BRITISH COLUMBIA, CANADA

POWER UP WITH OUR CLEAN TECHNOLOGY

CANADA STARTS HERE

BRITISH COLUMBIA
CANADA

Front Cover Bottom Image: Alterra Power and GE Energy Financial Services

With support from:

Canada

Western Economic Diversification Canada

Diversification de l'économie de l'Ouest Canada

Every effort has been made to ensure the accuracy of this publication at the time of writing; however, the programs referred to, and data cited, are subject to change.

All figures are in Canadian dollars.

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JOIN BRITISH COLUMBIA'S CLEAN TECHNOLOGY REVOLUTION

In a world that's committed to becoming more efficient, sustainable and environmentally responsible, you'll discover that British Columbia is on the leading edge of clean technology solutions.

A clean tech revolution is taking place here. There are over 200 clean technology firms in British Columbia, generating an estimated $2.5 billion in revenue in 2011. Today, our green-thinking firms are globally recognized for their leadership in this sector.

HYDROGEN AND FUEL CELLS	British Columbia is internationally recognized for hydrogen and fuel cell technology, particularly for applications beyond transportation, from the smallest mobile devices to telecommunications stations in the world's most populous regions.
CLEAN TRANSPORTATION	British Columbia is leading the way in clean transportation technology, and the industry's major manufacturers have already invested in and adopted our innovations in plug-in electric, fuel cell, and natural gas engines.
ENERGY MANAGEMENT AND EFFICIENCY	World leaders in energy efficiency and smart measurement, monitoring and control make British Columbia their home, and our centres of excellence are powering innovations in intelligent energy use.
RENEWABLE ENERGY	British Columbia's abundant natural resources drive the development, testing and use of renewable energy technology.
WATER AND WASTE RESOURCE MANAGEMENT	Our cutting-edge companies turn wastewater and solid waste into pristine drinking water, clean energy and valuable, marketable materials.

"We have the resources you need, we have the access to the markets that you need, and when it comes to establishing a clean tech business with the goal of being profitable, nothing compares to British Columbia. Not only is it a solid place to invest, it is a springboard to growth."

- Brad Miller, President, IMW Industries

With abundant natural resources and a smart, sustainable, cost-effective business environment, British Columbia is making the clean technology future a reality today.

CORPORATE INCOME TAX RATES - 2012

British Columbia	25.0%
Alberta	25.0%
Ontario	26.5%
Quebec	26.9%
Washington	35.0%
Oregon	40.14%
California	40.75%

GAIN A COMPETITIVE EDGE

WORK WITH A BUSINESS-FRIENDLY GOVERNMENT

British Columbia benefits from Canada's sound financial system, and with our AAA-plus credit rating and stable economy, we are a favoured destination for investors. Businesses can count on a British Columbia government that is:

- Focused on creating the best business climate in North America.
- Actively encouraging investment, with few restrictions on foreign investors.
- Earning top marks for its leadership on cutting red tape and streamlining regulations.
- Committed to fiscal discipline and to balanced budgets by 2013-14.
- Determined to maintain tax competitiveness, demonstrated by significant tax reductions and targeted tax credit incentives implemented since 2001.

BENEFIT FROM LOW TAXES

British Columbia's business tax burdens are among the lowest in North America. Investors and companies that set up shop in British Columbia reap the benefits of:

- No capital tax, no provincial payroll taxes, no property tax on most production equipment.
- A combined general corporate income tax rate of 25 per cent that is among the lowest in the G7.
- The lowest personal provincial income tax in Canada for individuals earning up to $120,000.
- Generous tax credits for research and development, training and international transactions.

With a pro-business government that actively welcomes foreign investors and companies, the potential for growth in British Columbia is unlimited.

"British Columbia has a wealth of clean, renewable resources and one of the most vibrant clean technology clusters in the world with top-ranked universities and companies, world-class research facilities and technical and entrepreneurial talent."

- Jonathan Rhone, Chair of B.C.'s Clean Tech CEO Alliance

FIVE TOP REASONS INNOVATIVE CLEAN TECH COMPANIES CHOOSE BRITISH COLUMBIA

RENEWABLE RESOURCE POTENTIAL:

British Columbia houses immense renewable resource potential with $100 billion in investment opportunities, $15 billion in investment-ready projects and 37,000MW of renewable power ready to be tapped.

RESEARCH & DEVELOPMENT:

Take advantage of 20 world-class educational institutions and centres of excellence for green research and technology development.

COMPETITIVE BUSINESS ENVIRONMENT:

Enjoy great tax incentives, including one of the lowest corporate tax rates among the G7 countries. British Columbia offers a stable fiscal environment, and is cost-competitive with other major North American centres.

LOW POWER PRICING:

Well over 90 per cent of British Columbia's electricity currently comes from hydroelectric plants, providing clean electricity to support industry developments at some of North America's most affordable and reliable power rates.

TOP TALENT:

Dive into a talent pool of 2.4 million, loaded with diverse, multilingual, well-educated workers. Over four per cent of the labour force already works in green jobs, and there are more than 700 'green' post-secondary education and training programs currently available.

JOIN THE INDUSTRY LEADERS IN BRITISH COLUMBIA'S CLEAN TECH SECTOR

Investors and companies from Asia, Europe and the United States are discovering the financial and environmental benefits of British Columbia's clean technology every day. Now is the time to get on board.

- ARCHER DANIELS MIDLAND
- AIR LIQUIDE
- BAE SYSTEMS
- BASF
- BP
- CISCO
- CUMMINS
- DAIMLER
- DOW
- EXXON MOBIL
- FORTIS BC
- GDF SUEZ
- GENERAL ELECTRIC
- MOTOROLA
- SHELL
- SUNCOR
- TYCO
- VOLVO
- WALMART
- WEICHAI POWER
- WASTE MANAGEMENT

Photo: Ballard Power Systems

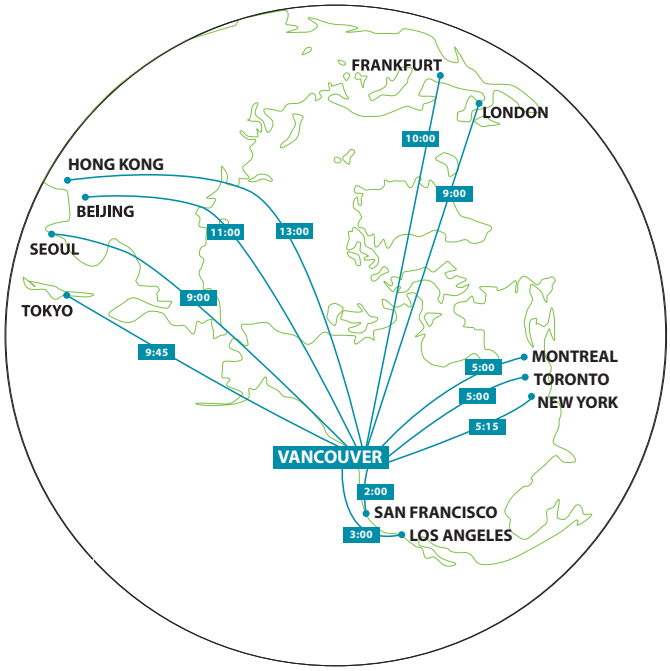
"B.C.'s clean tech sector shows considerable prospects as an export-driven sector. In addition to making the world more sustainable for future generations, clean tech provides significant investment opportunities."

- Lorne Burns, Sustainability Practice Leader, KPMG LLP, Greater Vancouver Area (Source: Cleantech Report Card for British Columbia, June 2011)

ACCESS THE WORLD FROM BRITISH COLUMBIA

Strategically located on Canada's west coast, British Columbia lies at the commercial crossroads of the Asia-Pacific region and North America. Whether you need to ship your goods efficiently or manage and service contracts globally, British Columbia's transportation networks and time zone advantages can improve your bottom line. Companies can:

- Experience the convenience of international business travel through Vancouver International Airport, Canada's largest global gateway to Asia and a growing freight distribution hub. Vancouver International Airport services 134 destinations, with 89 direct flights a day to U.S. destinations, 105 flights a week to the Asia-Pacific region, and 70 a week to Europe.
- Easily connect with suppliers, partners and customers around the world – British Columbia's business day overlaps with afternoon work schedules in Europe and morning work schedules in Asia.
- Enjoy duty-free access to markets across Canada, the United States and Mexico thanks to Canada's participation in NAFTA, the North American Free Trade Agreement. Other negotiations are aimed at opening markets further in Asia and in Europe.



FLIGHT TIMES FROM VANCOUVER INTERNATIONAL AIRPORT

POWER A CLEAN FUTURE WITH BRITISH COLUMBIA'S HYDROGEN AND FUEL CELL TECHNOLOGY

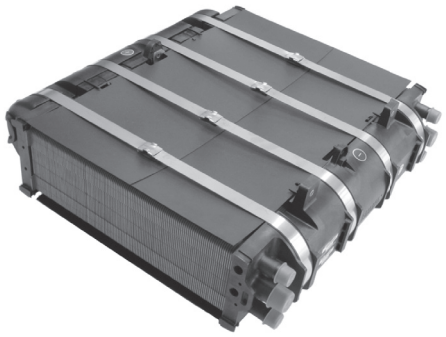


Photo: Ballard Power Systems

British Columbia is a world-class centre for hydrogen and fuel cell technology, enjoying 16 per cent of global market share in this clean technology sector. Most of the $1-billion-plus invested in hydrogen and fuel cell technology in Canada since 2002 has gone to industry-leading British Columbia. Fortune 500 companies from Mercedes-Benz to Walmart have already built manufacturing facilities in British Columbia or purchased our locally designed equipment for hydrogen and fuel cell technology.

Fuel cells made in British Columbia power laptops and cell phones, provide off-grid power, and propel clean transportation.

Plug into the 21st century way to meet increasing energy needs around the world.

"Our clean fuel cell power solutions will deliver strong value propositions to Indian customers in a variety of key application areas."

- John Sheridan, CEO, Ballard Power Systems

TEAM UP WITH OUR GLOBAL FUEL CELL LEADERS

Burnaby-based Ballard Power Systems is providing 30 fuel cell systems offering backup power to Delta Power Solutions in India, ensuring seamless, uninterrupted service to telecom stations and wireless end-customers.

Angstrom Power designs handset-sized hydrogen fuel cells for mobile electronic devices. The multinational BIC Group, headquartered in France, recognized Angstrom Power's technology leadership and recently acquired the North Vancouver-based company.

A collaboration between North Vancouver-based firms HTEC and Sacré-Davey Innovations was the first to demonstrate the purification of byproduct hydrogen from local electrochemical plants to supply green hydrogen for buses, cars and a stationary fuel cell power generator.

Accelerate your growth and go green by adopting British Columbia-designed hydrogen and fuel cell technology now.

Photo: Ballard Power Systems

"The technology we've developed in British Columbia is providing clean transportation solutions in everything from passenger cars to locomotives in markets around the globe."

- David Demers, CEO, Westport Innovations

GET THE GREEN LIGHT FOR CLEAN TRANSPORTATION IN BRITISH COLUMBIA

When it comes to sustainable transportation, British Columbia is leading the charge. British Columbia has served as a testing hub for hybrid and electric cars from major auto manufacturers like Toyota, Nissan, Mitsubishi and General Motors.

Taiwan's E-One Moli Energy bases its research and development in Maple Ridge, British Columbia. The company has formed partnerships with key electric vehicle development companies to establish a world leading rechargeable lithium-ion battery system for hybrid electric vehicles. Burnaby-based Delta-Q provides power conversion solutions to some of the world's largest manufacturers of electric drive vehicles.

British Columbia's leadership in clean transportation is partially fueled by programs that drive local demand. Hybrid cars are being adopted here twice as quickly as in any other Canadian jurisdiction.

LOW CARBON FUEL REQUIREMENT REGULATION	Requires that fuel contain at least five per cent renewable content, and that fuel suppliers reduce the average carbon intensity of transportation fuels.
CLEAN ENERGY VEHICLE (CEV) PROGRAM	Provides up to $5,000 per eligible vehicle and rebates of up to $500 per eligible electric vehicle charging station to residents who own or lease eligible vehicles.

Daimler, the parent company of Mercedes-Benz, has built a new fuel cell plant in Burnaby, developing fuel cell stacks for electric vehicles. It's the first such plant worldwide, and Mercedes-Benz aims to put fuel cell-powered vehicles into commercial production beginning in 2014.

Clean public transportation is also a British Columbia hallmark. BC Transit established the world's largest fuelling station and fleet of hydrogen fuel cell buses, powered by Ballard Power Systems' fuel cell technology.

British Columbia-based companies like Westport Innovations are developing state-of-the-art natural gas engines. Using these can reduce greenhouse gas emissions for cars and buses by close to 30 per cent. Westport is headquartered in Vancouver with facilities in the United States, Europe and Asia.

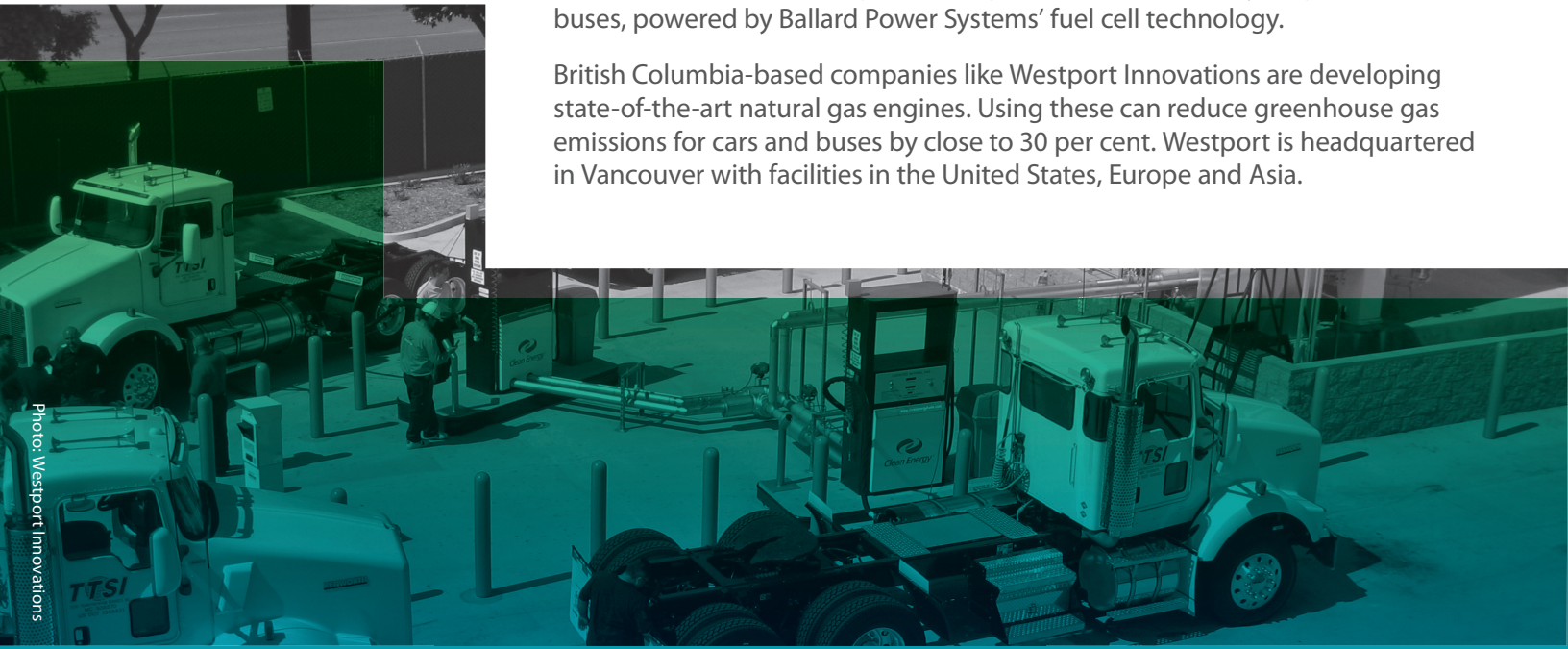


Photo: Westport Innovations

REALIZE ENERGY EFFICIENCY: A BRITISH COLUMBIA SPECIALTY

A clean tech-driven future is emerging right now in British Columbia powered by energy-efficient technologies, where consumers and corporations alike reap the benefits in a pristine environment and in their pocketbooks.

Schneider Electric maintains key operations in Richmond and Victoria. Focusing on distribution and control of electricity, the French global corporation offers clean technology that measures energy use and monitors performance. The result? Up to 30 per cent energy savings for customers.

Victoria's Reliable Controls Corporation designs award-winning, Internet-connected building controls that track and control the energy consumption of on-site mechanical and electrical equipment.

ENBALA Power Networks, with a research and operations centre in North Vancouver, has created a hybrid heating system that switches automatically between electricity and fossil fuels. Using the company's proprietary smart grid technology, the system cuts emissions significantly and saves money.

CLEAN TECHNOLOGY CONVERGENCE

Combining clean technology with traditional hydroelectric power is producing exciting new alternatives for a green future. The Hydrogen-Assisted Renewable Power System project is bringing clean energy to the small coastal British Columbia town of Bella Coola. HARP is a joint effort run by BC Hydro, GE Digital Energy and Powertech Labs, and funded by the governments of British Columbia and Canada. It captures excess energy from Bella Coola's nearby hydroelectric dam at night, which would otherwise be wasted, and uses it to power hydrogen fuel cells.

The British Columbia Institute of Technology is developing an intelligent electricity grid for its Burnaby campus. This micro-grid will enable power devices to communicate through a central system, automatically optimizing power distribution and transmission. Sponsored by BC Hydro, this research project will provide an innovative model for commercializing new technologies and using them to balance power generation with demand. It will also show how to integrate hydro or natural gas power with alternative energy sources.

Discover how you can invest in or purchase British Columbia's world-class energy management technologies today.

"British Columbians have a great deal to offer the rest of the world when it comes to clean and renewable electricity generation leadership – where else do you have large hydro, together with run-of-river and pump storage potential together with wind, geothermal, biomass, biogas, wave and tidal resources all within a single jurisdiction?"

- *Paul Kariya, Executive Director, Clean Energy BC*

CAPTURE BRITISH COLUMBIA'S VAST RENEWABLE ENERGY POTENTIAL

British Columbia's extraordinary renewable energy resources provide the perfect testing ground for environmentally sound energy technology, research and development. We are already meeting well over 90 per cent of our electricity needs through clean or renewable sources, and have barely begun to tap into the rich potential of our wind, solar, tidal, geothermal and river energy resources.

Opportunities to commercialize new technologies abound as local demand rises due to growth in population and energy-intensive sectors like mining and natural gas production. With 48 independent power production operations, and another 15 projects under construction, British Columbia is committed to meeting increasing demand by encouraging new clean and renewable electricity investments and partnerships.

Harness our powerful potential. Develop your renewable energy technology in British Columbia.

SOURCE	POTENTIAL
WIND	5,250 MW Four areas of British Columbia offer prime wind energy prospects – the north coast, Vancouver Island, the Peace region and the Southern/Eastern Interior. Finavera, founded in Ireland and now based in Vancouver, has four wind projects currently under development in the Peace region, which will generate up to 302 megawatts of clean energy — enough to power 75,000 households. Surrey-based Endurance Wind Power is delivering reliable, renewable energy with its advanced wind turbines to homeowners, businesses, and institutions across North America, the U.K. and the rest of the world.
SOLAR	**25 – 30 per cent higher yearly photovoltaic potential than some leading solar nations.** Sunny British Columbia is inspiring innovative companies to develop novel solar technologies. Produced by Victoria's Carmanah Technologies, EverGEN solar-LED street lighting offers a reliable source of light that doesn't entail construction costs, grid access, or utility bills. Burnaby-based Day4 Energy designs top-flight solar electric modules whose performance is less affected by shading and other elements that could cut down energy yield.
TIDAL	**37,000 MW** The ocean wave capacity on British Columbia's Pacific coast provides immense potential for tidal technology applications. On Vancouver Island's west coast, the Pacific Coastal Wave Energy Corporation is developing innovative wave energy technology. Submerged ocean buoys drive pumps that pressurize seawater, which goes ashore to run turbines, resulting in zero-emission electricity.
GEOTHERMAL	**16 sites with a geothermal potential that tops 1,000 megawatts.** With more than 40 known hot springs, British Columbia is a hot prospect for geothermal energy technologies. Exchangenergy of Vancouver designs and manages geothermal exchange systems, and has established an international operation to meet growing interest in geo-exchange technology around the world.
SMALL HYDRO	Forward-thinking companies are developing lower-impact "small hydro" technologies to capture British Columbia's tremendous latent river energy. Vancouver-based Alterra Power Corp. is a leading global renewable energy company, and operates British Columbia's largest run-of-river hydro facilities. Alterra's Toba Montrose project delivers 715,000 megawatt hours per year of clean power to BC Hydro.

Photo: Carmanah Technologies

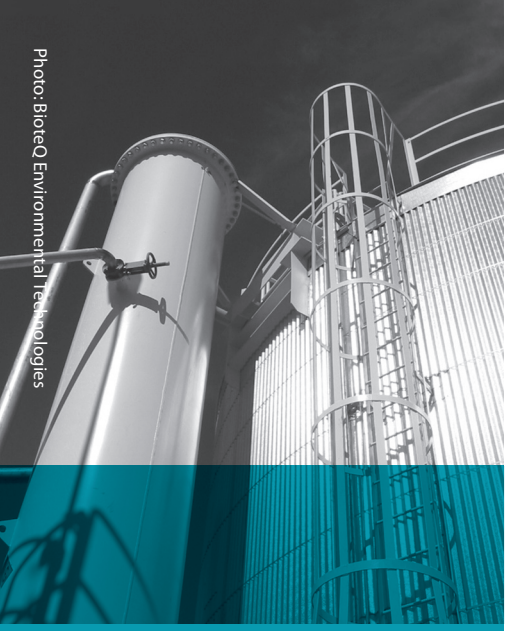


Photo: BioteQ Environmental Technologies

TAP INTO BRITISH COLUMBIA WASTE AND WATER TREATMENT - ANOTHER LIQUID ASSET

Clean technology companies in British Columbia are well positioned to help countries deal with issues of industrialization, urbanization and recycling as the green economy takes hold. From mining to forestry, British Columbia clean technology companies have the goods, services and expertise to help companies improve waste and water treatment.

"British Columbia is home to global leaders in sustainable technologies that address environmental challenges – profitably."

- Jonathan Wilkinson, CEO, BioteQ Environmental Technologies

CLEAN WATER WITH BRITISH COLUMBIA TECHNOLOGY

Vancouver's BioteQ Environmental Technologies is forging forward with innovative technology that removes heavy metals and sulphates from wastewater to produce clean water and resellable byproducts.

Aqua-Guard Spill Response Inc., headquartered in North Vancouver, offers state-of-the-art skimmers, rapid deployment systems and containment booms to combat oil spills. Teaming up with ISO-authorized manufacturers in North America, Asia and the Middle East enables rapid, high-quality fabrication and assembly for Aqua-Guard's clean technology solutions.

RECOVER AND REUSE WASTE IN BRITISH COLUMBIA

Paradigm Environmental Technologies Inc. has developed a made-in-British Columbia MicroSludge process. It works with the co-generation equipment at Metro Vancouver's Lulu Island wastewater treatment plant, turning sludge into a clean, renewable source of electricity.

With a Canadian office in Richmond and facilities across North America, Harvest Power enables communities to produce renewable energy and high-value soil, mulch and organic fertilizer products from organic waste.

Vancouver-based Ostara Nutrient Recovery Technologies Inc.'s proprietary technology recovers phosphorus and other nutrients from wastewater and recycles them into an environmentally safe, premium-quality commercial fertilizer. In 2011, Ostara was named one of the World Economic Forum's Technology Pioneers, and it cracked the Global Cleantech 100 companies three years in a row.

Find your next treatment solution in British Columbia.

Photo: Harvest Power

GET CUTTING-EDGE RESULTS WITH BRITISH COLUMBIA'S CLEAN TECH TALENT

British Columbia-based companies tap into a talented labour pool of 2.4 million people, including over 95,000 in clean technology.

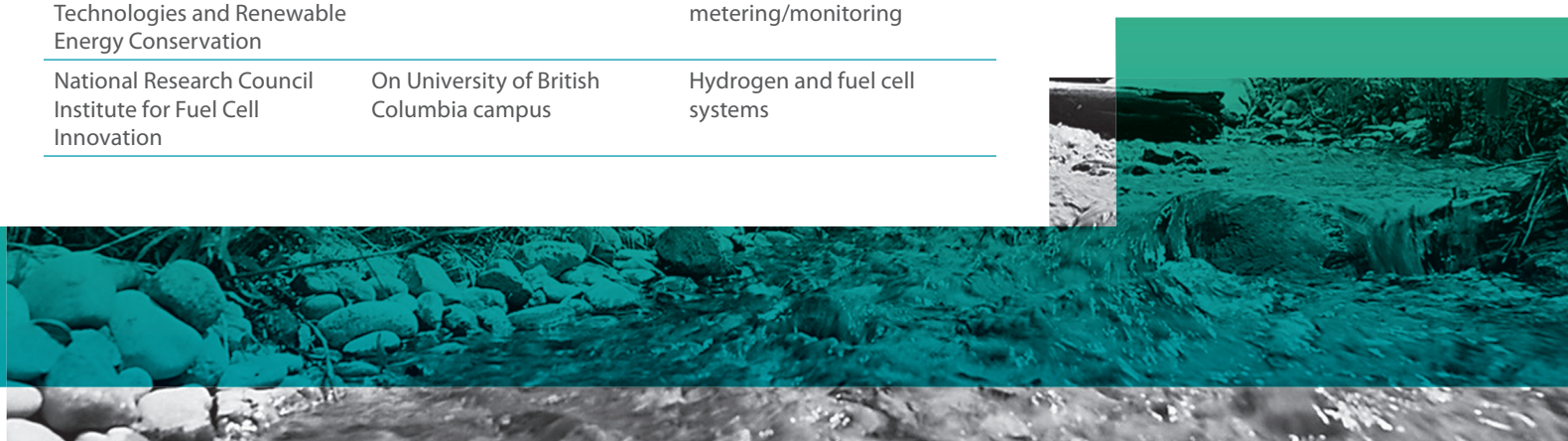
A diverse, multilingual, highly educated workforce gives companies in British Columbia a distinct edge. Well over a quarter of our workforce has a university degree, and 71 per cent has some post-secondary education. A steady stream of new graduates and innovation is flowing into the sector, thanks to some of the world's best educational institutions.

Innovations in fuel cells and other clean technologies are being spearheaded by researchers at British Columbia's green Centres of Excellence. These centres bring together experts from the public, private and academic sectors. Together, they collaborate on applied research, development, and commercialization of new technologies.

CENTRE OF EXCELLENCE	POST-SECONDARY INSTITUTION(S)	FACILITY FOCUS
Centre for Energy Systems Applications	British Columbia Institute of Technology	Renewable energy technologies (geo-exchange, photovoltaic, and high-efficiency lighting) in an integrated systems approach
Centre for Sustainable Community Development	University of British Columbia	Sustainable transportation, clean energy/technology
Energy House	Northern Lights College	Wind turbines, photovoltaic, solar thermal, biomass, geo-exchange
Institute for Integrated Energy Systems	University of Victoria	Renewable energy systems, hydrogen fuel cell technology
Institute for Resources, Environment and Sustainability	University of British Columbia	Sustainable resource management and ecology
Pacific Institute for Climate Solitions	University of Victoria, University of British Columbia, Simon Fraser University and University of Northern British Columbia	Low-carbon economy, climate change, sustainable communities, resilient ecosystems
Sustainable Building Technologies and Renewable Energy Conservation	Okanagan College	Geothermal, energy metering/monitoring
National Research Council Institute for Fuel Cell Innovation	On University of British Columbia campus	Hydrogen and fuel cell systems

"British Columbia has one of the most talented and best-value work forces in the world. We chose to build our clean technology software company, which has become a world leader in our field, in Vancouver because the government is supportive and we have access to a large number of extraordinary workers who make it all possible."

- David Helliwell, Pulse Energy



TAKE ADVANTAGE OF CLEAN TECHNOLOGY INCENTIVES

VENTURE CAPITAL PROGRAM	Offers 30 per cent refundable tax credit for investments in eligible small British Columbia companies engaged in alternative energy research and development.
BRITISH COLUMBIA RENAISSANCE CAPITAL FUND	Attracts successful venture capital managers and their funds to British Columbia to develop promising, innovative technology companies.
BRITISH COLUMBIA KNOWLEDGE DEVELOPMENT FUND	Helps public post-secondary institutions, teaching hospitals and affiliated non-profit research agencies to invest in research infrastructure.
CANADA SCIENTIFIC RESEARCH AND EXPERIMENTAL DEVELOPMENT TAX INCENTIVE PROGRAM	Encourages Canadian businesses of all sizes and in all sectors to conduct research and development in Canada.
LIVESMART BC: SMALL BUSINESS PROGRAM	Offers enhanced product incentives, free energy assessments and funding to help small businesses reduce energy consumption and save money.
REMOTE COMMUNITY IMPLEMENTATION PROGRAM	Helps remote communities with community energy efficiency projects and construction of clean energy systems like hydro, wind and solar energy.
FIRST NATION CLEAN ENERGY BUSINESS FUND	Promotes increased First Nation participation in the clean energy sector.
ADVANTAGE BC	Provides registered companies with tax credits for income earned on qualifying activities, including international transactions related to clean technology.
NATIONAL RESEARCH COUNCIL OF CANADA INDUSTRIAL RESEARCH ASSISTANCE PROGRAM	Provides financial support to qualified small and medium-sized enterprises in Canada to help them develop technologies for competitive advantage.
SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA	Finances and supports the development and demonstration of clean technologies that provide solutions to issues of climate change, clean air, water quality and soil, and that deliver economic, environmental and health benefits to Canadians. Sustainable Development Technology Canada operates two funds aimed at developing and demonstrating innovative technological solutions.

SECURE YOUR BOTTOM LINE WITH BRITISH COLUMBIA'S CLEAN TECHNOLOGY

WHAT WE CAN DO FOR YOU

Looking to engineer a sustainable future in British Columbia? Contact us for confidential, knowledgeable advice and the following services:

- STRATEGIC SUPPORT: We provide the information and contacts you need to analyze and implement strategic investment decisions in British Columbia.
- BUSINESS START-UP ASSISTANCE: We draw on an extensive network of government and industry knowledge, contacts and experience to help you establish your business in British Columbia.
- BUSINESS CLIMATE INFORMATION: We help you with the issues most critical to choosing your business location, such as taxation, labour markets, business costs, and permits and regulations.
- HOSTING AND SITE TOURS: We can arrange familiarization tours to business locations throughout British Columbia, including visits to available sites, investigations of facilities and meetings with community leaders.
- SUPPLIERS OF BUSINESS SERVICES: We arrange and facilitate introductions and meetings with experts in tax, real estate, legal and government permitting agencies.
- GOVERNMENT PROGRAMS: We help you take advantage of federal, provincial and local government incentive and support programs that address your business needs.

CONTACT

Michael Track
Executive Director,
Investor Services
Ministry of Jobs, Tourism
and Innovation
999 Canada Place, Suite 730
Vancouver, British Columbia
Canada, V6C 3E1
Phone: 604 775-2202
Fax: 604 775-2070
Michael.Track@gov.bc.ca

Todd Tessier
Executive Director,
Investment Capital Branch
1810 Blanshard St.
Victoria, British Columbia
Canada, V8W 9N3
Phone:
604 691-2346 – Vancouver
250 952-0612 – Victoria
250 217-2471 – Mobile
Todd.Tessier@gov.bc.ca

Bruce Flexman
President, International
Financing Centre of BC
(AdvantageBC)
Suite 3093, Three Bentall Centre
595 Burrard St.
PO Box 49067
Vancouver, British Columbia
Canada, V7X 1C4
Phone: 604 683-6626
Fax: 604 683-6646

www.britishcolumbia.ca

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