

## LANDING ZONES



## Landing Zones Canada Inc. Used Easy Advances As Bridge Capital



### Clean, Green Weather Machine

From its Alberta headquarters, deep-tech start-up Landing Zones is transforming weather data collection. Every year, thousands of weather balloons gather essential data for weather forecasting and safe air travel. Once a weather balloon's mission is complete, it bursts, but its toxic components fall to Earth, landing on farmland, forests, and waterways. To solve this environmental conundrum, Landing Zones developed pioneering reusable drone technology that can reliably collect weather data in the stratosphere.

*"Canada, through Landing Zones, is leading the clean up of weather data collection worldwide to make waste pollution from single-use weather balloons a thing of the past."*

**- Dylan Richards, Chief Financial Officer  
Landing Zones Canada Inc.**

### Cash Flow to Secure the Contract

Landing Zones was formed in 2022 to bring its uncrewed aerial vehicle concept to market. Backed by the World Meteorological Organization and an investor, Landing Zones ploughed its seed funding into R&D before pursuing a Testing Stream for Innovators contract with the Government of Canada. The government contract would enable it to conduct trials and ratify its nascent, cutting-edge drone technology. But the start-up was confronting a looming cash-flow crisis.

*"Our annual SR&ED refund to boost our cash flow was months away. The prospect of mothballing our capital-heavy R&D and letting staff and our government contract go was becoming a reality."*

### A Timely Easy Advance

Landing Zones wanted to avoid bank financing and dilutive equity funding. So, its investor suggested SR&ED financing as a potential solution.

*"Easy Advances are designed for businesses doing R&D, so we were on the same page straight away, and it made for an easy, timely and seamless process."*

After reaching out to Easily and learning about the terms, conditions and costs of Easy Advances, Landing Zones engaged Easily as its R&D tax credit finance partner.

*"Easy Advances provided the cash flow bridge Landing Zones needed to secure our Testing Stream contract with the Government of Canada and helped me sleep at night."*



**Dylan Richards**  
CFO  
Landing Zones  
Canada Inc.

### The Sky's The Limit With Strategic SR&ED Financing

Landing Zones' Testing Stream trials will assess outbound and return flights of its drone technology to the stratosphere from land and sea. After fine-tuning its drone technology, Landing Zones plans to ramp up orders with the Government of Canada before rolling out its solution to other governments worldwide.

*"Easy Advances are ideally suited to pre-revenue start-ups like ours with capital-intensive R&D, so we've embedded Easily's non-dilutive capital into our financial strategy."*