Cleantech Europe
1. Münchner Cleantech Konferenz
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zouk Cleantech positioning

Cleantech expertise

Market
- Very large market with **Europe leading** worldwide Cleantech efforts

Investment Strategy
- **Consistent investment strategy** focusing on expansion stage technology companies predominantly in Europe with at least €2m in yearly revenue
- **Expansion stage** strategy benefits from large deal flow, early exit opportunities and relatively lower valuations than the US

Deal Flow
- **Exceptional diversified deal flow** with a database covering over 2600 Cleantech companies across all stages
- **High visibility on European opportunities** with fast benchmarking and evaluation

Team
- **Fully tested successful team** with 140 combined years Cleantech, technology, energy, VC, Investment Banking, Private Equity, and senior operational experience
- **Acquired, grown, sold, and listed companies** in Europe, US, Middle-East and Asia
- Built leading companies in Clean Energy and Carbon Management

Leadership
- **Some of the highest profile deals** in Europe were led by zouk in 2007
- **Unique combination of multicultural professional backgrounds** ideally suited for coverage of the fragmented European Cleantech VC market
- **Exceptional global industry network** and Cleantech advisory group
- Direct links to captains of industry and leading academics
Cleantech Europe LP update

- €88m / US$130m fund, closed in September 2007
- Life of the Fund is 8 years with a potential 2 year extension for exits
- Institutional investor base including banks, fund of funds, pension funds, corporates and family offices
- Excellent Cleantech platform with 5 partners, 2 venture partners, 1 financial director, 2 investment managers, and 2 analyst associates
- 5 investments made in Germany, UK, Sweden, and India
- Exceptional deal flow, 800 opportunities seen in 2007, projecting ~1000 in 2008
- Solid investment pipeline with 3-5 more investments to come in this fund
### Cleantech investments

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<th>Date</th>
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<th>Funding round</th>
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| 10/07      | Best in class German technology provider for recycling of used slurry in the solar and semiconductor market | Led by zouk – €53.4m round  
Co-investors: Merrill Lynch, Masdar Clean Tech Fund, CC Private Equity Partners, and Foursome Investments | €10m               |
| 08/07      | Leading UK provider of building integrated solar systems and products focused on commercial building applications | Led by zouk – £13.6m round  
Co-investors: Good Energies, Consensus Business Group, Foursome Investments, VantagePoint Venture Partners, Scottish and Southern Energy | £4.7m              |
| 06/07      | German active RFID technology focused on ultra-low-power Real Time Location Systems (RTLS) applications and condition monitoring | Led by zouk – €10.25m round  
Co-investors: Polytechnos Venture Partners, Danfoss, Accera Venture Partners | €5m in two equal tranches |
| 04/07 07/06 | Leading Swedish developer of gas turbine cleaning systems and products aimed at boosting efficiencies by 1-2% in aircraft engine, gas turbine and oil & gas markets | PIPE deal                                                                                           | €1.8m              |
| 09/06      | Franchise-based solar implementation in rural India. Based in Bangalore, HQ in Singapore              | Led by zouk – $2.5m round  
Co-investors: Rianta Capital, Renewable Energies                                                                 | $0.5m revenue tied option |
| 10/00      | The leading brand in voluntary carbon offset services by selling its carbon portfolio to global corporates | Led by zouk from Fund I  
Co-investors: Triodos Bank, Goldsmith and Getty family offices                                             | $3m                |
Largest expansion stage Cleantech deal in Europe in 2007 with a €53.4m round

Identified as a key component in the solar value chain benefiting from solar growth rates yet preserving a lower valuation

Several months were spent gaining the trust of the management team and demonstrating our ability to bring the right value to the company

zouk positioned itself as the preferred investor over leading international investment houses

zouk led and structured the round. Merrill Lynch, Masdar Cleantech Fund and other high-profile investors joined with several others in due diligence

Excellent response from the market

zouk demonstrated its ability to deploy capital on a significant scale and strengthened its position as a leader in European Cleantech Venture Capital
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