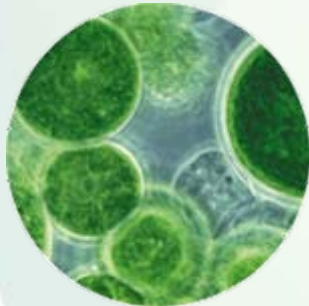
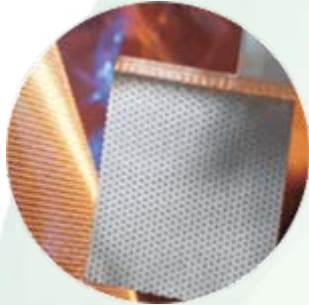


# Emerald Technology Ventures

creating value for our future



# Emerald Technology Ventures



Global reach, Expert team, Proven track-record

- First independent cleantech VC in Europe
- European and North American offices, global deal flow
- Large dedicated team (19) with in-house cleantech sector specialists
- EUR 300 Mio under management
- Investments made in 45 companies; 6 IPOs and 3 trade sales realized
- Strategy: Sectors - energy, water, materials; Stage – early through expansion; Geography – Europe & North America

# What is good for the environment... is not necessarily a good VC investment

- Strong value proposition ➤ Maybe support short term
- Proven management ➤ Success attracts success
- Large established markets with growth rates >20% p.a. ➤ Stability of regulation, govt support, political will key
- Market entry / penetration within 4-5 yrs ➤ Strength of the status quo can starve a start-up



# Building Insulation

“The confluence of all these factors – the **dropping costs** of green building technology, **government support** and the widespread **adoption of green standards**, a strong link made for the **value of green building**, and the looming specter of **climate change** – have created ideal conditions for the green building movement to take off and provide many areas for *growth and financial gain* for those involved.” Canaccord Adams, November 2007

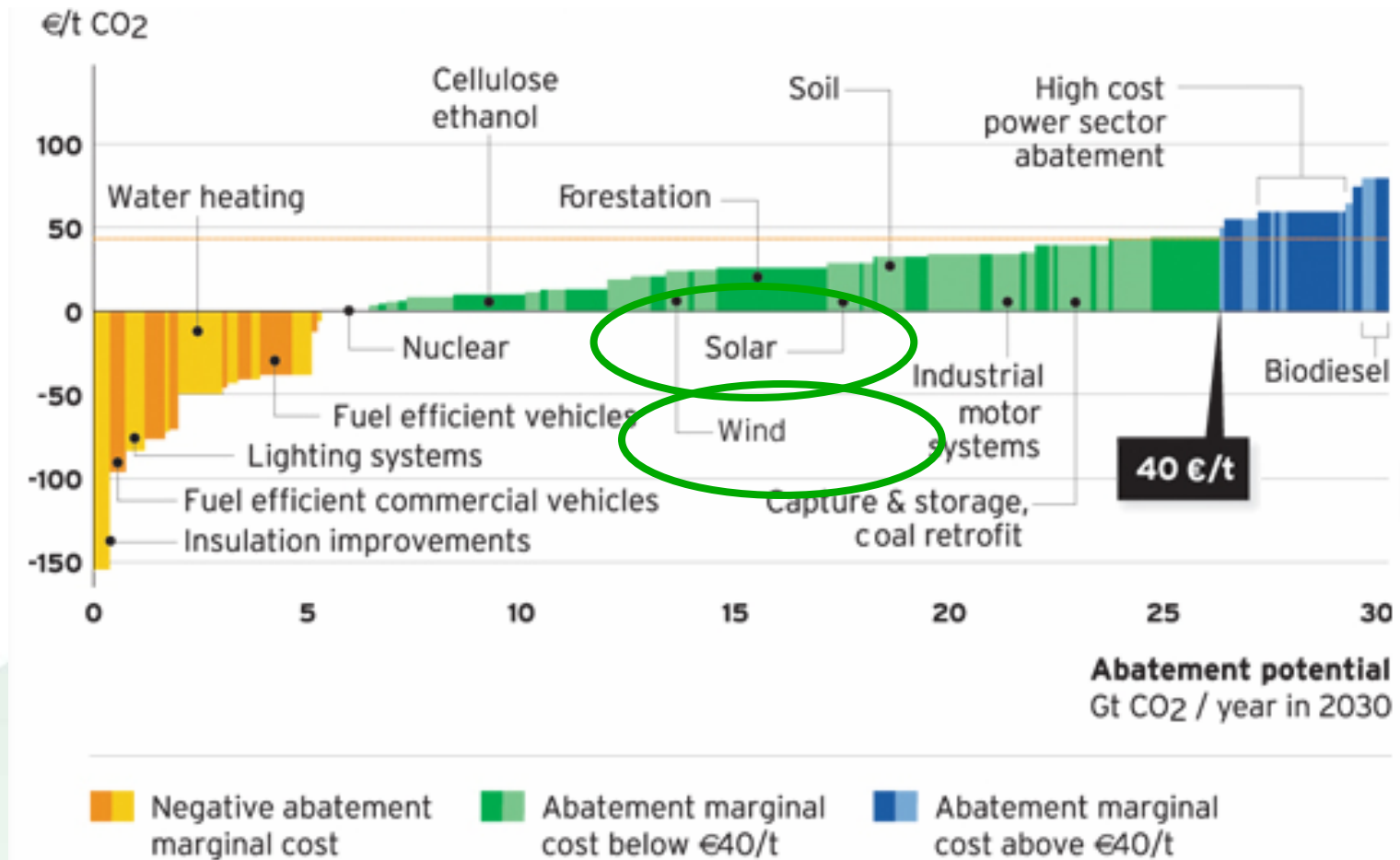
- The clear market driver for green homes is cost and energy savings are key. The Arxx and Apex solutions each claim to offer 40-60% annual savings in energy costs.

ARXX™



# The Impact of Carbon on Renewables

Carbon at €40/t gives renewable energy a €19.57/MWh cost advantage



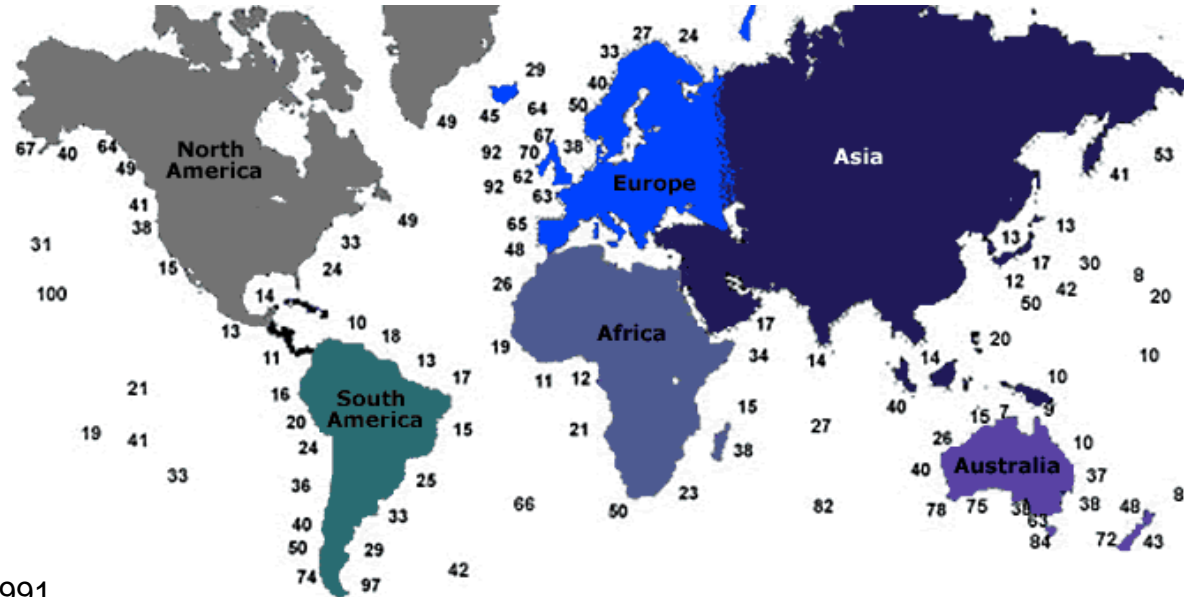
Marginal cost of abatement Source: Vattenfall (taken from Canaccord Adams study)

# Solar and Wind: Focus on better and cheaper



# Wave Energy Conversion

## Global wave energy MW/km of wave front



Source: IMechE 1991



# Incentive Structures

## What VC's want

- Simple and predictable
- Adequate compensation for risk
- Continuity to calculate project returns
- Stability regardless of politics

## Incentive structures which hit and miss....

- Direct grants
- Feed-in tariffs
- Renewable portfolios standards (RPS)
- Production tax credits
- Green certificates