

Contributions of Thomas Nastas, Board of Directors, Foreign & USA Companies, 1986-Now

Investee/Location	Product/Industry	Role	Contributions/Impacts
Kazakhstan			
Ministry of Education & Science, Republic of Kazakhstan, Astana, Kazakhstan	<p>Technology dev. & commercialization: invest to advance R&D and bring innovations to market—achieve 1st customer sale.</p> <p>Tech targets of grant program—alternative energy, biotech, ICT, electronics, oil & gas, metallurgy & construction materials</p> <p>Sources of funding: \$75 million-Gov't of Kazakhstan + \$10 million-World Bank</p>	<p>Technology & Commercialization Board, seven members, five international scientists & two venture investors (I am one of the two specialists in commercialization & venture capital)</p> <p>Appointed member of the Board, July 2010 by Minister Zh. Tuymabayev, Ministry of Education & Science, Government of Kazakhstan</p> <p>Term: 2010-present</p>	<p>1). Launched \$85 million grant program to finance R&D through product commercialization, established policies & procedures for investment. Results:</p> <ul style="list-style-type: none"> • Evaluated 178 tech proposals in 1st tender, 2011. Selected, committed \$10.5 million to 10 R&D teams doing tech development in nanotech, ICT, oil/gas, medicine-pharma, agriculture & construction • Evaluated 134 tech proposals in the 2nd tender, 2012. Selected & committed \$12 million to 11 R&D teams & SMEs, tech development & commercialization in agriculture, ICT, medicine-biotech, nanotechnology, electronics, oil/gas & metallurgy <p>2). Lead effort, create tech transfer office to commercialize tech developed from grants. Defined KPIs and all tasks of tech transfer-budget \$2.8 million, team of four international experts + five Kazaks</p>
RUSSIA			
Suntycy, Cyprus Suntycy, Moscow	Food & beverages: coffee and tea product lines sold through wholesalers, distributors & key accounts to retail outlets, supermarket chains & hypermarkets in Russia and select countries in the CIS	<p>Elected Independent Director, August 2009 by shareholders: Tata Group (Mumbai, India), European Bank for Reconstruction & Development (London) and Celeste Holdings (Moscow) to the Cyprus holding Suntycy & Suntycy, its joint venture in Russia</p> <p>Term: 2009-2012 (3 yrs.)</p>	<p>1). Oversee the corporate holding in Cyprus & its joint venture in Russia</p> <p>2). Manage shareholder relations & Board decisions-KPIs, strategy, investment, finance & budgets. Results since 2009:</p> <ul style="list-style-type: none"> • +14% growth in sales, ahead of target market growth of 8%, with 2 new products launched; profits grew marginally – achievements despite devaluation in Russian ruble – global financial crisis <p>3). Lead creation of Suntycy's digital media strategy to capture new market segments</p>
Sotsgorbank, Moscow Russia	Banking & financial services to Russian corporations, small & medium enterprises (SMEs) & individuals (retail banking)	<p>Elected as 1st foreign & independent director, July 2007 for one year, re-elected in 2008 & 2009 (to complete three year commitment)</p> <p>Term: 2007-2010 (3 yrs.)</p> <p>Committee member: 1) Risk Management—Audit Committee 2) Strategy Committee</p>	<p>1). Set strategy, KPIs, approve all budgets, strategic & operating plans + investment. Results:</p> <ul style="list-style-type: none"> • Net income increase of 2x-\$34MM • Growth in assets +22% • +27% growth in loan portfolio (retail, corporate & SME lending) • Increase S&P rating, from CCC to B-, maintained despite global financial crisis • \$20 million new equity raised from Firebird Investors (USA) <p>2). Secured 10 year-\$10 million loan from US lender World Business Capital with an OPIC (US Gov't insurance agency) guarantee to initiate SME lending program in Russia-a real achievement for a mid-size bank ranked #173 in assets</p> <ul style="list-style-type: none"> • Mgt increased SME loan volume 4x with this new financing <p>3). Secured \$12 million equity investment offer from Renaissance Capital (Moscow), Feb. 2008, of 5,800 rubles/share, a 30% increase in valuation</p>

			just seven (7) months from Sotsgorbank's 1 st equity financing, Aug. 2007
Russian Corporation of Nanotechnology (Rusnano) Moscow, Russia	Nanotechnology	Senior advisor to Rusnano, int'l partnering with US universities in tech development, tech transfer, & cross-border execution to Russia. 2010 Board of Directors nominee to Rusnano's Zelenograd Nanocenter investment	1). Created & lead initiative to establish technology proof-of-concept program & fund with Universities of Colorado, Utah & Michigan. Negotiated & secured signed agreements 2). Established strategy, business model & budget to create start-up teams in nanocenters across Russia, with mgt practices of commercialization modeled and transferred from US university partners, localized to the Russian culture
Independent Directors Association (IDA), Moscow	Non-profit trade association	Elected June 2008 as Independent Director, member-Board of Directors for three (3) years, re-elected in 2011 for one additional year	Educate the market & deploy international corporate governance practices to Russian companies. Represent IDA internationally-joint projects with US & Asian corporate governance associations
BPOcom, Moscow	Outsourcing services	Independent Director. Term 2009-present	Set strategy & approve budgets. Establish sales channels to multinational customers. Mentor CEO on execution
MRCI, Sakhalin Russia & Seattle, WA, USA	Seafood, fishing industry, consumer & institutional	Inherited growth stage investee with \$8.5 million invested by Russia Investment Fund	Quarterly reporting. Approved new \$1.5 million follow-on investment. Exit through a management buy-out
Flexoprint, Volgograd, Russia	Printing services, multiple industries & customers	Structured, closed \$600,000 investment, HP Russia LP	Monthly reporting. Replaced General Director with Finance Director.
Frank's Ice Cream, Magadan, Russia	Ice cream, consumer products industry	Inherited early stage \$250,000 deal. Russia Investment Fund	Monthly reporting. Stopped further financing due to non-performance
Rolti, Samara, Russia	Windows & doors, construction sectors	Observer: HP Russia LP \$3.2 million invested	Engaged UK industry expert to lead market expansion
Lada Xleb, Samara	Bread, consumer	Observer: HP Russia LP	\$3.2 million invested
Saratov Wallpaper	Wallpaper mfger	Observer: HP Russia LP	\$3.2 million invested
USA			
Larta Institute, Los Angeles & Palo Alto, CA, & Washington D.C.	Commercialize tech developed from the US Gov't Small Business Innovation Research Program	Appointed, member, Global Investment Advisory Committee, August 2009	Provide strategic counsel to Larta, access to global networks & new opportunities for international partnering
Applied Intelligent Systems Inc, Ann Arbor MI, USA	Machine vision, (hardware/software), automotive & semiconductor industries	Led & closed early stage investment \$700,000 of Michigan Product Development Fund	Monthly reporting. Scale up the mgt team, separated bus dev., mktg & sales function from President to VPs. Cash returns of \$12,500,000 (17x) in capital gains, trade sale to ESIO, NASDAQ
Neogen Corp., Lansing MI, USA	Semi-conductor instrumentation & biotech for agriculture	Led & closed early stage investment of \$700,000. Michigan Product Fund	Monthly investment mgt. IPO with total shareholder value >\$750,000,000, NEOG NASDAQ
Personal Bibliographic Systems Inc., Ann Arbor, MI, USA	Bibliographic software & data base retrieval	Co-led & co-managed early stage investment of \$200,000. Michigan Product Dev. Fund	Scale up mgt. team & strategy to exploit opts in search business. Cash returns of \$175k + trade sale to Thompson (NYSE: TRI & NASDAQ: TRIN)
Face Technologies, Ann Arbor, MI, USA	Computer peripheral boards	Co-led & manage start-up \$330,000 investment, Michigan Dev. Fund	Monthly reporting. Liquidated investee. Asset sale of \$50k
Gateway Systems, E. Lansing, MI, USA	Database & enterprise software, multiple industries	Co-manage early stage investee, \$700,000 investment + follow-on \$200,000.	Monthly reporting. Co-led follow-on financing. Cash returns of \$300k & sale of royalty investment