22\textsuperscript{nd} NREL Industry Growth Forum
Opening Remarks – Day 2

Denver, Colorado
Tod Perry, NREL
November 4, 2009

NREL/PR-7A1-47137
Applications to Present

- Total Applications: 285
- Countries Represented: USA, Canada, Tanzania, Russia, UK, Germany, Sweden, Denmark, Romania, Armenia, Israel, New Zealand
Robust Selection Process

285 Applications
• 89 Seed
• 154 Early Stage
• 42 Later Stage & Expansion Capital

120 Top Tier Investors
• Score 14 applications each
• Final selection

34 Presenting Companies
## Presenting Companies

<table>
<thead>
<tr>
<th></th>
<th>Seed</th>
<th>Early Stage</th>
<th>Later Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Companies</td>
<td>7</td>
<td>20</td>
<td>7</td>
</tr>
<tr>
<td>Average # of Employees</td>
<td>4</td>
<td>12</td>
<td>33</td>
</tr>
<tr>
<td>Average Revenue (last 12 months)</td>
<td>$125,000</td>
<td>$305,000</td>
<td>$2,400,000</td>
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<tr>
<td>Average Outside Equity Received</td>
<td>$185,000</td>
<td>$5,400,000</td>
<td>$40,600,000</td>
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<tr>
<td>Average Current Funding Sought</td>
<td>$2,400,000</td>
<td>$11,250,000</td>
<td>$18,500,000</td>
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Added 3000+ US jobs (source: Hoovers)
- Realized $1 billion in sales (source: Hoovers)
- Raised more than $2.5 billion (as of August 2009) since giving their presentations (source: New Energy Finance)
- Raised $635.62M in cumulative financing within one year; $1.12B within two years of participating in the forum
- More than half of the companies that participate in the Forum have received funding (91/171) (source: New Energy Finance)

**Number of Jobs by Energy Type (US)**

- Biofuels: 1008
- Biomass: 381
- Buildings: 228
- Electric Vehicles: 226
- Energy Efficiency: 142
- Energy Storage: 130
- Geothermal: 104
- Grid: 9
- Hydrogen/ Fuel Cell: 9
- Lighting: 21
- Nuclear: 3
- Other: 15
- Solar: 326
- Wave/ Ocean: 104
- Wind: 381

**Sales by Energy Type (US)**

- Biofuels: $56,100,000
- Biomass: $82,500,000
- Buildings: $752,300,000
- Electric Vehicles: $7,500,000
- Energy Efficiency: $2,500,000
- Energy Storage: $37,500,000
- Geothermal: $12,500,000
- Grid: $12,500,000
- Hydrogen/ Fuel Cell: $12,500,000
- Lighting: $12,500,000
- Nuclear: $12,500,000
- Other: $12,500,000
- Solar: $12,500,000
- Wave/ Ocean: $12,500,000
- Wind: $12,500,000
Thank You!

Please welcome **Greg Kats**, Senior Director and Director of Climate Change Policy at Good Energies