

# CLEANTECH



Though it is the second smallest subsector in Kanata North based on the number of firms in each subsector, it has a strong economic impact with employee numbers doubling since 2015. Cleantech also saw a significant increase in revenues of 146%. There are two firms in the cleantech subsector new to Kanata since 2015.

### Particular strengths include:

- Water analytics and de-contamination systems
- High tech applications for research and development and monitoring
- Clean energy

### EXPORT RATIO

The cleantech subsector is approximately 70% export-oriented. This is compared to 60% in 2015 which indicates the growing maturity of the subsector. The balance represents sales locally and regionally.

### PRODUCTIVITY

Productivity by sales-per-employee is \$217,000 based on \$46.0 million total revenues to the subsector with 211 workers.

### EMPLOYMENT

Wages and salaries are equivalent to 50% of revenues in 2018 compared to 60% in 2015. Of this sum, a majority of the employees are professional level, at approximately 75%. The balance of 25% are technical-level qualified.

### LOCAL/REGIONAL SPENDING

EBITDA is at about 20% after wages and salaries.

The firms in this subsector are predominantly Canadian which indicates local and regional benefits. Operating materials and/or relevant procurement expenses are equivalent to 30% and much of this would be supplied from outside.

# 2018

2015

Change since 2015

### REVENUES

**\$45.9 MILLION**

**\$18.6 MILLION**

+146%

### REVENUE/EMPLOYEE

**\$217,355**

**\$193,698**

+12%

### # OF EMPLOYEES

**211**

**96**

+119%

### # OF FIRMS

**9**

**8**

+29%

### EXPORT RATIO

**70%**