

March.26.2008

* A G E N D A *

5:30PM Registration
6:00 Welcoming Remarks
6:10 Guest Speaker—
Janis C. Pepper
6:30 SunFund
6:50 Nordic Windpower
7:00 AE Biofuels
7:20 B•R•E•A•K
7:25 M&A Panel

Janis C. Pepper

President and CEO
SunFund Corp.
www.sunfundcorp.com
pepper@sunfundcorp.com



Ms. Jan Pepper has started 4 companies in the renewable energy industry during her 25 years in this field. In 2007, she started her latest venture, SunFund Corporation, which

provides an easy financing mechanism for homeowners to "go solar." In 2000, Jan founded Clean Power Markets, which provides the infrastructure to track renewable energy production and issue renewable energy credits. Clean Power Markets built and operated systems for state-sponsored renewable energy programs in New Jersey, Wisconsin, Connecticut and Pennsylvania. In October 2006, Jan successfully sold Clean Power Markets to Enerwise Global Technologies, which was subsequently purchased by Comverge.

Jan was one of the founders of APX where she implemented the highly successful green power market for California's restructured electricity industry in the late 1990s.

She also started a consulting firm, Enertron Consultants, in the late 1980s, to provide technical and economic consulting on renewable energy projects. She has also worked with a number of affordable housing developers to install solar on their projects. Jan installed a PV system on her home in the Bay Area back in 2001.

Jan received a B.S. in civil engineering from Stanford University and an M.B.A. from the Stanford Graduate School of Business. She serves on the boards of the Power Association of Northern California and the Los Altos-Mountain View League of Women Voters, and teaches a class on "The Future of Energy" through the Stanford Continuing Studies Program.

Presenting Companies



SunFund moves solar products into the marketplace by offering a financing product that makes solar accessible to everyone.

SunFund enables its customers to meet their electric power needs with clean energy from the sun with a very small upfront payment, and with lower payments than their current utility bill.



Nordic Windpower's line of utility-scale wind turbines is setting a standard for cost-effectiveness and reliability. With 10 years of trouble-free operating history, these are machines that let their owners sleep at night, with exceptional financial performance for owners of both large and community-scale windfarms.

One of their main products, the N1000 turbine is the result of a 20-year R&D program in Sweden, funded with an investment of over US\$75 million. The result is a turbine engineered from the ground up for low cost and high



Today's world is increasingly defined by two inter-related trends: Growing global energy demand and heightened concerns over carbon emissions. By 2050, global crude oil consumption is projected to more than double and oil from proven conventional sources will be insufficient to meet projected global demand. The rise in standards of living in China and India, in addition to continued high fuel consumption in the US and EU, underscores the need for additional fuel energy sources to satisfy ever-growing demand.

Technology Panelists for Alternative Energy

Nat Goldhaber **Claremont Creek Ventures** ► **Managing Director**



Nat is the resident expert on mobile technology with a broad interest in areas such as mobile payments and social networking. His focus on this investment field is built on twenty years of experience in IT as: CEO of Cybergold; founder of Centram Systems West; founding CEO of Kaleida Labs and Vice President of Sun Microsystems.

Prior to his business career, Nat served as Special Assistant to Pennsylvania's Lt. Governor, William Scranton, III. He ran the state's Energy Agency as its Interim Director. Some past investments include: Ask Jeeves, Shiva and Macromedia. Nat is currently on the board of cFares and TargetCast Media.

Nat holds a master's degree in Education and is an emeritus member of the Executive Board of the College of Letters and Science at UC Berkeley. He serves on the Advisory Board for the Silicon Valley Association of Startup Entrepreneurs, as a member of the US Secret Service Electronics Crime Taskforce, and is a Board Member of the Federation of American Scientists.

Nat lives in Berkeley, California with his wife of 27 years, Marilyn. Their three boys are in college.

Jean-Philippe Poirrier **EasEnergy** ► **Vice President, Business Development**

Mr. Poirrier is the Vice President, Business Development at EasEnergy, the corporate venture of the EDF Group, a European Electric Utility. He is responsible for sourcing and channeling companies whose innovative technologies can help increase the performance of



EDF Group's operating divisions.

Prior to EasEnergy, Jean-Philippe served as Director of Marketing for Pentadyne Power Corp., a clean energy storage manufacturer, where he provided leadership in business development, marketing and product planning.

He was Program Manager at EDF RTE, the French Transmission Grid Operator, where he led SCADA systems deployments. He also worked for the French railways, where he conducted applied research programs.

Jean-Philippe holds a Master's degree in Electrical Engineering from the Grenoble National Polytechnic Institute in France.

Ronald C. Rawson **R.C. Rawson Co.** ► **Principal**

Ronald C. Rawson is a San Francisco native, and is the principal of R. C. Rawson, a venture development group promoting financial advisory through strategic alliances, business development, and funding relationships for high growth businesses.

He has worn many hats throughout his career as a serial entrepreneur, including managing and operating R. C. Rawson Co., a family business in international manufacturing, and is also known as a thought leader in issues of consumer payments (credit, debit, smart-chip, wireless mobile, pre-paid), and has worked with clients such as American Express, Bank of America, Visa International, MasterCard, and Chevron USA. He has had investor/operating/advising roles in branded media content (film and television); consumer directed health care, real estate development; solar and recycling "cleantech", and with other high growth start-ups.

Mr. Rawson consults with venture capital partnerships; has been a speaker at financial industry confer-

ences and gatherings; is active in angel investment circles, and follows seed capital and early business formation gatherings with diligence. He serves as an advisor for seed funded companies. His professional investor associations have included Golden Gate Angels, Keiretsu Forum, VC Task Force, InnerCircle Ventures, Virtual Founders Fund and Global Media Ventures. Ronald has authored many published articles, and as a sideline currently reviews opportunity and content for digital media distribution on many platforms, often collaborating with the entertainment industry.

He holds a Bachelor of Fine Arts from UCLA in Motion Picture and Television Production and an MBA in Finance from Golden Gate University.

David Urry **Windation Energy Systems** ► **VP Marketing**

Mr. Urry's passion is to bring new products to market. He leads companies to customers and profit. His new product successes include Java apps, camera phones, document management, employee relationship management, and web services



David has been a senior marketing advisor with 20 years expertise. Currently, he is an interim-VP of marketing and Board Advisor. He has been involved with strategic product and marketing, analysis, and planning and execution. David has guided companies from zero to millions in sales. His background includes work with VCs in reviewing about 30 business plans a month.

David has an Executive MBA from Harvard University, and a B.S. in Psychology from Northwestern University.

Panelists for Mergers & Acquisitions

► Moderator ◀

Scott C. Smith **Hanson Bridgett LLP** ► Partner



Scott C. Smith's practice emphasizes corporate, tax and real estate law. Scott has significant experience counseling corporations, partnerships, limited liability companies and nonprofits in connection with all aspects of operations. He works with private and public companies on equity financings, debt transactions, securities matters, mergers and acquisitions and general business matters. Scott also represents emerging companies in connection with entity formation issues, licensing and other technology related matters. He works with venture capital firms in connection with fund formations and equity investments, as well as large institutional investors in connection with their investment activities. Scott regularly advises clients regarding federal and state tax matters and his work often involves a complex tax planning component.

In addition to Scott's corporate and tax practice, he often works with real estate owners and developers in connection with partnership and joint venture structuring and tax planning, acquisitions, dispositions, financing and leasing.

Scott has a J.D. from University of Houston.

Alex N. Beavers, Jr., Ph.D **SRI International** ► Corporate Director

Mr. Beavers is a 30 year veteran high technology executive and entrepreneur. He is currently with SRI International where he is responsible for the commercialization of



materials and clean technologies. Prior to this position, Alex was the founding CEO of Artificial Muscle, Inc. where he led the company for almost three years after it was spun out of SRI through a \$7.5 million A-round of funding. Prior to founding Artificial Muscle, Alex was CEO of Thomson Industries a linear motion systems company based in New York. Prior to Thomson, he was a Managing Partner in Consulting at PricewaterhouseCoopers LLP where he led the Manufacturing and Supply Chain Management practices. He has also been CEO of ITP Systems, a fac-

tory floor systems integration company, CEO of Applicon, Inc, one of the original CAD/CAM systems companies, and CEO of Schlumberger Automation Systems Asia. Prior to Schlumberger, he was General Manager of the Vision Systems Business of General Electric. He has also served on the Board of Directors of several high tech startup companies.

Alex has BSEE, MSEE, PhDEE, and MBA degrees from Vanderbilt University, University of Houston, and Boston University respectively.

Rob Dellenbach **Reed Smith LLP** ► Partner

Rob is a partner in Reed Smith's Corporate & Securities Group. For almost 20 years Rob has counseled entrepreneurs and investors



as a corporate, intellectual property and transactional attorney. He advises boards of directors of private start-ups and venture-backed companies on business plans, incorporation, venture capital and private equity financing, founders stock, employee equity plans, intellectual property protection, licensing, distribution and strategic agreements, mergers and acquisitions, and public offerings. Rob has represented software, communications, Internet, biotechnology, semiconductor and other technology companies and their investors.

Rob has a J.D. from Stanford University and a B.A. from the University of Utah. In addition, Rob speaks frequently on business planning and venture capital finance.

Alexandra Post, Ph.D **Windation Energy Systems** ► Corp. Development Officer



Ms. Post has been engaged as Corporate Development Officer for Windation Energy Systems, a start-up producer and service operator for urban wind installations on commercial buildings. She looks toward developing a clean tech fund demonstrating that green companies can capture very interesting rates of return.

During her graduate studies, Alexandra served as a financial and marketing con-

sultant for major corporations in India, Thailand, and Indonesia. While running a European company in mergers and acquisitions, Alexandra taught university finance and management courses, gaining the title of professor. Upon return to the San Francisco Bay Area, she has specialized in venture capital related activities and angel investment.

Cornell University and University of Paris, BA, University of California at Berkeley, MA, IMEDE, Switzerland, Business Studies, University of Munich, Ph.D., Faculty member, Sussex University, University of British Columbia. Alexandra speaks English, German, French and Spanish.

Prakash Ramachandran **Nordic Windpower** ► Chief Financial Officer

Prakash is a finance professional with over 20 years experience in USA and Asia. Prakash is currently Chief Financial Officer of Nordic Windpower, a company that provides two bladed utility scale turbines to the wind energy industry. Nordic is funded by Goldman Sachs and is headquartered in Berkeley, CA with offices in UK, Sweden and manufacturing operations in Idaho.

Prior to Nordic, Prakash spent 5 years at Novariant, a GPS company that served industrial markets like agriculture and mining. During his tenure at Novariant, the company grew its revenues from \$4 million to over \$50 million and raised over \$40 million in venture equity & debt and closed two key strategic acquisitions. Prior to Novariant, Prakash was Head of Finance at Sonicity, a software company with multi casting technology for internet streaming. Previously, Prakash spent 10 years in Hong Kong in various financial roles including 5.5 years as CFO of Sonex Group, where the revenues grew from \$100 million to \$300 million during his tenure.

Prakash has been involved in many M&A transactions during his career. As the CFO, he not only focused on the structuring of these transactions but also heavily into people retention, IP protection, cultural integration and synergy creation.

Prakash has a masters degree in Management from Stanford Business School (Sloan Fellows Program). He is a Chartered Accountant from India (where he scored 13th rank among 10,000 candidates all over India) and is also a Chartered Management Accountant of U.K.

Presenting Companies (continued)



reliability in utility-scale applications. The simple, lightweight, two-bladed design has demonstrated record-breaking reliability in multiple turbines over 10 years in Europe. Backed by recent large investor support, the N1000 is now undergoing large-scale manufacturing rollout in Europe, the US, China, and other regions for 2008 deliveries.



Concerns about carbon emissions and their potential contribution to global climate change heightens the need for renewable and low-emission sources of fuel. The largest use of oil, transportation, is also one of the most significant sources of carbon emissions.

Traditional energy solutions have relied on conventional fuels to satisfy the energy needs of modern society. Conventional fuels, primarily fossil fuels comprised of oil and gas, has been primary energy sources for more than a century, generating trillions of dollars of market value. Current conventional fuel consumption is approximately 85 million barrels per day and is projected to grow to more than 140 million barrels per day over the next twenty years.

The vast majority of conventional oil is concentrated in areas with geo-political instability. Yet our energy needs continue to grow.

The world needs a fuel source that is compatible with existing energy and transportation infrastructure, is scalable to meet future demand and has low net emissions.

The biofuels value chain currently consists of many parts: processing and refining, storage, distribution and marketing, and advanced technology. Most, if not all, biofuels suppliers have primarily been focused on only one portion of the chain, with limited – or no – vertical integration. This lack of integration is a reflection of the incredible growth of the biofuels industry, yet it presents AE Biofuels with opportunity to build the first independent vertically integrated biofuels company in the world.

The Biofuels market is in a period of explosive growth. This growth is driven by sustained high price of oil, government incentives, energy security and a global desire for cleaner and renewable fuels.



Stay tuned for exciting Technology Showcases in 2008.

Additional programs on **Clean Technology** and **Alternative Energy**.

KEIRETSU



FORUM

"Great Association With Quality Deal Flow"

Keiretsu Forum is the largest angel investor network in the world.

Keiretsu Forum has chapters in the United States, Canada, Europe, and Asia.

www.keiretsuforum.com



**Communications
Technology
Cluster**

300 Frank H. Ogawa Plaza
Suite 210

Oakland, CA 94612

Phone: 510.836.8985

Fax: 510.836.8987

Email: info@ctcluster.com

The Communications Technology Cluster is a business incubator providing strategic consulting and business services for companies with **HIGH GROWTH POTENTIAL** in various technology sectors. The CTC's goal is to be an enabling force in the **ECONOMIC DEVELOPMENT** of the greater metropolitan Oakland region.

Management Team



**Michael
Beardsley, CEO
& President**

Michael Beardsley has over 18 years of technology experience and over 13 years of investment banking experience. Mr. Beardsley founded Internet Securities in January 1999 and manages all operational and strategic aspects of the Firm. Prior to Internet Securities, Mike worked for Merrill Lynch in New York City for four years as a sell-side equity analyst covering the data networking and telecommunications equipment industries. Prior to Merrill Lynch, Mr. Beardsley was a management consultant at J.P. Morgan in New York City working in the Firm's telecommunications department. Mike was also a senior telecommunications equity analyst at Pacific Growth Equities in San Francisco. Prior to Mike's Wall Street career, he worked for Hewlett-Packard in Cupertino and Sunnyvale for seven and one half years in marketing management and telecommunications management roles. Mike's positions at HP included: Marketing Program Manager, Product Marketing Engineer, Telecom Operations Manager, and Telecom Engineer.

Mr. Beardsley holds an M.B.A. from Columbia University, B.A. in economics from U.C. Berkeley, and A.S. in data communications from Foothill College. Mr. Beardsley possesses NASD Series 7, 24, 63, 65 and 87 licenses.



**Henry K.
Wong, Vice
President &
CTO**

Henry K. Wong has a marketing management and technology background from companies such as Intel Corporation and McDonnell Douglas (now owned by Boeing Corporation). Prior to joining Internet Securities, Mr. Wong worked at Intel Corporation for six years in product marketing and corporate development roles where he was involved with the Pentium processor/platform and launching the first 64-bit Itanium processor and systems. In addition, he recruited key server software developers and operating system vendors. Prior to joining Intel, Henry worked for an interactive television startup company and a server database firm. Mr. Wong also has engineering experience from McDonnell Douglas where he was a lead information technology engineer developing several mission critical applications.

Mr. Wong has an M.B.A. from Columbia University and a B.S. in engineering from the University of California at Berkeley.

Venture Capital ~ Angel
R O U N D T A B L E

Meet.Connect.Invest