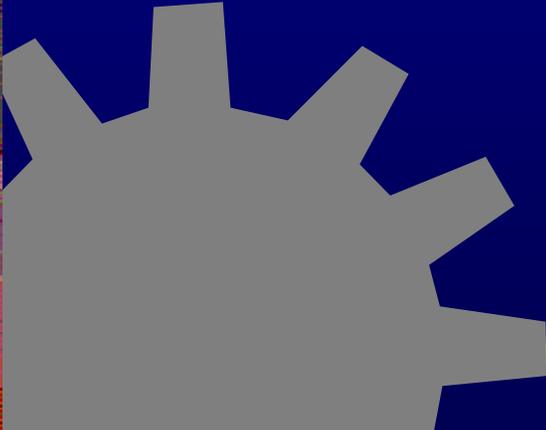




Nanotech Commercialization – Today's Realities

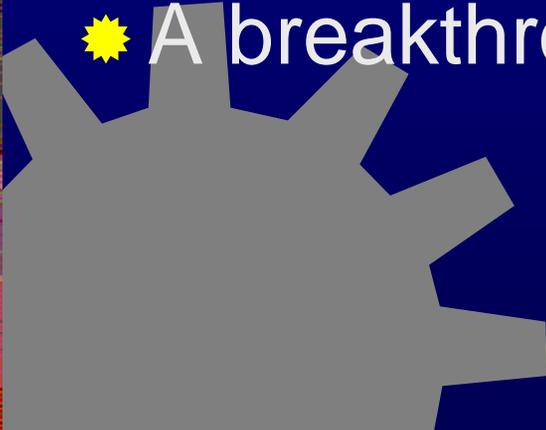
Jim Hurd, NanoScience Exchange

- ✦ Innovation
 - ✦ Access to Capital
 - ✦ Leading Companies
 - ✦ Revenues
 - ✦ Partnerships
 - ✦ Exits
 - ✦ Looking Forward
- 



Innovation

A major nanotech company starts from

- ✦ A professor's vision, or
 - ✦ An entrepreneur's passion, or
 - ✦ Commitment to new products from corporate R&D, or
 - ✦ A breakthrough in a national lab.
- 

A- Recent small tech venture rounds

Including Nano and Micro

- ★ NanoOpto - \$12 million - 3/21/05
- ★ Nantero - \$15 million – 3/8/05
- ★ Nano-Tex - \$35 million – 3/8/05
- ★ Nanomix - \$16 million – 3/7/05
- ★ Bin Optics - \$10 million – 2/10/05
- ★ Oxonica - \$4.9 million – 2/7/05
- ★ Dust Networks - \$22 million – 2/3/05
- ★ Advanced Nanotech - \$20 million – 2/3/05
- ★ Cambrios - \$9 million – 2/2/05
- ★ Plastic Logic - \$8 million – 1/26/05

Keep in mind this is 5th year of 5 year vc funds

Publicly Traded Companies

- ★ ALTI
- ★ BIPH
- ★ FEI
- ★ NNPP
- ★ OLED
- ★ TINY
- ★ VECO

There are indexes that track publicly traded nano companies from Merrill Lynch and Punk Ziegel.



Leading Companies

- ★ Companies to Watch -
Nantero, Molecular Imprints, Zettacore,
Cambrios, NanoStellar
- ★ Additional companies to watch –Nanogram,
Nano-tex, NanoFilm, Luna Innovations,
Zyvex, Nanosys, Natural Nano, Apollo
Diamond, NanoProprietary



Revenues

- ★ Who has real revenue in 2004

Nano-Tex

NanoFilm

Zyvex

- ★ Revenue growth has been surprisingly soft for a number of nanotech companies.
- 



Partnerships

- ✦ With corporations:
Nanotechnologies Inc.
Molecular Imprints
 - ✦ With government agencies
Darpa, NIH, NSF, DOD, Congressional
appropriations
 - ✦ Sometimes teams are not working well together.
“Chemistry” problems are not talked about often.
- 



Exits

- ★ Acquisitions – who has been bought and what lies ahead.

- ★ IPO's – now and in the future
Who might go public this year.

Shut downs and fire sale mergers of nanotech companies.





Looking Forward

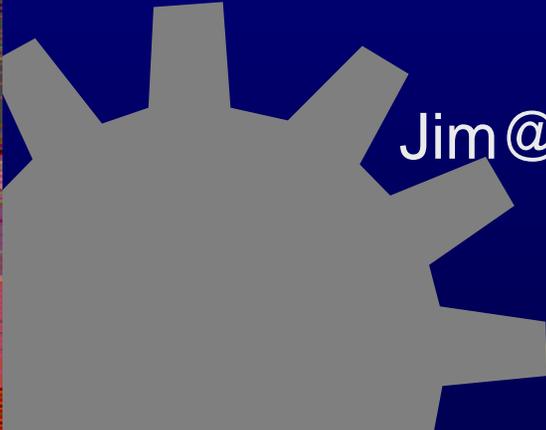
- ✦ It all comes down to who creates real value, and real revenues.
 - ✦ There will be IPO's
 - ✦ There will be major acquisitions.
 - ✦ There will be major patent wars.
 - ✦ Major media coverage is increasing, on the cover of BusinessWeek, on CNBC, in the NY Times, LA Times, Washington Post and many others.
- 



So Remember . . .

Manage Your Molecules!

It's a Whole New Ball Game



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