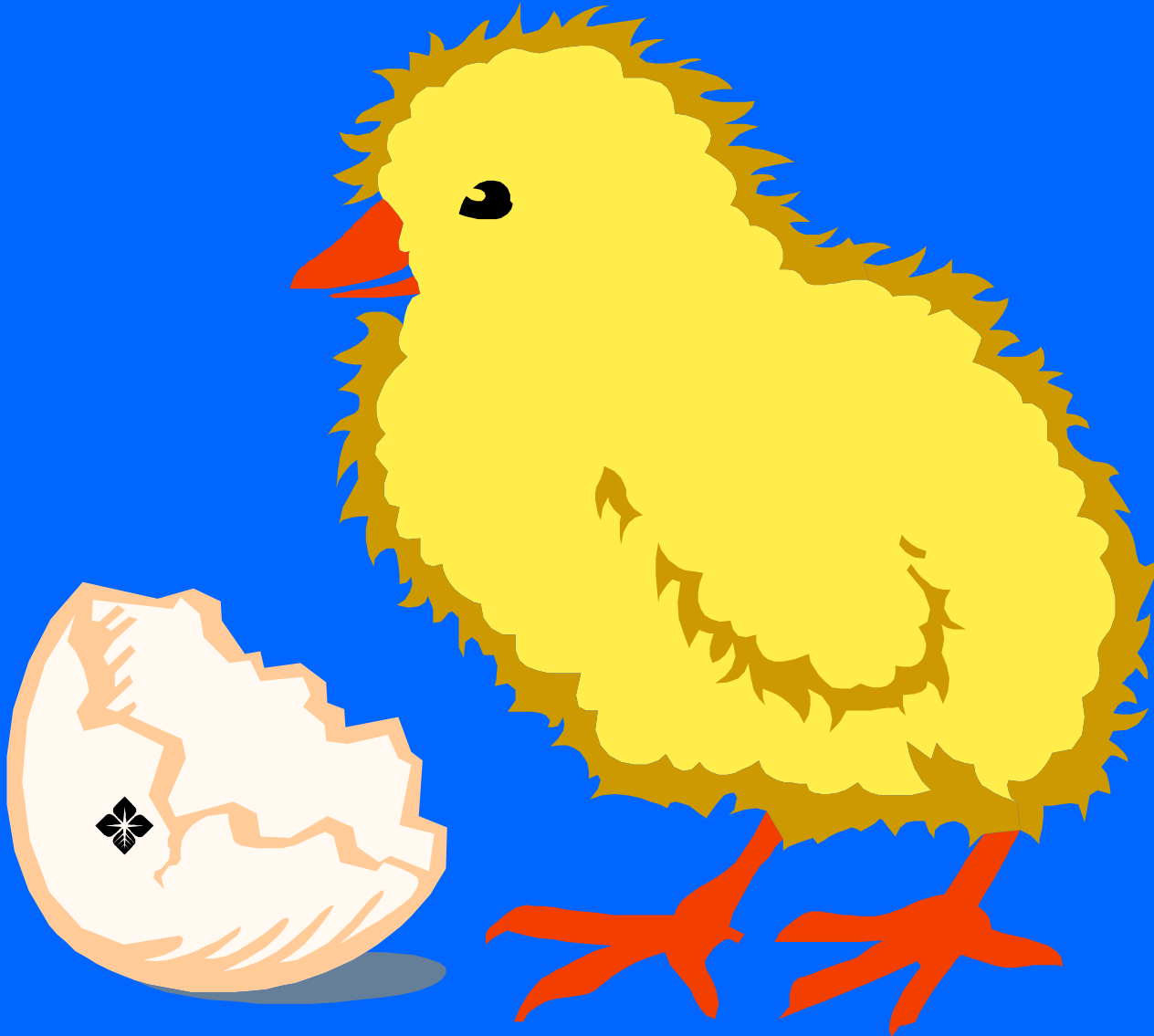


# **Innovation From Development to Commercial**

**A Lender's Perspective**







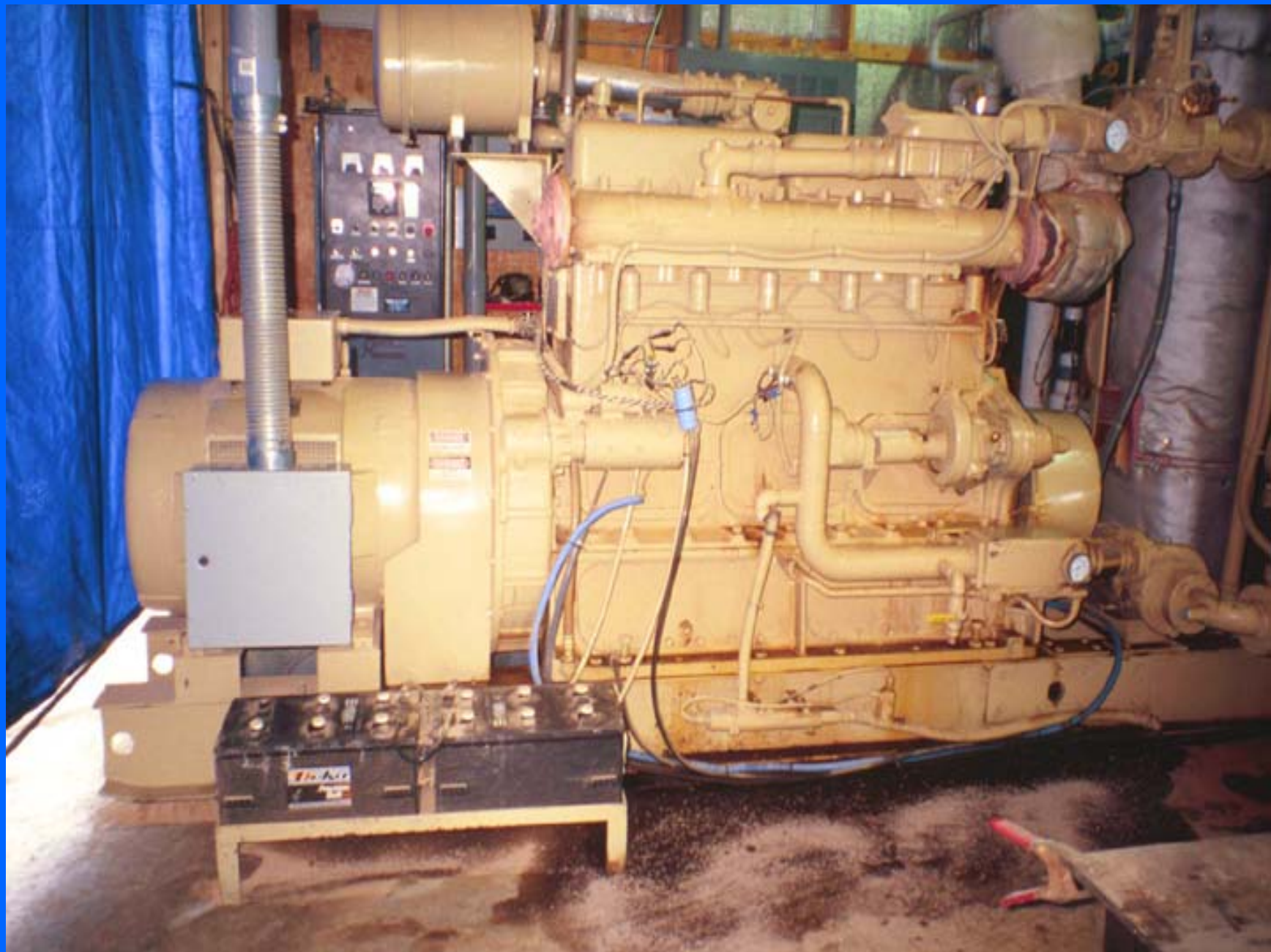
# **Easy To Finance Technology**

- **Variable speed vacuum pumps**
- **plate coolers**
- **high-efficiency heating and cooling systems**
- **Efficient lighting technology**

**Financeable Technology, but....**









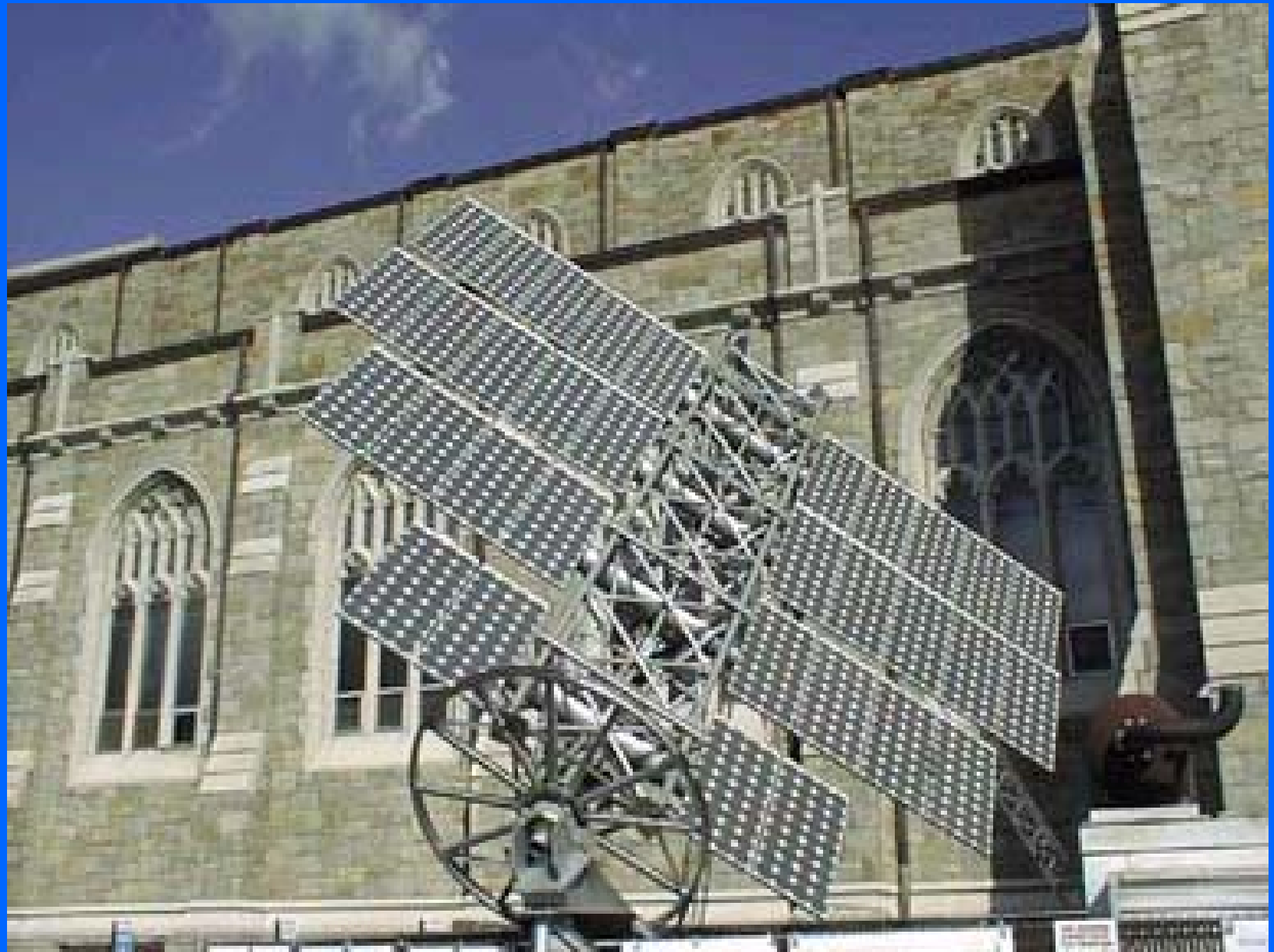






# Harder to Finance Technology









# Who is doing them Now?

- **Those with a problem**



# Who is doing them Now?

- Those with a problem
- **Those who have an interest**

# Who is doing them Now?

- Those with a problem
- Those who have an interest
- **Available cost assistance/grant**

# Who is doing them Now?

- Those with a problem
- Those who have an interest
- Available cost assistance/grant
- **Operation that has capacity**

# **Keys to Financing**

- **Management**

# Keys to Financing

- Management
- **Market**

# Keys to Financing

- Management
- Market
- **Returns**



# Keys to Financing

- **Management**
  - who is going to run it?
- **Market**
  - time, critical mass & quality
- **Returns**
  - need 15% ROI

**Thank you!**

