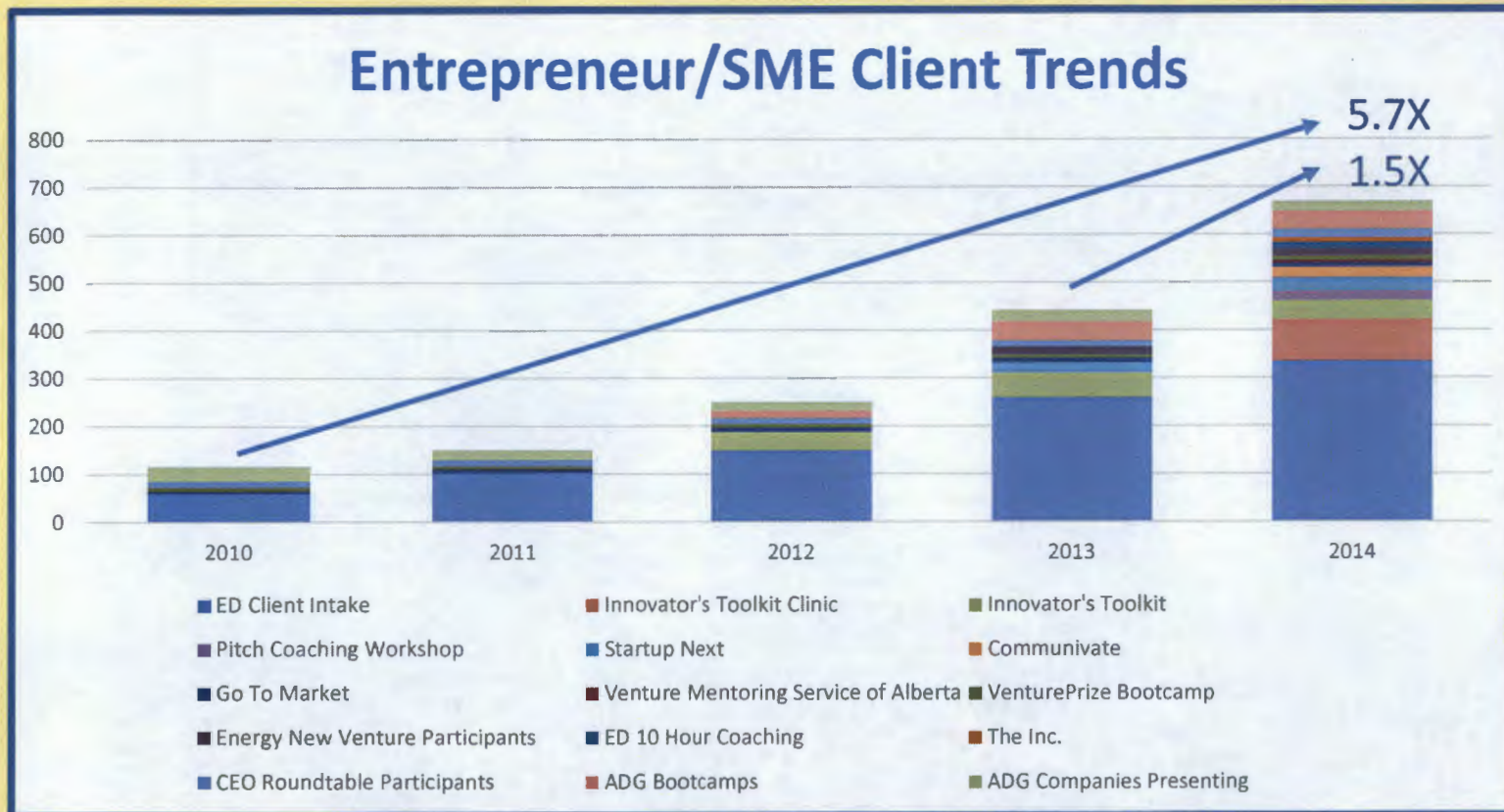
“Calgary will be the leading innovation eco-system in Canada”

“Innovate Calgary will be a leading organizational model driving the success of the innovation eco-system”

Mission:

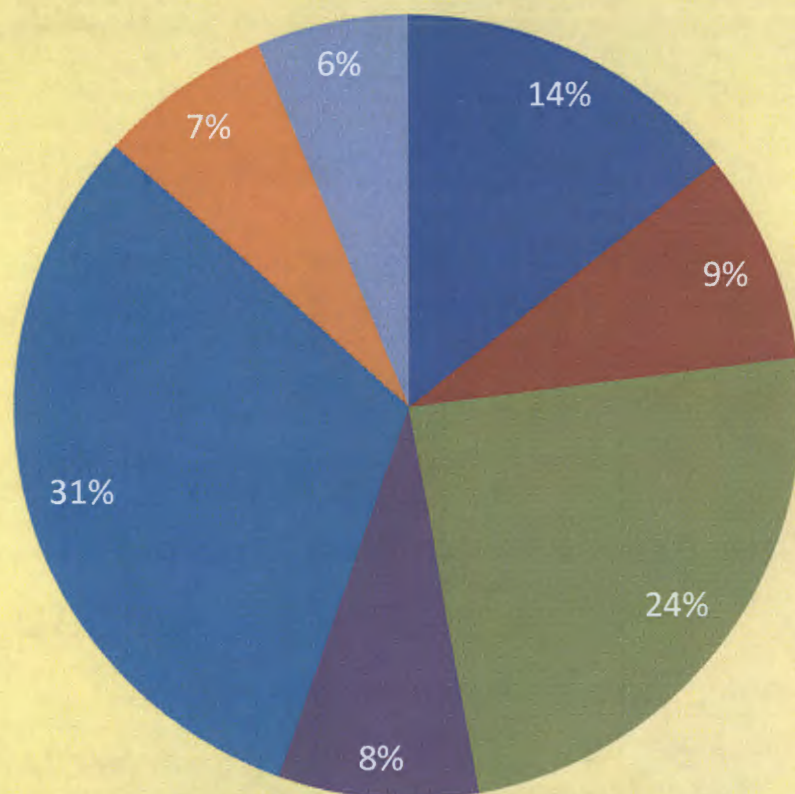
“To accelerate, facilitate and support innovation across southern Alberta”

2014 Year in Review



Significant Growth continues in both clients served and programs offered

Innovate Calgary Funding Sources

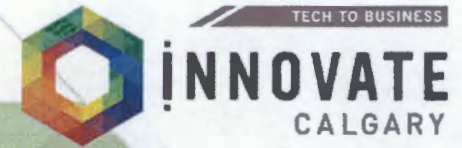


- Building Net \$1,298K
- Federal \$780K
- Provincial \$2,183K
- City of Calgary \$750K
- UofC \$2,813K
- Program Revenue \$741K
- Other \$570K

Over 11:1 leverage on
City of Calgary funding

Based on 2015/16 budget
Total Revenue of \$9.0M

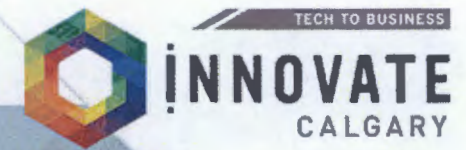
2014 Year in Review



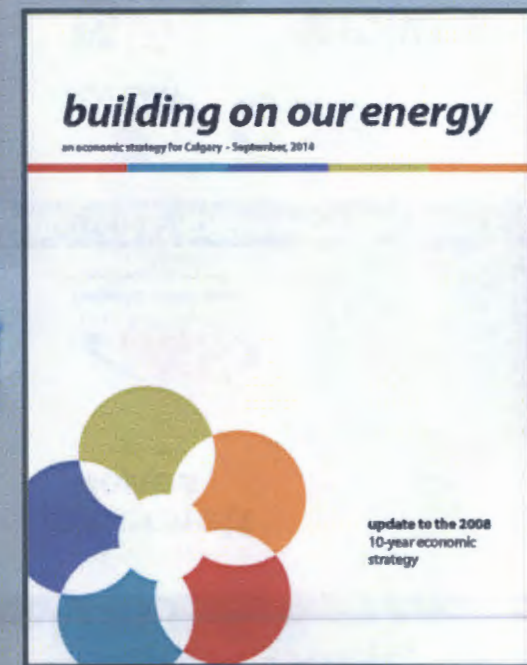
New Programs introduced in 2014/15

- VMSA
 - Venture Mentoring Service of Alberta
- 'The Inc'
 - Co-working space for entrepreneurs accessing services
- Startup VISA
 - Entrepreneurship for immigrants
- Extended team
 - Volunteer entrepreneurs & subject matter experts
- Social Innovation Focus
 - Business principles in the social enterprise
- 'Kinetica'
 - Energy Technology Accelerator

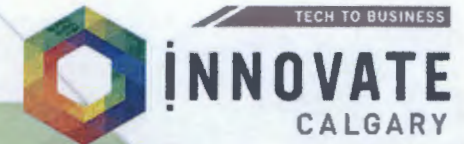
Looking Forward - Key Priorities



1. Serve Clients
 - Consolidation of 2014/15 program additions
2. Leadership of 5 Economic Strategy for Calgary actions
3. Enhancing Innovate Calgary's position as the hub of the innovation eco-system
4. Leverage Kinetica
 - Establish Calgary as a global leader in building & growing Energy Technology companies
5. Enhancement of internal processes
 - Client tracking, performance metrics, & enterprise risk management



Looking Forward - Kinetica



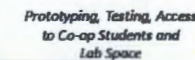
Vision:

“Calgary can & should be a world leader in energy technology innovation”



- Focused on realizing this vision
- Tremendous progress since launch
- Metrics on factsheet

ASSOCIATE MEMBERS – PREFERRED SERVICE PROVIDERS



STRATEGIC PARTNERS AND SUPPORTERS



[Innovatecalgary.com](http://innovatecalgary.com)

403.284.6400

Peter Garrett

President & CEO

pgarrett@innovatecalgary.com

Michael Whitt

Board Chair

WhittM@bennettjones.com





Innovate • De-risk • Transform
www.kineticaventures.com

REPORT TO STAKEHOLDERS

JANUARY 2014 - MARCH 2015

Kinetica bridges the energy industry and tech innovators to accelerate world-class energy technologies. We support industry partners by working with technology developers who have emerging innovation that addresses industry's key challenges, lowers costs and improves competitive advantages. This unique industry-driven program works closely with key energy sector partners in four areas: hydrocarbon recovery; energy transport; carbon capture, reuse and disposal; and renewable energy.

Kinetica, a division of Innovate Calgary, is based in Alberta, an international energy hub.

Message from Peter Garrett & Kevin Frankowski

Alberta's energy sector is resetting as it navigates economic volatility, creating a need for more efficient production and innovative energy solutions. The innovation and energy sectors must work together in creating alternative solutions to key industry challenges.

The energy sector is rapidly adapting, developing new strategic directions focusing on sustainability and a re-stimulation of business growth. We too re-examined our approach in supporting the advancement of innovation, specifically, energy technologies. We realized the opportunity to create an energy technology accelerator. *Our solution was simple, build a bridge.*

Serving as that bridge, Kinetica provides an avenue for the energy industry to connect with the world's most promising energy technologies.

With appreciation to our associate members, funders, partners and clients, we thank you for your support as we continue to expand our efforts to bridge energy innovations to industry.

Peter Garrett
President, Innovate Calgary



Kinetica is optimistic about how the energy sector can enhance its strengths in the face of current challenges. There is a growing realization that these challenges contain seeds of opportunity, and that accessing and adopting innovation is our ticket forward. Kinetica was developed to be the bridge for those who use energy technology and those who develop innovative solutions.

It has been very gratifying to see the tremendous uptake since our formal launch at the end of January. In just a few months, both the energy industry and the tech development community have engaged with Kinetica. This engagement is what will drive long-term success.

I am grateful to our partners including leading innovation organizations, granting agencies, and professional service providers. Innovate Calgary's commitment to the Kinetica program is fundamental to our long-term success. Thank you to Peter Garrett and Stace Wills for their tremendous support of Kinetica's vision. We have assembled a fantastic team, including an Extended Team of experts, dedicated to bridging industry and technology developers by helping to de-risk the innovations that will benefit our future.

Kevin Frankowski
Executive Director, Kinetica



GET IN TOUCH

For information about:

Kinetica Mission & Operations

- Kevin Frankowski,
Executive Director
kevin.f@kineticaventures.com

Industry Collaboration/Challenges

- Michael Singleton,
Executive Advisor
michael.s@kineticaventures.com
- Rick Tofani, Industry Liaison
rick.t@kineticaventures.com

Your company has an energy technology

- Naeema Bhyat,
Commercialization Manager
naeema.b@kineticaventures.com
- Lorena Forster, Business
Development, Northern Region
lorena.f@kineticaventures.com

Learn about & join the Extended Team

- Helen Shannon,
Director, Extended Team
helen.s@kineticaventures.com
- Or visit us online at:
kineticaventures.com/#team-2

WHAT WE DO

- Find innovative, competitive solutions for energy industry's **Significant Challenges**
- **Bridge** energy industry and tech developers; get innovation adopted
- **Accelerate** commercialization of the world's promising energy tech startups

MILESTONES

Kinetica is proud to have completed the following milestones in its launch year:

January 2014 - March 2014

- > Market analysis undertaken by a third party
- > Strategic planning initiated
- > Proposal for pan-Alberta accelerators submitted by Innovate Calgary (energy) and TEC Edmonton (health) to NRC's Canadian Accelerator and Incubator Program (CAIP)

April

- > Operational planning began, led by Kevin Frankowski

May

- > Innovate Calgary commits resources for launch of an energy technology accelerator

June

- > Kinetica Ventures soft launch. Core team assembled

September

- > Five year funding secured from CAIP

October

- > Kinetica begins engagement with COSIA on industry's Significant Challenges

November

- > Provincial funding secured from Innovation and Advanced Education (IAE)
- > Calgary Economic Development becomes first Associate Member - providing downtown office and meeting space for Kinetica and client companies
- > Kinetica adds Project Managers, a Business Analyst and Industry Liaison personnel to the team

January 2015

- > Kinetica adds Associate Members: Bennett Jones; Collins Barrow; SAIT Polytechnic
- > Kinetica launch celebration at the Global Business Centre

February

- > Kinetica adds a Business Development specialist to the team to focus on northern Alberta and hosts event at the University of Alberta

March

- > Kevin Frankowski appointed Executive Director, Kinetica
- > Kinetica secures Michael Singleton as Executive Advisor



AT A GLANCE

- The team is in place; a huge Thank You to our Extended Team of: **Mentors; Subject Matter Experts; and Executive Consultants**
- Funding secured to deliver mentoring to SMEs
- Industry engaged and providing detailed challenges
- Technology scouting begun
- Technology developers with potential solutions engaged
- Client technology developers are being assessed and three have moved to the commercialization stage
- Client engagement processes have been tested and are being refined
- Watch for many more milestones in the coming year!



2014/15 METRICS



THANK YOU TO FOUNDING YEAR FUNDERS & ASSOCIATE MEMBERS

