

Munich Venture Partners (MVP)



Overview for Alpha Summit

November 2006

The Munich Venture Partners Fund

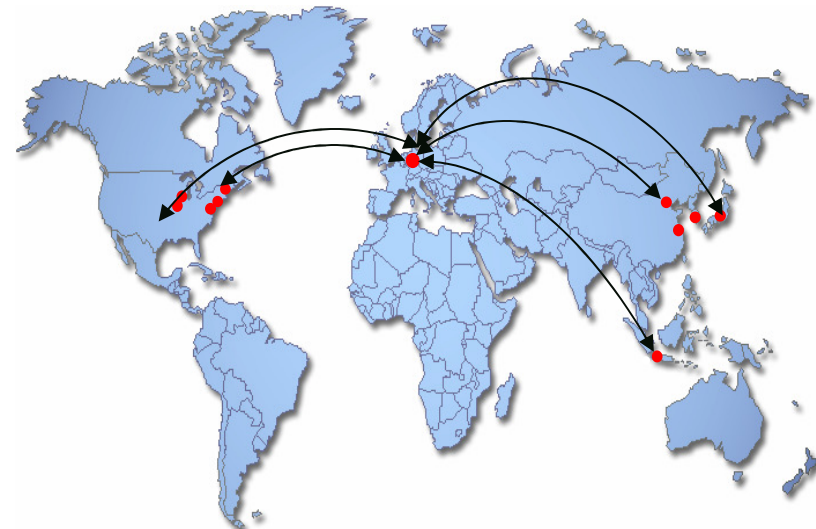
- Venture Capital Fund located in Munich, Germany
- Fund Volume € 50+ Mio
- Final Closing in November 2006
- 15-20 investments planned
- 2 Investments executed (one realized IPO in June '06)
- Geographic focus: Germany, Europe, USA
- Prime VC Partner of the Fraunhofer Institutes of Technology:
 - Fraunhofer is investor in the MVP-Fund.
 - Mutually binding Venture Cooperation Agreement

MVP is the VC-Partner of the Fraunhofer-Gesellschaft



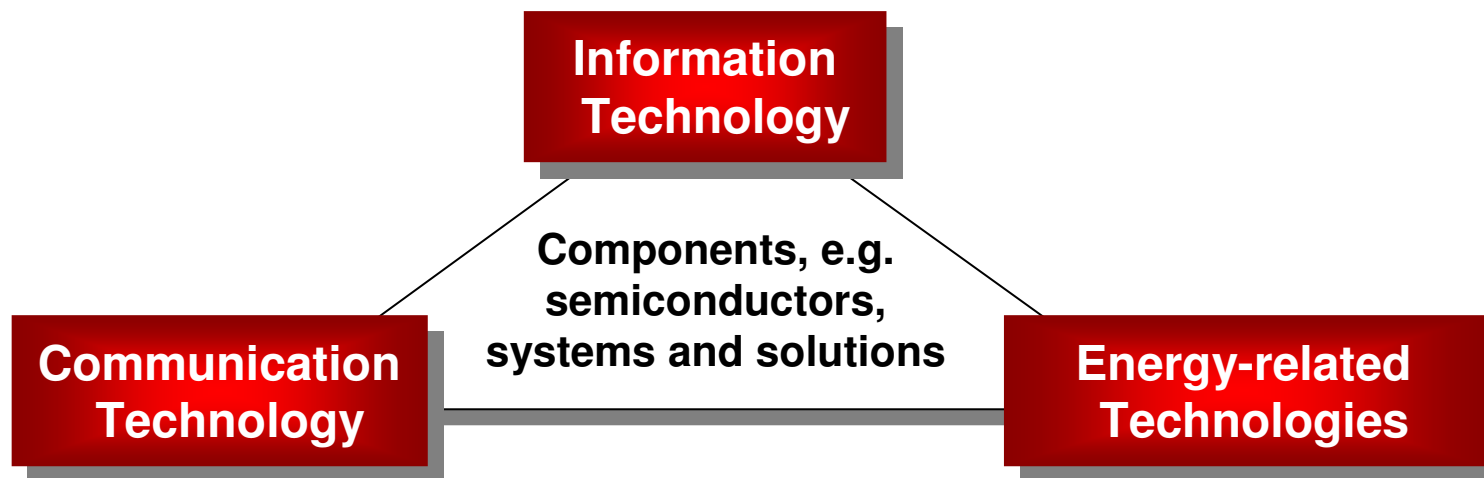
Fraunhofer Gesellschaft

- Focus on applied research
- 59 Institutes
- 12 700 Employees
- > 1 Mrd. € Budget
- 40 Locations in Germany
- Worldwide presence



MVP Investment Focus fits with Research of Fraunhofer Institutes.

Fraunhofer Institutes: SCAI (Algorithms and Scientific Comp.), FIT (Applied IT), AIS (Autonomous Intelligent Systems), IDMT (Digital Media Technology), IESE (Experimental SW Engineering), IGD (Computer Graphics Research), IITB (Information and Data Processing), IIS (Integrated Circuits), IISB (Integrated Systems and Device Technology), IML (Material Flow and Logistics), IMK (Media Communication), IMS (Microel. Circuits and Systems), IPMS (Photonic Microsystems), IPA (Manufacturing Engineering and Automation), FIRST (Computer Architecture and SW Technology), SIT (Secure Telecooperation), ISST (SW and Systems Engineering), IZM (Reliability and Microintegration)



Fraunhofer Institutes: IAF (Applied Solid State Physics), FIT (Applied IT), IOF (Applied Optics and Precision Engineering), IAP (Applied Polymer Research), IDMT (Digital Media Technology), IIS (Integrated Circuits), ILT (Laser Technology), IMS (Microel. Circuits and Systems), HHI (Heinrich-Hertz-Institut), SIT (Secure Telecooperation), IPMS (Photonic Microsystems), ISIT (Silicon Technology), ESK (Communication Systems), IZM (Reliability and Microintegration)

Fraunhofer Institutes: IAF (Applied Solid State Physics), IAP (Applied Polymer Research), ICT (Chemical Technology), IFAM (Manufacturing Engineering and Applied Materials Research), IGB (Interfacial Engineering and Biotechnology), IKTS (Ceramic Technology and Sintered Materials), IST (Thin Films and Surface Engineering), ISC (Silicate Research), ISE (Solar Energy Systems), ISIT (Silicon Technology), LBF (Structural Durability), UMSICHT (Environmental, Safety and Energy Technology), IZM (Reliability and Microintegration)

Energy Trends

- COSTS, COSTS, COSTS need to go down:
Euro 1000/System Costs of 1 KW
- From Centralized Production of Energy to Distributed Systems
- Diversification of Renewable Sources of Energy: Growing Energy Mix in the Renewable Space. (E.g. Ocean Energy is relatively new source.)
- Externalities are tangible: Costs of Climate Change will over compensate oil price volatilities. (Even short term Cheap Oil will not „damage“ the Renewable Energy Industry.)

Energy & Material related transactions of MVP-Team Members

- **Paradigm Geophysical Ltd.** (Computer Aided Exploration Software): IPO on Nasdaq in 1996.
- **Capstone Microturbine** (Distributed Energy Generation): IPO on Nasdaq in 2000.
- **Ultracell Corp.** (Portable Micro Fuel Cell-Product based on High Temperature PEM-Fuel Cell Technology): First Customer Shipments. (Investment on behalf of Star Ventures in 2004 with Sevin Rosen Funds, Onpoint, BankInvest)
- Current Energy related dealflow:
 - BioEnergy Technology Platforms
 - Next generation of LithiumIon-Components and Systems
 - Thin-film Solar Applications
 - Next generation Concentrator Applications
 - Advanced Storage solutions (Ultracapacitors)
 - Low-cost, intermediate temperature range FC Membranes
 - etc.

Thanks!