



John Tuttle

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INTRODUCTION TO THE BREAKOUT SESSIONS

11:30 AM

DAY 1 | CASE STUDIES / BREAKOUT SESSION 1

- Startups with novel energy technology have defined attributes and identified / unidentified risks and need to motivate different pools of capital in its runway to commercialization
- Two technology Case Studies
 - One will focus on the **Investment** journey
 - One will focus on the **Technology** journey
- Breakout groups
 - 2 groups will be primarily Innovators and will use both case studies to discuss technology challenges and risks
 - 3 groups will be primarily capital sources and will use both case studies to discuss investment challenges and risks
 - Each group will summarize their session with one (1) slide and present to larger group.

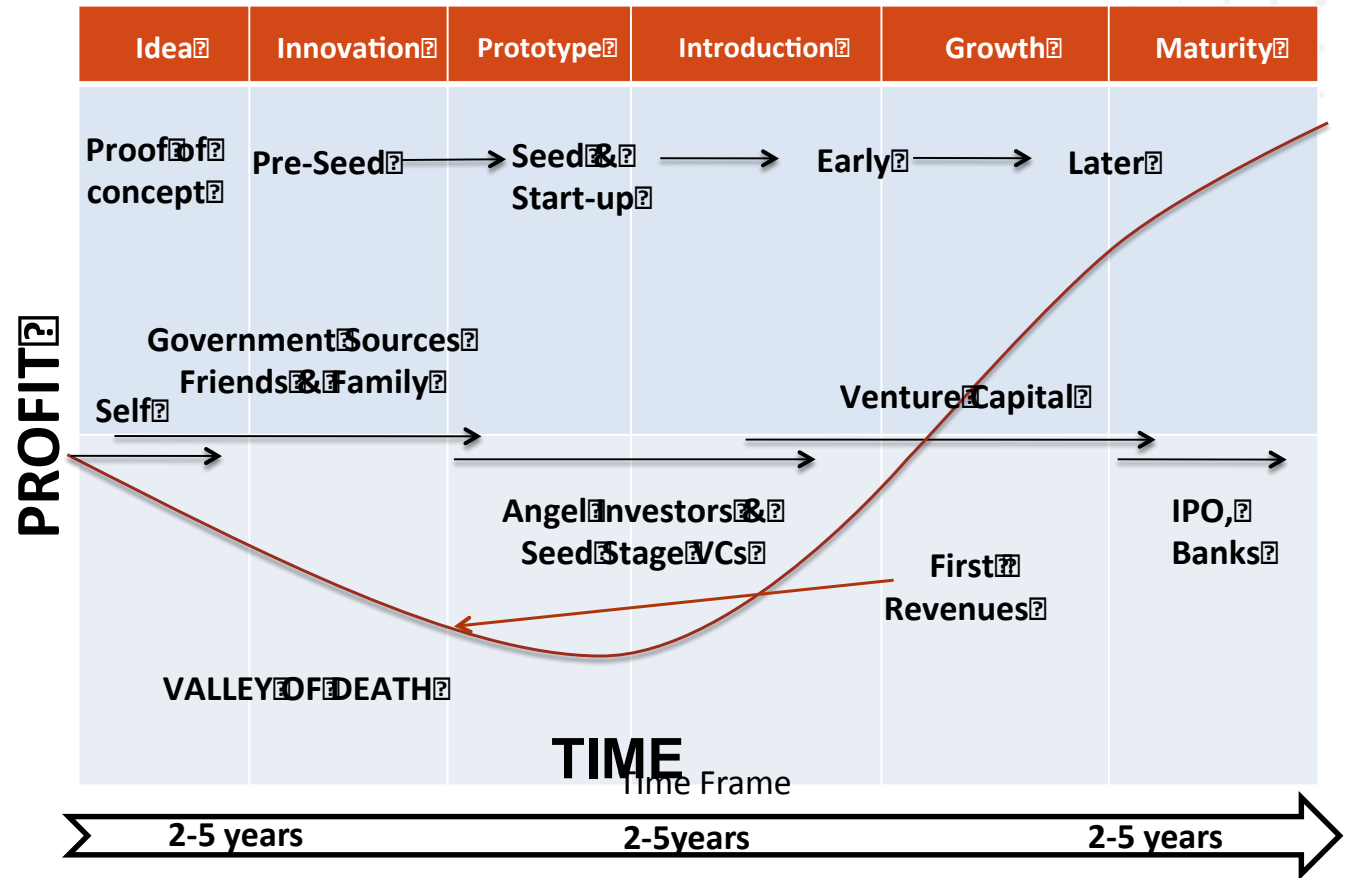
DAY 1 | BREAKOUT SESSION 1A & 1B

Traditional Capital

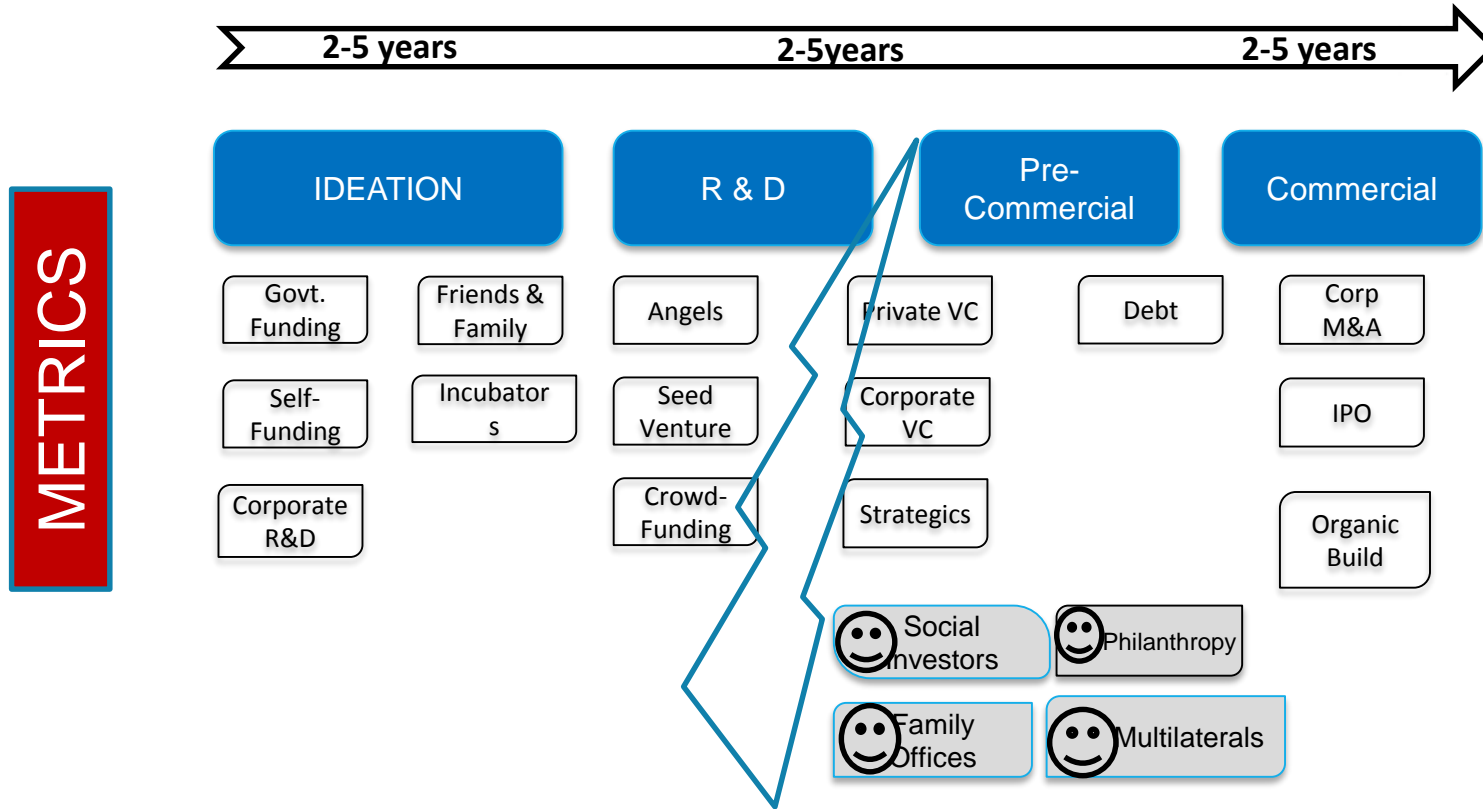
- Government
- Debt Capital
- Corporates
- Private Equity
- Venture Capital

New Capital

- Social Investors
- Family Offices
- Multilaterals
- Incubators
- Crowdfunding
- Philanthropy
- Pension-Endowments



PELLION TECHNOLOGIES



Investment Capital Pathway

Breakout Session 1A: Technology Groups

Q1. WHAT ARE THE TECHNOLOGY CHALLENGES RELATED TO THE 3 RUNWAYS? DO THEY DIFFER?

1. Tech Runway for Disruption (a radical change that creates a new market)
2. Tech Runway for Transformation (change in form or character or process)
3. Tech Runway for Absorption (assimilation into the system)

DEFINE THE HURDLES & RISKS (not all required):

Ideation Capacity	Proof of Principle
Technology Prototype	Scaled Prototype
Manufacturing	Product Complexity
Cost Advantage	Techno-Economic Analysis (TEA)
Customers	Supply Chain

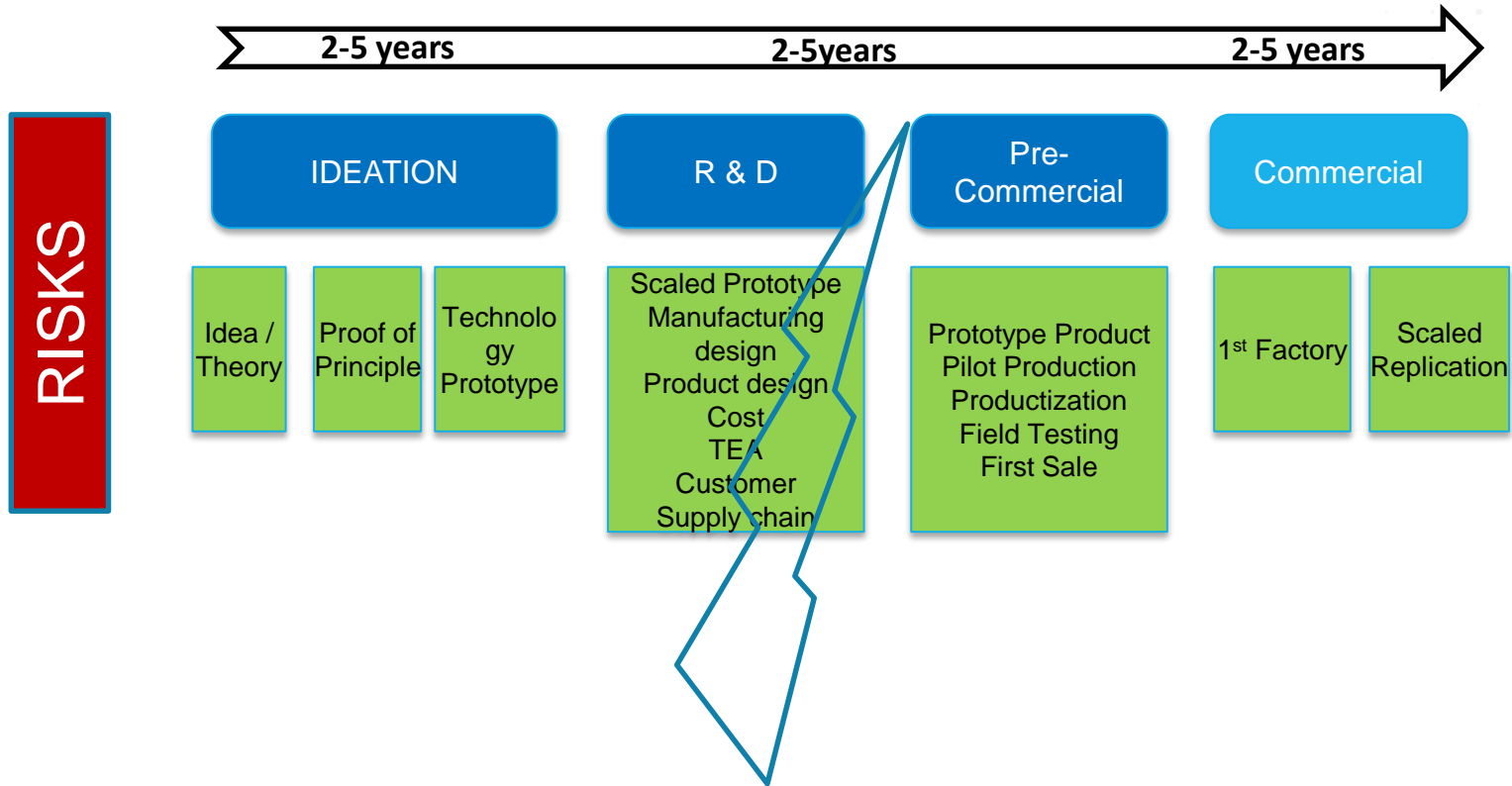
Q2. WHAT MECHANISMS WILL MITIGATE INNOVATOR TECHNOLOGY RISKS?

Industrial Capacity	State Incentives
National Labs	Generic Manufacturing Platforms

Session Deliverables:

1. One page presentation on mechanisms that will de-risk the Technology Runway
2. Highlight one innovative mechanism that has strong support

ACCIO ENERGY



Technology Pathway

Breakout Session 1B: Capital - Investor Groups

Q.1 WHAT IS THE INVESTMENT CHALLENGE IN RELATION TO YOUR OBJECTIVE?

DEFINE INVESTMENT METRICS OF EACH INVESTOR SEGMENT:

Liquidity	Business models
Scalability	Capital Size
Grants	Internal Rate Returns

Q.2. WHAT MECHANISMS WILL MITIGATE INVESTOR RISK APPETITE?

Structured Finance	Tax Equity
Risk Insurance	Financial Structures
Pooled capital (social & private capital & patient capital)	
Valuation of Customer Interest	

Session Deliverables:

- 1. One page presentation on mechanisms that will motivate capital to invest**
- 2. Highlight one innovative mechanism that has strong support**

DAY 1 | CASE STUDIES

Case Studies: Technology & Capital Stages

- Case Study 1, presented by David Eaglesham
- Case Study 2, presented by Jen Baird

11:40 AM



David Eaglesham

Pellion Technologies

CASE STUDY #1



Jen Baird

Accio Energy

CASE STUDY 2