Introduction to Innovator Capital

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Innovator Capital - Business Model

- Cleantech Companies
- Users: Government, Corporate
- Financial Investors
- Strategic Investors
Innovator Capital – Services

- Trade & technical media
- Political Intelligence
- Revenue generation
- In/out licensing
- Intellectual property strategy
- Corporate finance & M&A

Sourcing & selection
CleanEquity™ Monaco

1. Source
   - 350 companies per annum
   - From every sub-sector & around the world

2. Refined to top 60
   - Management
   - Technology
   - IP
   - Revenue potential

3. Showcase 35 to
   - Financial & Strategic Investors
   - Government & corporate users
   - Media
Innovator Capital - Scope of expertise

Licensing / Royalties
- Technology IP
- Process IP

Mezzanine / Convertibles
- Preferred shares

Equity
- Common shares

Debt
- Senior debt
- Subordinated loans

Low Capital Cost
- High Capital Cost

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Death or Tears

Higher Capital Risk

Idea
Patents filed & Intellectual Property ownership begins

Seed Grants

Valley of Death
#1: Proof of concept research

Research Funding

Valley of Death
#2: Component Demonstration (prototyping)

Demonstration Funding

Valley of Death
#3: System Demonstration (deployment)

Commercial Deployment

Education/Advocacy

Political/Technical/Media Awareness

*Derived from Chesonis Foundation 2009

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