

## Detailed Deal List: Thomas Nastas

### Direct Transactions

#### USA

<ol style="list-style-type: none"> <li>1. Applied Intelligent Systems Inc.</li> <li>2. Neogen Corp.</li> <li>3. Gateway Systems</li> <li>4. Personal Bibliographic Software</li> <li>5. Face Technologies</li> </ol>	<p>President &amp; Managing Director, Innovative Ventures Inc. Created new fund, raised \$3 million to make investments. Managed operations, sourced/led transactions. Hired/managed staff of four (4)</p>
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#### Russia

<ol style="list-style-type: none"> <li>1. Flexoprint</li> <li>2. MRCI</li> <li>3. Nesina</li> <li>4. Antarius-Service</li> <li>5. SuyuzTehnoTrans</li> <li>6. Implants</li> <li>7. Rakurs-S</li> <li>8. Air-Service</li> <li>9. Davdov</li> <li>10. Soloveb</li> <li>11. Konkom-Invest</li> <li>12. Chernykh</li> <li>13. Contact Plus</li> <li>14. Vostochnoye</li> <li>15. Negotiated/transacted lending relationships w/Russian banks Primots, Regio, MDM Dalnevostochnij &amp; Vnesnortgbank</li> </ol>	<ol style="list-style-type: none"> <li>1. Investment Advisor &amp; then Chief Investment Officer, HP Russia, \$30 million VC fund. Managed staff of nine (9), sourcing, due diligence thru valuation, structuring, negotiation &amp; operations; offices in Volgograd, Samara &amp; Saratov</li> <li>2. Managing Director, Russian Investment Fund with \$440 million managed. 'Re-start' operations. Managed team of eight (8), offices in Vladivostok, Khabarovsk &amp; Sakhalin. Supervised investing (lending &amp; VC), marketing, deal sourcing, operations, HR and gov't relations (US &amp; Russia); relocated two offices</li> <li>3. President, Innovative Ventures Inc.(Russia) raised capital, established strategy, hired, managed &amp; trained staff of five (5)</li> </ol>
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### International Advisory Transactions

#### Canada: Advisor, Federal Business Development Bank

<ol style="list-style-type: none"> <li>1. C\$875,000 (machine vision)</li> <li>2. C\$875,000 (agricultural)</li> <li>3. C\$250,000 (computer software)</li> </ol>	<ol style="list-style-type: none"> <li>1 Advisor in C\$100 million venture loan fund</li> <li>2 Defined the strategy &amp; investment process, trained staff in execution of venture lending</li> </ol>
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#### Africa: Advisor, IFC & World Bank Group

<ol style="list-style-type: none"> <li>1. \$30 million Succession Fund for S. Africa</li> <li>2. \$5 million East Africa 'Fund-of-Funds,' for Uganda, Kenya &amp; Tanzania</li> <li>3. \$50 million Africa Enterprise Fund (countries of Sub-Sahara Africa)</li> </ol>	<ol style="list-style-type: none"> <li>1. Selected ten (10) companies as investment targets to demonstrate viability of fund. Chose Capital Partners (Johannesburg) as the fund manager</li> <li>2. Defined strategy, invested in two funds; Uganda Dev. Corp (Kampala) &amp; Impres (Nairobi &amp; Dar es Salaam)</li> <li>3. Rationalized strategy for venture lending scheme in Africa. Increase in capitalization to \$200 million, two years post-start-up</li> </ol>
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#### Europe: Advisor, Financière Saint Dominique (Paris)

<ol style="list-style-type: none"> <li>1. Execute strategy for quasi-equity VC for W. Europe</li> </ol>	<ol style="list-style-type: none"> <li>1. Trained staff in royalty based structures to increase Financière's European market share</li> </ol>
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#### Europe: Advisor, European Commission (Luxembourg)

<ol style="list-style-type: none"> <li>1. Engaged by EC to drive forward \$10 million Technology Performance Financing Scheme</li> <li>2. Advisor in \$900,000 of investments in software &amp; instrumentation to demonstrate viability of venture lending in W. Europe</li> </ol>	<ol style="list-style-type: none"> <li>1. Trained bankers (AIB, Dublin; National Westminster, London; Unibank, København; Générale de Banque, Brussels; Finlombarda S.p.A., Milan; &amp; Hellenic Industrial Bank, Athens), in cash flow, unsecured tech invest</li> </ol>
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