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THE (Unspoken) GRAND CHALLENGE: Scaling Up Investment for Execution



SINGULARITY
UNIVERSITY

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Team Project Advisor
Singularity University
20 August 2012



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Nastas & IVI: Financing

Entrepreneurs Around the World

Canada (1992)

C\$100MM-Canadian
Bus. Dev. Bank



USA (1986)

The Michigan Product
Dev. Fund (\$4MM)



Russia (2005)



Shell Tech
Ventures

CIS Hi Technology Partnership
Initiative: Shell Oil & IVI



Kazakhstan (2010)



\$85MM Tech Commercialization
Project

Europe (1992/94)

Tech Fund,
\$10MM-EU, \$5MM
Financière St
Dominique, Paris



NATEXIS
Private Equity



Russia (1997)

HP LP, \$30MM-EBRD &
USAID

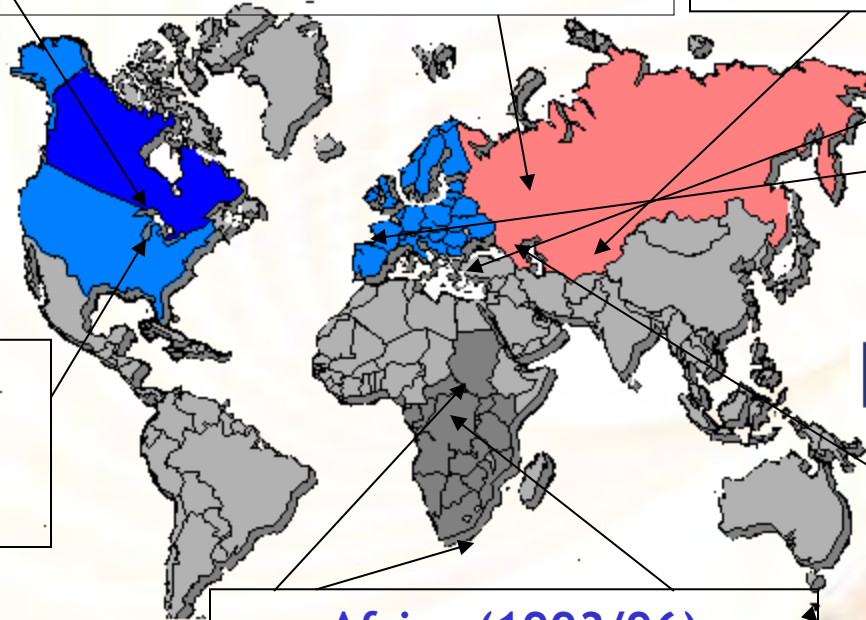


European Bank
for Reconstruction and Development



Africa (1993/96)

E. Africa \$5MM, Sub-Saharan,
\$280MM, South Africa, \$30MM,
IFC/World Bank





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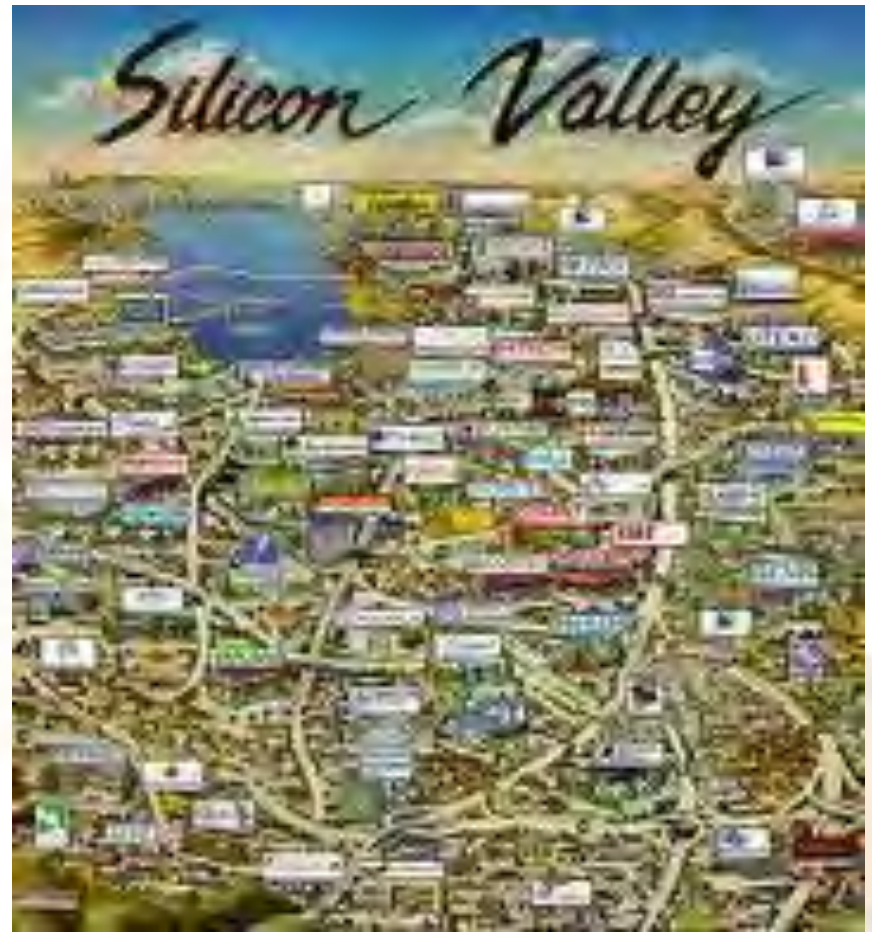
Models of Development





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Models of Development



What Worked for Arnold

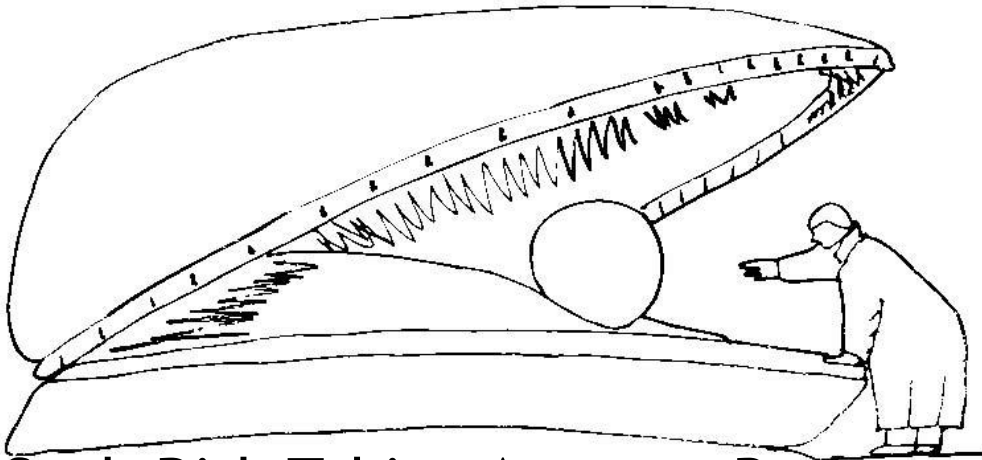


**Didn't Work
for Me**

Attitude to Risk: Silicon Valley's Best Attribute

Velocity of VC in Silicon Valley

Attitude to Risk Impacts Risk Taking

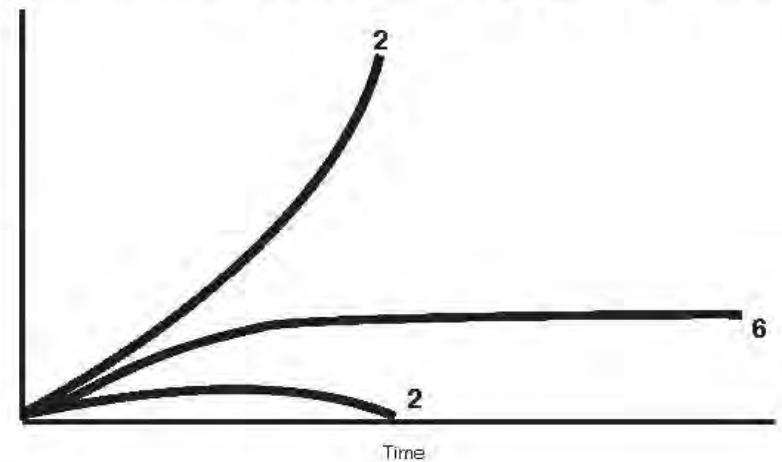


Such Risk Taking Attracts Best
Entrepreneurs with the
Craziest (& Riskiest) Ideas

\$
Revenues



Private Equity 2-6-2
DISTRIBUTION OF RETURNS RULE





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Risks Willingly Financed:

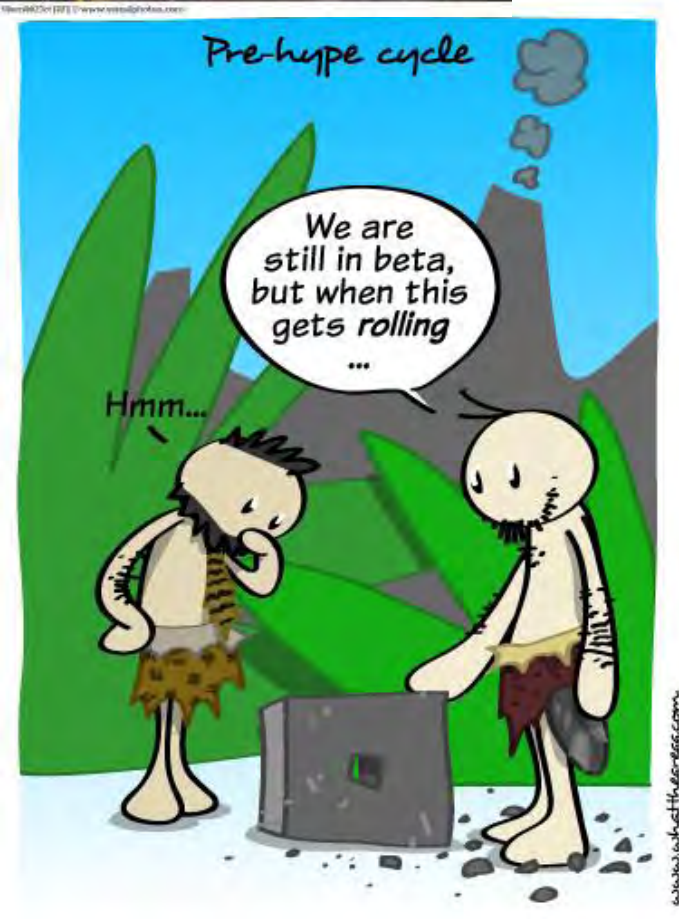
- Real Estate/Construction
- Food & Beverage
- Retailing
- Mfging
- Consumer Products
- Telecomm

Even in Greenfield
Projects, *Markets &
Customers Are Guaranteed*

Results are Assured if
Execution is Successful



Risks That Scare Investors in the Developing World



Will Tech Work?

Do Customers 'Get It?'





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Solutions

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Overcome the Risks That Scare Investors in the Developing World



Does the Market Exist?



Will They Pay?



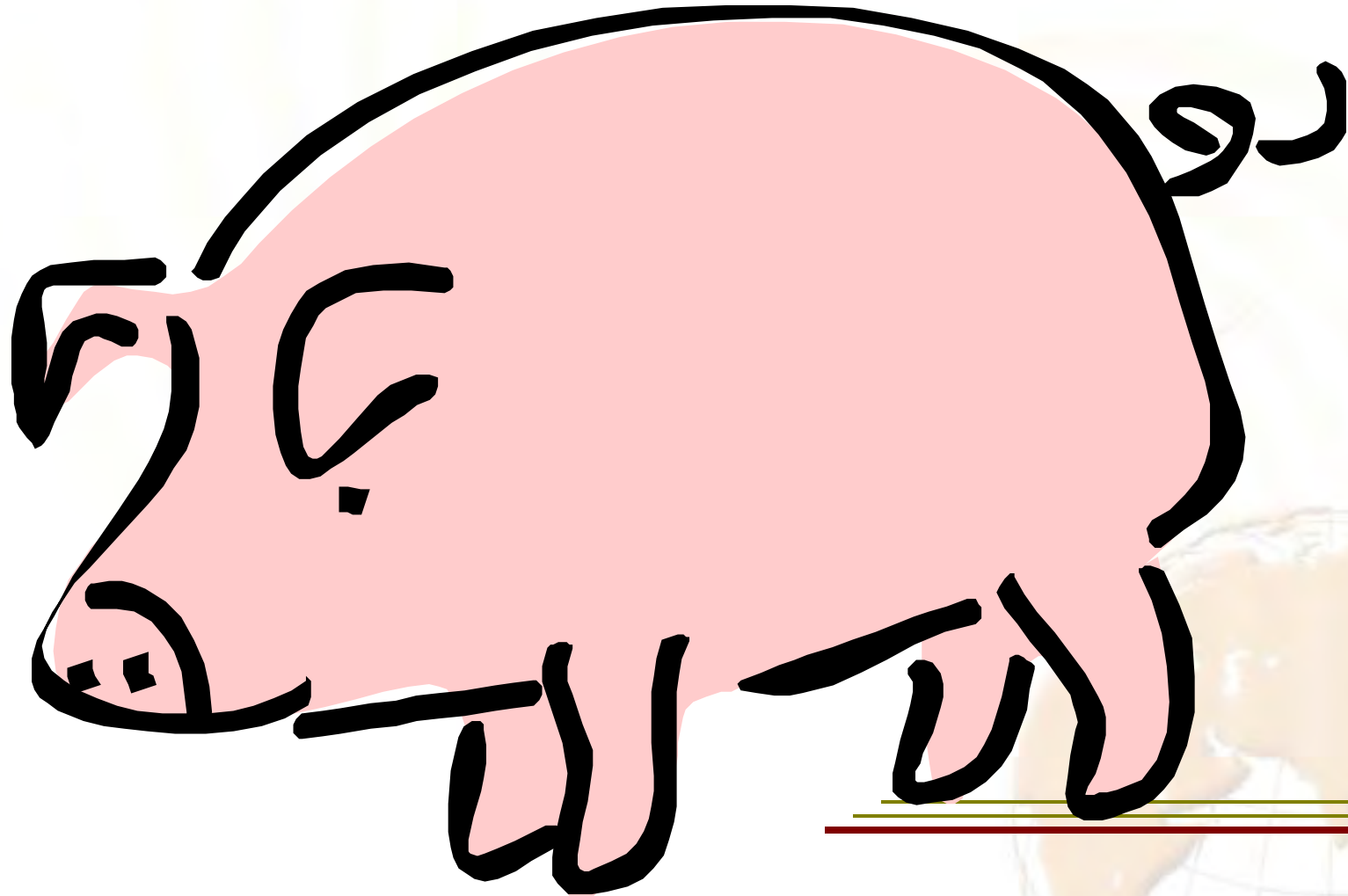
Do Customers 'Get It?'

Will Tech Work?

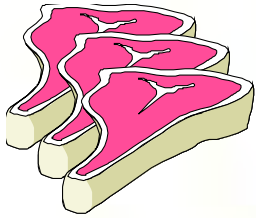
HUH?



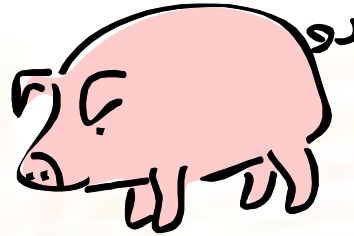
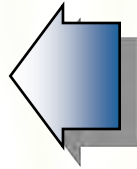
Where is the Technology?



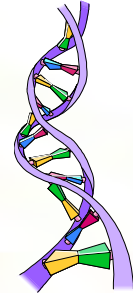
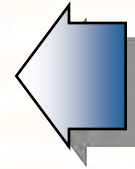
Technology In Many Places! Just Look & Define



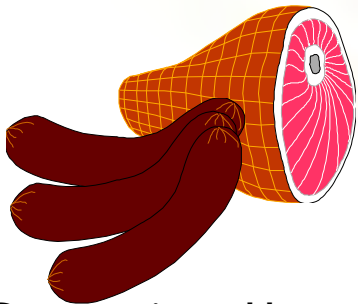
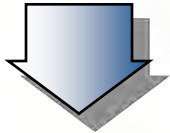
Slaughter



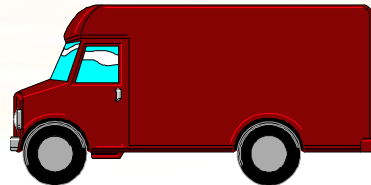
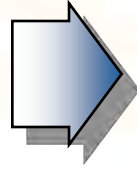
Raising



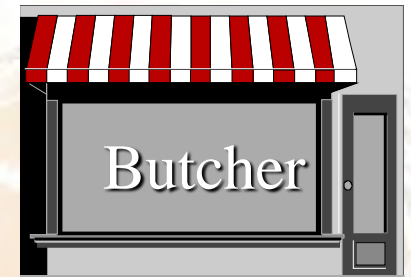
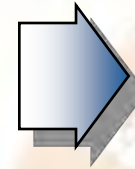
Genetic Engineering
& Breeding



Processing- Ham, Kielbasa



Distribution, Storage &
Delivery



Retail Locations



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Every Country Has National Priorities in Need of Solutions

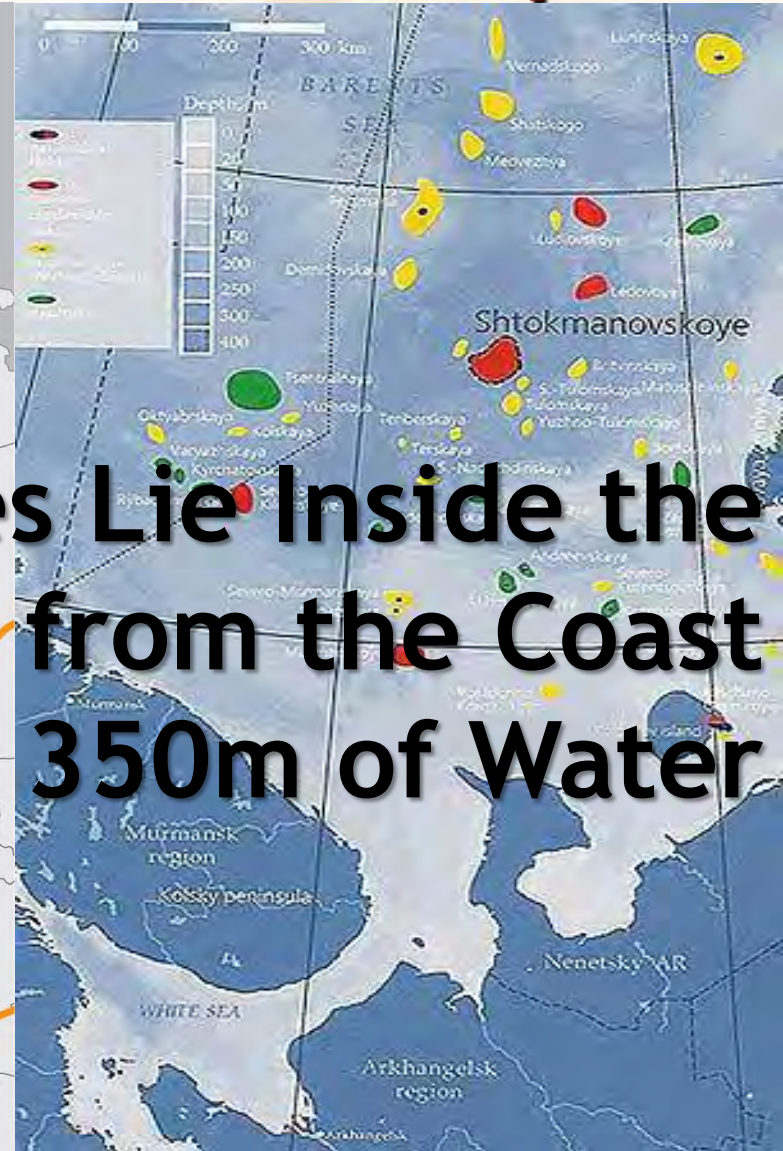




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Let's Take the Natural Gas

Shtokman Project as 1st Example



Reserves Lie Inside the Arctic, 555km from the Coast of Russia, in 350m of Water



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It Contains Breathtaking Wealth

- Gas Reserves=3.2 Trillion cubic meters + 31MM tons of condensate, spread over an area of 1,400m²



- Exploiting Reserves, Environmentally Safe & Economically Requires New Technology That Does Not Now Exist

What Are Examples of Challenges in Shtokman Project, in Need of New Technology?



Challenges #1

Design, Build & Operate the 1st Floating Platform for Pack Ice



- Ice, 3m Thick, Uneven Ridges
- Able to Withstand Impact of Icebergs Weighing 1-2 Million Tons, Drift at 0.25m/second & 1.2m Drift Ice Moving 1m/second



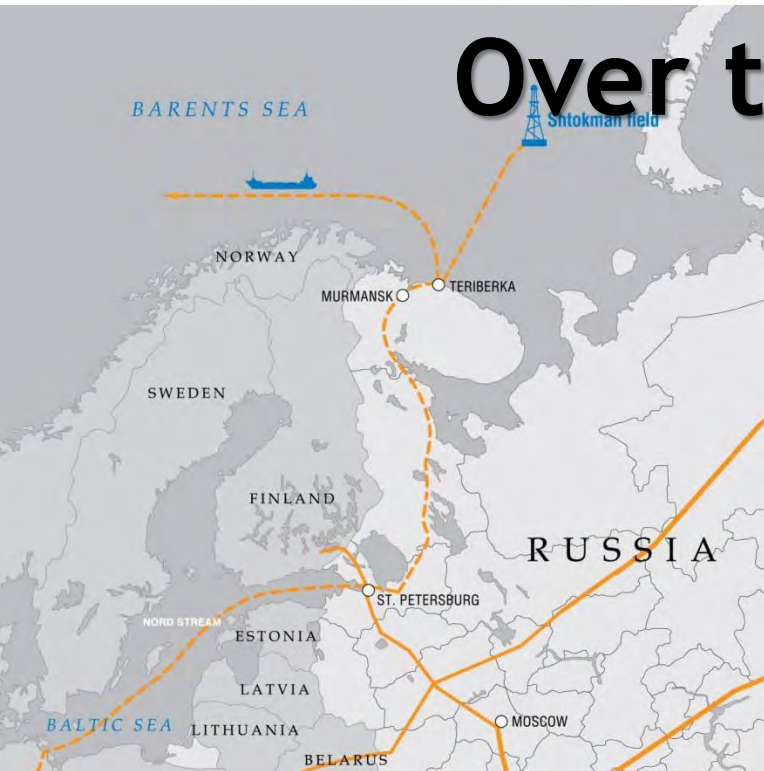
Challenges #2

Transport Gas Over an Uneven Seabed 565 km from Production to Receiving

- Operate to -45°C



**All Accomplished Reliably,
Environmentally Safe & Economically
Over the Entire Supply Chain**





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How Work Together

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\$\$\$
\$\$ Deal
\$\$\$\$\$
\$ FLOW
\$\$\$\$\$\$\$\$

Finance Creation of New Technologies & Technical Solutions

- Focus & Channel Russian Scientific & Engineering Talent to Specific Needs to Specific Problems
- Oil/Gas as a Fund Too Broad & Too Horizontal to Catalyze Ideas





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Deal
FLOW

Tech Solutions Not Russia Limited

- More Exploration in Hostile Environments—Extreme Cold, Deep & Far Off-Shore
- New Tech for Export, a Small But Substantial Success for Russia in the Global Community



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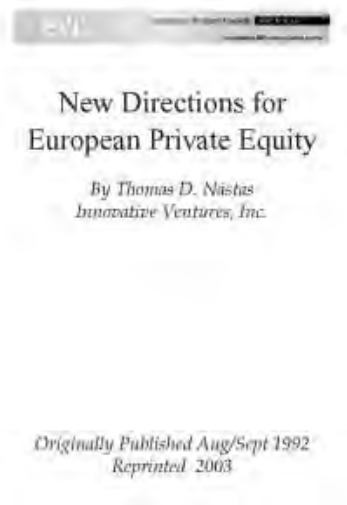
Entrepreneur's Work Philosophy



Posted on July 10, 2012

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INTRODUCTION: THE STARTUP OF START-UP COMMUNITIES; THE POWER OF CLONES IN RUSSIA—& BEYOND





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