

**LATAM STARTUPS CONFERENCE**

**Investing in Green Technology**

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**GreenAngel ENERGY**

[www.greenangelenergy.ca](http://www.greenangelenergy.ca) TSXV:GAE

**SFU** A Simon Fraser University Company

## What do we do?

We do Clean Tech Startups!

- capital
- people

(We are also a start up)

## Angel Investing 101

**Distribution of Returns by Venture Investment**

IRR=27%

Overall Multiple: 2.6X  
Avg. Hold: 3.5 years

Percent of Total Deals

Exit Multiples

Study by Rob Wiltbank, Willamette Univ.

## Angel Funds: A growing trend

- Angel investing is a tough business –
  - not easy to get that 27%
- To be successful, you need a BIG Portfolio
- That's why Angel Funds are emerging:
  - more capital pooled
  - better due diligence
  - co-invests with serious, full-time angels

## Angel Funds & Co-investing

An angel fund.....

- invests in several companies
- has many investors
- co-invests with knowledgeable angels
- improves the odds, gets you closer to 27% (extensive due diligence and follow-up)

## Why Cleantech?



- Capitalism vs the Climate (by Naomi Klein)
- Profitable
- Socially responsible
- Climate Change
- It's about our future

## Cleantech Challenges

- Longer maturation times
- More capital intensive
- Longer sales (adoption) cycles
- Barriers to entry higher (may be a good thing!)
- Geographical issues (good J.V. opportunities)

## Alternative Energy Resources

Sources (see [www.greenangelenergy.ca/resources](http://www.greenangelenergy.ca/resources))

SOLAR

WIND

GEOHERMAL

OCEAN (WAVE, TIDES)

BIOFUELS

SEA WATER (NUCLEAR (FUSION)

LITHIUM (and other chemicals)

Technology will make these competitive!

(Germany is 25% on renewables; 50% by 2035)



## Alternative Energy Technologies

- Software – analytics, energy management
- LEDs
- Energy storage (batteries, compressed air, etc)
- Fuel Cells
- Natural Gas systems (compression, conversion)
- Water – treatment, purification
- Waste – treatment, disposal, nutrient recovery
- ....and many more



## GreenAngel Energy Corp “A crowdfunded Angel fund”

### PORTFOLIO:

- Startup companies (examples)
  - dPoint (Energy Recovery Membranes)
  - Mazza Innovation (phytochemical extraction)
  - Ecotagious (energy analytics)



### GREEN BONDS:

- Pay investors 9% annual interest

TSXV:GAE

## PowerHaus Technology Ventures (VCC) Inc

(For accredited investors only)

- Invests in green energy start ups (in B.C.)
- 30% VCC Provincial Tax credit (CASH!)
- Up to 43.7% RRSP Federal tax credit
- Invest \$10,000 – get back \$7,400 tax savings

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## Yes, you can...

...be a “Green Angel”!

[www.mikevolker.com](http://www.mikevolker.com)

Free book: Making the Business Case