

BRIAN F. WALSH

200 Brannan St #425 - San Francisco, CA 94107

(415) 640-0037

bwalsh25@gmail.com

PROFESSIONAL EXPERIENCE

Nth Power, LLC, San Francisco, CA

July, 2007 - Present

The most experienced 'smart early stage' equity investment firm in N. America focused on disruptive cleantech opportunities. The firm has managed >\$400M and is currently investing out of a \$170M Fund IV.

Principal

- Involved in *all* aspects of the firm including: deal sourcing, structuring and negotiating; internal program development; leading due diligence efforts from start to finish; financial, valuation and return modeling; portfolio analysis, modeling (IRR) and strategy; investment management via value-add initiatives, hiring, introductions; board participation and observation; LP interaction; and fund raising.
- *Accomplishments To Date:*
 - **Sourced** RiveTech (best performing & largest investment in current Fund) and CalStar.
 - **Led Diligence & Approval** for: ARXX, Rivetech, Cyanto, Tempronics and CalStar (>\$25M at work to date representing >33% of total fund investments; all still active and progressing well)
 - **Active Board Member** for: Tempronics, Cyanto; **Observing:** CalStar, ARXX, RiveTech.
 - **Spearheaded & co-authored** the very well received, thought-leading whitepaper with Fraunhofer ISE and CSE titled: *Innovating for Better Buildings – an opportunity disguised as a meltdown*, attracting significant deal flow, syndication interest and even new Limited Partners for Fund V.
 - Strengthened and expanded firm's network to east coast and Rocky Mtn area (specifically Arizona and CO) from personal relationships with **The MIT Energy Initiative, Fraunhofer CSE, The MIT Energy Conference / Club, The New England Clean Energy Council**, others.
 - Leveraged personal, bi-coastal network to bring to San Francisco the Energy Initiative Directors from **MIT, Stanford, UC Berkeley, DOE and Google** for a firm-sponsored half-day conference (first time these experts shared a stage).
 - *Hired as an Associate in 2007; promoted to Sr. Associate in 2008; promoted to Principal in June 2010.*
- Active cleantech and venture capital speaker and business plan judge: Net Impact @ Cornell / BlueFountain Panels / NREL Growth Forum / CA Cleantech Open / TiE VC Roundtable.

Advanced Technology Ventures (ATV), Waltham, MA

Summer, 2006

ATV is a leading bi-coastal generalist venture capital firm managing over \$1.4 billion in capital.

Summer Associate / Cleantech Consultant

- Hired via a competitive process for my cleantech commercialization background, broad-based expertise, passion and network at MIT, Washington D.C. and beyond.
- Formulated the basis for ATV's cleantech venture capital investment strategy. Project included a comprehensive technology innovation and market needs analysis for solar, biofuels, water, energy efficiency, energy storage, hydrogen, fuel cells and other cleantech segments.
- Presented report to partnership and project sponsor (Bill Wiberg) presented sections to ATV LPs to gain support to increase ATV's involvement in the cleantech space. *ATV is now one of the most active venture capital firms on the east coast investing in cleantech.*

US Fuel Cell Council (USFCC), Washington D.C.

2003 - 2005

The USFCC is the premier international industry association for the emerging hydrogen and fuel cell industry. The 120 industry members included multi-national OEMs, such as GM, Toyota, Ballard and Siemens, as well as venture-backed start-ups and fuel cell and hydrogen-related component suppliers.

Director of Member Services

- Led business development efforts resulting in 25%+ membership increase from 2003 - 2005, driving USFCC budget over \$1 MM mark.
- Led, managed and participated in technical working groups for all types of fuel cells and applications addressing market issues for successful technology commercialization.

Brian F. Walsh

January, 2012

- Successfully brought new industry sector into the USFCC; negotiated organizational restructuring to accommodate new group and secured funding for development of a new standardization program.
- Positioned USFCC as the global leader for micro fuel cell regulatory issues by initiating and growing relationships with government agencies, international regulatory bodies, NGOs, industry players.
- Provided strategic consultation for commercialization, fund raising and partnering options
- Speaking credits: Keynote at International Fuel Cell Forum in Korea, 2004 FedFleet in NYC, International PowerGen 2004 in FL, Wharton's Mack Center for Technological Innovation.
- *Gained unique and insightful understanding of subtle, but important, risks and pitfalls inherent in commercializing new clean energy technologies.*

Breakthrough Technologies Institute (BTI), Washington D.C.

2001 - 2003

BTI is an environmental energy technology think tank

Technical Director

- Managed technical aspects of all BTI projects, including Fuel Cells 2000 and Bus Rapid Transit (BRT)
- Publication credits: *The Myth about DC's Metro – analysis of associated environmental costs.*
- *Hired as Project Manager in 2001; promoted to Program Manager in 2002; promoted to Technical Dir. in 2003.*

EDUCATION

MIT Sloan School of Management, Cambridge, MA

2005 - 2007

MBA: strategy, finance, technology entrepreneurship

- Co-Owner & Strategic Lead, The SloanGear Company (*bought in 2006; sold for a profit in 2007*)
- Investment Associate, Massachusetts Green Energy Fund (MGEF) in Brookline, MA (Spring, 2006)
- Founding Team Member & Managing Director, 2007 MIT Energy Conference
- Co-President, Venture Capital / Private Equity Club
- Co-President, Energy & Environment Club
- Selected member for MIT Delegation to visit Saudi Aramco (*only MBA invited*)
- '06 MIT \$100k Competition Semi-finalist as co-founder of Acilix (novel biotech for water purification)
- '07 NEEIC \$150k Energy Business Competition Finalist as co-founder of Silex (silicon exchange)

Tufts University, Medford, MA

1997 – 2001

BS Physics

- Advanced Placement Scholar, 1996; Dean's List
- Advanced Science Credits from: Harvard University; University of Melbourne, Australia

PERSONAL INTERESTS

- World Travel: Dubai, Jordan, Saudi Arabia, Greece, Australia, Canada, China, France, Holland, Germany, Iceland, Italy, Morocco, South Korea, Scotland, Turkey, England since 2002.
- Dual Citizenship - US & EU (*Irish citizenship currently in progress*)
- Shark & Deep Sea Fishing
- Motorcycles / Mountain Biking