

Remarks for the Strategic Panel (SP2): "Innovation and New Technologies for Increasing Gas Competitiveness"

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Views From Venture Investors

Investments in new technology are enabling new solutions to solve:

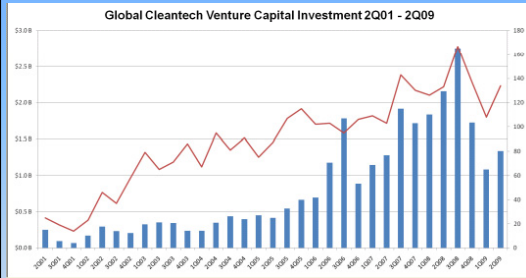
- Environmental challenges
- Customer new service requirement
- Enabling a smart grid vision

Possible approaches of the energy companies

- Direct investment to obtain the best technologies
- Partner in commercialization of technology with no risk

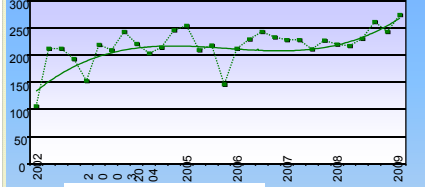
Cooperative Technology watch between utilities and venture firms can provide the most effective solution to the new strategic and technical needs

The Landscape Of Investments In New Clean Technologies

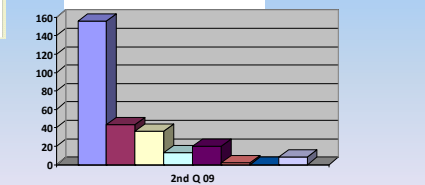


- \$1.3 Billion (24% increase) of Q2 over Q1 2009
- Total 2009 investment in cleantech likely reach ~ \$6 Billion

Clean Energy Patent Issued by Quarter 2002 - 2009

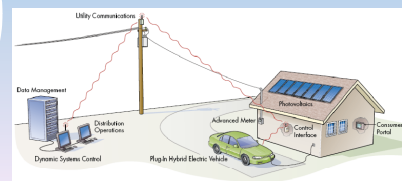
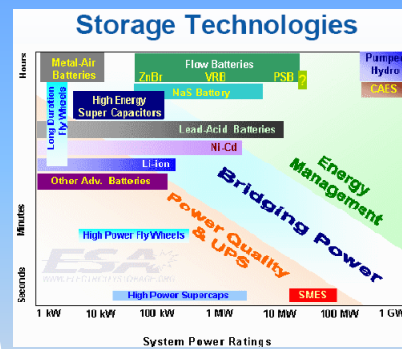
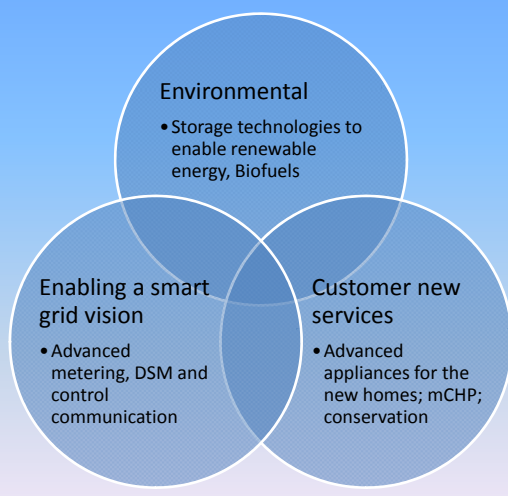


Source: The Cleantech Group



274 Clean Technology Patents Issued in Q2 2009
Patents by technology

Utility/VC Partnership Addresses the Strategic Needs Effectively



Smart Grid Concept - EPRI

Significant New Business for the Utility is a Model Enabled By Technology

Proposition:
manage and
finance
advanced
technology
from
wellhead to
point of use

- New technology is emerging
- Utility is trusted by the customers
- There is no other agent that can reliably implement significant change in a short time
- Utility has patient capital