

New Industrial Revolution



ENERTECH CAPITAL



- Today's materials based upon 100 yr old technology
- Everything is up for re-invention and replacement
- Up to US to invent/consume

Venture Capital – Clean/Green Technology



ENERTECH CAPITAL

Who We Are

- Experienced, successful energy tech venture team
- Serial entrepreneurs in our investments
- Established network of deal sources

What We Do

- Mid-to-late stage energy technology and cleantech venture
- Differentiated technologies and business models
- Value-added directors with a long established methodology

What We've Done

- Invested in 56 companies and delivered 27 M&As and IPOs
- Sourced over 13,000 opportunities
- Example growth companies in materials and energy efficiency



Customers Need To Recognize Value Proposition



ENERTECH CAPITAL

- Can the customer or project get credit?
- Company Value Proposition realistic?
- Sources of Customer Funds
 - Operating Budgets
 - Capital Budgets
 - Tax Incentives
 - Project Equity/Project Finance
 - Regional Banks
- Hint: Venture Capital does not fund projects

Funding Self Sustaining Businesses



ENERTECH CAPITAL

- Local Angels
- National Angels
- Venture Capital – Seed
- Economic Development
- ARPA-E
- Venture Capital – Growth
- Internal Generation
- Venture Debt
- Local/State Grants
- Local Banks
- Green Bank
- Venture Capital - Late Stage
- Strategic Investors
- Project Equity
- Project Finance
- IPO

If you are going to raise venture capital>>>



ENERTECH CAPITAL

- Passion - CEO
 - For Business, Product, Team, What You Are Trying to DO
- Team
 - Hire Core Team That Scales Two Generations or more
- Results Oriented
- Big Opportunity
 - Achieve Product Revenues in 2-5 Years;
 - Scale to Large Business
- Venture Capitalist – Invite to Dinner



Thank You

Private Sector Financing For New Ventures
Bill Kingsley, Managing Director

New Jersey Clean Energy Conference
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Atlantic City, NJ