



Call for Innovation: BC Industrial Decarbonization

2025 Applicant Guide

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NorthX 2025 Call for Innovation – BC Industrial Decarbonization

About NorthX

NorthX backs the builders of climate hard tech, pinpointing the critical moment when potential is immense, but capital is scarce – where our strategic investments turn local strengths into global climate solutions.

Rooted in British Columbia but global in vision, we fund climate hard tech that transforms industries and builds lasting prosperity. We unite visionaries, investors, and partners to scale technologies that drive deep decarbonization and economic growth for Canada. NorthX is where the future gets built.

NorthX impact to date

Since its inception in 2021, NorthX Climate Tech (formerly the BC Centre for Innovation and Clean Energy) has become the largest early-stage funder of technology that focuses on decarbonizing a majority of British Columbia's largest emitting sectors. In four short years, NorthX has generated tangible economic impact in BC and across Canada— [funding 74 projects with more than \\$45 million in capital](#) while **catalyzing over \$480million in follow-on investment**.

These investments are fueling the creation of over **880 jobs**, more than **75 patents and trade secrets**, and the advancement of technologies with the potential to abate **46 megatonnes of emissions per year at scale in 2035**. Collectively, These they will strengthen competitiveness for industries in BC and support the growth and trade diversification of our core sectors.

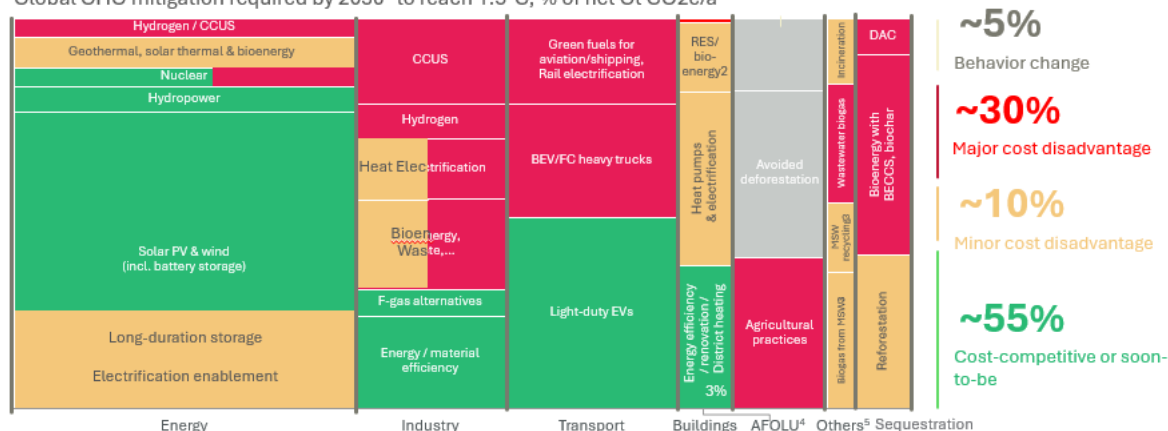
NorthX is also ensuring its approach to backing the builders of climate tech brings all our talent to the table. Over **65% of our portfolio companies are led and managed by underrepresented groups**, while **21% include Indigenous participation** at the core of their company leadership and/or business model. To accelerate commercialization, **over 30% of funding has supported university spin-outs**, bridging the gap from research to market.

The opportunity

Our thesis is simple: the long-term competitiveness of many of Canada’s largest industries—energy, mining, forestry, and more—is reliant on the accelerated adoption of emerging technologies that have yet to be commercialized. As policymakers, investors, and Canadians increasingly demand lower-carbon products, companies that fail to decarbonize risk losing access to capital, customers, and international markets. At the same time, clean technology adoption frequently delivers direct cost savings through improved energy efficiency, lower fuel consumption, reduced waste, and streamlined operations—making decarbonization vital for both corporate resilience and growth

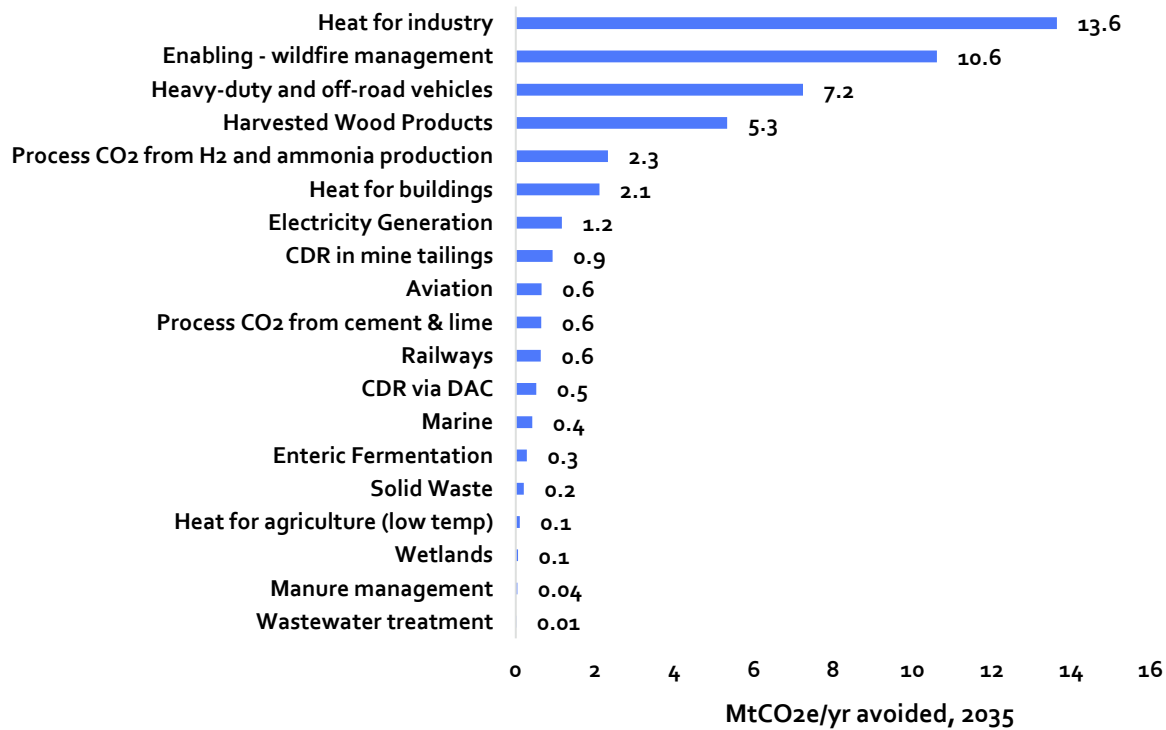
Referring to the table below, NorthX is targeting the validation of technologies that have major current cost disadvantages with the potential to address a clear economic pathway to replacing or removing GHG emissions from fossil fuels.

Global GHG mitigation required by 2050¹ to reach 1.5°C, % of net Gt CO₂e/a



NorthX evaluates impact by combining climate benefits and scalability of innovations targeting BC’s hard-to-abate industries. Innovation and technology must demonstrate a pathway to inherent competitiveness against incumbent and emerging alternatives to drive adoption among major emitting industries in BC and beyond.

These are the areas NorthX has significant investment exposure based on the climate impact from its portfolio companies at scale:



For industrial adopters in BC, de-risking means validating the technology, integrating it into existing supply chains and procurement, and proving the core business economics. These are essential for adoption and key to NorthX’s support for startups. At NorthX, we strive to help companies demystify their technology to operators, develop their business model and integration process, and define key differentiating economic advantages that will drive adoption.

NorthX 2025 Industrial Decarbonization Call for Innovation

BC can lead in developing and implementing innovative solutions needed by Canadian industries to improve operations and build resilience into their business models, with the aim of ensuring climate competitiveness, creating jobs, and diversifying trade.

Through the **2025 Industrial Decarbonization Call for Innovation**, NorthX will award up to \$3 million in non-dilutive investments to Canadian-based innovators developing commercial pathways to scale hard-tech industrial decarbonization solutions across all industrial emitting sources in BC. NorthX backing provides early validation, testing, and financial support to companies on the path to adoption.



Priority will be given to applicants that can show:

- Measurable direct replacement or removal of GHG emissions from fossil fuels
- Solutions with a strong BC presence, including building intellectual property, partnerships with BC organizations, and near-term job creation in BC
- Companies must be incorporated in Canada
- A strong industrial partner in BC or proof of a pathway to a strong partnership with an industrial partner in BC
- Currently at a technology readiness level [\(TRL\) of 4 to 9*](#); however, NorthX will prioritize TRL 6 to 9

****Note: NorthX emphasizes a focus on hard-tech solutions and will not consider software solutions without a strong tie-in to hard-tech innovation.***

As part of the 2025 Industrial Decarbonization Call for Innovation, NorthX will prioritize projects that advance meaningful economic reconciliation and are led by, or developed in partnership with, Indigenous communities. NorthX will also look for technologies that deliver strong co-benefits such as restoring ecosystems, conserving biodiversity, and strengthening community resilience.

Project activities may include, but are not limited to, demonstrations and pilot projects, innovative implementation solutions, novel linkage of system components, mitigation or monitoring technologies and business model innovations.

Industrial Decarbonization Call Details

General information

Timeline

- Launch and open expression of interest (EOI) intake: October 15, 2025
- Deadline for EOIs: November 27th, 2025***
- Inform candidates that have successfully moved to Stage 2: December 11th, 2025
- Deadline for detailed proposal: January 22nd, 2026
- Due diligence period: January 22nd – February 26th, 2026
- Inform Candidates that have successfully moved to Stage 3: March 6th, 2026
- Finalize project funding agreements: March 20th, 2026

*****Depending on the quality of applications moved to Stage 2 – NorthX may exercise its option to hold a 2nd EOI intake process starting January 22nd, 2026.**

Application and evaluation:

- Stage 1: Applications include a 5-minute video and a short, written expression of interest.
- Stage 2: Successful applicants advancing to Stage 2 will be asked to submit a detailed proposal for competitive evaluation through NorthX's existing systems and processes.
- Stage 3: Projects undergo final due diligence and those approved will sign project funding agreements and receive non-dilutive, milestone-based reimbursement funding from NorthX.

Funding amount: NorthX's goal is to invest up to \$3 million CAD in total across multiple projects. While proponents may request up to \$3 million CAD for a single project, NorthX aims to balance investments in a range of solutions and will prioritize proposals that contribute to this objective.

Eligibility

NorthX will fund Canadian companies advancing industrial decarbonization solutions. While projects may be conducted outside Canada, strong preference will be given to BC based companies, especially those demonstrating the greatest impact in BC.

Considerations

To comply with NorthX requirements, favoured projects will fall between [Technology Readiness Level \(TRL\) 4-9](#). Proposals must include a plan for regulatory approvals with timelines consistent with proposed implementation schedule. Proposals where the entire project scope consists solely of studies or reports (including feasibility or FEED studies) will not be considered. Projects may, however, include studies or reports as part of a broader project scope. Preference will be given to projects that demonstrate strong Indigenous participation and advance economic reconciliation in BC.

Funding details

How NorthX funds are used

Funding is provided on a project level basis. NorthX provides reimbursements to costs incurred during the project. Each project will have various milestones in which committed



capital will be disbursed. Milestones are negotiated between NorthX and the proponent in the final stage of the application process.

Only project costs are eligible for funding. Please ensure you segment project costs from general corporate and company-related costs. Applicants should be prepared to provide accurate estimates of project costs to NorthX upon request.

Timeline restrictions on NorthX funds

Projects must start within 6 months of the signing of a project funding agreement starting March 2026 for this application timeline. Projects can be no longer than 2-years in total length – projects are estimated to conclude by March 2028.

Capital at risk with NorthX funds

It is expected that applicants either have secured or can secure at least 50% of funding for the project through internal funding or external funding sources. Cash and in-kind funding are considered towards capital at risk based on the level of commitment and amount from funders and/or partners including future commitments.

General Project evaluation criteria

Projects will be evaluated by NorthX staff and subject matter experts. The following lists the seven major decision criteria which will be applied to project proposals:

Strategic Alignment

The project furthers the commercialization of a technology or business model innovation with potential to significantly reduce GHG emissions in the province and achieve substantial global GHG reductions when scaled. The technology or business model innovation is validated, developed and commercialized by either a BC-based company or through a project completed in BC.

Mandate Match

To be eligible, projects must demonstrate a clear impact in British Columbia and be at a technology readiness level (TRL) of 4 to 9. They must also have an established partnership with BC industry, or show a credible pathway to forming one, with the purpose of replacing or removing GHG emissions from fossil fuels. In addition, projects must be led by a Canadian company.



Team Strength

Applicants present a strong team with the required skills for growth aspiration. The team possesses a depth of knowledge on what is required to successfully scale their solution.

Technology Viability

The plan for technology development is realistic. Barriers have been identified and plans to overcome barriers have clear and measurable targets. Regulatory, permitting, and IP ownership issues are addressed to enable project implementation.

Corporate and Project Readiness

A financial plan is in place to partially fund and scale the opportunity and implementation of the project. Agreements with partners and funders should be finalized or nearing completion.

Impact Readiness

Strong understanding of impact measurements required to show the climate achievements and potential of the technology and/or innovation and project outcomes. Impact reports and other documents should be available upon request.

Application process

Stages of Application

A staged application process will be used to funnel project proposals from initial inquiry to final evaluation, as outlined below.

Stage 1 – Expression of Interest (“EOI”)

The first stage of proposal includes an expression of interest that requires a short video and provision of basic details about the proposed project, the proponent advancing the project and the alignment with NorthX objectives and criteria.

Expressions of interest will be submitted via a web-based application form that will be available October 15, 2025. At this stage NorthX expects submissions to involve non-confidential disclosures submitted without a requirement for any non-disclosure agreement.

We encourage participants to refer to the project evaluation criteria as guidance in preparing for submission. To help you and your team prepare for the online submission, a



list of information to submit in the EOI is provided for your reference at the end of this document.

More about your video submission

Companies are invited to submit a 5-minute video that provides an overview of the project, and clearly articulates the following:

- a) What innovation are you developing?
- b) What exactly are you proposing for funding?
- c) Who is the customer and/or key partner?
- d) What is your go-to-market strategy?
- e) What impact do you expect your innovation to have (or what impact has it had) on GHG emissions replacement or removal or the enablement of GHG replacement or removal from fossil fuels?
- f) What makes your company capable of successfully commercializing and scaling this innovation?
- g) What existing project funding is in place?
- h) How will you move your innovation towards scale?

Videos will be uploaded via the web-based application form.

Stage 1 evaluation will consist of a preliminary review of proposal details to ensure eligibility against program requirements. Eligible projects will undergo a competitive review of the proposed projects against the NorthX evaluation criteria as well as in comparison to all other project proposals submitted. In some cases, we may contact the applicants to request additional information related to the project proposal. A limited number of project proposals will be invited to execute a confidentiality agreement and proceed to Stage 2.

Stage 2 – Detailed Proposal submission and review

This stage includes preparation and submission of a detailed proposal, detailed due diligence, third-party assessments conducted by experts in their relative fields and multiple engagements with the NorthX project review team.

NorthX will provide Stage 2 applicants with a document template for the detailed proposal submission. Applicants will be required to enter into a confidentiality agreement with NorthX before confidential or detailed information on the project is submitted.



Upon review of the written submission, NorthX may elect to conduct a review meeting with project leads and request further documentation to support the project proposal.

Project proposals will be reviewed against NorthX evaluation criteria and will be ranked competitively with other Stage 2 project proposals. NorthX and their third-party reviewers will assess proposals independently and in relation to each other to identify projects most aligned with the strategic objectives of this call for innovation. Multiple projects may be funded, the amounts determined by the requirements of each project.

Successful project proposals will be subject to a final stage of due diligence review after which they may proceed to Stage 3.

Stage 3 – Funding Decision:

Successful project proponents will work with NorthX to develop and agree on a project funding agreement (“PFA”) which will identify obligations of all parties and will become a binding agreement governing the relationship between NorthX and the project proponent(s). The PFA will also include key milestones for fund release and reporting requirements.

Information for the expression of interest

General Information

Company Name, Incorporation, Address, Website
Project Title, Short Summary, and location
Main Contact and details

Company Overview

Applicant Description
Technology/Innovation Principle
Technology Baseline Reference
Company Size
Management/Project Team Structure

Project Specific Data

Project description, status, and location
Project partners
Technology readiness level (Current and expected at the end of the project)
IP ownership Status
Regulatory status of project
Commercial readiness level of project
Diversity and inclusion of project

Effect on GHG Emissions

How does the project replace/remove GHG emissions from fossil fuels (enablement included)?
What is the project level GHG emissions impact and over what period?
What is the scaled level GHG emission impact and over what period?
How does this innovation compare to the technology baseline on emissions?
Indicate how GHG emissions claims are validated, if any validation?

Project Cost and Funding Request

Project Total Cost
Fund Requested from NorthX
Funding Requested Start Date
Funding Estimated End Date
Remaining funds status