



Applied NanoWorks is an advanced inorganic materials manufacturing and development company. Our Molecular Control Platform (MCP) delivers a new level of chemical flexibility and control that accelerates disruptive product development. ANW's novel 555 "green gap" phosphor provides industry leading performance. Both material systems are targeting high value, high growth markets that total over \$5B in directly addressable clean technology markets.

Applied NanoWorks

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Founders:

Eric Burnett, Pres. & CEO
Dr. Partha Dutta, Founder

Established: July 2003

Employees: 9

Capital raised to-date:

\$530k founders
\$4.4M Series A (2006)

Funding sought

\$7M Series B - Sales &
Production ramp up to meet
increasing customer demand

Projected revenue:

2007 - \$200k
2008 - \$1.1M
2011 - \$22.3M

Addressable Markets

| | |
|-----------------------|--------|
| Desulf of Crude Oil | \$1.8B |
| Clean Flame Retardant | \$3.3B |
| R-G-B LED Market | \$600M |

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Technology & Products

Applied NanoWorks (ANW) has developed two novel inorganic materials platforms – the Molecular Control Platform (MCP) and the PhosFire Platform. MCP is an advanced, broad-based manufacturing platform that is the first major advancement in inorganic material science in 30 years. The process is patent-pending, cost-effective, and scalable and has already delivered four new patent-pending molecules with countless derivatives anticipated. Products developed under MCP include FlexDS for oil desulfurization, FlexB for non-toxic flame retardants and SnOFlex for optically clear, conductive coatings for photo-voltaic and displays. The PhosFire 555 phosphor is a strontium based, non-YAG green phosphor that uses blue excitation sources to produce 70 lpw output at a true 555nm emission wavelength.

Advancements in clean technologies and discovery of new energy sources require new, flexible materials that enable unprecedented levels of performance. While MCP has the potential to deliver over 50 inorganic base materials, its power and impact is already affecting several industries by rapidly developing new inorganic materials as catalysts, thin film precursors and high performance materials additives. PhosFire's novel process creates compositions of matter that achieve new levels of performance to fill the lighting industry's "green gap" for high efficiency R-G-B lighting systems.

The company is currently focused on rapidly expanding in target markets and expanding its manufacturing capabilities. ANW's vision is to become the first 21st century materials company to exceed \$100M in annual sales.

Competitive Advantages

ANW's Molecular Control Platform (MCP) is a patent-pending liquid phase process that provides broad control over composition, form and functionality of inorganic materials. MCP provides degrees of flexibility not found in traditional gas and solid phase inorganic processes (either chemical or nano), while creating materials that are more functional and cost effective. MCP products are water or solvent soluble as well as salt-free, both of which are important drivers in today's environmentally sensitive markets. PhosFire products provide comparable or better performance than YAG (yttrium aluminum garnet) phosphors without the restrictive business practices enforced by current manufacturers of YAG LEDs.

Market Opportunities

FlexDS is a "game changer" in cleaning crude oil during refinery processing which is a \$1.8B catalyst market today. **FlexB** is the first non-toxic, high performance flame retardant to deliver 1,000% performance improvements in this \$3.3B market. **SnOFlex** is a tin-oxide precursor enabling lower cost, high performance conductive clear coats for the photovoltaic market. **PhosFire** is a new entry into the \$2B phosphor market but is being brought to market in components with a much higher value.

Management Team

Eric Burnett – CEO – is a repeat successful technology entrepreneur with his last international company growing to over 45 employees and a successful exit.

Kyle Litz, PhD – CTO – brings over 15 years industrial chemistry R&D, technical due diligence and innovation experience from GE R&D and BF Goodrich.

Josh Kunkel – Business Development Manager – over 5 years successful experience in marketing and sales of nano and advanced materials.

Mark Rossetti – Manufacturing Manager – brings 13 years of batch, continuous and unit manufacturing experience from companies including GE Silicones.

External Board and Advisory Committee Members

Russ Howard – Managing Director, High Peaks Venture Partners, Troy, NY

John Cococcia – Partner, FA Tech Ventures, Albany, NY

Gregg Brown – formerly VP Operations, SI Group, Schenectady, NY.

Dr. Bob Pangborn – formerly VP R&D, Dow, Midland, MI

Dr. Clive Bosnyak – formerly Chief Scientist, Dow, Midland, MI

IP Attorney – Foley & Lardner in Washington, DC & Nixon Peabody, Albany, NY