

# Greentech Corporate Strategic Partnering & Investment

Host: Louis Lehot, Partner, Sheppard Mullin  
Wednesday, November 28, 2012

# Louis Lehot, Partner, Sheppard Mullin



**Louis Lehot**























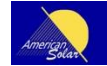







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Louis Lehot is a partner in the Corporate, Securities and M&A practice group in Sheppard Mullin's Palo Alto office and leads the firm's global capital markets and public company mergers and acquisition practices. His practice focuses on advising public and private companies and their financial sponsors and investment banks in M&A transactions, capital raising transactions, public offerings and private placements of equity, equity-linked and debt securities, as well as corporate governance, disclosure, financial reporting, proxy, stock exchange and securities law compliance matters.

Mr. Lehot has represented both public and private clients in the U.S. and globally, with a focus on cross-border M&A and capital markets transactions. Mr. Lehot regularly represents U.S. and non-U.S. registrants before the SEC, FINRA, NYSE and NASDAQ.

Louis is a francophile.

# Sheppard Mullin's Representative Clean Technology Transactions

 <b>Hanwha Solar</b> Investment in Silent Power, Inc.	 <b>SolarNet, LLC</b> Acquisition of DC Power Systems and Stellar Energy Solutions and majority investment by ITOCHU Corp.	 <b>Hanwha Chemical</b> Investment in Crystal Solar	 <b>Open Energy Corporation</b> PIPE Financing through the sale of warrants to the Quercus Trust	 <b>Aptera Motors</b> Series D Preferred Stock Financing	 <b>Hanwha International</b> Investment in OneRoof Energy
 <b>Global Energy Partners</b> Sale to EnerNOC	 <b>NGEN Partners</b> Sale of Renaissance Lighting to Acuity Brands	 <b>New Enterprise Associates</b> Investments in Agni Corp., Solar Junction Corp. Leyden Energy and NovaTorque	 <b>Clean Energy Fuels</b> Acquisition of the compressed natural gas assets and operations of Exterran Holdings	 <b>EIQ Energy</b> Series B Preferred Stock Financing	 <b>FirmGreen, Inc.</b> Equity investment, and Financing for the construction of a natural gas processing facility in Ohio
 <b>Clean Energy Fuels</b> Acquisition of McCommas Bluff Landfill Gas Processing Facility	 <b>White Energy Holding Company LLC</b> Secured Credit Facility with WestLB as administrative agent	 <b>Clean Energy Fuels (NASDAQ: CLNE)</b> Initial Public Offering of Common Stock	 <b>Energy Finance Company</b> Formation of Funding Solar Energy Fund ("FUSE Fund")	 <b>Enel Green Power</b> MET Tower permit approvals for Wind Farm - Boulevard, CA	 <b>Main Street Power</b> 2.3MW Distributed Solar Power Purchase Agreement with Contra Costa County
 <b>C-Solar Development/Tenaska Incorporated</b> Permits for 2,000-acre solar farms in Imperial County	 <b>Energy Innovations, Inc.</b> Series B Preferred Financing	 <b>GE Capital</b> Transactional Aspects of GECC Tax Equity Investments in Various Wind Farms	 <b>NGEN Partners</b> Investments in Adura Technologies, Greengate Power Corporation and Tioga Energy	 <b>American Solar</b> Various Corporate Matters	 <b>Walden International and NEA</b> Investment in enVerv, Inc.
 <b>Energy and Power Solutions</b> Series B Preferred Financing	 <b>Clean Energy Fuels</b> Acquisition of McCommas Bluff Landfill Gas Processing Facility	 <b>NGEN Partners</b> Investments in Evandtec, Fallbrook Technologies and DIRT Environmental Solutions	 <b>Clipper Windpower</b> Series of Debt and Equity Financings	 <b>DFJ and NGEN</b> Partners Investment in Renewable Funding, Inc.	 <b>Main Street Power</b> 4MW Distributed Solar Power Purchase Agreement with San Diego Unified School District

# Ricardo Angel, SVP, Venture Capital, GE Energy Financial Services



**Ricardo Angel**

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Ricardo Angel is the Senior Vice President of GE Energy Financial Services' Venture Capital Group. He heads the group's investments in the US West-Coast.

Prior to joining GE, Ricardo invested in multiple early stage companies while at Chevron Technology Ventures working as Principal of the Venture Capital Group based out of the San Francisco Bay-Area office. Before Chevron, Ricardo was part of the Goldman Sachs Investment Banking Technology Group in New York City, where he provided financial and strategic advice to global companies in the High-Tech sector. For the previous years and advancing through the ranks at the CNA Corporation in Washington D.C., Ricardo provided strategic guidance to numerous multi-billion dollar projects in technology and operations for various clients, including US Department of Defense agencies.

Ricardo has a strong and well-rounded technical and financial background. He holds an M.B.A. from the Kellogg School of Management, as well as a B.S., M.S., and Ph.D. in Engineering from the University of Illinois at Champaign-Urbana.

# Drew Clark, Director of Corporate Strategy, IBM Venture Capital Group



**Drew Clark**

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Drew Clark, a champion for innovation across IBM and its global ecosystem, is co-founder of and lead strategist for IBM's global venture capital group. Drew works closely with IBM's key business imperatives including Sustainability / Cleantech, Smarter Cities, Smarter Planet, Big Data, Mobile and Cloud Computing.

Drew also works closely with the global venture capital community across multiple IBM brands and industry sectors to help drive new business opportunities.

Drew likes to do crazy things like climb 14,000 mountains in the Sierra and take his boat through the ice and snow to Alaska in the Winter.

# Gerd Goette, Managing Partner, Siemens Venture Capital



**Gerd Goette**

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Gerd Goette is a partner at Siemens Venture Capital, the corporate venture arm of German engineering conglomerate Siemens AG, based in Palo Alto. Originally from Germany, came to Silicon Valley 8 years ago (and probably/hopefully stuck here). Prior life in operating roles: HW and SW engineering, product management, sales, general management. Enough to ask dangerous (read: stupid) questions.

His focus is on cleantech: smart grid, energy efficiency, energy storage, clean transportation. Current investments include: BPL Global, Coulomb Technologies, QBotix, Tendril, Wirescan. One more GoingGreen 200 company in front of Siemens committee right now.

Gerd Goette is a name made by Germans for Germans. Even USCIS struggles with the spelling. Also called GG, George (at Starbucks), Gary (by Chinese friends). Claims that he has a face for radio and a voice for print.

# Henry Yun, VP Strategic Business Development, Hanwha Solar America



Henry Yun is VP of strategic business development at Hanwha Solar America, a wholly owned subsidiary of the Hanwha Group, a diversified South Korean conglomerate. He leads the strategic investment team in the solar, energy and new materials sector and has 4 U.S. patents, co-authored over 15 technical publications and is on the board of Crystal Solar Inc., TenKSolar, and Silent Power Inc.

Prior to joining Hanwha, he held various management and technology development positions at Intel Corporation. He holds an MBA from the Kellogg School of Management at Northwestern University and Ph.D. in Materials Science and Engineering from University of Washington.

**Henry Yun**

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# Thanks for Joining our Discussion

Q & A