

FOR IMMEDIATE RELEASE

ClimateDoor Expands Into the United States, Acquiring New York's Standard Demand Partners

The Vancouver firm's first international expansion unites customers, partners, capital and grants in one end-to-end commercialization platform for energy, agriculture and critical resource companies, on both sides of the border.

VANCOUVER, BC, August 4, 2026. ClimateDoor, a Vancouver-based growth and commercialization firm, today announced it has acquired Standard Demand Partners (SDP), a boutique New York advisory built for the energy transition. SDP co-founders Conor Wilmot and Liam Howe join ClimateDoor's partner team, the SDP brand retires, and New York becomes ClimateDoor's first office outside Canada.

The thesis is one ClimateDoor has held since it was founded: companies in energy, agriculture and critical resources rarely stall on technology. They stall on commercialization. ClimateDoor closes that gap end to end, embedding as an extension of the commercial team to find customers, build partnerships, secure grants and raise capital. Standard Demand Partners built the later stages of the same journey: project finance, institutional investors, and the large raises that get infrastructure built.

"Companies in energy, agriculture and critical resources almost never die from bad technology. They die between first revenue and project finance. We bought the other half of that job."

NICK FINDLER · CO-FOUNDER AND PRESIDENT, CLIMATEDOOR

Together, the two firms have supported more than 150 companies and facilitated close to \$700 million across grants, venture and growth equity, and project finance. ClimateDoor has mobilized \$82M+ in venture capital and secured \$17M+ in non-dilutive grants; SDP has facilitated \$600M+ in capital commitments, backed by an institutional investor network concentrated in the United States.

For clients, the change means continuity: a founder can stay with one partner from first revenue through project finance without rebuilding relationships at every stage. It also strengthens ClimateDoor's work alongside First Nations as co-developers and anchor customers on clean energy and infrastructure projects.

"The hardest part of building a company in this space is rarely just the science. It is navigating the entire commercialization journey, starting with customers, partners and capital. Bringing Conor and Liam's team in means a founder can go from first revenue through to project finance without leaving our side."

CHAD RICKABY · CO-FOUNDER AND CEO, CLIMATEDOOR

The expansion is also a bet on the Canada-US economic relationship: Canadian and American teams now work the same files, connecting Canadian projects to US customers, partners and institutional capital, and US capital to the Canadian pipeline.

"Over the next five to ten years, our goal is to commercialize as many of the best clean technology and energy transition businesses as we can, make the largest impact we can, and deliver strong outcomes for everyone involved. ClimateDoor built its firm on the same belief, and joining forces gives that ambition the reach it needs."

LIAM HOWE · CO-FOUNDER, STANDARD DEMAND PARTNERS; NOW PARTNER, CLIMATEDOOR

The two firms were introduced by a mutual contact four months before closing; Wilmot and Howe visited Vancouver three times before terms were agreed.

About ClimateDoor

ClimateDoor is a growth partner for energy, agriculture and critical resource companies. The firm embeds as an extension of the commercial team to drive customers, capital and market entry. Headquartered in Vancouver with an office in New York City, ClimateDoor has supported more than 150 companies and mobilized \$82M+ in venture capital across North America, Europe and the Asia-Pacific region. Learn more at climatedoor.com.

About Standard Demand Partners

Standard Demand Partners was a New York advisory firm for the energy transition, working across renewables, infrastructure and cleantech. The firm supported 50+ companies and facilitated \$600M+ in capital commitments across project finance and early to growth stage equity. Following the acquisition, its work continues within ClimateDoor.

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