



## EXPERTISE IN GOVERNMENT AND STRATEGIC FINANCING

Obtain **more rapidly and under the best financial conditions**, the funding and government support you need to carry out your traditional or advanced technology projects.

Traditionally, obtaining financing **from governments** or strategic financial partners is a **long and complicated process**, often with mixed results. **Advanced technologies**, such as those related to decarbonization, climate change, energy transition, and advanced digital technologies, pose a **major challenge** for investors and governments as they **seek to understand** and **evaluate them**.

### Government funding

- Government incentives
- Non-dilutive funding
- Interest-free government loan
- Equity

### Government commitment

- Decree
- Laws and regulations
- Internal guidelines
- Economic and fiscal measures

### Strategic financing

- Venture capital funds
- Corporate
- Institutional

Generally, it takes over a year to secure funding,

**Quentus completes the mission faster, or even within a few weeks**, owing to:

*Extensive expertise in structuring and developing investment projects.*

*An unparalleled knowledge of government and institutional requirements in strategic and sustainable financing."*

*Continuous access to decision-making bodies through trusted relationships.*

*A strong international network in financing.*

# Accelerated and optimized financing extensive projects made possible by Quentus.



## The approach of Quentus

- Evaluate the project
- Structure and carry out the investment project development
- Develop the financing dossier
- Facilitate interactions with government and financiers
- Obtain government incentives, commitments and funding from government and strategic financial players
- Support negotiations between the parties



Claude Richard, ENG.

### Expert in strategic and sustainable financing and Government Relations

For the past twenty years, Claude Richard has been facilitating and accelerating the financing of large-scale projects in Canada and abroad. Thanks to his vast experience, he is able to structure and de-risk business projects. With his knowledge of government environments and strategic financial players, he facilitates the conclusion of agreements between the parties involved.

Having worked within the government-owned financial and industrial holding for several years, he now applies his vast experience to the development of projects and the establishment of partnerships and joint ventures, benefiting corporations seeking commitment and financing from governments and strategic financial players..

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**For an evaluation of your project's financing potential, please contact us:**

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