Global Energy Future

As presented by Telesto for MAGEEP and I-CARES

Telesto, personifying success
Agenda

- Introduction to Telesto
- Today’s Conversation:
  - Foundation and Industry Supporting Clean Energy and Environmental Projects
Telesto, *personifying success*

- Founded in 2003 by Nicole Kaplan, a boutique bank

### Telesto

<table>
<thead>
<tr>
<th>Private Placements</th>
<th>Consulting</th>
<th>Merchant Banking</th>
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<tbody>
<tr>
<td>• Partnership of 7 professionals with decades of bulge-bracket investment banking experience</td>
<td>• Advisory services for Fortune 500 companies</td>
<td>• Dedicated fund for follow-on investments</td>
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<tr>
<td>• Placed over $245 million of capital to date on behalf of 18 companies</td>
<td>• Verizon</td>
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<td></td>
<td>• Con Edison</td>
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<td></td>
<td>• BP, among others</td>
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</table>
Supporting Clean Energy and Environmental Projects

Clean Energy and the Environment sits on a Three-legged Stool

Policy

Technology

Capital
Supporting Clean Energy and Environmental Projects

Life Cycle of a Project / Company

- **Innovation**
  - University-based research
  - Government-sponsored research

- **Incubation / Pre-development Activities**
  - University-sponsorship
  - Government-grant support
  - Foundational Support
  - Industry sponsorship
  - Friends and Family

- **Commercialization / Development**
  - Venture Capital
  - Private Equity
  - Sovereign Wealth
  - Trade sponsorship
  - World organizations
  - Commercial Banks

- **Market Acceptance / Development**
  - Capital Markets
  - Commercial banks

- **Growth and Maturity**
  - Venture Capital
  - Industry-funded development
  - Development partnerships
  - Trade sponsorship
Supporting Clean Energy and Environmental Projects

Partner Sources of Capital

<table>
<thead>
<tr>
<th>Non-Profits Entities</th>
<th>Industry</th>
<th>Private Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Governments</td>
<td>• Energy Companies</td>
<td>• Venture capitalists</td>
</tr>
<tr>
<td>• Foundations</td>
<td>• Utilities</td>
<td>• Private Equity</td>
</tr>
<tr>
<td>• World Organizations</td>
<td>• Companies in the Supply Chain</td>
<td>• Hedge Funds</td>
</tr>
<tr>
<td>• Trade Organizations</td>
<td></td>
<td>• Commercial Banks</td>
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</tbody>
</table>

- Each entity comes with individual motivations and tolerances for risk
- Projects should be constructed with a partner in mind
## Supporting Clean Energy and Environmental Projects

### Illustrative Companies / Projects

<table>
<thead>
<tr>
<th>Solar</th>
<th>Water</th>
<th>BioFuel</th>
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<tbody>
<tr>
<td>• Solar One</td>
<td>• Water 4 All</td>
<td>• EcoPlus</td>
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<tr>
<td></td>
<td>• Renier</td>
<td>• Chaska</td>
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<tr>
<td></td>
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<td>• Seminole Fuel</td>
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<td></td>
<td></td>
<td>• Ridge Partners</td>
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</tbody>
</table>

**Energy Efficiency**

- • Influent
- • Foam Factors
- • Distribution Management