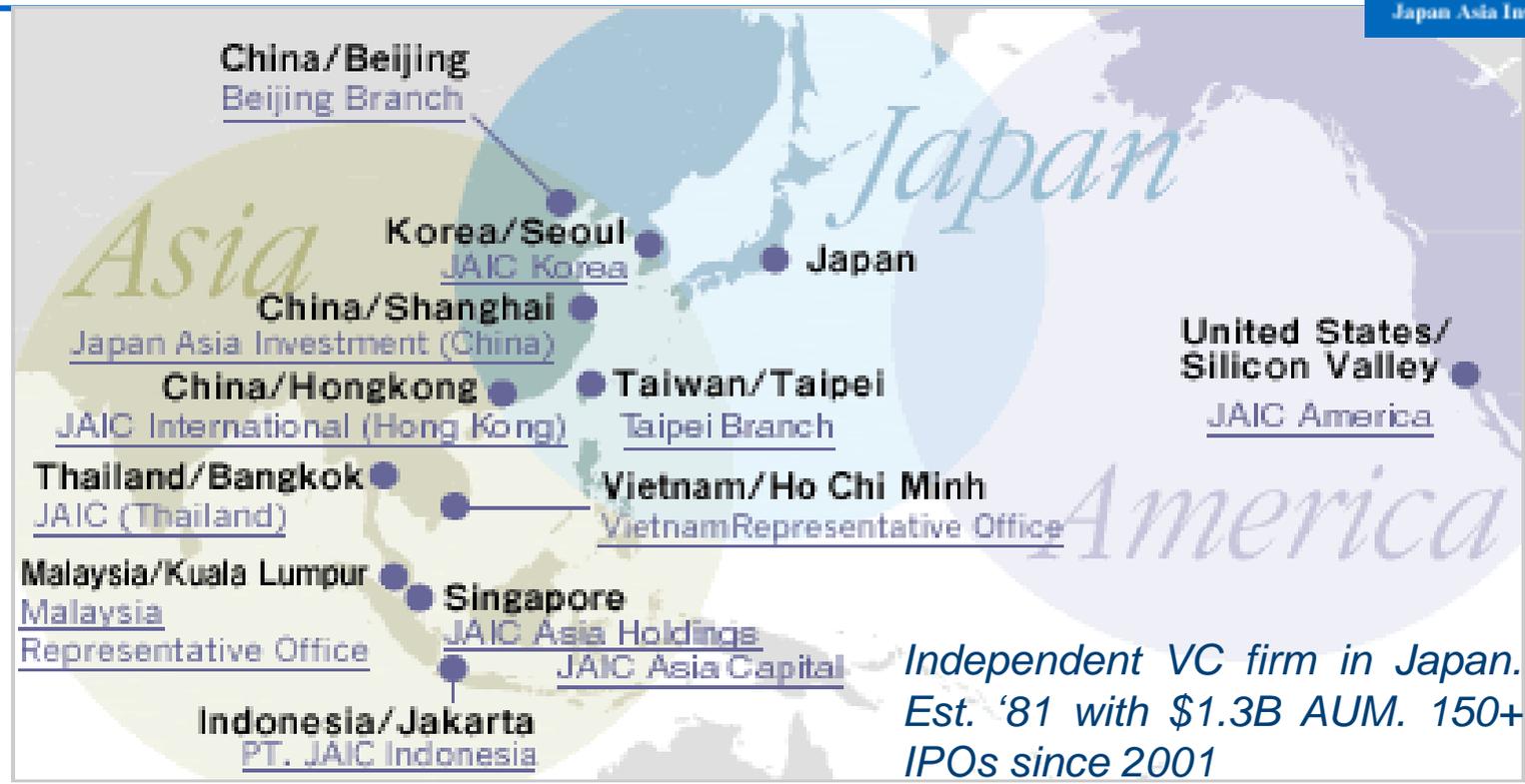




Japan Trends and Opportunities for Entrepreneurs in Cleantech and Energy

Stanford University, May 2010



Recent Cleantech Funds	Vintage	Focus
JAIC Seed Agri-Eco Support Fund	3Q08	Eco-agriculture in Japan
JAIC China Fund	1Q09	Cleantech in Greater China
JAIC IDI Asian Energy Fund	4Q08	Renewable Energy (S.E Asia)
JAIC Open Innovation Fund	4Q09	US-Japan IT & Cleantech

- Early stage VC in Silicon Valley since 2000; 70 IT and Lifescience investments

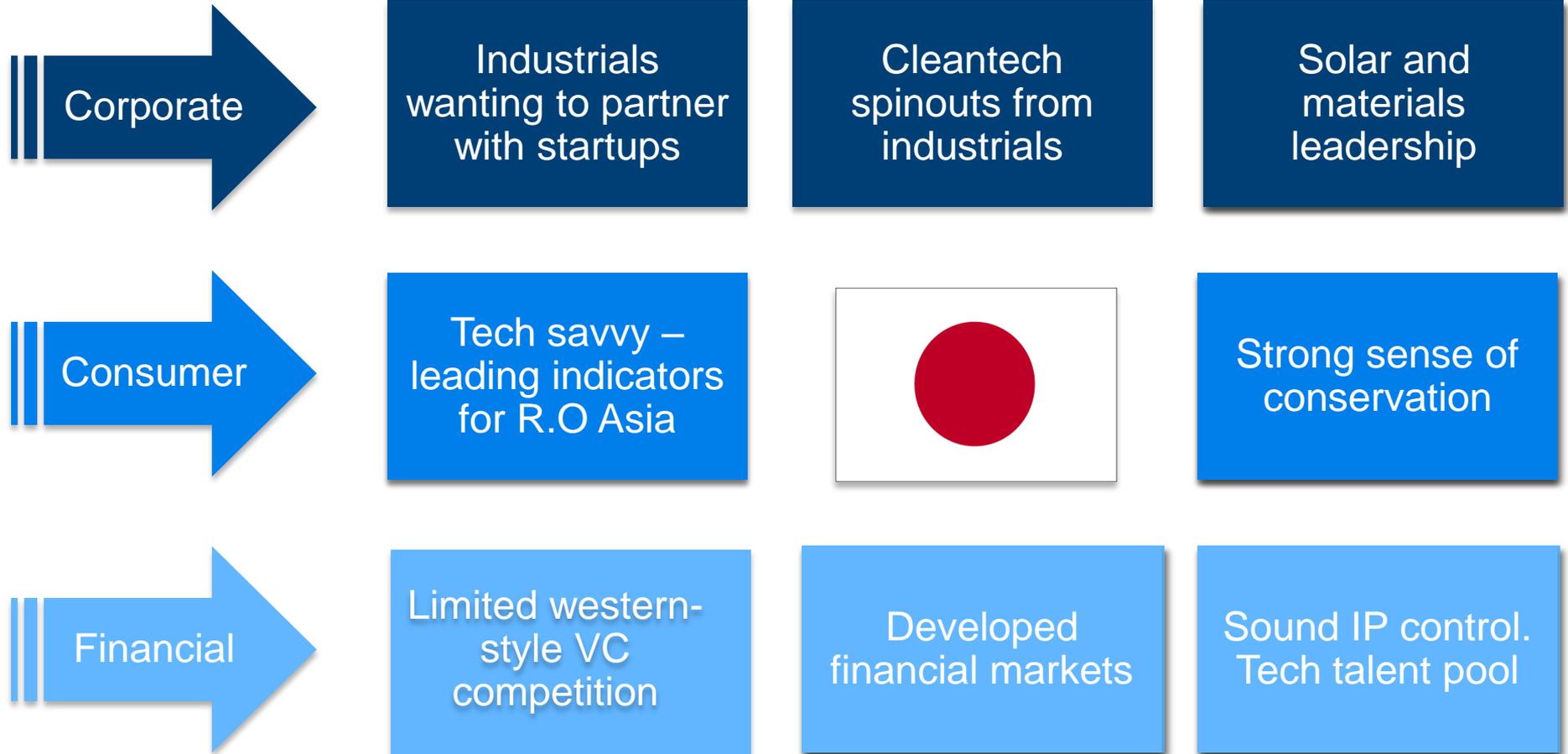


- New early stage “Open Innovation” fund to invest in US and Japan (4Q09)
 - Partnerships with large IT, Materials and Energy firms in Japan
 - Cleantech Focus: Efficiency, Storage, Water
 - Goals
 - Customer opportunities for portfolio to mitigate prod & mkt risk
 - Improve exit options
 - Globalization of Japanese startups



Japan Cleantech: Overview and Trends

Japan – An attractive investment geography



Japan Energy Leadership Examples

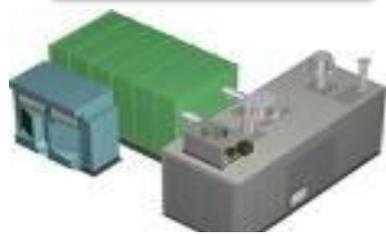
Solar



Batteries



Fuel Cells



Shocks ('70s)

Prj Sunshine ('74)

Energy Conservation Law ('79)

Top Runner Prg ('99)

Transport



Lighting

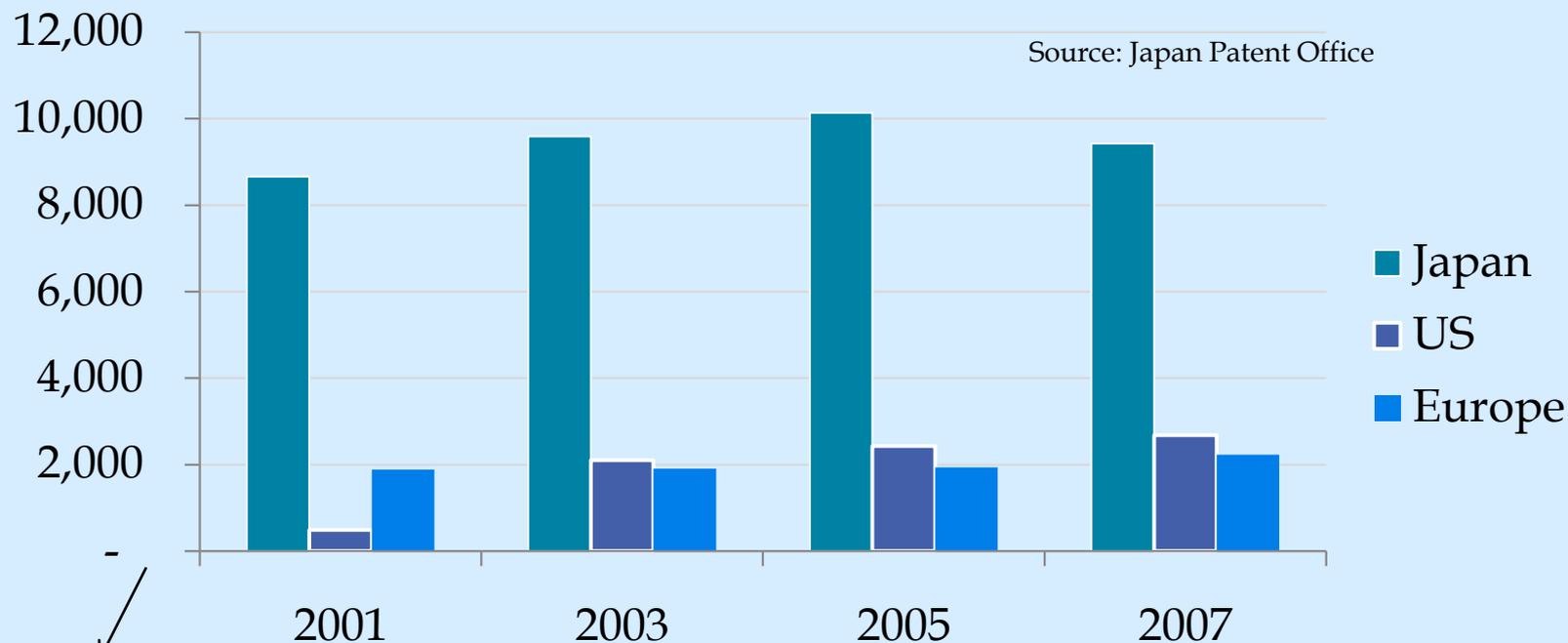


Eco homes



Japan Cleantech IP

Cleantech published patents: Powered by R&D in Fuel Cells, Solar and Waste treatment



2000: Law for establishing
"Recycling based society"

Japan owns 40% of global patents in Cleantech; US holds 12%
Source: Centre for Industrial Economics

Japan: Industrial Landscape

Technology

Services

Energy

Storage Gen Fuel

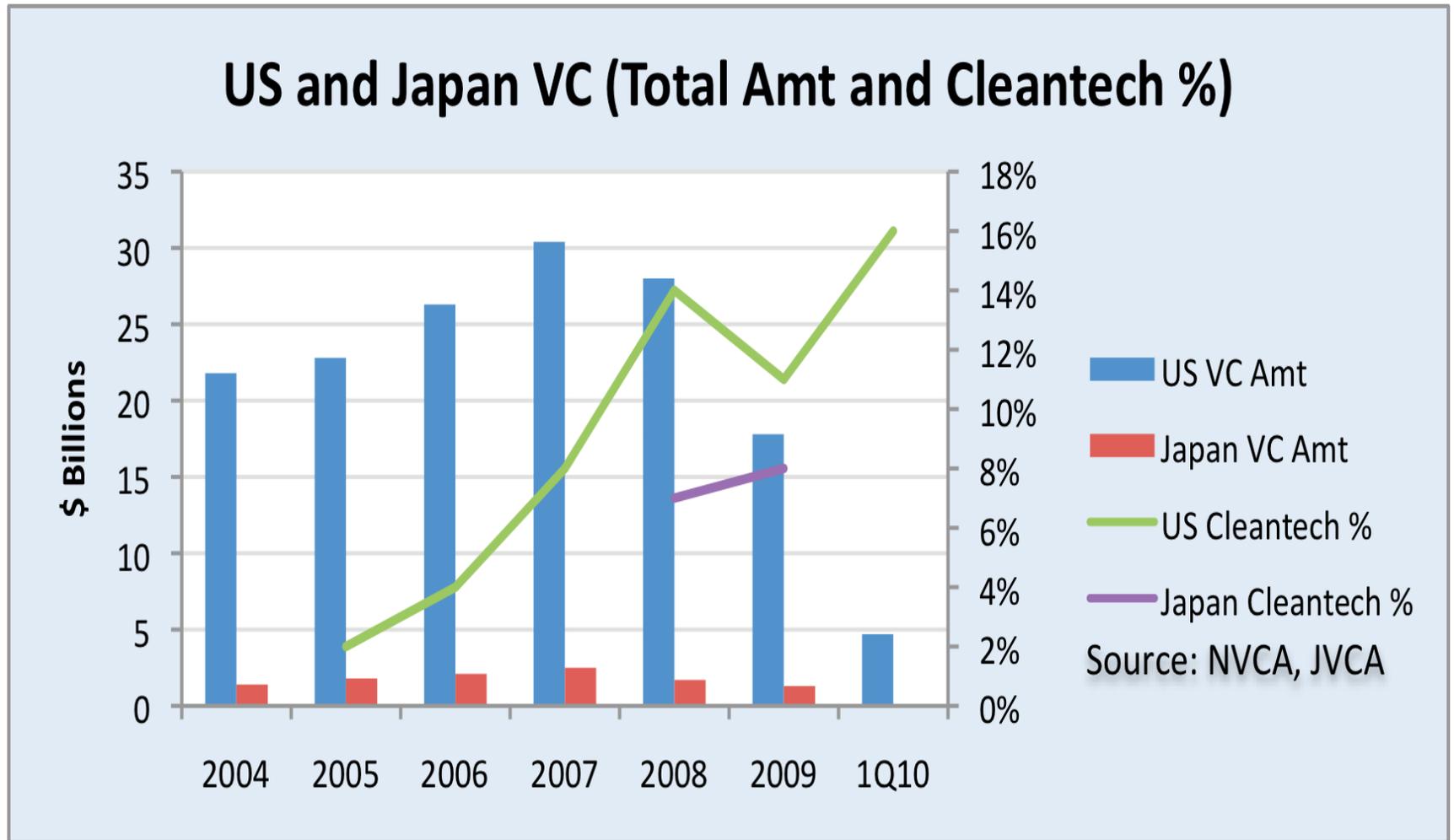
Env

Air Water Soil

Ecology

CO₂ Recycle Efficiency

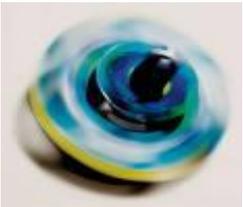
VC Scorecard in US and Japan



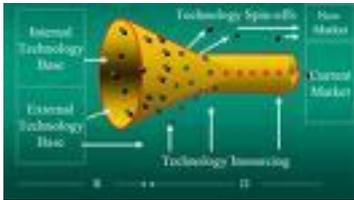
Few examples of JAIC Japan Cleantech Portfolio

Company	Sector	Description	Origins
Clean Venture 21	Solar	Spherical Solar Cell	Panasonic spinout
SST	Solar	Solar grade Si ingot	Ex-Kyocera Solar team
Zephyr	Wind	μ wind turbine	Univ. of Tokyo + AIST
Aquafairy	Fuel Cell	PEFC for CE	Nitto Denko spinout
Suncare	Biofuels	Biodiesel plants	Tsukuba University
Oasys	Water	Ozone based treatment	Utsunomiya Univ.
Tohoku Devices	Lighting	White OLED	Tohoku University

Less of startup culture & VC \$ compared to US but



Spinouts emerging from large Industrials and Universities



“Open Innovation” taking hold at large Japanese corporations



Funding gap being bridged by overseas corporations & grants



Overseas expansion: City-industrial JVs in water treatment