

Nanotech for Investors

S U M M I T

Impact of Nanotechnology on Global Investment

September 11, 2006
Zurich, Switzerland



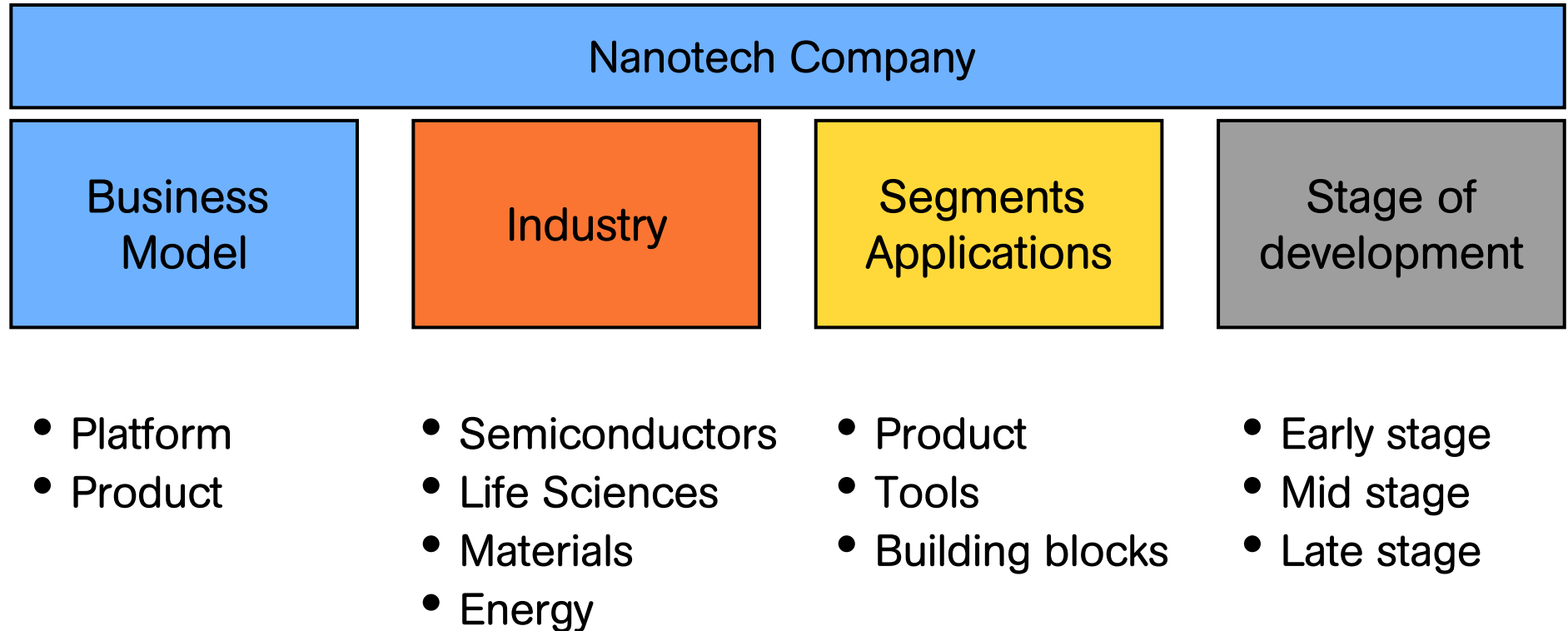
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Business models of Nanotech companies

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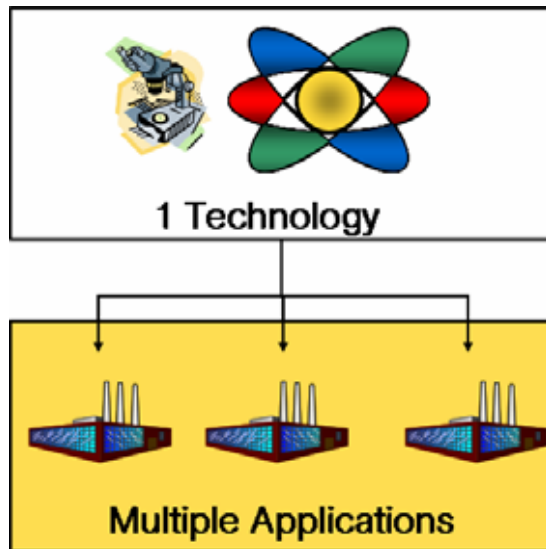
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Four key parameters which are driving the exit



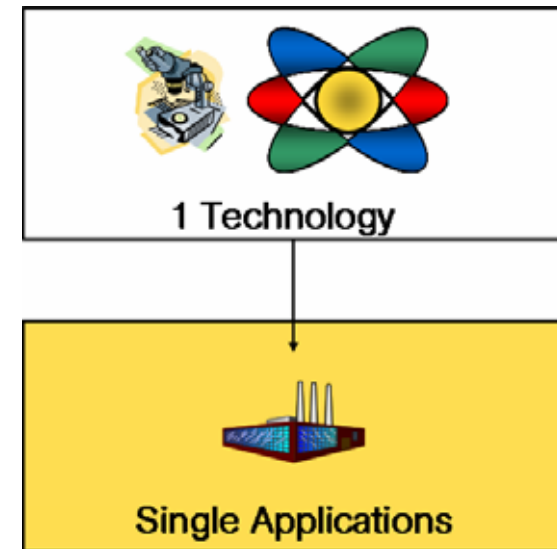
2 business models for nanotech companies relying on different key success factors

Platform Companies



- Need for outstanding Business Development Team
- Need for flexible R&D capabilities across various industries and scientific areas

Product Companies



- Need for strong technology targeting a market with huge potential
- Need for deep understanding of end user market

Diversification of risk but not going in the market

Platform Companies

- + Diversification of risks within:
 - Different market / industry
 - Several partnerships
- + High exposure / visibility

- Overstretch the resources
- Lack of focus
- The company become a R&D fundraiser expert and don't deliver commercial applications

Product Companies

- + Focus on their core competencies
- + Better understanding of end user market

- Lack of diversifications

Product company with more attractive exit scenario than platform company

