

Texas Water Technology Investor Forum

Speakers

Welcome and “Forum Agenda Setting”

- **Bill Freed, Executive Committee, Accelerate H2O**
- **Richard Seline, Executive Director, Accelerate H2O**

Session 1: Market Intelligence (Research, Analysis, Findings)



Paul O'Callaghan – Moderator

Paul O'Callaghan is the founding CEO of O2 Environmental, a leading consultancy providing expert analysis on global water technology market opportunities. Paul also founded BlueTech Research, a subsidiary of O2 Environmental that provides intelligence services to clients to identify key opportunities and emerging trends in the global water industry.

With more than 19 years of experience in the water sector, Paul is widely recognized for his expertise in market analysis and success in providing business development support to venture-backed water companies, including Ostara, SCFI, UV Sciences (now NeoTech Aqua) and Microdynamics UV.

In addition, Paul has assisted a number of funds such as Leaf Clean Energy, XPV Capital, and Emerald Ventures, providing market analysis and helping identify water sector investment opportunities. He worked with Fortune 500 companies on developing their overall water strategy, determining acquisition opportunities, and assisting with the launch of new water business divisions.

Paul holds a B.S. in Biochemistry and a Masters Degree in Water Resource Management. He has authored and presented numerous papers on emerging water and wastewater treatment technologies, guest lectured at Harvard Business School, provided commentary on the Discovery Channel, and delivered keynotes at numerous international events including the Singapore International Water Week TechXchange Workshop.

In 2010, Paul completed a cutting-edge analysis of BlueTech investment opportunities for a leading international water industry publication, entitled "Water Technology Markets – key opportunities and emerging trends."

Among Paul's more recent accomplishments is the establishment of the annual Innovation Showcase at WEFTEC in collaboration with the Water Environment Federation (WEF) and Imagine H2O. In addition, his firm BlueTech Research hosts a yearly conference, the BlueTech Forum, to further promote the identification of innovative and disruptive technologies within the water sector



Laura Shenkar

Laura Shenkar works with investors to identify tech-driven investment opportunities in water for the company Artemis. She brings in-depth understanding of the landscape for M&A as water is becoming pivotal in energy management, renewables, commercial property management and manufacturing.

At Artemis, Laura built the Artemis Water Tech Top 50 review process to become the definitive benchmark for operational innovation in the water industry. End users and potential customers can now analyze the best emerging water technologies that are applying advanced chemistry, biology and engineering innovations to contribute to a more resilient, sustainable water future for the world. Following four annual public Artemis Top 50 Reviews from 2008-2012, the firm has worked with clients to develop technology outreaches for programs such as the US/Swedish/Dutch Securing Water for Food program.

Laura has worked with corporations in developing secure, high-performance water resilience strategies using advanced water technologies. She works with corporations such as Walmart, Intel and IBM to identify, pilot, then scale proven water tech solutions that address needs for sustainable multi-site operations. Laura has been working with experts in the US military and large industrial concerns to develop adaptable water-integrated microgrid models for 24/7 secure mission-critical sites.



Brent Giles, Ph.D.

Brent Giles is a Research Director at Lux Research and currently leads the Water Intelligence and the Exploration and Production Intelligence practices. Before joining Lux Research, Brent worked for six years at Hach Company and with its German partner Lange; water technology companies that are part of Fortune 500 Company, Danaher. As senior chemist and project manager at Hach, Brent led projects in water analysis and green technology, and extensively studied the drinking, waste and industrial water industries and the alternative fuels business. He developed products for the international market and worked in Germany, India and China. Brent also worked as Director of Green Technology for China Bridge Capital, a China-based investment bank.

He identified business opportunities and conducted technical analysis on emerging technology companies in China.

Brent received his Ph.D. in Chemistry from Purdue University and was a postdoctoral researcher at the University of Michigan. He taught as a professor at Colorado College. His research focused on ultrafast aqueous chemical kinetics and developing ultrasensitive spectrometers for atmospheric studies. He is the author of numerous papers and the inventor of a number of successful and field-tested products and industry trade secrets in the fields of green technology and water analytics.



Frank McGrew

Frank McGrew joined Raymond James in April 2012 as a result of the Morgan Keegan acquisition and since early 2010 led the firm's investment banking coverage effort for diversified industrial and basic manufacturing companies. Throughout his nearly 25 year career he has represented numerous public, private and closely-held firms in both advisory and principal roles on such issues as strategic management, corporate growth, financing and capitalization. He has been responsible for identifying, structuring and consummating over \$5 billion of capital raised and advised on over \$10 billion of strategic

transactions for numerous private and public global entities. The majority of his extensive professional experience has been devoted to serving "Middle Market" clients with a passion for working with family businesses.

Frank began his career as a member of the Mergers & Acquisitions Group of Salomon Brothers in 1990 and worked in both New York and Tokyo. Following business school, he worked in the Corporate Finance department of both Merrill Lynch and Morgan Stanley in New York. From 1997 to 1999, Frank worked for Buckeye Technologies Inc., a manufacturer of specialty cellulose and absorbent products based in Memphis, where he was responsible for the Company's financing, banking arrangements, cash management and investor relations programs as well as assisting management in evaluating strategic opportunities as Treasurer. Frank joined Morgan Joseph's Nashville office in January 2003 with

responsibility for originating and overseeing execution of financing and strategic transactions for entrepreneurs, family-held businesses and middle-market growth companies. He leads a global advisory practice for industrial companies involved with manufacturing, building products, metals and water infrastructure as well as related services such as specialty distribution.

The Memphis Business Journal recognized Frank as a recipient of their prestigious “Top 40 Under 40” award in 2001. He currently serves on the board of the Nashville Zoo, the SMU Cox School of Business Alumni Board, and is a director of Peavey Electronics, a leading global musical instruments manufacturer. Frank has also served on over ten public and private corporate boards and is an active private investor.

He holds an MBA from the Wharton School and a BBA from Southern Methodist University.

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John W. Robinson Jr.

John W. Robinson is publisher of Mandarin Environment, a media brand which offers an effective marketing and branding platform to European, Israeli, and North American environmental technology companies with interests in China. John is also the Principal Consultant at Mandarin Environment Advisory - a strategy consultancy specializing in China's water/wastewater industry. Based in Chicago and Shanghai, John previously lived in China for 7 years, has been in the China business for 15 years, and is fluent in Chinese.

The Chinese water/wastewater technology market represents a massive growth opportunity for Texas companies, and inversely, Texas's water-technology innovation represents an opportunity for Chinese investors to acquire interests in early stage and mature companies. It's a match, but needs cultivation and focus. John, a China water-tech specialist, will offer some brief insights about how Texas companies might approach China, and how Texas might court Chinese investment.

Session 2: Global & National Investing Perspectives



Amanda Martin Brock – Moderator

Amanda Martin Brock has spent her career building and managing global infrastructure businesses in water and energy. She was named one of the top 10 Women in Energy in the USA in 1996, and is recognized globally as a thought leader in the water industry. She has worked in consulting and with Azurix, where she was responsible for the North and South American markets focusing on concessions and the water treatment and services business. In 2007, Amanda helped found Water Standard, a global water treatment company focused on water treatment and desalination solutions for the Energy Sector. At the 2009 Global Water Intelligence's Water Awards Ceremony, Water Standard was honored with the "Desalination Deal of the Year" award in recognition of "redefining an industry".

She also serves on the Board of the Texas Business Hall of Fame, the Harte Institute (HRI) for Gulf of Mexico Studies, Advisory Board of Amene Advisors and Texas Executive Woman, Board of Arts for Animals, and has previously served on the Board of the Texas Water Commission and Board of Trustees of LSU Law School.

Amanda is regularly requested to speak and participate at global events including the Women's Leadership Summit sponsored by the US Senate, and as an Innovation Speaker at GASTECH in Abu Dhabi. Among other conferences, she was invited by Bloomberg to attend the 50 Thought Leaders in Water conference, spoke at the 2013 first annual Bloomberg Oil and Gas Conference, chaired "The Future of Water" panel at the Global Water Summit in Paris in 2014 and Industrial Utilities panel in 2015. She is viewed as an industry strategist and is a regular columnist writing on the Water Energy Nexus for Global Water Intelligence.



Eric Bielke

Eric Bielke is a Director at GE Ventures based in Houston, TX and concentrates on investments in the energy and water industries. Before joining GE, Eric worked with Siemens Venture Capital where he co-led a variety of investments across the energy, infrastructure and cybersecurity sectors. Prior to Siemens, Eric co-founded SoCore Energy, a venture-backed commercial-rooftop photovoltaic developer, acquired by Edison International and the largest solar developer in Chicago. His current investments include Ciris Energy and Skyonic Corporation. Previously, Eric was a consultant with McKinsey & Co and with CRA International, where he advised clients in the energy, high-tech, and financial services sectors on issues of technology, finance, and strategy. He has an MBA from the Chicago Booth School of Business and a BA from Dartmouth College.



David Henderson

David Henderson is the founder and Managing Director of XPV Capital Corporation, a leading investment firm that invests in high growth water companies. He is a respected speaker and contributor in water technology and investing. He has worked with the Ontario and Canadian Governments, the US EPA, Global Water Intelligence, Globe, the Milken Institute, the Brookings Institute, InterAction Council, and Singapore International Water Week, to name a few. He has been featured on leading news networks such as CNBC and BNN and has been an expert contributor in publications such as Forbes, New York Times, Economist, The International Herald Tribune, The San Francisco Times, and the China Business Review. David is advisor to Imagine H2O and a member

of the Board of Directors for several XPV portfolio companies. David has been recognized for his community and business leadership receiving the Enactus Canada Global Champion and Distinguished Service Awards, the Premier of Ontario's Award of Excellence, and Canada's Top 40 Under 40 Award.



Roy Wiesner

Roy Wiesner is CEO of Hutchison Kinrot, a global leading seed investor and incubator in water technologies. In this capacity he leads all new investments, oversees ongoing R&D activities and business development of the portfolio companies and serves as a director in these companies. He was previously a partner at the Cross-Border M&A and Capital Markets Department at one of Israel's prestigious law firms, where he advised entrepreneurs and companies, across various sectors on all aspects of capital raising and strategic transactions, and acted for private equity firms and financial institutions on their early and late stage investments. Prior to that, Roy worked as an associate for leading international law firm Weil Gotshal in New York and Hong Kong, specializing in M&A and Private Equity,

and assisted in the establishment of its Hong Kong office. Roy holds an LL.B. from the Hebrew University in Jerusalem, and a dual MPA (Public and Economic Policy) from the London School of Economics and Columbia University. He is a certified lawyer in Israel and New York.



Christopher Gasson

Christopher Gasson is an authority on water finance and markets. After a degree in politics and economics at Oxford University, he worked as a financial journalist and in corporate finance, before acquiring Global Water Intelligence in 2002. Since then he has authored and published a number of different market reports on the industry including The Global Water Market 2015. Besides GWI, he is also publisher of Water Desalination Report and DesalData, which includes the IDA Worldwide Desalting Plant Inventory. He is also chairman of the Global Water Leaders Group and a member of the

World Economic Forum's Global Agenda Council on Water.

Session 3: Sector Perspectives (Desalination, Reuse, Smart-Water, Conservation)



Jeff Moeller, P.E. - Moderator

Jeff Moeller is the Director of Water Technologies at the Water Environment Research Foundation (WERF) where he has worked since 1997. Jeff currently directs the LIFT (Leaders Innovation Forum for Technology) technology program. LIFT is a new WEF/WERF program to accelerate innovation into practice in the water quality industry. Jeff has also led and managed several major WERF research programs, including programs on wastewater collection, treatment, and reuse; storm water; decentralized systems; and sustainable integrated water management.

Jeff has over 20 years of experience in environmental engineering and previously worked as an engineer for Hazen and Sawyer designing water, storm water, and wastewater systems. He has worked on water projects in the mid-Atlantic and Southeastern United States, as well as internationally for Inter-American Development Bank funded projects in Central America. Jeff has a bachelor's degree in Civil Engineering from North Carolina State University and a Master's degree in Civil and Environmental Engineering from M.I.T. He is a registered professional engineer in Virginia and North Carolina.



Rob Steiner

Rob Steiner is the Managing Director of Summit Water Infrastructure Group (SWIG), an operating arm of Summit Global Management, a San Diego-based investment management firm with an unrivaled, 30-year specialization in global hydrocommerce and other industries directly impacted by water. Rob is currently leading Summit's project sourcing and management efforts in decentralized water and wastewater treatment and reuse, wastewater-to-energy and oilfield water management and disposal.

Rob also co-founded WaterSmart Software, a software-as-a-service company focused on using big data and behavioral science to build water efficiency and customer engagement solutions for water districts throughout the United States. Prior to launching WaterSmart Software, Rob was the Director of Water Research at Aquillian Investments, a boutique investment advisory and research firm focused on sustainability-related investments and based in San Francisco.

Rob is also on the Advisory Board of Splash.org, a Seattle-based nonprofit whose mission is to change the lives of vulnerable children in impoverished urban areas by providing clean, safe drinking water to orphanages, schools, children's hospitals, street shelters, and rescue homes.

Prior to his work in the private sector, Rob was a Lieutenant in the US Public Health Service and served within the Department of Health and Human Services, specifically as a Special Assistant to Secretary Tommy G. Thompson and a Special Assistant and Advisor to Surgeon General Richard H. Carmona.

Rob holds a Master's degree in Public Health from George Washington University with a concentration in Global Health Policy and a BS from the School of Natural Resources and Environment at the University of Michigan.



Jason Bethke

Jason is the President and Chief Growth Officer for FATHOM, the largest Software as a Service Company focused exclusively on water. Prior to the creation of FATHOM, Jason was a Vice President with Global Water Resources where he was responsible for the \$60 million per year capital program and the meter to customer vertical for the regulated utility. He was part of the team that took Global Water Resources, Inc. public on the TSX and has been instrumental in securing investments from XPV Capital and Silverlake Kraftwerk for FATHOM.

Jason brings 20 years of utility management and engineering experience related to water resources to FATHOM. He holds master's degrees in both business and environmental engineering from Arizona State University and relocated to Arizona in 1995 after graduating from the University of Illinois – Urbana with a degree in civil engineering.



Tom Pankratz

Tom Pankratz is an independent desalination consultant and the editor of GWI's weekly Water Desalination Report, where he regularly reviews new desal technologies and trends. He has served as an expert advisor on some of the world's largest and most technically challenging desal projects and has been appointed to serve on committees by the National Academy of Sciences, World Health Organization, Middle East Desal Research Center and Australia's Nation Center of Desal Excellence.

Tom is a former vice president of CH2M Hill, and prior to that, he was the director of corporate projects for USFilter/Veolia Water. He has authored five water-related books, and is the chapter author of numerous others.

Lunch & Keynote Address "The Future of Water Technology Investing: Lessons Learned"



Tamin Pechet

Tamin Pechet is the Founder and a Board Director of Banyan Water, a leading water management company using cloud software analytics, monitoring, and control to reduce water costs and risks for customers across the US.

Tamin is the Co-Founder and Chairman of Imagine H2O, the largest global water business accelerator, whose portfolio companies represent more than \$1 in \$10 of angel and venture capital water investment.

He is a Board Director of Lux Research, a leading information services company for energy, water, and other science-based markets, and an advisor to three other venture capital funded software firms.

Previously, Tamin was a venture capitalist at Catamount Ventures and an investor at Goldman Sachs & Co. He co-founded Goldman Sachs E&P Capital, an energy subsidiary that he co-managed to over \$200 million in assets, and he helped launch Goldman's Specialty Lending Group. Previously, Tamin held a business development position with Launch Media through its acquisition by Yahoo!

He has advised several of the world's largest investment firms on water and energy, he is a frequent speaker on water and environmental business opportunities, and he co-authored the book "Water Tech: A Guide to Investment, Innovation, and Business Opportunities in the Water Sector." Tamin holds an AB with honors from Harvard University, and an MBA from Harvard Business School where he was featured in two recent case studies taught on water.

Session 4: Texas Water Challenges and Investment Opportunities



Brewster McCracken

Brewster McCracken is President and CEO of Pecan Street Inc., the nonprofit research institute headquartered at The University of Texas at Austin that operates the University Municipal Water Consortium. Pecan Street provides research support for universities around the world by carrying out behavioral field trials, installing and operating measurement equipment in actual homes and businesses and operating the world's largest research database on customer energy and water use.

Smart Grid Today has named him one of the nation's "50 Smart Grid Pioneers", and GreenBiz.com named him to its VERGE 25 list of 25 U.S. smart grid leaders.

Before his position with Pecan Street, Brewster was elected to two terms on the Austin City Council, serving in a city-wide at-large position. Through his elected position, he served as a board member of Austin Energy and Austin Water, and he founded and chaired the city council's Emerging Technologies Committee.

He previously practiced commercial litigation for nearly a decade with two large international law firms. He is an honors graduate of Princeton University and The University of Texas School of Law, and he holds a Masters in Public Affairs from UT's LBJ School of Public Affairs.



Tom Kasun

Tom Kasun is the Global Technology Out-Licensing Manager at the Alcoa Technical Center (ATC), located near Pittsburgh, PA. For the past two years, Tom has been a member of ATC's commercialization group – whose mission is to help companies match innovative, Alcoa-developed technology solutions with their complex, recurring challenges. Last year, his role was expanded to include collaborating with Bauer to grow Alcoa's NEWT™ technology, specifically aimed at driving industrial water reuse in the state of Texas.

Prior to his current role, Tom led the rolling lubrication and surface technology group where he developed a passion for reducing Alcoa's environmental footprint – specifically through enabling water and oil reuse. He continues to be a thought leader in this area, and his experience in development, implementation and management of metalworking fluids has helped save Alcoa tens of millions of dollars each year through increased productivity, lower scrap and reduced lubricants usage. Tom has been an integral member of the Alcoa lubricants commercial team since 1991. Tom holds 5 patents and recently served as chairman of the Alcoa Global Rolled Product

patent committee managing the full life cycle of IP from inventor through licensing of patents and trade secrets. He has worked at the Alcoa Technical Center for 30 years.

Prior to Alcoa, Tom worked in the metallization department at IBM in Endicott, NY. Tom's role at IBM was to develop a "dry process" for etching metals. This project was focused on eliminating "wet chemicals" and process step elimination.

He received his Masters Degree and Bachelors Degree in Chemical Engineering from the Pennsylvania State University in 1983 and 1981 respectively.



Brian Powers

Brian Powers is the Director of New Business Development for Dow Water & Process Solutions, a business unit of the Dow Chemical Company. DW&PS is a leading supplier of filtration, purification and separation technologies, offering more than 1500 advanced ion exchange and membrane solutions to businesses, consumers, industries and municipalities around the world. Through the organization's legacy of experience, innovation and partnership, DW&PS customers can depend on a cleaner, safer and sustainable supply of water for drinking, food and pharmaceutical processing, and energy, manufacturing and mining operations --- with increased

business value and reduced cost.

Brian has held a variety of leadership roles in sales, marketing, product development, e-commerce, and new business development. He took his most recent role in New Business Development in 2011.

Throughout his career, Brian has held global roles, which have included time in Latin America and Europe, most recently returning to the US from an assignment in Italy in 2011.

Brian earned his Bachelor of Science in Chemical Engineering from the University of Michigan, graduating in 1991.



Troy Allen

Troy Allen, General Manager of Delta Lake Irrigation District since 2003, has over 26 years experience in the field of Irrigation Management. He has shown superior knowledge in the planning, project management and construction of water distribution systems. His experience also includes research and development in water conservation projects.

On a rehab construction project for Delta Lake, which was to improve irrigation water use efficiency, Troy served as the primary point of contact for the Program; led a technical team that addressed issues, reviewed reports, verified construction activities in the field; and managed the program budget.

He currently serves the boards of Texas Water Conservation Association, Rio Grande Regional Water Authority, Lower Rio Grande Valley Water District Managers Association, Lower Rio Grande Valley Development Council and Lower Rio Grande Water Committee. Troy provides advice and assistance to the Area Managers, municipalities, and irrigation districts.



Ed Archuleta

Ed Archuleta has over 45 years experience in the water and waste water field, including his service as CEO and President of the El Paso Water System. In his public sector role, Ed managed all aspects of the municipal utility from plant operations to engineering. He is widely recognized for initiating one of the first successful conservation programs in the country, expanded reclaimed water systems and oversaw the planning and eventual construction of the world's largest inland desalination system as well as the largest arsenic treatment of groundwater in the U.S. The planning of the

desalination plant with cooperation from the Defense Department brought a 5 billion dollar investment to Ft. Bliss in El Paso.

Throughout his career, Ed has worked with Mexican, Texas and New Mexico officials and federal and international agencies in agreements effecting El Paso along the U.S./Mexico border. He has been instrumental in supporting and embracing innovation and technology at water utility systems. He currently advises the University of Texas El Paso water and engineering programs, consults with public and private water management, and is the chairman of the Pecos River Commission.

On a national level, Ed remains a board member and was past chairman of the Water Research Foundation, advisor to the National Infrastructure Council of the National Science Foundation, and is a keynote speaker across the country on the future of water operations, innovation, and technology application.

Wrap Up Session: Next Steps and Close of Forum



Margo Cardwell

Austin native, Margo Cardwell is an attorney at Trey J. Blocker, PLLC, a full service governmental affairs and ethics consulting firm.

Margo attended Georgetown University in Washington, D.C., where she received her B.S. from the Walsh School of Foreign Service and majored in Science, Technology and International Affairs. During her time in D.C., Margo was active in multiple campaigns and worked on Capitol Hill for a U.S. Senator.

Returning to Austin, Margo completed her law degree at the University of Texas School of Law. During this time, she worked for one of the state's largest trade associations, gaining experience in both the legal and government affairs departments.

Following law school, Margo served as the general counsel to a Texas state senator, covering policy in the Senate Committees on State Affairs, Finance, Business and Commerce, Veteran's Affairs, and Open Government.

Prior to joining Trey J. Blocker, PLLC, Margo was the chief policy analyst on Greg Abbott's historic gubernatorial campaign. As a leading member of the policy team, Margo was instrumental in developing campaign policy on education, health care, water and natural resources, and criminal justice.



Richard S. Seline

Richard Seline is Executive Director and Senior Advisor of Accelerate H2O, the Texas Water Technology Accelerator. Over a twenty-five year period, Richard Seline has conducted 135 engagements on regional innovation and public-private partnerships in Australia, Ireland, Mexico, New Zealand, Singapore, United Kingdom, and the United States. He has formed over 30 federal, state and regional innovation-technology initiatives across sectors such as advanced manufacturing, defense and national security, and digital

infrastructure.

His work in and for the State of Texas includes as a member of the design team for the Texas Product Development Fund and the Emerging Technology Fund, Senior Advisor to the Governor's Council on Science and Technology (2005-2006) and its Cluster Roadmap, and the technical advisor to regional strategies –from North Texas to the Gulf Coast-Houston, from the South Texas Border to the North Red River Region.

He has assessed and advised the State and seven regional cluster initiatives, and conducted benchmarking on best practices in economic, workforce, and innovation development for 35 countries. Richard has authored five Statewide Roadmaps on Texas' Biotechnology and Health Care Cluster for the Texas Healthcare and Bioscience Institute, resulting in gubernatorial and legislative support of life science investments, policy-making, and broad advocacy.

On an international, national and state basis, Richard has established several public-private partnership programs across industry, academia, foundation and government entities that have been applied to raise and allocate over \$250 million. Examples of his work include the formation of the CIA's InQTel venture fund, Greater Detroit's economic renewal fund, and the Utah Science, Technology and Research fund.

Richard served as the Deputy Assistant Secretary of the US Department of Commerce, Chief of Staff of the President's Commission on Executive Exchange, Congressional Liaison to the Persian Gulf Task Force at the Environmental Protection Agency, and White House Liaison to the Economic Summit of Industrialized Nations in the George H.W. Bush Administration.

From 1984-1989, Richard served as an Special Assistant to the President of U.T. M.D. Anderson Cancer Center in Houston, Texas, and as a member of the Internal Task Force for Strategic-Alternative Revenues, congressional and state legislative liaison, and staff to the Office of Development and Commercialization.

Upon graduation from the University of Texas at Austin, Richard was Finance Director for the Republican Party of Texas, Vice President of his family's 100-year old construction firm, and founded three companies in the hospitality-corporate meeting, fundraising, and technology sectors.