



LACI

DealBook

LACI PORTFOLIO COMPANIES

Q3 2017

Current Investment-Ready Portfolio Companies

Local Roots Farms

Eric Ellestad
CEO

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Repurpose

Lauren Gropper
Founder & CEO

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Connect Homes

Jared Levy
President

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Advanced Vehicle Manufacturing AVM

Larry Brennan
Founder & CEO

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Nimbus 9

John Martinez
CEO

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Ampaire

Kevin Noertker
Founder & CEO

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FreeWire Technologies

Asrcady Sosinov
Founder & CEO

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Xtelligent

Andrew Powch
Co-founder

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Pick My Solar

Max Aram
Founder & CEO

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Green Commuter

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CEO

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arensis

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Ayyeka

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Nevados Engineering

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Rain Systems

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Avisare

Sky Kelley
Founder & CEO

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Water Canary

Sonaar Luthra
CEO

sonaar@watercanary.com

Tony Morberg, CFA
Investment Director tony@laci.org
LACI 525 S. Hewitt St. Los Angeles, CA 90013



Local Roots

Local Roots' mission is to improve global health by building a better food system. We accomplish this by growing and selling the most exceptional produce in the world.

LACI since: 2015

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016		STAGE						
Gallons of Water Savings	15M	<table border="1"> <thead> <tr> <th>FRIENDS/FAM</th> <th>SEED</th> <th>SERIES A</th> </tr> </thead> <tbody> <tr> <td style="background-color: red;">UNDER \$250K</td> <td style="background-color: yellow;">\$100K-\$750K</td> <td style="background-color: green;">\$1.5M-\$5M</td> </tr> </tbody> </table>	FRIENDS/FAM	SEED	SERIES A	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M
FRIENDS/FAM	SEED		SERIES A					
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M						
Full Time Jobs Increase	3.75 X							

TEAM HIGHLIGHTS

Eric Ellestad CEO	Matt Vail COO	Matt Vail CFO	Brandon Martin VP Bus Dev	Kipp Stroden VP Brand	Fritz Stelter VP Produce	Paco Pallop VP Operations

QUOTES

Local Roots produce is optimized for flavor and nutrient density, completely pesticide free, and can be grown locally year round in any geography. Local Roots accomplishes this by growing in patented high-tech indoor farms using proprietary growing processes and algorithms. This allows Local Roots to achieve unprecedented production rates and densities, dramatically increased freshness and shelf life, improved quality and consistency, and reduced total supply-chain costs. Local Roots sells its produce to large retailers and foodservice distributors via long term offtake contracts.

INFO BULLETPOINTS

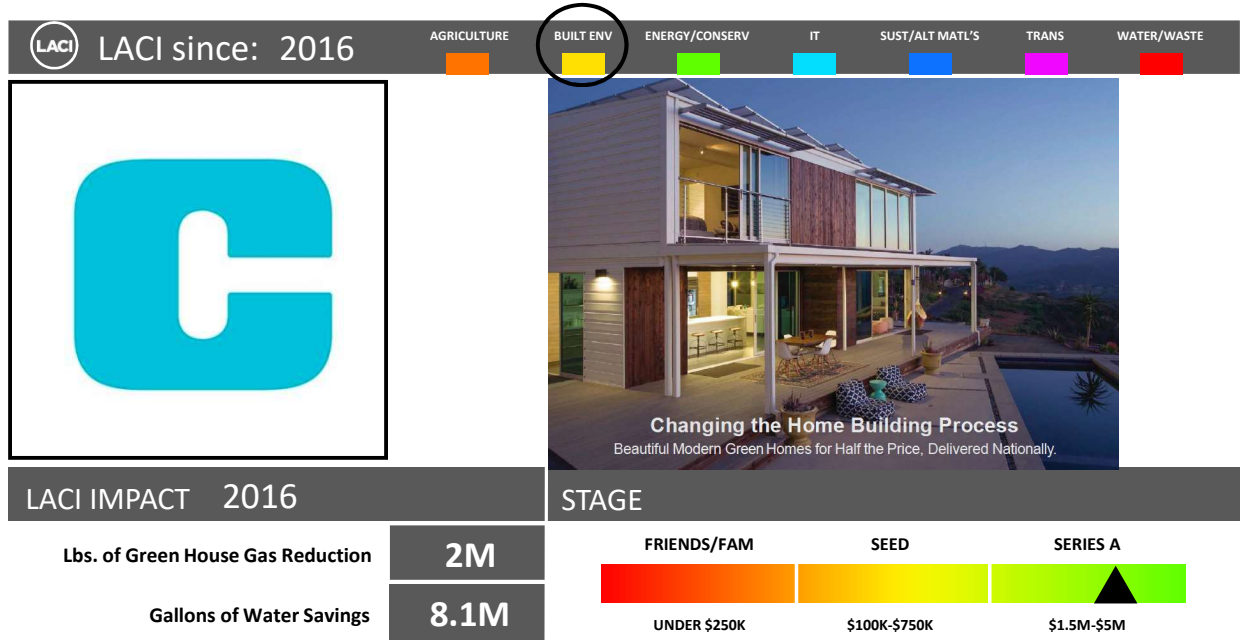
- We have achieved price parity with outdoor organic field production in key leafy green product categories.
- One Local Roots TerraFarm produces the annual equivalent of 5 acres of outdoor field production.
- We use 99% less water than the field, require zero pesticides, and operate 24/7/365 in any geography and climate.
- We own and operate colocated indoor farming projects with our client's distribution centers, handling everything from seed to sale.

YEAR-TO-DATE MILESTONES

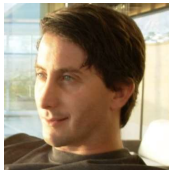
- Expanded the technical and executive team to include deep expertise in critical areas in preparation for growth.
- Featured in KCET, CTV, The Guardian, The Washington Post, Forbes, BNN, CBS, Restaurant Hospitality, Mashable
- Signed expansion contracts with current Southern California foodservice customers SpaceX and Tender Greens
- Green lit to launch pilots ASAP with Walmart, the world's largest retailer, and Sysco, the world's largest foodservice distributor.

Connect Homes

Beautiful modern green smart homes for half the price. Delivered anywhere.



TEAM HIGHLIGHTS



Jared Levy
President



Gordon Scott
Vice President

QUOTES

We are at a crossroads of a growing demand for modern, green, smart homes and an aging US housing stock, 40% of which was built prior to 1969. In the US alone, this represents 32M homes that are incredibly energy inefficient, too small for growing families, too costly to remodel, leaving consumers with no affordable solution. With our patented prefab system, Connect Homes' mission is to fundamentally change the localized home building industry by delivering beautiful modern green homes at half the price.

INFO BULLETPOINTS

- Patented prefab system allows homes to be delivered on the intermodal shipping network –reducing delivery costs by up to 90%.
- From one factory, Connect Homes can serve both a national and an international demand for modern, green smart homes
- Connect Homes are half the cost of conventional homebuilding and are completed in a third of the time
- Connect Homes delivers a streamlined, transparent process to its customers, thereby changing the consumer experience of buying

YEAR-TO-DATE MILESTONES


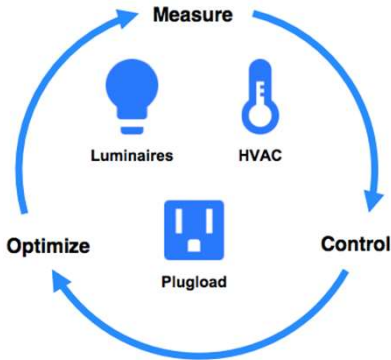
- Through organic growth, Connect Homes currently has 40 homes in contract, representing approximately \$22M in revenue.
- Connect Homes should be operationally cash flow positive starting Q4 2017 with a throughput of 1 home/month.
- Connect Homes is projecting 12 homes completed this year and 48 completed 2018 with \$28M in revenue.
- Connect Homes will be releasing news product in 2017 – it's first model home/ sales center in LA and the Connect One, a small backyard smart room that does not require permits. Just plug it in.

Nimbus 9

The least expensive kilowatt-hour is the one that is never used.

LACI since: 2017

AGRICULTURE BUILT ENV ENERGY/CONSERV IT SUST/ALT MATL'S TRANS WATER/WASTE

LACI IMPACT 2016	STAGE						
Lbs. of Green House Gas Reduction	N/A						
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UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M					

TEAM HIGHLIGHTS



John Martinez
CEO & President



Drew Hutchison
Founding Engineer &
Director of Development



Newton Banks
Director, Embedded Systems



Jonathan Thompson
Cloud Engineer
NASA AMES Scholar



Matt Harlow
Director of Experience

QUOTES

Buildings consume 75% of all electricity generated in the United States while on average wasting 30% of that consumption. Nimbus 9 believes true Sustainability should start with "using only what is needed". Nimbus 9 drives massive economic and environmental benefit by Measuring, Controlling & Optimizing the consumption of the 3 largest electrical loads in the commercial built environment: Lighting, Plug Load & HVAC

INFO BULLETPOINTS

- N9 optimizes 68% of load in commercial buildings by connecting assets, measuring their consumptions and eliminating inefficiencies in use.
- N9's Cloud 1st Architecture collapses costs making optimization through advanced controls economically feasible for any size building.
- N9 can provide Utilities deep insight into load specific usage allowing a granular understanding of current & future electricity consumption.
- N9's tiered subscription model offers different levels of Optimization Strategies implemented by Humans or Machine Learning.

YEAR-TO-DATE MILESTONES

- Specified as the solution for multi-year environmental project at NASA Kennedy Space Center
- SoCal Edison Advanced Lighting Controls Qualified Product
- Full Title 24 Compliant hardware line: Sensors, Switches & Intelligent LED Drivers
- Complete "Firmware to Cloud" software provider to the LED manufacturers like Envirolux, SkylerTek & Raffino.
- Established key partnership to transition internal N9 hardware development to McWong International, a 30 year old OEM serving companies like GE, Philips, LSI, etc.

FreeWire Technologies, Inc.

Mobile and networked energy storage for industrial customers: utilities, events, construction, and rental equipment. A globally-viable economic model for energy storage.





LACI since: 2014

AGRICULTURE (orange) BUILT ENV (yellow) **ENERGY/CONSERV (green)** IT (cyan) SUST/ALT MATL'S (blue) TRANS (magenta) WATER/WASTE (red)



LACI IMPACT 2016		STAGE		
Lbs. of Green House Gas Reduction	326K	FRIENDS/FAM	SEED	SERIES A
Lbs. of Non-Hazardous Waste Avoided	9.6K	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS

			
Arcady Sosinov Co-Founder & CEO	Dr. Carolin Funk COO	Jawann Swislow CTO	Richard Steele VP of Engineering

QUOTES

FreeWire is one of the fastest-growing energy storage companies, focusing strategically on an underserved market opportunity: mobile power. In 2016, over \$18B were spent in the diesel and gas generator market, and FreeWire has a hardware + software solution that is already disrupting this market with better technology and a better business model.

INFO BULLETPPOINTS

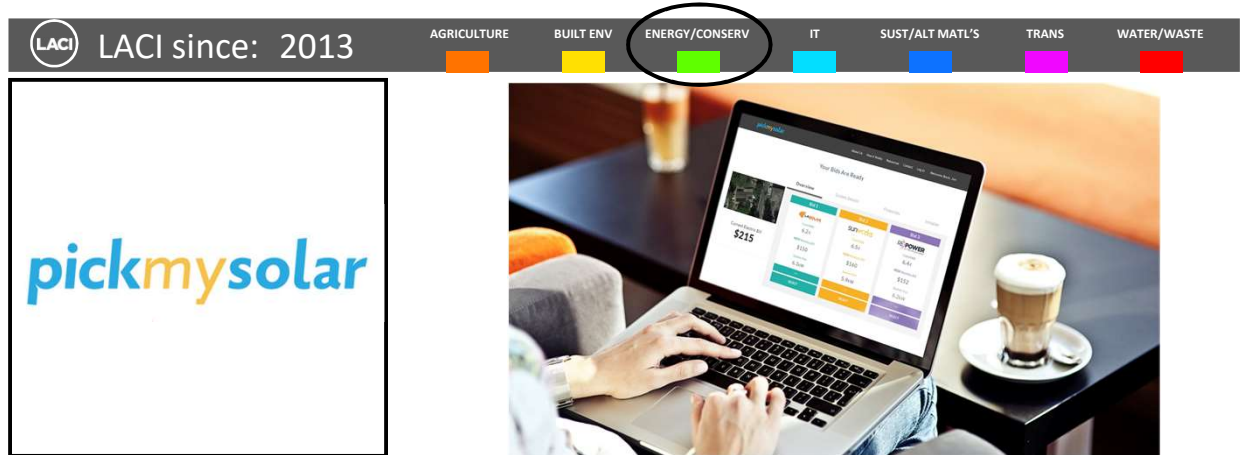
- Secured an investment and worldwide distribution deal with Stanley Black & Decker.
- Raising \$10.5M Series A round, led by Stanley Ventures.
- Customers include LADWP, Hawaiian Electric, the City of San Francisco, Uber, LinkedIn, and more.
- Partnered with Siemens, and have now hired three executives from various Siemens divisions.

YEAR-TO-DATE MILESTONES

- Expanded internationally, with a subsidiary in London and customers in New Zealand, Dubai, and the UK.
- Hired former Founder, CEO of Mission Motors, and one of the earliest Tesla employees who designed the Roadster battery pack.
- Won first major municipal contract with the City of San Francisco, followed shortly by the State of Washington.

Pick My Solar

A simple, trusted way for homeowners to go solar. Below market-value bids and in-depth analysis provided to homeowners at no charge.

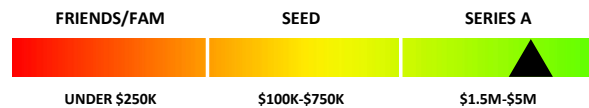


LACI IMPACT 2016

Lbs. of Green House Gas Reduction **109.5M**

kWh of Energy Generation **67M**

STAGE



TEAM HIGHLIGHTS



Max Aram
Founder & CEO



Christopher Blevins
Founder & COO



Kyle Cherrick
Head of Biz Dev



Jason Wakizaka
Head of Product



Michael Olenick
Head of Marketing

QUOTES

Pick My Solar is a managed marketplace for the solar industry. We're building the nation's most consumer-centric solar company, where customers can get unbiased expert advice, find the best solar and battery deals and finalize the transactions completely online. Through 2021, Pick My Solar is projecting over \$650M of transactions on its marketplace.

INFO BULLETPOINTS

- We're the only solar marketplace in the country that controls the transaction and post-sale process.
- Over 120 solar companies in 20 major solar states joined the network and bid on projects in their areas.
- We have proven the revenue model from home storage sales as well.
- We're well-positioned to expand to other verticals such as financing, energy efficiency upgrades, and EV.

YEAR-TO-DATE MILESTONES

- Exclusive partnership with major national accounts such as: SolarEdge (Largest Inverter manufacturer in the world), Enervee (Utilities SaaS provider), Clean Power Research (Utilities SaaS provider)

arensis

arensis develops renewable energy projects using the smallest combined heat and power units developed by Entrade, which feeds on biomass waste fuels.

LACI since: 2015

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
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TRANS
WATER/WASTE



LACI IMPACT 2016	STAGE						
Total Full-Time Equivalent Jobs Created	<table border="1"> <tr> <td>FRIENDS/FAM</td> <td>SEED</td> <td>SERIES A</td> </tr> <tr> <td>UNDER \$250K</td> <td>\$100K-\$750K</td> <td>\$1.5M-\$5M</td> </tr> </table>	FRIENDS/FAM	SEED	SERIES A	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M
FRIENDS/FAM	SEED	SERIES A					
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M					
kWh of Energy Generation	43						
	28M						

TEAM HIGHLIGHTS



JULIEN UHLIG
CEO



Nick Tarditti
CFO

QUOTES

These are exciting times in renewable energy. After nearly ten years of renewable energy development at arensis, along with the recent worldwide evolution in business organization and processes, we're entering an era of grid independence. We can now reduce the need for power, sanitation, and information grids that operate on centralized infrastructure. The future is in decentralized systems, and it's here now.

INFO BULLETPPOINTS

- 160 units installed in the U.K., Germany, Switzerland, Italy and USA generating over 25 MWs of electricity and thermal energy.
- Over \$25 million in annual projected revenue from existing projects.
- We don't sell units we provide renewable electricity, heating and cooling at a savings and without any upfront capital investment.
- Each unit fits in a 20 foot container, is completely portable and can generate 1,200 kWhs per day of electricity.

YEAR-TO-DATE MILESTONES

- Reached 10,000 operating hours on our first installed unit without any need to replace major components.
- Signed MOU to provide 35 MWs of projects to power the largest palm oil producer in Southeast Asia.
- Secured new blue-chip customers including Luftansa in Puerto Rico and Priory Group (Acadia Healthcare) in the UK.
- Developed a new micro-grid management platform with Schneider Electric to remotely monitor and maintain the units.

Nevados

Designs and manufactures mounting structures for solar modules that increase the site options for solar developers, reduce construction costs, and increase power generation






LACI since: 2015

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016		STAGE		
Total Full Time Equivalent Jobs Created	4	FRIENDS/FAM	SEED	SERIES A
kWh of Energy Generation	6.3K	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS

				
YEZIN TAHA CEO	RICHARD JANNEY VP Finance	Kyam Krieger Lead Mech Engineer	Jared Niemiec Lead Manufacturing Eng.	John Staskevich Lead Electrical Engineer

QUOTES

The world is not flat, but the solar industry treats it as if it should be. This creates excessive costs, and creates substantial environmental damage, while limiting the output of solar power plants. Nevados is flipping this approach on its head by addressing flat-land paradigm limitations in the solar industry with innovate structural solutions, application of machine learning to solar power plant power generation, and advanced control system monitoring and data management.

INFO BULLETPPOINTS

- Nevados' All Terrain Tracker can increase power generation, reduce installation costs, and expand site options for solar developers.
- The Nevados ATT flexes to follow sloped and rolling terrain without the need for grading soil.
- The Nevados ATT can product up to 32% more power per module than a fixed tilt solar power plant in the same location.
- UL listing with a third-part bankability study will be completed by May 2017.

YEAR-TO-DATE MILESTONES

- Nevados has a commercially-ready product that can be specified and installed today.
- Nevados completed a wind tunnel study on adverse terrain to validate the design and durability of the ATT.
- A full-scale demonstration site is available for viewing, operation, and assembly.
- Nevados has received funding from the Department of Energy SunShot initiative to advance solar tracker technology.

Avisare

Updated in Q3 2017

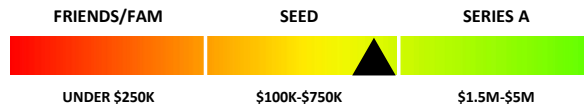
Avisare is a marketplace simplifying the multi-trillion dollar government RFP process to foster an inclusive ecosystem for diverse small businesses.

The screenshot shows the Avisare website with a navigation bar at the top containing industry categories: AGRICULTURE, BUILT ENV, ENERGY/CONSERV, IT (highlighted with a red circle), SUST/ALT MATL'S, TRANS, and WATER/WASTE. Below the navigation bar is a sidebar menu with options like Home, Search Suppliers, and Request for Proposal. The main content area displays the 'TeraVision Technologies' profile, including an 'About Us' section and a 'Site URL' field.

LACI IMPACT 2016

Number of Female Employees	7
Minority/Previously Excluded Employees	5

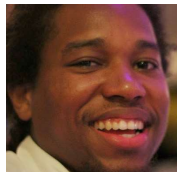
STAGE



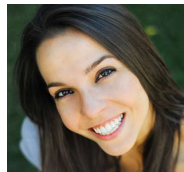
TEAM HIGHLIGHTS



Sky Kelly
Founder & CEO



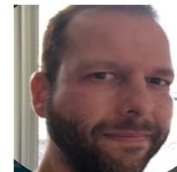
Doug Finley
CTO



Sara Stringellow
Marketing Analytics



Jason LaManque
Product Management



Edward Meshuris
Lead Engineer

QUOTES

Avisare eases procurement between businesses with a smart platform connecting buyer needs with a network of seller solutions. We know it's time to reinvent the procurement process to make it reliable for all divisions of a corporation or government agency to sustain growth and accessible for all small businesses to compete. We are creating a new category in the \$4.4 trillion global procurement space.

INFO BULLETPPOINTS

- According to Gartner, the Procurement Software Marketplace is fragmented with the top 10 vendors maintaining 55% of market share. Overall this category is growing 10% year-over-year.
- Secured contracts for over 20 SMBs during paid-pilot testing in 2016; MVP launched in August of 2016 .
- Sold to customers as a tool to better manage their database of suppliers so clients help grow the network.

YEAR-TO-DATE MILESTONES

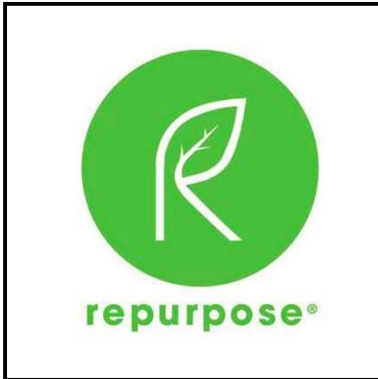
- Signed 3 year contracts with Los Angeles Department of Water & Power and San Jose Water Company.
- Current pending deal with the LAX airport and a signed pilot with the California Energy Commission (a state agency)
- In proposal discussions with the City and the County of Los Angeles to implement across the county and in trial with Home Depot.
- In R&D phase on a chatbot that intelligently guides both buyers and sellers in the procurement process.
- Supplier network grew 100% quarter- over- quarter.

Repurpose

Leading consumer brand in eco-friendly tableware. Products are 100% made from plants, non-toxic, renewable and compostable - a sustainable and affordable alternative to single use plastic products.

LACI since: 2013

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016

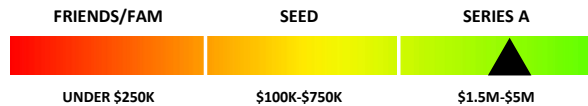
Lbs. of Green House Gas Reduction

672K

Lbs. of Non-Hazardous Waste Avoided

154K

STAGE



TEAM HIGHLIGHTS



Lauren Gropper
Co-Founder & CEO



Corey Scholibo
Co-Founder & CMO



Jordan Silverman
Partner & COO

QUOTES

Repurpose is a Los Angeles based company that produces and sells compostable tableware made from plants, not petroleum - for the consumer retail market. Repurpose has a vision to reduce the amount of plastics in the environment and offer high quality, durable, and guilt-free renewable alternatives. 5,000+ stores carry Repurpose products and this distribution channel includes Safeway, Whole Foods, Target, Albertsons, Wegmans and others.

INFO BULLETPOINTS

- Repurpose products perform better than plastic or Styrofoam and are 100% compostable, non-toxic, made from plants and renewable.
- Repurpose has a transparent, authentic approach that has created an avid, loyal brand following. Celebrity endorsements, and product placement on TV has supported the brand image.

YEAR-TO-DATE MILESTONES

- #1 fastest growing brand in the category in US 2016 and 2017 in Nielsen/IRI. Revenue growth is over 1200% since 2013.
- Ranked #24 in Consumer Products on 2017 INC 500 Fastest Growing Companies in America
- \$4.5 billion US retail disposable tableware with <1% 'eco' tableware market penetration. Summary: Repurpose is the fastest growing brand in a market that is in the early stages of growth.
- Repurpose has grown its distribution channel from 500 stores to over 5,000 in 3 years. Another 15,000 US stores are potential customers.

Advanced Vehicle Manufacturing

AVM builds the highest quality, best value, ready-for-service all-electric shuttle buses on the market, moving people cleanly, quietly, and cost-effectively.



LACI IMPACT 2016		STAGE		
Total Full-Time Equivalent Jobs Created	3	FRIENDS/FAM	SEED	SERIES A
Minority/Previously Excluded Employees	2	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS



Larry Brennan
CEO & Co-founder



David Merrill
COO

QUOTES

AVM is the subsidiary of Bus and Coach America ("BCA"), a successful diesel bus manufacturer founded in 2010 by professionals with more than 100 years of combined U.S./China bus industry experience. With U.S. proven, accepted and supported componentry, BCA's motor coach has changed the value equation for long-distance diesel motor coach operators. Now through AVM the founders are taking this same mission to electric shuttle buses and disrupting the incumbent value chain.

INFO BULLETPPOINTS

- Purpose-built from the ground up, with designs that draw upon proven diesel U.S. bus manufacturing experience.
- Cost-effective, with a service life twice that of diesel buses and over 20% cost savings over four years.
- Compatible with existing, readily-available North American charging infrastructures
- AVM has a long-standing relationship with one of the world's most advanced CleanTech manufacturers: Yinlong Energy.

YEAR-TO-DATE MILESTONES

- First generation AVM Shuttle Bus landed in the U.S. undergoing testing and servicing at Ontario airport.
- Prominent private and public operators sign purchase orders, letters of intent or commit to planned demonstration and evaluation: Silverado Stages, Lewis Stages, John Wayne Airport, Mlaker Trailways, City of Azusa.

AMPAIRE

At Ampaire we are transforming aviation by developing electric propulsion systems for existing aircraft and designing new high performance zero emission aircraft.

LACI since: 2017

AGRICULTURE BUILT ENV ENERGY/CONSERV IT SUST/ALT MATL'S **TRANS** WATER/WASTE

LACI IMPACT 2016

STAGE

NA	FRIENDS/FAM	SEED	SERIES A
NA	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS

				
Kevin Noertker CEO & Co-Founder	Cory Combs CTO & Co-Founder	Ryan Bilton CFO & Co-Founder	Jason Nimersheim Lead Engineer	Mark Bernstein Dir. Strategy & Marketing

QUOTES

Using innovations in electric vehicle technology, energy storage, integration and aircraft architecture we are developing a new zero emission electric jet. In 8-10 years we will fly 9 passengers from LA to San Fran in an hour. On our way there, we are building an electric retrofit propulsion system to meet early market needs of scheduled airline operators for existing flights of less than 100 miles. We will reduce operating costs by 25% while at the same time producing zero emissions and reduce noise by up to two-thirds.

INFO BULLETPPOINTS

- We are developing a lightweight battery pack and powertrain optimized for integration into existing turboprop airframes.
- Our jet will be used in scheduled, on-demand & business jet operations.
- The retrofits will be used by short-hop flight operators around the world offering a cost and environmentally effective solution.
- Our early focus on retrofits will accelerate our time to market, provide flight experience and reduce risk for our new build aircraft.

YEAR-TO-DATE MILESTONES


- We have completed baseline architecture for the retrofit powertrain and are building the bench-test power system.
- We have two airframes in house ready for ground tests.
- We are actively protecting IP and have letters of interest from multiple airline operators totaling over 100 aircraft.
- We have been chosen by 'Hello Tomorrow' a global start-up competition to present at their global convention in Paris.

Xtelligent

Xtelligent provides an advanced Adaptive Traffic Control System (ATCS), which brings together the latest of today's technologies to greatly reduce traffic on city streets.

LACI since: 2016

AGRICULTURE BUILT ENV ENERGY/CONSERV IT SUST/ALT MATL'S **TRANS** WATER/WASTE



Max Pressure (MP) Controller

- $h_{\phi}^{MP}(x, \beta, C) \propto \exp(p_{\phi}(x, \beta, C))$
- $p_{\phi}[t] = \sum_{(i,j) \in \phi} p_{ij}[t]$

Different variant of MP:

- MP1: $p_{ij}[t] = C_{ij} (\beta_{ij} x_i[t] - \sum_{\ell} \beta_{\ell}^2 x_{\ell}[t])$
- MP2: $p_{ij}[t] = C_{ij} (x_i[t] - x_j[t])$
- MP3: $p_{\phi}[t] = \sum_{(i,j) \in \phi} C_{ij} (x_i[t] - \sum_j \beta_{ij} x_j[t])$

$x_i[t]$ is the queue length of link i at the beginning of t -th cycle
 $x_{\phi}[t]$ is the aggregate queue length associated with phase ϕ at the beginning of t -th cycle
 $p_{ij}[t]$ is the pressure associated with movement ij at the beginning of t -th cycle
 $p_{\phi}[t]$ is the pressure associated with phase ϕ at the beginning of t -th cycle

Proportionally Fair (PF) Controller




- $h_{\phi}^{PF}(x) \propto \sum_{j \in \phi(i)} x_j[t]$

The green time allocation under PF controller is equal to value of θ corresponding to the optimal solution of the following convex optimization problem:


$$\text{maximize } \sum_{r=1}^m x_{\phi_r}[t] \log \theta_r$$

subject to $\theta_r \geq 0, r = 1, \dots, m$


$$\sum_{r=1}^m \theta_r = 1$$

LACI IMPACT 2016		STAGE		
Lbs. of Green House Gas Reduction	N/A	FRIENDS/FAM	SEED	SERIES A
Number of Employees	3	 UNDER \$250K	 \$100K-\$750K	 \$1.5M-\$5M


TEAM HIGHLIGHTS




Andrew Powch
Co-Founder




Mike Lim
Co-Founder



Ketan Savla
Co-Founder and Chief Science Advisor



Peter Lee
Advisor + interim CTO



Martin Guadron
Intern

QUOTES

Xtelligent is an algorithm and device company bringing the latest innovations in dynamic network theory, Internet of Things, and machine learning technologies to road networks. By connecting signalized intersections to the latest sensor technology and enabling rapid, edge-computing capabilities, Xtelligent is driving the step-change in traffic intersection technology and laying the ground logic required for the connected and autonomous vehicle future.

- ### INFO BULLETPPOINTS
- Focusing on initial pilot development with the City of Redlands, building a "book" of interested cities, and managing our partner McCain, inc. for future distribution opportunities.

- ### YEAR-TO-DATE MILESTONES
- Won regional HBS New Venture Competition.
 - USC IP license negotiated and executed.
 - First customer: Redlands. Two initial intersections, 12 additional through 2018, and 86 more proposed.
 - First purchase order received for \$21,800.
 - Angel funding round oversubscribed, closing early September 2017.
 - Outside software developer secured to create embedded software operating environment.

Green Commuter

Disrupting commuting and mobility by offering a synergistic model of all electric vanpooling, car sharing and fleet replacement services.

LACI since: 2015

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016

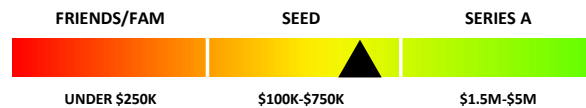
Percentage of Female Employees

>50%

Lbs. of Green House Gas Reduction

N/A

STAGE



TEAM HIGHLIGHTS



Gustavo Occhiuzzo
CEO



Bart Sidles
Director, Corporate & Bus Dev.



Juan Cruz Hurtado
CTO



Leslie Graham
Director of Grants & Partnerships

QUOTES

“With our triple bottom line approach, we have found that ridesharing to and from work in EVs during peak traffic hours and repurposing the EVs as car share vehicles the rest of the time, brings tremendous benefits in terms of reduced traffic, improved air quality, all while providing mobility and commuting savings to its users” said Gustavo Occhiuzzo, CEO of Green Commuter about the launch of the first all-electric vanpool service in the US, using the Tesla Model X, 7 passenger SUV.

INFO BULLETPOINTS

- Business: to rent our fleet of zero emission vehicles for vanpool and car share via our proprietary technology platform.
- Objectives in the mobility space: to maximize utilization and monetization of our fleet of all electric vehicles.
- Multi-revenue model: to generate funds from vanpool leases, car share rentals/membership, fleet replacement and carbon credits.
- Mission: to decrease commuting costs, reduce greenhouse gases and improve traffic.

YEAR-TO-DATE MILESTONES

- Launched vanpool and car share services with 23 vehicles (Model X and Nissan Leaf).
- Awarded more than \$2.3M in grants and tax credits (and have submitted an additional \$6.3M of proposals).
- Received New Resource Bank \$1.5M line of credit to facilitate our fleet expansion to 30 all-electric, long range, 7-passenger vehicles.
- Certified as the first car share B Corp company in the US by B Labs.

Ayyeka

Ayyeka produces cybersecure, streamlined (IIoT) technologies for collecting data from sensors and integrating them into SCADA and other industrial control software platforms.

LACI since: 2016

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016		STAGE		
Total Full Time Equivalent Jobs Created	12	FRIENDS/FAM	SEED	SERIES A
Number of Female Employees	7	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS



Ariel Stern
CEO & Co-Founder



Yair Poleg, PHD
CTO & Co-Founder



Sivan Cohen
Director of Bus. Development



Gaby Nativ
Software Dev. Manager

QUOTES

Sivan Cohen, Ayyeka's US General Manager at this years American Water Works Association: "If you can measure it, you can manage it. This is really what Ayyeka is all about: making monitoring simple, secure and affordable. Extending smart water networks with our remote monitoring systems allows for improved network visibility, reduced operating costs, enforcement of regulation compliance, faster leak detection, more exact billing and other advantages, which ultimately mean savings of water and money."

INFO BULLETPOINTS

- Revenue is generated through hardware sales (of the Wavelet device and Wavelet Kits, consisting of the Wavelet bundled with third-party sensors) and SaaS subscriptions, tiered according to service and analytics levels.
- Ayyeka also holds patents in edge analytics, low-power-connectivity, and advanced sensing.

YEAR-TO-DATE MILESTONES

- Three new product verticals, oil and gas, environmental, and industrial assets, were added to the product portfolio.
- The total install base, which includes major installations such as that at the Metropolitan Sewer District of Greater Cincinnati, surpassed 1,000. Other installations successfully progressed past pilot phases.
- The distribution network was expanded. The company now works with 15 distribution partners in addition to selling through direct channels.

RAIN SYSTEMS

Rain Systems' proprietary technology, the Precision Injection Machine (PIM), implants a soil amendment known as cross-link polymer into managed turf at root level which reduces irrigation requirements by 50%.

LACI since: 2016

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016

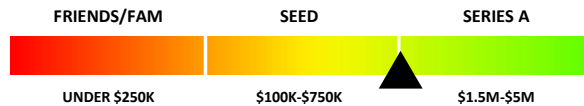
Total Full Time Equivalent Jobs Created

2

Number of Employees

2

STAGE



TEAM HIGHLIGHTS



ELAINE R SIBERT
CEO & Co-Founder



JAMES E SIBERT
CTO & Co-Founder



KEITH BROWN
Board Member, Advisor

QUOTES

Rain Systems is the most cost effective and technologically advanced method of installing cross-link polymer into managed turf on the market. We will bring this environmentally safe, water saving technique to the managed turf industry; golf courses, parks, playing fields and parks. Which will help them maintain sustainable green spaces in our communities.

INFO BULLETPOINTS

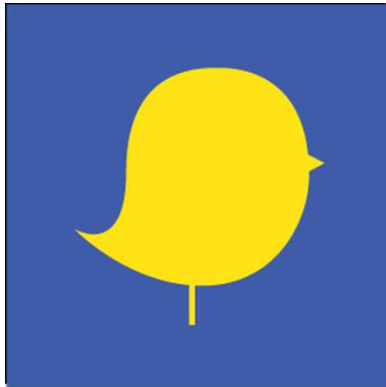
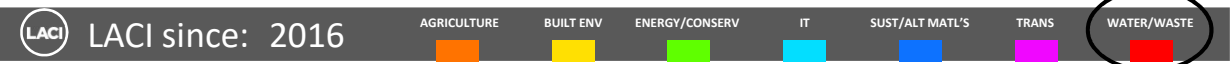
- In the process of creating case studies for pilots at California State University Northridge.
- Opening investment round in the fall to raise (\$1.5M) to launch in the winter of 2017.
- There are over 75K acres of managed, irrigated turf in the Southern California market, where we will open our first office.

YEAR-TO-DATE MILESTONES

- Completed successful 1 year pilot at California State University Northridge, reducing irrigation by 50% in our pilot area
- Implemented two new pilots, at Scripps College and Soule Park Golf Course
- Approved for upcoming pilots at LA Unified School District and City of LA Recreation and Parks Dept

Water Canary

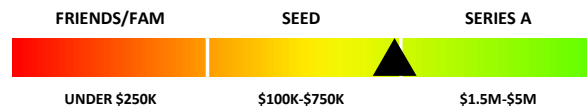
Water Canary is a real-time water quality data provider. We are building a data collection service for enterprise customers using our breakthrough sensing technology.



LACI IMPACT 2016

Number of Female Employees	3
Minority/Previously Excluded Employees	2

STAGE



TEAM HIGHLIGHTS



SONAAR LUTHRA
CEO



KIMBERLY ANAKATA
Head of Operations & Manufacturing



ERIC ROSENTHAL
Senior Scientist



SARAH SZALAVITZ
Director/Chief Strategist



PRAGUN GOYAL
Systems Engineer

QUOTES

“We now live in constant awareness that water is a finite resource. The less water we have the harder it becomes to dilute pollutants down to safe levels, producing an accelerating toxicity problem that threatens agriculture, industry and every business vulnerable to water quality volatility. Today the amount of water quality tests that need to be performed exceeds the world’s capacity to perform tests. Solving this requires not just new technologies, but a new approach to how data itself is collected & distributed.”

INFO BULLETPOINTS

- Breakthrough real-time sensing technology developed with support of DARPA & the Naval Research Lab.
- Lab-grade precision & specificity with the potential to detect hundreds of contaminants in a single device at a 10x reduction in cost.
- Data as a service: all costs of installation maintenance & networking included. No hidden training, staffing or facilities requirements.
- Plan to drive down & set the cost of real-time data and become the world’s most trusted source for reliable water quality data.

YEAR-TO-DATE MILESTONES

- Agriculture: protects crops and soil from contamination, mitigates risk, reduces fertilizer waste, boosts yield.
- Government: More data from more sites on more contaminants for less money.
- Insurance: Transforms ability to document and predict water-related risk.
- Real estate: Protects property values while providing baseline data needed to hold polluters accountable.

Upcoming Investment-Ready Portfolio Companies

Ferraris Power Inc.

Jay Koo
CEO

jikoo7@ferrarispower.com

CLB Americas Inc.

Phillip Roberts
CEO

phil@clbattery.com

Chai Energy

Cole Hershkowitz
Founder & CEO

cole@chaienergy.net

Hive

Robert Rutherford
Founder & CEO

rrutherford@hivelightning.com

Fit Scrubs

Arthur Lucero
Founder & CEO

awlucero@fitscrubs.com

Green Way Labs

Ted Cote
Co-Founder & CEO

ted@greenwaylabs.com

Current EV

David Eagle
CEO

deagle@currentev.com

Grid Logistics

David Alba
CEO

d_alba@gridinc.biz

Pramash Boards

Prathamesh 'Enzo' Shinde
CEO

info@pramash.com

SAYA

Sanjay Poojary
CEO

spoojary@saya.life

Tony Morberg, CFA
Investment Director
tony@laci.org

LACI 525 S. Hewitt St. Los Angeles, CA 90013




Ferraris Power

Since 2012, Ferraris Power is innovating and manufacturing electromagnetic power harvesting solutions to enable zero energy IoT hardware proliferation

LACI since: 2017

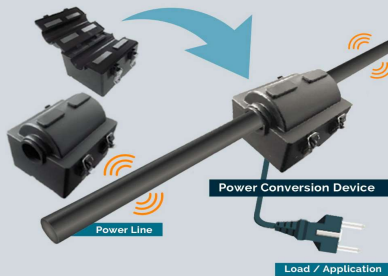
AGRICULTURE ■
 BUILT ENV ■
ENERGY/CONSERV ■
 IT ■
 SUST/ALT MATL'S ■
 TRANS ■
 WATER/WASTE ■



FERRARIS POWER

TOLONOID EM KORE
CONTACTLESS POWER SUPPLY FOR THE SMART GRID

**SIMPLE.
RELIABLE.
SCALABLE POWER.**



LACI IMPACT	STAGE									
NA	<table border="1"> <thead> <tr> <th>FRIENDS/FAM</th> <th>SEED</th> <th>SERIES A</th> </tr> </thead> <tbody> <tr> <td style="background-color: red; width: 33%;"></td> <td style="background-color: yellow; width: 33%;"></td> <td style="background-color: green; width: 33%;"></td> </tr> <tr> <td>UNDER \$250K</td> <td>\$100K-\$750K</td> <td>\$1.5M-\$5M</td> </tr> </tbody> </table>	FRIENDS/FAM	SEED	SERIES A				UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M
FRIENDS/FAM	SEED	SERIES A								
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M								
NA										

TEAM HIGHLIGHTS



Dr. Jay Koo
CEO & Founder

QUOTES

“Our mission is to enable customers to harvest the electromagnetic energy that is otherwise wasted as a byproduct from power lines, and recycle this energy to make available for use in a simple and reliable way.”

-Dr. Jay Koo, CEO & Founder

INFO BULLETPOINTS

- Power supply providing continuous power to IoT hardware, eliminating the need for batteries
- Over 100+ site deployments to date in 3 cities with KEPCO, the largest utility in Korea
- 12 patents in the areas of magnetic harvesting, power scaling, and manufacturing processes

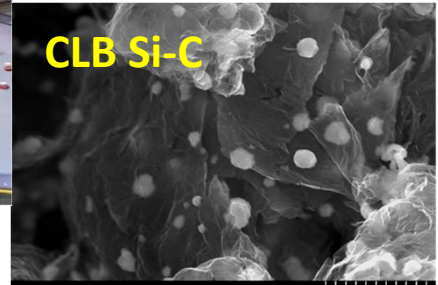
YEAR-TO-DATE MILESTONES

- Additional Tolonoid power supply deployments in 80+ sites
- Mass manufacturing facility under construction, scheduled for completion in Nov 2017
- Over \$1.5 million in venture and grant funding in 2017 (\$12 million in funding since 2015)

CLB America

Disruptive Silicon-carbon ("Si-C") high capacity composite lithium-ion battery ("LIB") anode material enables the next generation energy storage systems to cost less per kWh.

LACI since: AGRICULTURE BUILT ENV ENERGY/CONSERV IT SUST/ALT MATL'S TRANS WATER/WASTE



LACI IMPACT 2016

Number of Female Employees

1

Number of Employees

3

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM HIGHLIGHTS



Phillip Roberts
CEO & Co-Founder



Junbing Yang, PhD
CTO, President & Co-Founder

QUOTES

"CLB took advantage of national and local government programs so it could focus on its revolutionary silicon-carbon anode material. Now with EV, electronics, and energy storage customers lining up, it hopes to break the battery bottleneck." Charged EV Magazine

INFO BULLETPPOINTS

CLB's Si-C sets the industry standard for the next generation LIB anode specific capacity (1,350mAh/g vs 375 mAh/g) and has recently ramped up into limited commercial production (third party contractor phase in Anaheim, CA and Hemlock, MI) with annual capacity to reach 5K MTs in 2022.

YEAR-TO-DATE MILESTONES

- In 2016 CLB successfully went from lab to Beta scale production in Brea, CA
- In 2017 CLB transferred pilot FBR to contract manufacturer in Anaheim, CA and began limited Si-C commercial production
- CLB recently signed an agreement with a major US Polysilicon manufacturer to integrate CLB FB-CVD reactor(s) at their production facility in MI, providing CLB virtually unlimited Si-C production capacity (6-18 months)
- Recently brought in Dr. York Tsuo (previous CEO and founder on AE Polysilicon) to manage the SI-C production ramp up

Chai Energy

Chai Energy is a customer engagement platform that leverages electricity smart meter data to help customers understand energy usage and achieve savings through behavior change and smart device control.

LACI since: 2015

AGRICULTURE BUILT ENV **ENERGY/CONSERV** IT SUST/ALT MATL'S TRANS WATER/WASTE

The diagram illustrates the Chai Energy ecosystem. On the left is the Chai Energy logo, a stylized 'G' with an arrow pointing right. The ecosystem is divided into three main product lines:

- Chai Lite:** Includes a 'Chai Lite Dashboard' on a smartphone and a 'Consumer Utility Account' on a laptop.
- Chai Pro:** Features a 'Chai Pro Smart Energy Gateway' connected to a 'Chai Pro Analysis Screen' on a smartphone. It also includes 'Chai Anywhere' (represented by a stack of cash), a 'Smartmeter', and 'Home Appliance' (represented by a refrigerator).
- Chai Solar & Chai Microgrid:** Shows a 'Chai Pro Smart Energy Gateway' connected to a 'Chai Microgrid Dashboard' on a smartphone. This system is integrated with a 'Home Solar System', a 'Battery', and a 'Current Transformer'.

LACI IMPACT 2016		STAGE		
Number of Employees	6	FRIENDS/FAM	SEED	SERIES A
Lbs. of Green House Gas Reduction	NA	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS



Evan Birenbaum
CEO & Co-Founder



Cole Hershkowitz
CPO & Co-Founder



Ka Suen
CTO & Co-Founder



Jason Shimamoto
CFO

QUOTES

- Chai uses machine learning algorithms and data analytics to visualize energy usage, create load profiles, generate personalized savings recommendations, and provide distributed energy resource control & management.
- Customers use Chai to reduce usage and save money. Microgrid management enhances the ability of customers and energy providers to understand and control distributed energy resources within the home to provide valuable grid services.

INFO BULLETPOINTS

- Chai's platform includes three distinct mobile app products, a web management portal, and a customized CRM engagement system.
- Partners leverage Chai to administer energy efficiency, demand response (Behavioral & Automated), and customer facing programs.
- Chai is well positioned to be at the forefront of the rapidly growing distributed energy resource control and management market

YEAR-TO-DATE MILESTONES


- Revenue: \$625,000 from program facilitation and licensing
- Technology: Commercialized web management portal, developed smart device control and created working prototype of microgrid app
- Business Development: Developed SaaS licensing model for retail energy and OEM partners

Hive Lighting Inc.


Hive Lighting manufactures high performance, energy efficient Plasma and LED lights for Film, Photo, TV, Digital, Science and Sports.

LACI since: 2013

AGRICULTURE BUILT ENV ENERGY/CONSERV IT SUST/ALT MATL'S TRANS WATER/WASTE




Plasma



50%+ energy savings
Small point source
50,000 hour lifetime
Less heat
Superior color rendering
No flicker at any frame rate

HMI / Metal Halide
(current industry standard)



8+ inches
Inefficient
Very Hot
Requires ballast
300 hour lifetime
Flicker

VS

LACI IMPACT 2016		STAGE	
Total Full Time Equivalent Jobs Created	3	FRIENDS/FAM	SEED
Number of Employees	12	UNDER \$250K	\$100K-\$750K
			SERIES A
			\$1.5M-\$5M

TEAM HIGHLIGHTS



Robert Rutherford
CEO & Co-Founder



Jonathan Edward Miller
CPO & Co-Founder



Lillian Granados
Director of Supply Chain Operations

QUOTES

We've invented high-performance lights that capture customer needs in entertainment, sports, science, and architecture.

INFO BULLETPOINTS

- Successful Kickstarter to launch new product = \$500K
- 2,000+ units sold
- 100+ retailers worldwide
- Provide lights for THE VOICE, SNL, THE BACHELOR, SHARK TANK, NASA, BOEING, TESLA, GOOGLE, APPLE, HUAWAI etc.

YEAR-TO-DATE MILESTONES




- \$1.8M revenue 2017
- \$4M lifetime revenue
- \$470K in Q2 2017
- 80% YoY Growth

FITScrubs

High performance medical uniforms engineered with silver fibers that permanently kill hospital bacteria with 99.99% effectiveness to reduce the spread of infections.

LACI since: 2016

AGRICULTURE (orange) BUILT ENV (yellow) ENERGY/CONSERV (green) IT (cyan) **SUST/ALT MATL'S (blue)** TRANS (magenta) WATER/WASTE (red)

LACI IMPACT 2016

Total Full Time Equivalent Jobs Created

2

Number of Employees

3

STAGE

FRIENDS/FAM

SEED

SERIES A



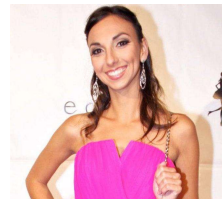
TEAM HIGHLIGHTS



Arthur Lucero CEO



Jon Pickett CLO



Kristina Barclay E-Commerce Manager

QUOTES

"If Nike and hand sanitizing company, Purell, got together and made medical scrubs - they would be FITScrubs®" - Christina Worten, Specialty Fabrics Review Magazine

"Seriously, the most insanely comfortable scrubs i've ever worn, seen or felt" - ZDoggMD, ER Physician, Social Influencer, TV Personality

INFO BULLETPOINTS

- FITScrubs, Inc is an end fabricator uniform/apparel company focused on branding, marketing, manufacturing and distributing clothing made with advanced/smart fabrics. FITScrubs has partnered with PurThread Technologies, the vendor who fabricates the silver yarn, whom has granted performance/category exclusivity to FITScrubs for the use of their antibacterial thread.
- Relocated its fulfillment/business operations from Los Angeles to Albuquerque, NM due to increased volume in sales and inventory.

YEAR-TO-DATE MILESTONES

- 01/17 - FITScrubs launch/go to market
- 03/17 - Hit TV Show Grey's Anatomy purchased 50 sets of FITScrubs with the intent to use/promote brand on TV Show for fall 2018 season. Viewership audience over 7.4 million
- 07/17 - Online sales to every US State and international sales to 10 Countries
- 08/17 - Currently worn by all Physicians on Telemundo's Educational TV Show "Latino Doctors". Viewership audience over 1 million
- 15% online sales growth month over month

Green Way Laboratories, Inc.

Green Way Labs mission is to make toxic cleaning chemicals obsolete by producing high-performing sustainable plant-based formulas that outperform their toxic predecessors.

LACI since: 2014

AGRICULTURE
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ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016

Lbs. of Non-Hazardous Waste Avoided

10.3K

Number of Employees

2

STAGE

FRIENDS/FAM

SEED

SERIES A



UNDER \$250K

\$100K-\$750K

\$1.5M-\$5M

TEAM HIGHLIGHTS



Ted Cote
CEO & Co-Founder



Zack Gorlick
COO & Co-Founder



Rick White
Senior VP of Sales

QUOTES

The market in the U.S. for cleaning chemicals is projected to be 50.4bil in 2020 and 140bil worldwide. Less than 10% of cleaning chemicals are considered green.

“You do realize that you have a Fortune 500 product on your hands, don’t you?” – John Anderson, Boeing

INFO BULLETPOINTS


- Patented formulas
- Sustainable and scalable production
- Products outperform leading brands

YEAR-TO-DATE MILESTONES

- Year-over-year sales growth of 700% (as of August 31st)
- 26 Distributors – Including Fastenal, Motion Industries, Vallen, Ferguson and PrimeSource.
- Introduction of the AquaCloth – a proprietary nano-fiber cloth capable of cleaning with only water
- Increased manufacturer’s sales reps to over 60 nationwide


CURRENT EV Concierge Service

Get connected with CURRENT EV experts who can explain your EV, Plug-in Hybrid and Hybrid options and help you find the best car for your lifestyle and budget. We handle all the negotiations so you avoid the dealer time and headaches. And we get you the best price available.




LACI since: 2015

AGRICULTUREBUILT ENVENERGY/CONSERVITSUST/ALT MATL'STRANSWATER/WASTE



CURRENT EV
CONCIERGE SERVICE
CURRENTEV.COM

CURRENT EV will help you find the right EV, Plug-In Hybrid or Hybrid. We'll arrange test drives, handle ALL the negotiations and get you the LOWEST price. **At no cost!**




CURRENT EV · EV DEAL BUILDER


Use the EV DEAL BUILDER to build the exact car you want and get the LOWEST PRICE OFFERS for FREE.

LACI IMPACT 2016	STAGE									
Total Full Time Equivalent Jobs Created	2									
Number of Employees	3									
	<table style="width: 100%; text-align: center;"> <tr> <td style="width: 33%;">FRIENDS/FAM</td> <td style="width: 33%;">SEED</td> <td style="width: 33%;">SERIES A</td> </tr> <tr> <td style="background-color: #ff0000; height: 20px; width: 33%;"></td> <td style="background-color: #ffff00; height: 20px; width: 33%;"></td> <td style="background-color: #00ff00; height: 20px; width: 33%;"></td> </tr> <tr> <td>UNDER \$250K</td> <td>\$100K-\$750K</td> <td>\$1.5M-\$5M</td> </tr> </table>	FRIENDS/FAM	SEED	SERIES A				UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M
FRIENDS/FAM	SEED	SERIES A								
UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M								


TEAM HIGHLIGHTS



DAVID EAGLE
Founder, CEO




JOHN COULTER
Founder, CMO



PAUL SCOTT
VP of Sales

QUOTES



“CURRENT EV has taken the concept of a one-stop-shop for renewable energy to a new level. They’re experts who walk the walk and talk the talk – the best kind of people to sell you your EV and charger.” – Ed Begley Jr., Actor and Environmentalist

INFO BULLETPOINTS

Current EV has developed the EV Deal Builder, a proprietary car shopping tool which allows customers to identify and build the EV, Plug-in Hybrid or Hybrid that is best for them, then submit their choice anonymously to multiple LA auto dealers to receive competitive offers. Combined with our domain expertise, the result is an outstanding buying experience for customers at the best price.

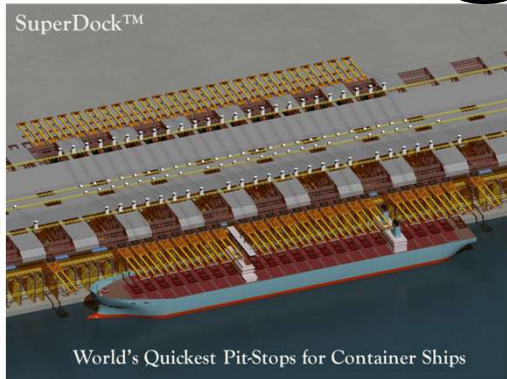
- ### YEAR-TO-DATE MILESTONES
- Developed and launched the EV Deal Builder to serve car buyers across our initial launch market in the Greater Los Angeles area.
 - Leased/sold over \$3M in vehicles during active operations prior to launch of the EV Deal Builder.
 - Represent virtually every Electric Vehicle, Plug-In Hybrid, and Hybrid vehicle on the market.
 - Operating with original \$120,000 founder investment on a break-even basis; seeking first outside investment

GRID Logistics Inc.

We put “good” into *goods movement*; developing freight transportation infrastructure by seamlessly connecting containerships, trains and trucks to inland destinations.

LACI since: 2013

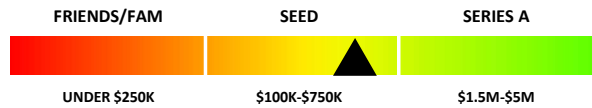
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LACI IMPACT 2016

Total Full Time Equivalent Jobs Created	2
Number of Employees	6

STAGE



TEAM HIGHLIGHTS



David J. Alba
CEO & Co-Founder



Richard Mueller P.E.
SVP & Co-Founder

QUOTES

“This project could have a great impact on America, and it needs further investigation and verification by a reputable source”. Janice Hahn, former Member of Commerce, Ports Caucus Chairwoman. “GRID is highly-innovative and will shift cargo transportation’s over-reliance on our highways and roads to an environmentally sustainable distribution method”. Adam Schiff, Member of Congress, Foreign Affairs Committee and Ranking Member of the Intelligence Committee.

INFO BULLETPPOINTS

- GRID creates value propositions to global trade stakeholders, port authorities, and governments by developing Cleantech infrastructure that improves a port city’s ability to move goods while growing its economy.
- SuperDock™ awarded patents in the U.S., China, Mexico, Korea and is patent pending in Singapore, Indonesia, Malaysia, Hong Kong, India, all European Union States, Brazil and Costa Rica.

YEAR-TO-DATE MILESTONES

- Organizing strategic partners to develop SuperDock™ at select port Gateways .
- Negotiating with Port City Gateways to develop SuperDock™.
- Awarded Notice of Allowance for U.S. Continuation Patent Application, August 2017.
- Featured in American Shipper, Journal of Commerce, and World Cargo News.
- Presented at 2015 NavisWorld Conference, 1st Annual Singapore Maritime Technology Symposium and TOC ASIA.

Pramash Boards INC.

Pramash Boards reinvented the most enjoyable, safe and smooth high-performance long/skateboard.

LACI since: 2016

AGRICULTURE
BUILT ENV
ENERGY/CONSERV
IT
SUST/ALT MATL'S
TRANS
WATER/WASTE



LACI IMPACT 2016		STAGE		
Total Full Time Equivalent Jobs Created	N/A	FRIENDS/FAM	SEED	SERIES A
Number of Employees	1	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS



Prathamesh Shinde
CEO & Co-Founder



Bhavik Patel
CFO & Co-Founder

QUOTES

The Pramash Lean-Board smiles on extreme curves due to clever hardware - Wired Germany

INFO BULLETPOINTS

- 3yrs R&D = \$90k
- Provisional Application PATENT & International PCT – Aug 2015
- Presold 230 units (130: Kickstarter, 100: website)
- \$58,000 revenue

YEAR-TO-DATE MILESTONES

- 2012 Dec. – Concept and Design
- 2013 May – 1st working prototype
- 2016 June – Successful Kickstarter campaign \$32k raised
- 2017 September – 1st batch delivery

SAYA

Saya's Technology SAVES MONEY, PROTECTS PROPERTY, and FOSTERS PEACE OF MIND by providing real time control of water systems to MONITOR FLOW and PREVENT DAMAGE CAUSED BY LEAKS.

LACI since: 2017

AGRICULTURE (orange) BUILT ENV (yellow) ENERGY/CONSERV (green) IT (cyan) SUST/ALT MATL'S (blue) TRANS (magenta) WATER/WASTE (red)



LACI IMPACT 2016		STAGE		
Total Full Time Equivalent Jobs Created	1	FRIENDS/FAM	SEED	SERIES A
Number of Employees	4	UNDER \$250K	\$100K-\$750K	\$1.5M-\$5M

TEAM HIGHLIGHTS



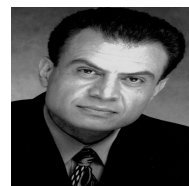
Sanjay Poojary
President & CEO



Yady Kalsi
CTO



Noorali Lakhani
Sr Director of Bus. Development



Michael Sami
Program Management Executive



Eva Dobilas
Sales Lead

QUOTES

SAYA has the only effective solution against catastrophic leaks.

INFO BULLETPOINTS

- Leak Detection / Freeze protection and remote shut-off prevents catastrophic damages
- Ultrasonic flow sensing to Monitor Water consumption
- Pressure sensing to maintain optimal flow rate and detect anomalies
- Mobile app and Enterprise dashboard for Property Management

YEAR-TO-DATE MILESTONES

- Hawaii Building Project , 2016 – Pilot ongoing in 20 homes. Deployment in 2018 for 1000 homes (\$800,000)
- Barker Block Project 2017 – MOU . Deployment planned in October 2017 for 350 homes (\$245,000)
- LAUSD school district 2017 – MOU. Deployment for 3 schools. 30 units (\$30,000)
- CEC EPIC GRANT 2017 – MOU. Deployment for Walmart (\$40,000)
- ELYSIAN (Linear City Development LLC) 2017 –MOU. Deployment in 2017 for 97 homes (\$60,000)
- Insurance Companies 2017 – Pilots. (\$20,000)



LACI

DealBook

LACI PORTFOLIO COMPANIES

Q3 2017