



# Intellectual Property-Backed Financing

**Obtain capital to grow your knowledge-based company**

As you look to invest in your growth, you need a partner who sees beyond numbers and hard assets; one that looks at the potential of your intellectual property (IP).

BDC's Intellectual Property-Backed Financing solution recognizes the strength and value of your IP strategy to raise capital in support of your commercialization and expansion.

Our team of experts delivers strategic funding and guidance to IP-rich companies traditional lenders tend to overlook.

## Customized financing for growing companies

Because your company is unique, your financing should reflect your reality. That is why we work with you to find the optimal lending structure and solution for your business.

From debt to quasi-equity and equity, our varied offering is designed to give you the breathing room you need to focus on growth. We provide:

- Patient, flexible lending with terms structured to fit your needs
- Minority equity investments so you maintain control of your company
- Access to more capital earlier than you would get from a traditional lender



## A team of experts with a unique and rigorous approach

With over 50 years of combined experience, BDC's IP Investment Team consists of IP and finance specialists, as well as ex-entrepreneurs who have walked in your shoes. We recognize the time, money and energy you have put into growing your IP, which is why you can look to us as a long-term strategic partner with a vested interest in your success.

Using our IP-focused investment process, we:

- Quickly and effectively evaluate your company's IP strategy
- Gain a deep understanding of your business to deliver the right funding and guidance
- Monitor the strength of your IP portfolio
- Tap into our extensive network to support your global ambitions

## IP-rich SMEs have potential\*

SMEs holding formal IP are:



**1.6x more likely  
to experience  
high growth**

(at least 20% per year)



**2x more likely  
to innovate**



**3x more likely  
to expand  
domestically**



**4.3x more likely  
to expand  
internationally**

\* Source: IP Canada Report 2019, Innovation, Science and Economic Development Canada

## Discover where your IP can take you

If your innovative business has a rich IP portfolio including patents, design and trade secrets, BDC's IP-Backed Financing solution can provide you with the capital needed to accelerate your commercialization and expansion.

You can rely on our team of specialists who have extensive IP expertise, understand the market and know what it takes to propel your company to success. We gain in-depth insight into your company, so we can meet your evolving needs and propose a financing solution that works for your business.

### We're looking for growing companies with:

- Emerging or established portfolios of registered IP
- Commercialized offering with a minimum of \$1M in revenue over the last 12 months
- Ambition and plan to be a global player



**bdc**   
**financing.  
advising.  
smarts.**

**Contact us**