

Resume: Thomas D. Nastas

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Summary: Career Experience

Entrepreneur/Founder, Innovative Ventures Inc. (IVI), Lansing, MI, & Moscow, Russia. Created IVI to invest venture capital (VC) \$ into US technology companies. Marketed IVI's entry into Canada, Europe, Africa & the CIS; established relationships, access markets, raised \$ to finance the start-up & mgt of int'l cash flow & VC funds. Managed the P&L, led int'l bus dev thru sales & execution

Early career: Product dev engineer, Ford Motor Company: Manager of product planning & mkt dev at Multifastner Corp., & Donnelly Mirrors (auto suppliers): Mgt consultant to AMF, Lear Sigler, Votrax Speech Synthesis, Sinteris Magnetics, Chinese Computer Comm., Recomtex & others

Accomplishments as Founder of IVI: Business & Financial in US & International Markets

- 1.) 1986: Won tender to start/manage \$3MM Michigan Product Dev Fund, raised private co-invest \$; sourced deals through closing, managed staff of four (4). Results? Sale of investees Applied Intel Systems Inc., to ESI, Personal Bibliographic Software to Thompson & IPO of Neogen; Profits, US\$16 million to investors, IRR = 22% net of fees, 1st quartile of US VC funds started in 1986
- 2.) From 1991: Create/manage international VC/PE funds. Contributions? Developed fund strategies, docs for \$ raising, deal sourcing thru structuring & mgt of investees, training of staff & interim mgt. 100+ enterprises financed in Africa, Canada, Russia & W. Europe
 - Advisor: creation of C\$100MM Venture Lending VC Fund, Canadian Development Bank
 - Advisor: creation of \$200MM IFC sponsored Africa Enterprise Fund, Sub-Sahara Africa
 - Advisor: execution of \$10MM EU Tech Performance Financing Scheme, W. Europe
 - Advisor: early stage tech invest, Financière St. Dominique (assets=\$1.5 Billion), Paris
 - Advisor: creation, \$5MM World Bank E. Africa Fund of Funds; Kenya, Tanzania & Uganda
 - Advisor: creation of \$30MM IFC sponsored Succession Fund for South Africa
 - Chief Investment Officer: Direct operating role in \$30MM HP LP Russia Fund. Managed offices in Volgograd, Samara & Saratov, total staffing of nine (9)
 - Managing Director, Russia Far East, US Gov't \$440MM Russia Investment Fund. Executed re-start of operations/investment; staff of eight (8) in Vladivostok, Khabarovsk & Sakhalin
- 3.) Investing in Russia since 1997, managed US\$16,085,000 equity/debt portfolio of eighteen (18) Russian enterprises in FMCG, F&B, B2B & infrastructure sectors
- 4.) Beginning 2000: Conceived/launched projects to give int'l VC & corporate investors access to CIS tech enterprises and CIS tech companies the access to int'l markets & investors. Raised start-up \$, sold contracts, hired/trained five (5) staff in VC, tech/mkt due diligence & deal execution
 - 2001: The Russian Technology Investment Forum™, a biz plan competition. Results? Selected 34 Russian IT companies (criteria: tech, growth & transparency), updated their biz plans and investor presentations; marketed deals to int'l investors & attracted 30 to Russia with Epsilon Tech, Parallel Graphics, Policom & Spirit Corp., raising \$ for expansion
 - 2002: Won tender as lead advisor in US/EU initiative to transition CIS institutes from military to industry; evaluate/structure tech opts in IT, biotech, medical, security & energy. Results? Led team in commercializing sensor tech & IP for telecomm & energy mkts; global customers TeleSonera & Schlumberger. Trained 100+ scientists in commercialization
 - 2004: CIS High Technology Investment Consortium™; Created partnership w/Shell Tech Ventures; IVI paid as the VC General Partner, id Russian GameChanging tech, e.g., sensors, IT, advanced materials, instrumentation, smart fields & seismic. Created market entry & access into Russian institutes & enterprises w/transparency & corporate governance for VC. Led team in sourcing opts (80) in just seven months. 2005, began raising \$30MM fund
- 5.) 2006: Engaged by Wermutham Asset Mgt., (assets = \$1.2 Billion), evaluate CIS seed stage deals
- 6.) 2007: Selected as VC advisor; created bus plan in French Gov't financed Russian tech seed fund

Elections to Board of Directors/Investment Oversight of Investees: US & International

- 1). USA; Applied Intelligence Systems Inc. (Ann Arbor, MI) & Personal Bibliographic Software (Ann Arbor, MI) & IVI (Lansing, MI). Invest mgt., Neogen, Gateway (E. Lansing-Lansing, MI)
- 2). Russia; Independent Director, SotsgorBank (Moscow), Flexoprint (Volgograd,) Frank's Ice Cream (Magadan,) & MRCI (Sakhalin). Invest mgt., of Rolti, Lada Xleb & Rolti (Volga Region)

Appointments: Advisor to Gov'ts & Dev. Financial Institutions in Public/Private Partnerships

- 1.) Gov't of France; wrote business plan for French Gov't financed seed fund for Russia (2007)
- 2.) Gov't of Slovakia & the World Bank; creation of R&D financing scheme to boost tech \$ (2005)
- 3.) Gov't of Kazakhstan & the World Bank; initiative to increase tech dev & VC investment (2004)
- 4.) Gov't of Latvia & the World Bank; formation of tech focused, seed/early stage VC fund (2004)
- 5.) Int'l Finance Corp & the World Bank; creation of three VC funds for Africa (1992 & 1995/96)
- 6.) Gov't of Kazakhstan; advise Kazak funds in purchase/restructuring of state enterprises (1994/95)
- 7.) The EU; execution of tech fund by 13 Europe banks & training to transact investments (1992)
- 8.) Canadian Development Bank; creation & deployment of royalty based VC for Canada (1991)

Accomplishments: Int'l Bus Dev & Marketing; Publication & Public Speaking Activities

Purposes? Brand & position IVI, build global contacts, relationships & a reputation. Results?

- 1). Global Publications (Read/download PDFs from www.IVIpe.com)
 - In VC: 'Scaling Up the Innovation Ecosystem,' Harvard Business Review, Hungarian edition, October 2007; 'The GoForward Plan for Innovation,' Harvard Business Review, June 2007; 'Scaling Up Innovation,' Development Outreach, (journal, World Bank), Feb 2007; 'New Directions in European PE,' Feb. 1992, European VC Journal; 'Balancing Risk/Return, Limit Risk w/o Slashing Returns,' Dec. 1990, US, Asian, Canadian & UK VC Journals
 - In Tech: 'Russia, Oil, VC & Tech,' Part II, Russia Invest Review, April 2006 & Part I, Feb., 2006; 'The Bus Development Story in Russia, Hart E&P, Dec. 2005 (English/Russian); 'Potential for Innovation in Russian Oil/Gas,' Securities Mkt Journal, April 2005, (Russian)
- 2). Global Speaking Engagements (View/download from www.IVIpe.com)
 - In VC: 'How VC Feeds the M&A Deal Pipeline,' India M&A Forum, 26.07.07, Mumbai; 'VC for Oil Field Services,' C5 OFS, 16.03.07, Amsterdam; 'The Russian Tech Sector,' C5 CIS Private PE Forum, 05.06.06, Moscow; 'Technology & VC,' EU Forum, 25.01.06; 'VC in Russian IT,' 'New Directions in Deal Flow & Venture Creation,' World Bank Forum, 24.03.05, Istanbul; 'VC in the CIS,' World Bank Forum for Kazakhstan Gov't, 10.06.04
 - In Tech: 'In Tech, East + West = The Best,' C5 Oil Field Services, 30.03.06, Moscow; 'What VC Can Achieve in the CIS Oil Sector,' C5, 'Investing in the Russian Oil/Gas Sector,' 23.09.05, Moscow; 'Finance Your Tech Thru VC,' Oil Vertical, 15.11.05, Moscow; 'GameChanging Opts w/Russian Tech,' Pennwell, 09.03.05

Education

MBA, cum laude, Marketing	Michigan State University (E. Lansing, MI, USA)
BA, cum laude, Engineering/Business	Michigan State University (E. Lansing, MI, USA)

Contributions: Community Development in Russia

Active in Russian universities, to develop & train future leaders & identify talent for employment

- 1.) Since Jan. 2002, Instructor of Marketing, American Institute of Business & Economics, Moscow; evening MBA program for Russians. Co-led annual case analysis competition of 10 Moscow based MBA schools. Instructor of Marketing, Touro University (NYC & Moscow)
- 2.) Since 2001, Advisor, Pericles, Moscow. Tutor Russians for admission to int'l MBA universities, assist in preparation of essays & interviews. Successes? 100+ students enrolled in London School of Economics, U of C Berkeley, Chicago, Duke, Harvard, MIT, Stanford, Wharton, INSEAD