

GREENBACKS FROM GREENTECH: CASHING IN ON PRIVATE CAPITAL'S HOTTEST SECTOR

EDITED BY AMANDA WILLIAMS PALMER, EXECUTIVE EDITOR,
EUROPEAN VENTURE CAPITAL JOURNAL



The growth of the clean energy and technology sector over the last five years has been profound; it now represents a compelling value proposition for investors and a long-term and sustainable investment opportunity.

There are many opportunities for astute and well-informed investors with an in-depth understanding of the drivers and challenges associated with this wide-ranging sector to generate superior returns through a diversified portfolio.

Governments have put in place more than US\$500bn of fiscal stimulus and new regulatory regimes to attract further investment, yet there is still a significant shortfall between current investment levels in the sector and the funding required to address issues around climate change, energy security and energy efficiency.

Greenbacks from Greentech: cashing in on private capital's hottest sector uniquely focuses on the current state of this sector from the perspective of the venture capitalists that invest in it and the banks that

once financed this investment. The report takes a global rather than regional view of the industry and looks at how its future will be funded without significant bank financing. Creative solutions include private equity and venture capital funding and government funding.

Available to buy now, this new report contains essential information for:

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GREENBACKS FROM GREENTECH: CASHING IN ON PRIVATE CAPITAL'S HOTTEST SECTOR

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Governments are very keen to put more investment into the low carbon sector. In many cases, however, they are cash constrained and are therefore developing policies and regulatory frameworks aimed at attracting finance from the private sector, creating a favourable long-term investment environment for private sector capital to enter the low carbon sector. Private equity and venture capital is the asset class best placed to address the investment requirements of the low carbon sector and deliver superior returns to investors.

Scalability is the single most important thing to focus on for PE and VC firms. Projects have to be material and ultimately bankable. Venture capitalists are concerned with finding good companies to invest in the sector. They are particularly interested in high tech, high growth companies. Private equity firms approach this sector as more of an infrastructure investment. They need bankable assets and lower risk. Banks want to be involved in financing deals in this space but in the credit crunch environment, they have limited resources. Law firms want to collect fees by brokering deals and launching funds. Placement agents want to collect fees by raising new funds – mostly in the private equity/infrastructure space.

Greenbacks from Greentech: cashing in on private capital's hottest sector presents a panoramic and in-depth view of this most vitally important of sectors. Major low carbon investors, specialist funds, venture capital and private equity funds, advisory firms and banks provide expert views of the scale and scope of the investment landscape, how best to access it, and the skills required for success, both immediately and in the future.

Benefit from the best minds in the low carbon sector, including

- Vinod Khosla**, founder, Khosla Ventures
- Jim Totty**, partner and senior investment manager, Osmosis Capital
- Mark Fulton**, global head, and **Mark Dominik**, vice president, Climate Change Investment Research, DB Climate Change Advisors
- Andrew Affleck**, chairman, Low Carbon Accelerator
- Mark Brown**, managing director, head of Barclays Natural Resource Investments
- Thomas Martin**, senior vice president, PCG Asset Management
- Robert Markus Feldmann**, managing director, Corporate Finance Advisory, Deloitte & Touche Corporate Finance GmbH
- Ashish Patel**, managing director, Intel Capital EMEA
- Samer Zureikat**, managing director, MENA Cleantech AG
- Ashutosh Shastri**, director, EnerStrat Consulting
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- Amanda Williams Palmer**, Executive Editor, European Venture Capital Journal

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