

Angel Investors Workshop

Wednesday 30th June 2010
The Hatton, 51-53 Hatton Garden, London, EC1N 8HN

E-Synergy and the Carbon Trust are hosting an Angel Investor Workshop as part of the upcoming Clean Tech Investor's Forum on 30th June 2010 (hosted by the Carbon Trust and the British Business Angels Association). The session seeks to up-skill new and established business angels so that they are better equipped to understand the unique investment opportunities and challenges presented by early stage companies in the clean tech sector. The workshop will be held in advance of the Clean Tech Investor's Forum to allow attendees to immediately put into practice what they have learnt.

The session will open with an overview of the clean tech investment sector. This will be followed by presentations from two companies with very different investment propositions and a Chair led discussion covering the relative strengths and weaknesses of each proposition, focusing on why one may or may not be interested in investing in either of the companies. The discussion will then be concluded by a summary of the challenges, lessons and ideas raised by the group and some personal thoughts from the Chair on being a clean tech business angel investor.

Business angels from a variety of backgrounds will be invited to attend the workshop. In particular, the session is aimed at:

- Experienced clean tech business angels who are willing to share their experiences and expertise
- Experienced business angels with an interest in investing in clean tech, but who have no previous experience of investing in this sector
- New business angels with an interest in clean tech

E-Synergy is an experienced provider of such training, a Carbon Trust Incubator partner, runs its own angel network (AngelNet) and is a member of the BBAA. Any business angels attending the event who would like to widen their exposure to future deal flow by joining another network will be given the opportunity to join AngelNet if they wish to do so.

Attendance is by invitation only and is free of charge. A draft agenda is included overleaf.

For further details, or to register for the event, please contact Sarah Baxter on 020 7583 3503 or s.baxter@e-synergy.com.

Angel Investors Workshop Draft Agenda

| Wednesday 30th June 2010 The Hatton, 51-53 Hatton Garden, London, EC1N 8HN | |
|--|--|
| 11.00-11.15 | Registration, sign NDA and coffee |
| 11.15-11.35 | Opening remarks from the Chair – the Clean Tech Business Angel’s Perspective <ul style="list-style-type: none"> • Principles and practices of being a business angel • Risks and rewards • Syndication • Specific challenges of the clean tech sector |
| 11.35-11.55 | Clean Tech Company A Pitch <ul style="list-style-type: none"> • 10 minute company pitch with 10 minutes Q&A |
| 11.55-12.15 | Clean Tech Company B Pitch <ul style="list-style-type: none"> • 10 minute company pitch with 10 minutes Q&A |
| 12.15-13.00 | Lunch |
| 13.00-14.15 | Chaired discussion <ul style="list-style-type: none"> • SWOT analysis of the two companies • Individual experiences of investing in similar companies • Likely returns and exit potential |
| 14.15-14.30 | Coffee |
| 14.30-15.45 | Legalities of doing the deal <ul style="list-style-type: none"> • Overview of term sheets and agreements • Risk management • Portfolio management • Taking a seat on the Board • EIS scheme |
| 15.45-16.00 | Travel to Clean Tech Investor Forum at Grange St Paul’s Hotel, Godliman St, London EC4V 5AJ |
| 16.00 | Registration for Clean Tech Investor’s Forum/ Clean Tech Showcase opens |