

SUMMERSIDE CLEAN TECH:

REDUCES EXPENSES— INCREASE PROFITS

The City of Summerside has strategically capitalized on its renewable energy infrastructure by forming partnerships with both local and international companies. This has transformed our energy assets into a robust economic development engine, driving business growth and innovation.

Summerside owns and operates a municipal electric utility serving its residents and businesses. As a **global leader in decarbonization**, Summerside generates **62% of its energy** through a **12 MW wind farm**, a **21 MW solar farm**, and **Canada's first smart utility grid**. These advancements make Summerside an ideal location for companies seeking a like-minded partner for **cleantech businesses**, particularly for companies seeking to establish in profitable locations and then scale into larger Canadian and US markets.

For over 20 years, Summerside has positioned itself as a **pioneering municipality at the forefront of cleantech adoption in Canada**. While other cities are still considering the future of cleantech, Summerside is already living it. Its innovative approach, strong business policies, and **track record of clean energy investments** make it an attractive destination for innovators and cleantech businesses alike.

With **greenhouse gas emissions seven times lower than the Canadian average** and ambitious environmental targets on the horizon, Summerside is equipped to lead in the cleantech space. The city's focus on **renewables, green hydrogen production, energy storage, and grid modernization** aligns perfectly with both market demand and its natural strengths.

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Prince Edward Island, Canada



A MULTIFACETED CLEANTECH HUB

Summerside contributes 11% of Prince Edward Island's GDP and offers numerous opportunities for growth in the cleantech sector. Building on years of strategic investment, Summerside continues to lead with sustainable business solutions:

Renewable Wind Energy: Access to clean, renewable energy from a cutting-edge wind farm that supports your business's sustainability goals

Pioneering Solar Energy Storage Systems: Home to the world's first industrial-scale solar energy storage system with both behind and in front of the meter solar farms and storage, delivering energy efficiency and sustainability.

Advanced Smart Grid Technology: State-of-the-art AI smart grid to maximize energy efficiency and reliability—the first in North America.

Green Building Practices: The region's first 16,000 sq. ft. passive energy facility (Building ZERO), built to the highest green standards, promotes reduced energy consumption and a healthier workplace.

City of
Summerside



AREAS OF COLLABORATION AND OPPORTUNITY

Summerside's high-priority cleantech opportunities are strategically aligned with its strengths and market demands, focusing on:

Decarbonization of the Built Environment: Technologies that address both existing and new developments, including geothermal exchange for heating/cooling, green building materials, and district energy systems.

Renewable Energy: In-city wind turbine manufacturing, building-integrated photovoltaics, small-scale geothermal energy, and biogas from wastewater.

Energy Storage: Community-level and on-site energy storage solutions, including mechanical, flow, electrochemical systems, and battery production.

Grid Modernization and Digitalization: Software solutions for grid management, smart street lighting, IoT for water treatment, AI-based energy management, VPP and digital twins for city energy systems.

INVESTMENT IN CLEAN INDUSTRIAL FACILITIES

Summerside offers world-class facilities like the Summerside Business Commons, Prince Edward Island's first eco-business park, designed to attract companies committed to sustainability and cost efficiency.

QUICK FACTS:

- Canada has 15 trade agreements with 51 countries, reaching 1.5 billion consumers worldwide.
- Canada ranks #2 in the G7 for political stability and #1 for the Green Future Index.
- The region is home to 25 post-secondary institutions and a \$114.3 billion GDP.
- PEI had the highest population growth rate in Canada in 2023, with Summerside's population reaching 48,000—a 7.8% growth, the highest ever.
- The median sale price for Summerside houses was \$315,000, and the average commute is only 10 minutes.

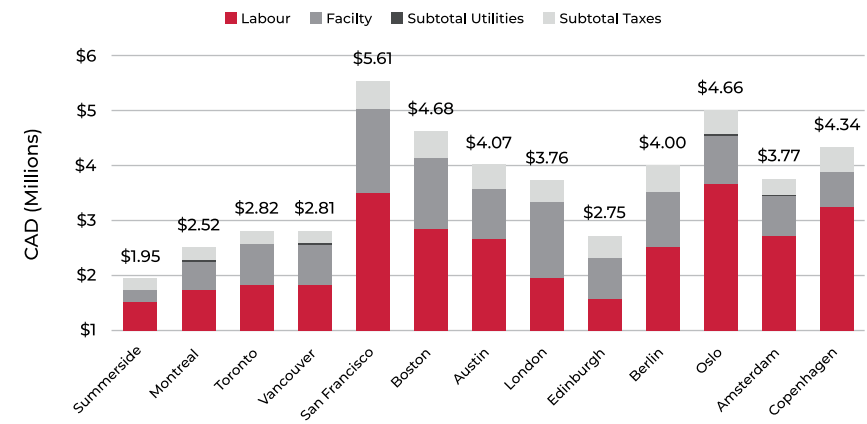
Summerside offers an unparalleled opportunity to be part of a growing, innovative cleantech ecosystem. With its commitment to sustainability, proven track record, and forward-thinking approach, Summerside is the perfect place for cleantech investors and innovators to thrive.



NORTH PACIFIC OCEAN



Annual Business Cost Cleantech Sector



Without the sophisticated, diverse and robust infrastructure of Summerside along with a forward-thinking and innovative community, our ability to evolve our renewable ambitions in collaboration with Summerside would not have been achievable. Our partnership is a testament to the opportunity to grow our expertise and technology in an infrastructure-rich environment like Summerside. Working within this municipality of innovative thinkers has proven an invaluable resource to test, pilot and validate innovation.

Paul Ahn, President Samsung Renewable Energy Inc. Canada

Source: 21FSP, Summerside FDI Cost Calculator

Summerside offers cleantech companies a strategic opportunity to significantly enhance profitability. With **30–45% higher annual profits compared to other Canadian cities**; your company can benefit from much lower operational costs. For example, a business with 20 employees, occupying 10,000 sq. ft. and **generating \$8 million in sales**, can realize **returns of \$1.8 million—over \$500,000 more than in other major cities**. When benchmarked against U.S. and European markets, these advantages can translate into millions in long-term profit growth, making **Summerside an attractive location for scaling your business and maximizing shareholder value**.

Discover the future of Clean Tech Innovation—invest in Summerside today and maximize your return.



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Our Value Proposition: A CLEAR FOCUS ON BUSINESS SUCCESS

Every city embodies a unique identity shaped by its residents and businesses. However, for investors, the lens shifts to economic potential. To stand out and attract business, a city must communicate its value proposition clearly.

Summerside's proposition is built on partnering to enhance your business success, sustainability, and profitability. We emphasize competitive advantages, technology commercialization, and risk reduction to accelerate companies' time to market and long-term growth within our community.

While financial incentives matter, real success comes from collaboration and partnership. Our city offers robust infrastructure, open data initiatives, and streamlined processes that support business achievement. We aim to smooth the path to profitability and ensure businesses grow sustainably, reinvesting in our city.

TAILORED SUPPORT FOR GROWTH

Summerside offers tailored support options, a cost-effective business model, and proof-of-concept testing through the Summerside Xchange. Our expertise in market development and innovation investments ensures seamless business operations.

Ideal Sectors for Expansion

Summerside provides unparalleled opportunities for businesses in Clean Tech, Aerospace, Information Technology (including AI), and Manufacturing.

Ready to Grow?

Contact Mike Thususka at mike@summerside.ca to learn more, or visit our websites www.bigpossibilities.ca and www.summersidexchange.com to explore commercialization and expansion opportunities.



WHY CHOOSE SUMMERSIDE?

Our brand promise is backed by key advantages:

Comprehensive Support: Our system, backed by government initiatives, supports your business at every stage—ensuring you have the resources to thrive.

Robust Infrastructure: City-owned utilities and renewable energy assets enable innovative projects and pilot programs.

Long-Term Partnerships: We focus on lasting relationships for shared growth and success.

Data-Driven Insights: Utilize extensive data to make informed business decisions confidently.

First Passive Industrial Business Incubator: Benefit from a sustainable business incubator designed for operational efficiency.

Direct Access: Connect promptly with decision-makers for swift business support.

Professional Network: Access a wide network of legal, financial, and industry experts.

Risk Reduction: Integrate smoothly into our established infrastructure to minimize risks.

Faster Returns: Utilize over 20 years of commercialization experience to boost profitability.

Proven Expertise: Benefit from our 100+ years of innovation, supported by testimonials and case studies.

Comprehensive Support: Get end-to-end business support, backed by government initiatives, for growth at every stage.