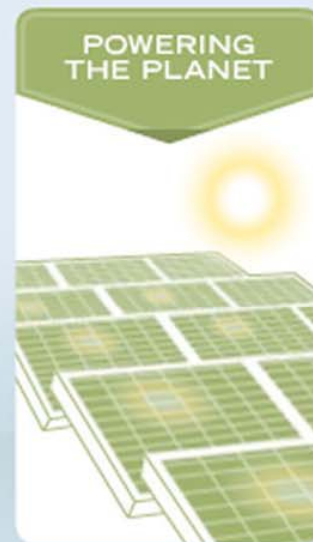


# Mohr Davidow Ventures



Making an Impact: Commercializing university technologies

KT Moortgat  
JUNBA 2009 Symposium  
January 12, 2009



# Mohr Davidow Ventures

- **Founded 1983**
- **\$2 B under management**
- **Currently investing \$600 M fund**
- **Strong expertise in commercializing university research**
- **Get involved early**



## ■ IT

- Infrastructure: communications and networking systems
- Business: Hosted services for business
- Consumer: Digital and social media, communication, advertising infrastructure

## ■ Life Sciences

- **Personalized Medicine**....Right Treatment, Right Patient, Right Time
- Research tools and platforms
- Molecular Diagnostics
- Online Health & Medical Devices

## ■ Cleantech

- Renewable power and fuels: solar, biofuels, chemicals
- Energy storage
- Demand management: smart grid, end-device efficiency
- Air & Water: greenhouse gas management, water treatment



## Close ties to universities



Carnegie Mellon



IOWA STATE UNIVERSITY



University of California  
San Francisco

CALTECH



STANFORD UNIVERSITY





# Companies with university roots





# MDV Innovators Award

Fosters potentially disruptive approaches and innovations

- Launched 2008 with Energy focus
- Expanding to Life Sciences



## Yi Cui

Materials Science and Engineering Department, Stanford University

## Jan Liphardt

Physics Department, UC Berkeley and the LBL Physical Biosciences Division



## Mike McGehee

Materials Science and Engineering, Stanford University

## Rachel Segalman

Chemical Engineering Department, UC Berkeley and LBL Materials Sciences Division





## Growing university funding for energy technologies



**Berkeley's Energy Biosciences Institute: \$500M**

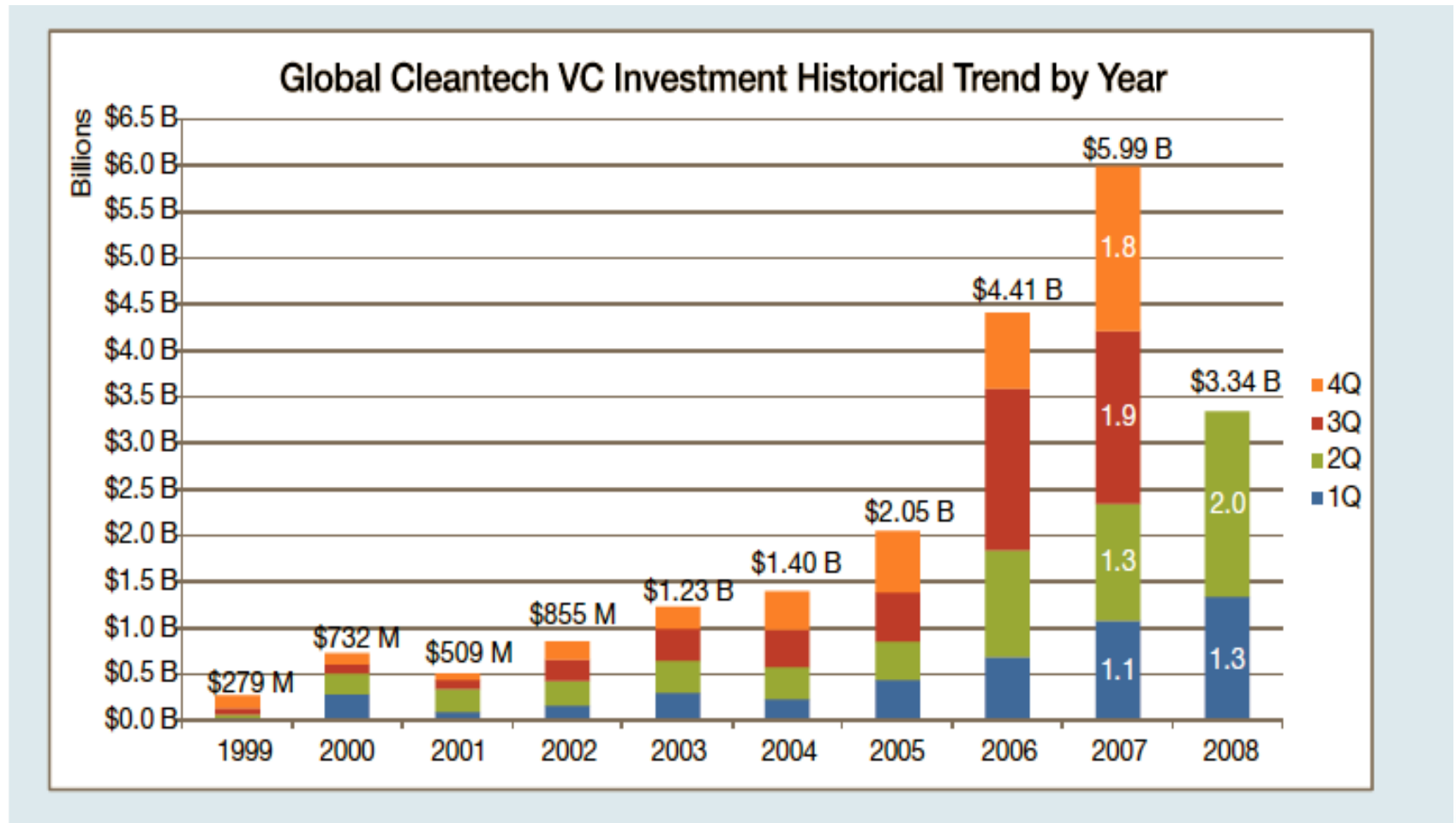


**Stanford Precourt Institute for Energy: \$100M**



**US DOE Bioenergy Research Centers: \$375M**

# Cleantech Investment Continues to Grow



Source: cleantech venture network

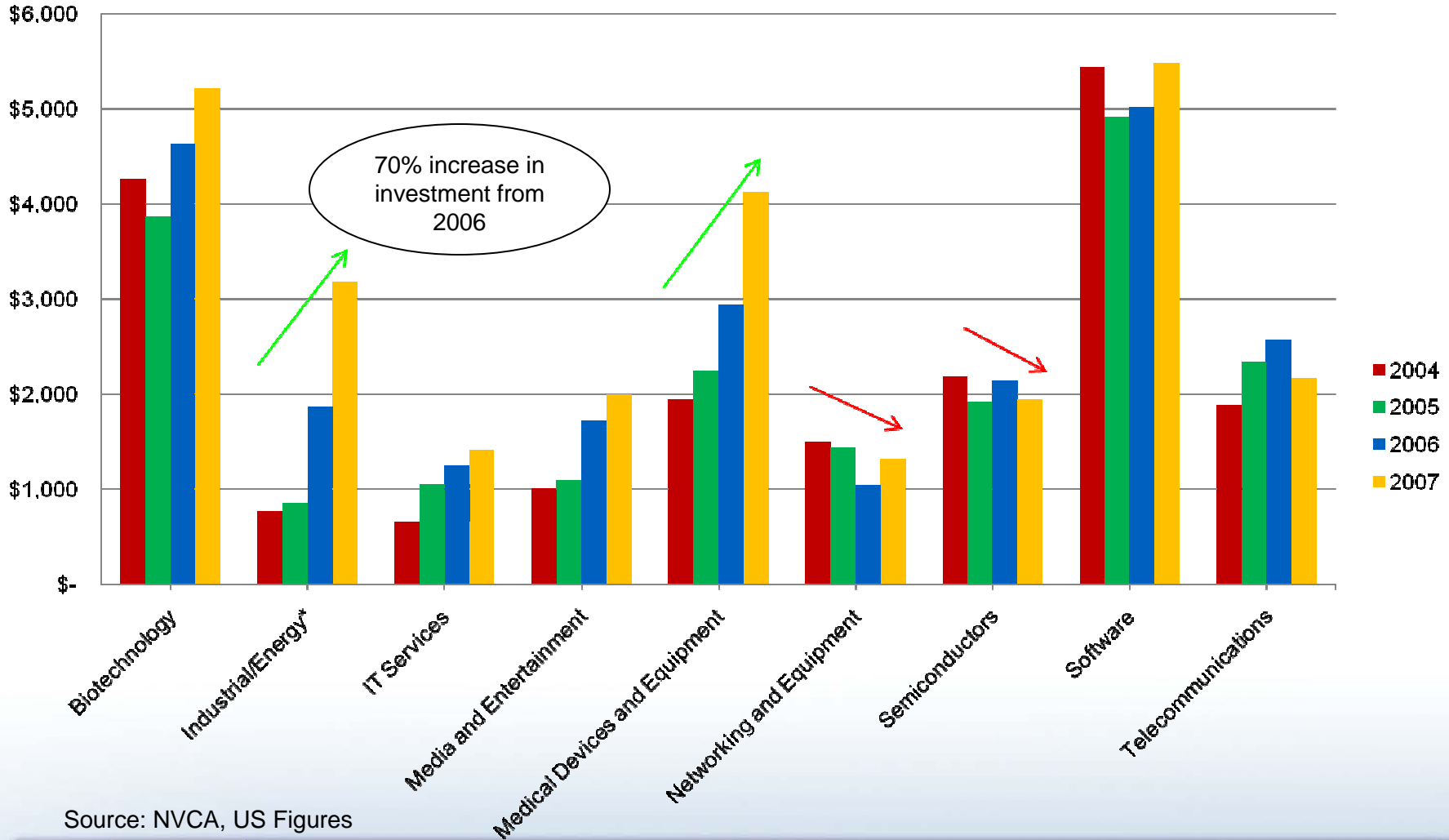




# Cleantech Investment Continues to Grow

**Q1-Q308 Cleantech was third largest investment category**  
**- Software \$3.8B, Biotech \$3.7B, Cleantech \$3.4B**

In Millions:



Source: NVCA, US Figures

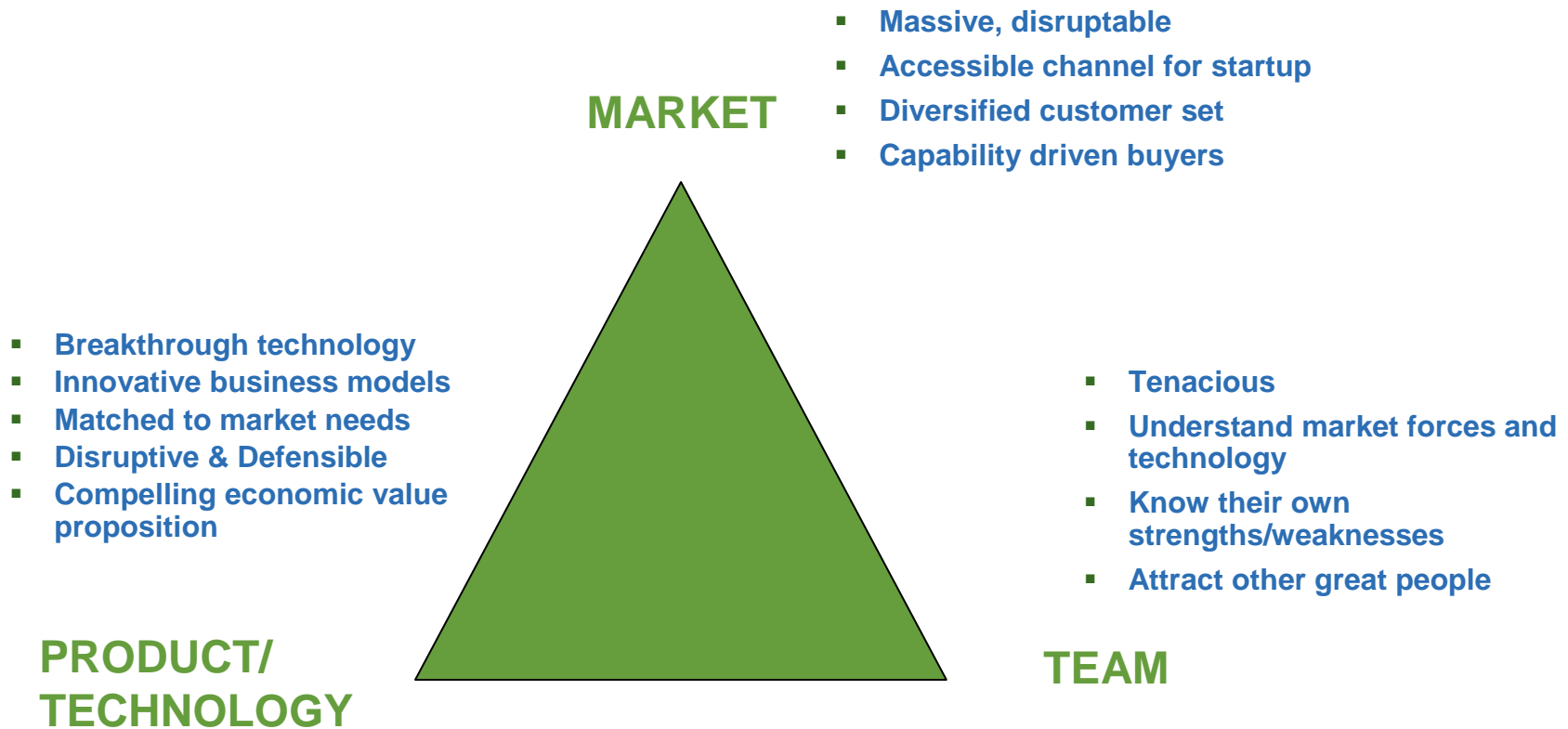
- **Research institutions need “commercializers”**
  - Access to capital
  - Industry knowledge and contacts
  - Corporate governance
  
- **Venture Industry needs Research Institutions**
  - New deals
  - Expertise for diligence
  - Technology roadmaps
  - “Superspreaders for talent”



# Cleantech companies



# What we look for



***Market Solutions not Technology Platforms***

- **Augment Team**
  - XIR program
  - Hiring plan for each stage of venture (When can you attract the right CEO?)
- **Advise on markets**
  - Market entry strategies
  - Value chain positioning
  - Business Model: Licensing vs. OEM, etc.
- **Define value-add milestones**
  - Critical risk reductions
  - Do you get paid for these risk reductions?
- **Support financings**
  - Help in securing future financings
  - Coaching for fundraising
  - Right vehicle at the right time: seeds, venture rounds, tax equity, project financing,...
- **License technology and design IP strategy**
  - Maintain relationships to licensing departments
  - IP strategy counsel



# Cleantech areas for venture investment

<b>Solar</b>	<b>Biofuels &amp; Chemicals</b>	<b>Other Supply</b>	<b>Demand mgmt</b>	<b>Transport</b>	<b>Air &amp; Water</b>	<b>Mining &amp; Construction</b>
<b>Materials</b>	<b>Feedstock</b>	<b>Wind</b>	<b>Storage</b>	<b>Propulsion</b>	<b>Greenhouse gas mgmt</b>	<b>Building materials</b>
<b>Systems</b>	<b>Production</b>	<b>Geothermal</b>	<b>Smart metering</b>	<b>Design</b>	<b>Carbon mgmt</b>	<b>Mineral Extraction</b>
<b>Balance of Systems</b>		<b>Exploration</b>	<b>Demand response</b>		<b>Water treatment</b>	
<b>Services</b>		<b>Clean Coal</b>	<b>End-point efficiency</b>		<b>Water mgmt</b>	
		<b>EOR of oil</b>				



**Thank you**

For more information <http://www.mdv.com>

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