




SEED investment in Cleantech

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Agenda



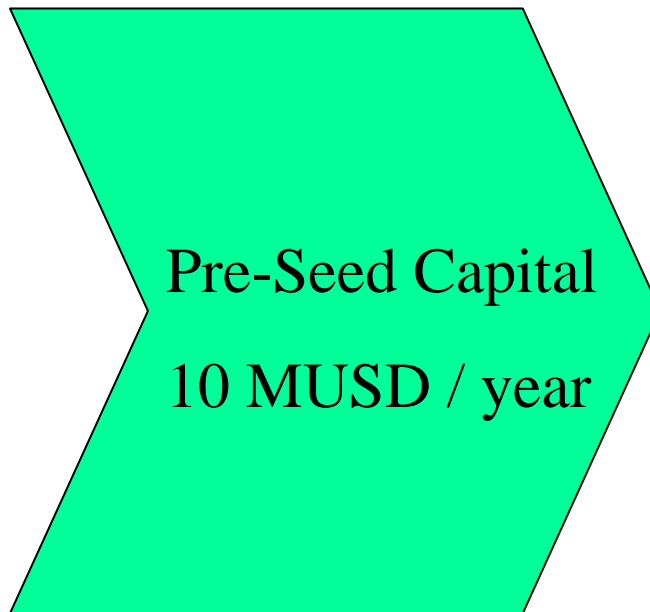
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- About SEED
 - Cleantech as focus
 - Cleantech – the specifics and the challenges
 - Portfolio - examples



SEED Capital – focus areas

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- Pre-seed and seed investments
 - ICT
 - Life Science
 - Materials
 - Cleantech
 - Founded in 2004
 - 17 people
 - Situated at Denmark's Technical University

SEED Capital Denmark - Funds



12-16 investments/year
3-800K USD/investment
Government funded




3-5 investments/year
1-6 MUSD/investment
Classic VC Mostly privately funded
200 MUSD under management



Cleantech as focus area



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- Huge market demand for clean technologies
 - Lots of money flowing into the area
 - SEED sees significant interest from later stage investors
 - Dedicated resources in SEED
 - Part of Cleantech Network
 - Founding member of Cleantech Scandinavia
 - Our portfolio has presently 7 companies in Cleantech

Cleantech – the specifics & the challenges

- Cleantech is not *one* industry, it's many:
 - photo-voltaics, materials, energy efficiency, re-cycling, water, wind, etc.
- I.e. cleantech addresses markets that differ significantly in
 - size, maturity, value chains, investment requirements, different business models, etc.
- Often longer way to market – a need for 'hours under the hood'
- Influenced by public funding and feed-in tariffs
- Less mature VC market

Overcoming the challenges (I)

- Active and high level network with technical and commercial experts
 - Denmark's Technical University (20+ professors formally members of SEEDs Expert Panel)
 - National and international VC's and corporate VC's
 - Ongoing dialogue and knowledge sharing with actual and potential syndications partners
 - Consulting specialists in public programs and feed-in tariffs



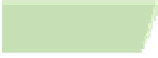
Overcoming the challenges (II)

- IPR
- Team
- Capital need & staging

- Value proposition
- Scalability in business model
- Syndication potential
- Exit scenarios

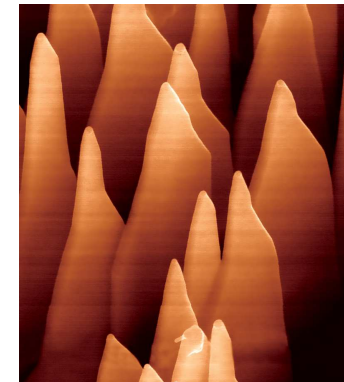


4 examples

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- Sunflake – preparing for A-round
 - Raimotech – preparing for B-round
 - Stirling – looking B-round
 - Amminex – just completed C-round

SunFlake

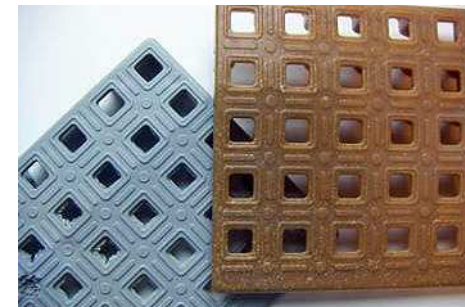
- Solar cells with 30% conversion efficiency on a low-cost substrate
- Based on perfect single-crystal III-V nanostructures
- Status
 - Technology: First prototype expected this year
 - IPR: Expected to very strong
- Preparing for A-round in Q1/2008



RAIMOTECH



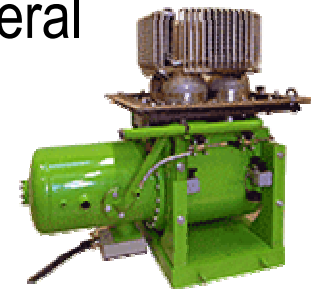
- Cellulose-plastic compound for injection moulding
- Based on recycled plastic
- Lowers costs of material, reduces use of plastic with 50%,
- Requires less energy in production of goods, gives faster throughput in production
- Status
 - Technology: First test products successfully produced
 - Market: Large scale customers are testing
- B-round expected in 2008



STIRLING DK



- Combined heat and power stirling engine (9-75kW)
- CO2-neutral: Running on biomass
- Status
 - Technology: The world's only stirling engine of its kind with more than 40,000 hours 'under the hood'
 - Market: Suited both for retrofitting and new installations. EU market alone is several thousand units per year
- Looking for B-round investors



AMMINEX

- Safe storage and controlled release of Ammonia for DeNOx and fuel cells
- Just raised USD 10 mio. in C-round
- Status
 - Technology: It works on 2-6,5 litre engines
 - IPR: Very strong IP protection with 7+ patents filed and more in pipeline
 - Market: DeNOx driven by EU/US and Japan legislations. Needed in all diesel cars by 2012
- D-round expected in 2009

