Welcome
BDC’s Annual Public Meeting

September 17, 2019
Mike Pedersen
Chairperson of the Board

Michael Denham
President and CEO
Agenda

1. Review fiscal 2019 achievements
2. Present financial results
BDC is the only bank devoted exclusively to entrepreneurs.
Our services meet the full range of entrepreneurs’ needs
Main activities of BDC’s Board of Directors
Digital Strategy

Modernize and speed up service to entrepreneurs
BDC clients who accessed both financing and advisory services:

9.3 percentage points higher revenue growth

Source: Statistics Canada. This shows the percentage point difference between growth among clients and growth among non-clients with similar characteristics between 2008 and 2014.
Risk governance and strategy
Delivering on key federal government initiatives

1. Build Canada’s innovation ecosystem
   Venture Capital Catalyst Initiative (VCCI)

2. Accelerate growth for women entrepreneurs

3. Help high-potential cleantech companies scale up
New members of the Board of Directors

Cathy Bennett
Abdullah Snobar
Suzanne Trottier
Continue focusing on what Canadian entrepreneurs need

1. Fast, simple access to financing
2. Meeting the needs of underserved entrepreneurs
3. Support to innovate, increase productivity and grow
Michael Denham
President and CEO
We serve a record number of clients across Canada

40,000

2015

60,000

2019

50%
Client satisfaction 94%
Our services help entrepreneurs make a difference to the economy

<table>
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<tr>
<th>Jobs</th>
<th>Revenues</th>
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<td>1 million</td>
<td>$350B</td>
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<td>Canadians are employed by our clients</td>
<td>in revenues are generated each year by BDC-supported firms</td>
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Capital committed to entrepreneurs

2015: $24B
2019: $35B

45%
Increased access to capital

$7.2B accepted in loans

+5.9% increase
$886M
net income in fiscal 2019
Our areas of focus in F2019

1. Moving at the speed of entrepreneurs
2. Enabling success with expert advice
3. Helping businesses to scale up
4. Fostering a healthy, vibrant innovation ecosystem
5. Meeting the needs of underserved entrepreneurs
Moving at the speed of entrepreneurs
Express Loan

Less than **30 minutes** to authorize a loan

**4,000 loans** authorized

Saved **32,000 hours** of manual work
Receive up to $100,000 for any project
Enabling success with expert advice
More than just a bank

1,600 Advisory Services mandates to help entrepreneurs solve business challenges
Helping businesses to scale up
Growth Capital
to support asset-light growing companies

Growth Equity
to help entrepreneurs grow and keep control of their companies

Transition Financing
to finance business transitions

Growth Driver Program
for ambitious mid-sized firms
Fostering a healthy, vibrant innovation ecosystem
BDC Capital’s Impact

800 investee companies

+$3B under management
Industrial Innovation Venture Fund

$250 million
to ensure Canada’s most competitive industries remain global leaders
Helping promising clean technology companies scale up

$310M in loans and investments
Meeting the needs of underserved entrepreneurs
$570M committed in loans to women-owned businesses
Indigenous banking

700+ Indigenous clients across Canada

9 Dedicated account managers

$350M Committed to Indigenous entrepreneurs
2,300 employees