

The 4th Annual GAME CHANGER PITCH COMPETITION

Attention Innovators: Are you ready to turn your decentralised energy technology into a game-changing reality?

On November 6-7, 2023 at the Fairmont Chateau Lake Louise in Alberta, companies will pitch their decentralised energy innovations to industry, investors, and strategic partners. The winners will secure investment and partnerships that will accelerate their development and make their ideas a thriving reality.

The Game Changer Pitch Competition, held in partnership by Decentralised Energy Canada and Arcus Power Corp., is open to early-stage and growth-stage companies incorporated in Canada, developing innovative products and services for the decentralised energy industry.

Finalists will have the opportunity to showcase their technology to a broad audience including strategic partners, industry, and investors.

WHO CAN ENTER?

Eligible companies have products and/or services that impact the following industry segments:

- Bioenergy
- Cogeneration or combined heat and power
- Controls, analytics, or automation
- District energy
- Earth energy
- Electric transportation (planes, trains, boats, and automobiles)
- Energy storage
- Hydrogen or fuel cells
- Microgrids, mini-grids, or nanogrids
- Net zero energy innovations for buildings or communities
- Renewable natural gas
- Small modular reactors
- Solar energy
- Battery-to-Grid (B2G)

Definitions for Eligibility

Decentralised Energy (DE) is defined as energy that is created/stored close to the point(s) of consumption. It encompasses onsite energy generation, energy storage, and energy efficiency measures. DE projects vary in size but are designed to meet a specific local load(s).

Microgrids, mini-grids and nanogrids

are localised clusters of DE systems. Microgrids can operate connected to the distribution grid but are often designed to disconnect (i.e., "island mode") when grid outages occur. Mini-grids and nanogrids are off-grid systems.



**DECENTRALISED
ENERGY FORUM**
A DECENTRALISED ENERGY CANADA EVENT

November 6 & 7, 2023
Lake Louise, Alberta

HOW TO APPLY

Apply online at:

deforum.ca/pitch

or contact Decentralised Energy Canada at:

info@deassociation.ca

KEY DATES

September 12

Applications Open

October 10

Applications Close (5pm MST)

October 19

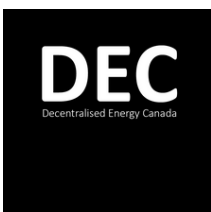
Top 8 Companies Selected

October 23 - November 1

Virtual Pitch Practice

November 6th - 7th

Pitch Competition & Winner Announced



APPLICATION PROCESS

STEP 1 – Applicant Intake

Apply for entry by completing the online intake form found at deforum.ca/pitch. Intake closes at 5:00 pm (MST) on October 10, 2023.

STEP 2 – Top Eight Finalists Selected

The top eight companies will be selected (see **EVALUATION CRITERIA** in this document) and notified by October 19, 2023.

STEP 3 – Virtual Pitch Practice

The finalist companies will receive pitch coaching provided by industry experts between October 23 - November 1, 2023.

STEP 4 – Pitch Competition

The 2023 DEF Pitch Competition will take place at the 2023 Decentralised Energy Forum from November 6-7, with winners being announced on November 7, 2023.

THE PITCH

Selected companies will do an in-person, 7-minute presentation on the company's innovation, followed by a rapid-fire Q&A session with the panel of judges.

REGISTRATION FEES

The presenter for each of the finalist companies will receive one free registration for the entire 2023 Decentralised Energy Forum event.

Additional attendees and supporters will receive a discounted registration rate of \$650 per person to attend the two-day event.



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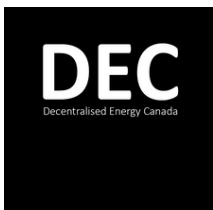
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ELIGIBILITY & EVALUATION CRITERIA

ELIGIBILITY CRITERIA

Companies must meet the following criteria to be eligible to participate in the Game Changer Pitch Competition:

- Early-stage or Growth-stage Company:
 - Early-stage company – with a business plan and pitch deck seeking seed, pre-seed, post-seed, pre-A, seed extension
 - Growth-stage company – with a polished business plan, competitor analysis and pitch deck seeking series A, equity or bridge financing
- You are an incorporated company in Canada
- You have a business number (CRA)
- You have 99 or fewer employees, and earned less than \$5M in revenue in the last 12 months
- All finalists must be available to participate in the following:
 - Virtual Pitch Coaching: October 23- November 1 (time TBD)
 - Pitch Days in Person at the Fairmont Chateau Lake Louise, Alberta on November 6 & 7, 9:00 a.m. - 5:00 p.m. MST (time subject to change)

EVALUATION CRITERIA

Eligible applications will be evaluated and scored based on criteria including:

- **Industry Alignment:** Evidence that your company impacts the decentralised energy industry and the segments listed above
- **Innovation:** How novel, creative and/or improved the product/technology is
- **Feasibility:** A clear vision of the product or service being built and application of a sound business model that has a compelling mission to grow a commercially viable business
- **Scalability and Market Opportunity:** Demonstrates a potential for sustainability, scalability and growth of their product or technology
- **Investability:** Demonstrates ability to capture value from the market, a feasible plan to profitability and an early/growth stage financing roadmap to support it



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PAST COMPETITORS

Arcus Power
Ayrton Energy
BluWave - ai
Braintoy
eCAMION
Enermetrics
Hydron
Ledger 8760
Maxun Solar
Moduly
Open Energi
Origami Energy
OXTO Energy
PingThings Inc.
ReWatt Power
Ripple Energy
SKIP Technology
Solar Earth
Stash Energy
TROES Corp
Unico Power

