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# Investing in China Cleantech and Energy

*Stanford University  
Oct 14, 2010*

*Scott Chou*



General Partner  
Gabriel Venture Partners

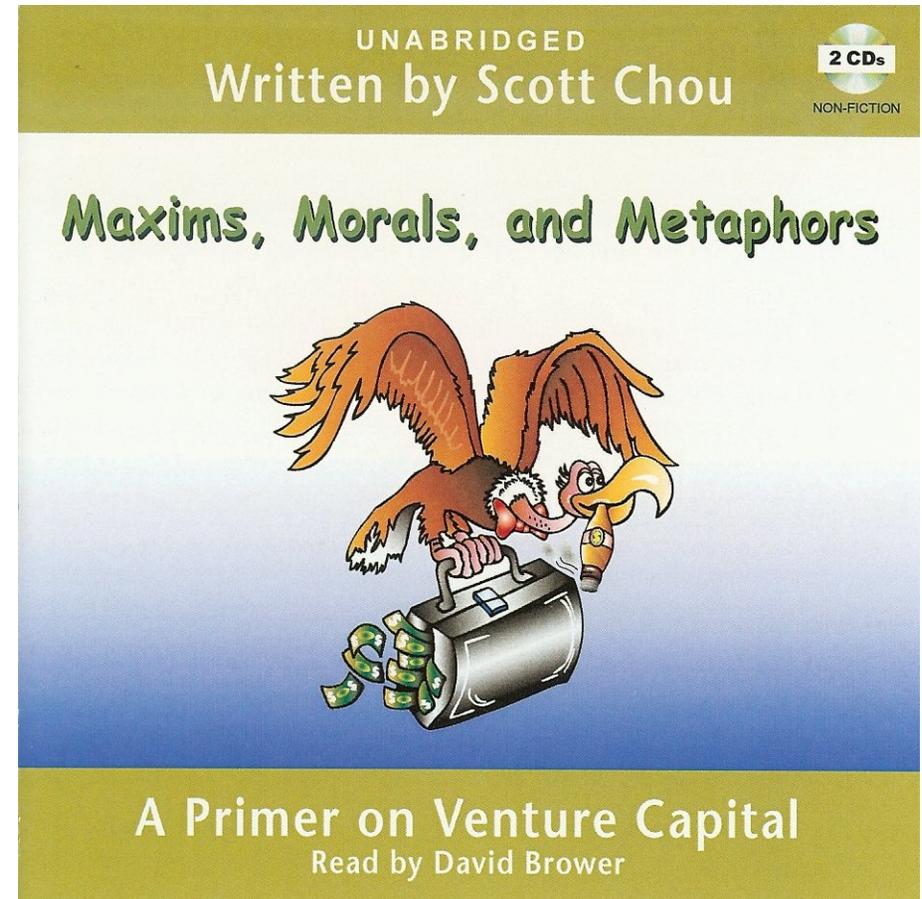
- EECS background
- Caltech, Harvard, Stanford
- Kauffman Fellows III
- Chip Designer, Software Engineer, Field Application Engineer, Manufacturing Engineer, General Manager
- Hoffman, Quotron, Bellcore, Poqet Computer, Memory Card Associates, IBM, ICE



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When a negotiation seems stalled, remember the *toilet paper principle*:

Money is like toilet paper, the closer to the end you get, the faster it goes.

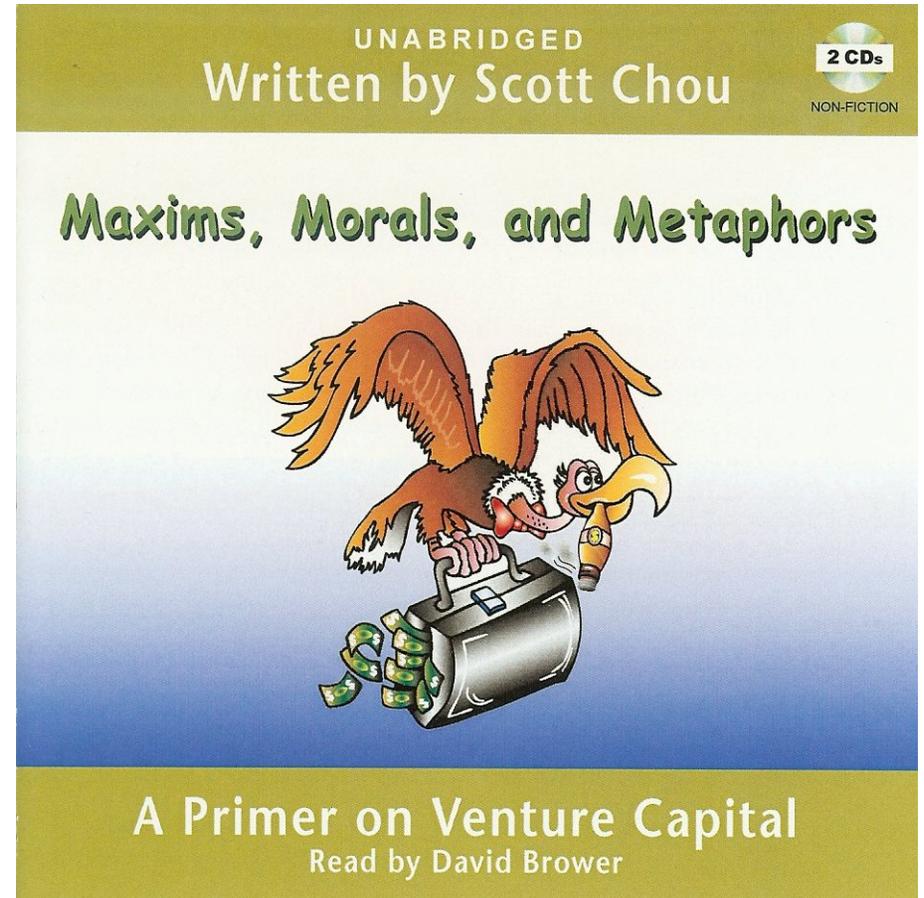




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As for having no competition:

If the going gets easy, you  
may be going downhill.

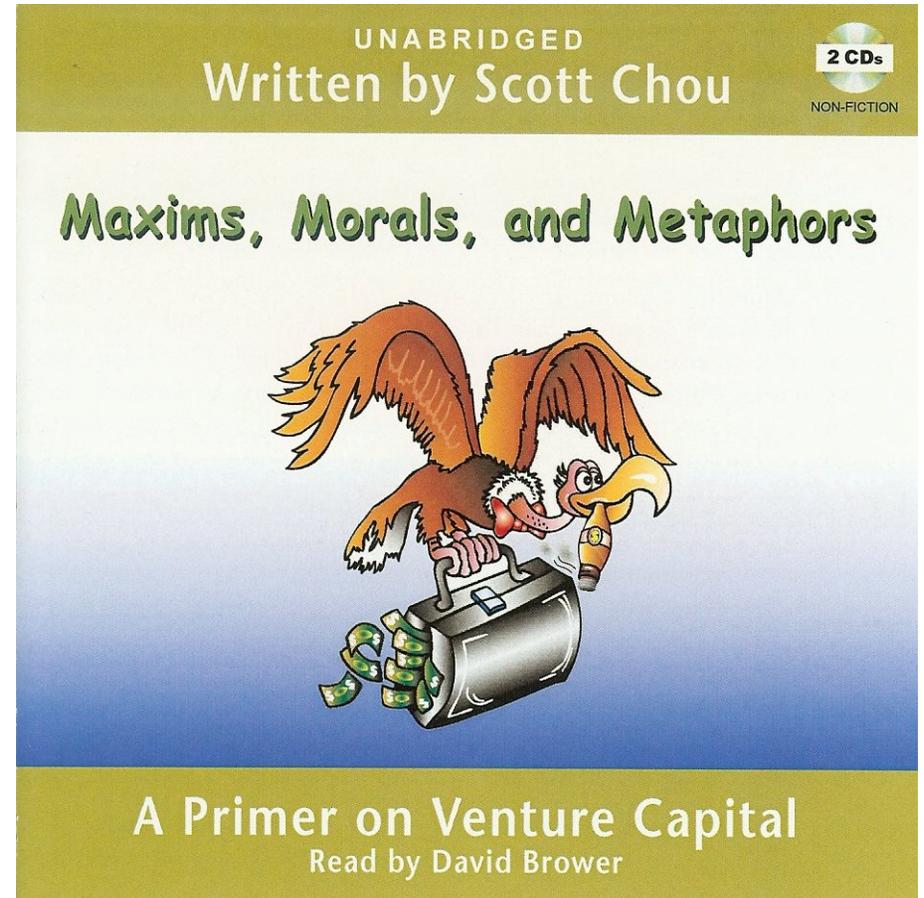




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With regard to white knight  
M&A:

The light at the end of the  
tunnel could be a train.





## Seed Investors Dilemma





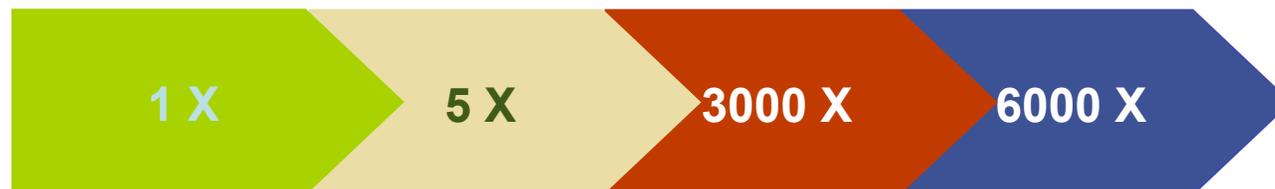
- **Operating Expertise**
  - Bridging gaps in management
  - CEO mentorship
- **Leveraging China**
  - Insourcing to protect intellectual property
  - Reducing distance to Asian customers
- **Outsourcing**
  - Indian software development
  - Chinese contract manufacturing
- **Business Development**
  - Facilitate relationships through domain expertise
  - China Venture Partner as shared sales resource



# From Telecom to Cleantech



## Mobile Power Value Proposition





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# Boston Power Rechargeable Batteries for EV & CE





- Rising Fuel Prices
- Reducing dependency on foreign oil
- Global Warming
- Expanding economies in China and India
- Fossil fuel depletion
- Air Pollution
- Avoid funding terrorism



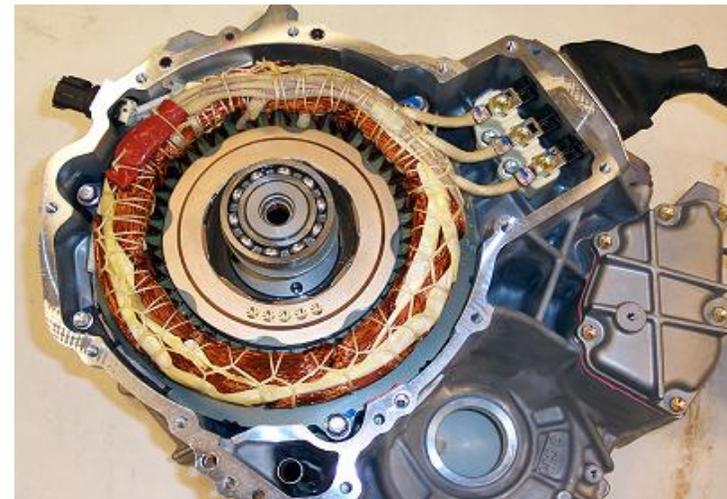


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# Gas vs. Electric – A Revolution in Progress



Vortec 6.2  
2007 6.2L V-8 (1102)





## Two Primary Fuel Roadblocks

Fuel	Energy Density Watt-Hr/Liter	Refueling Time for 400 miles
Diesel	11300	60 sec
Kerosene	10000	68 sec
Gasoline	9700	70 sec
Aviation Fuel	9160	74 sec
Biodiesel	8500	80 sec
Butanol	8100	84 sec
E10 Gasohol	7800	87 sec
Ethanol	6600	103 sec
Methanol	4400	154 sec
Lithium Ion Battery	400	40 hrs



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# The PHEV Solution





Crop	Gallons of ethanol per acre
Miscanthus	~1500
Switchgrass	~1150
Sweet potatoes	1069
Hybrid poplar	~1000
Sweet sorghum	900
Sugar beet	714
Sugar cane	662
Corn	370 and growing



Petroleum Partners



## Biodiesel Oil Yield from Crops

Crop	kg oil/ha	litres oil/ha	lbs oil/acre	US gal/acre
<u>soybean</u>	375	446	335	48
<u>safflower</u>	655	779	585	83
<u>sunflowers</u>	800	952	714	102
<u>cocoa (cacao)</u>	863	1026	771	110
<u>peanuts</u>	890	1059	795	113
<u>rapeseed</u>	1000	1190	893	127
<u>olives</u>	1019	1212	910	129
<u>jatropha</u>	1590	1892	1420	202
<u>oil palm</u>	5000	5950	4465	635
<u>Chinese tallow</u>	5500	6545	4912	699
<b><u>Algae</u></b>	<b>79832</b>	<b>95,000</b>		<b>10,000</b>



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# Aurora Algae Algae Nutraceuticals & Biodiesel



**Aurora | algae™**  
*growing natural solutions*

