

DTE Energy®



Council for Chemical Research

32nd Annual Conference

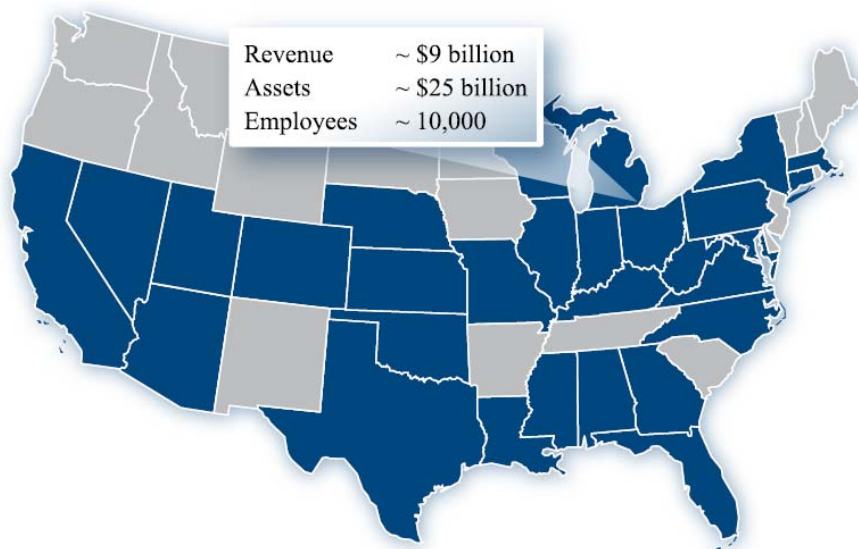
May 3, 2011



DTE Energy Corporate Overview

DTE Energy Co. (NYSE: DTE)

A Fortune 500 diversified energy company involved in the development and management of energy-related businesses and services



Electric/gas utilities

Detroit Edison and MichCon provide electric and gas services to more than three million customers in Michigan



Non-utility businesses

We have started a number of successful DTE businesses:

- Biomass and Renewable Energy
- Gas Pipelines and Storage
- Unconventional Gas Production
- Power and Industrial Projects
- Energy Trading
- **Energy Ventures**



DTE Energy Ventures Investment Approach

Sectors

- Renewables (solar, wind, biomass, hydro)
- Alternative Fuels (biomass, waste)
- Energy Storage
- Vehicle Electrification
- Energy Efficiency
- SmartGrid
- Emissions Control



Investment targets

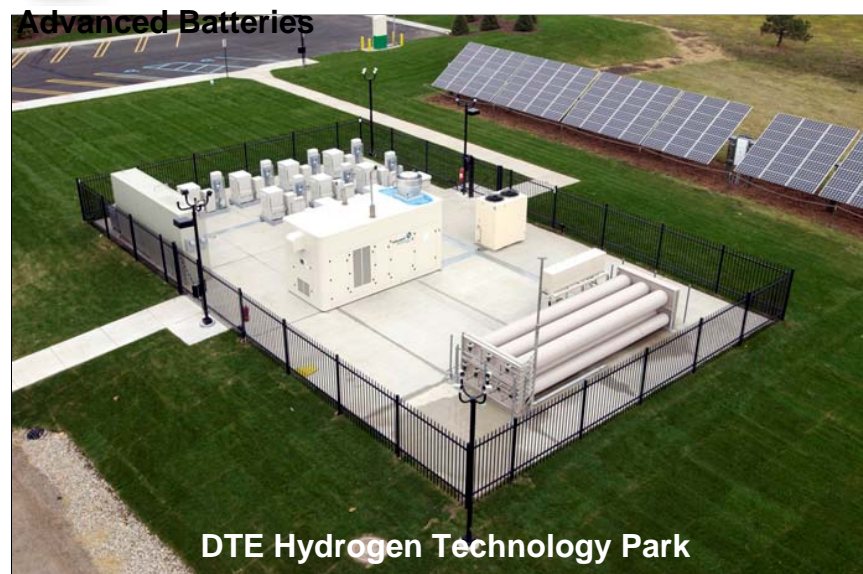
- \$5-15 million per company
- In stages as milestones are met

Stages

- Pre-revenue
- Ideally, Series B and later

Participation

- Governance (Director or board observer)
- Strategic participation as appropriate





Example Portfolio Investments



Current Portfolio

QD Vision

A123

MiaSole

Soft Switching

Novus Energy Partners

Select Exits

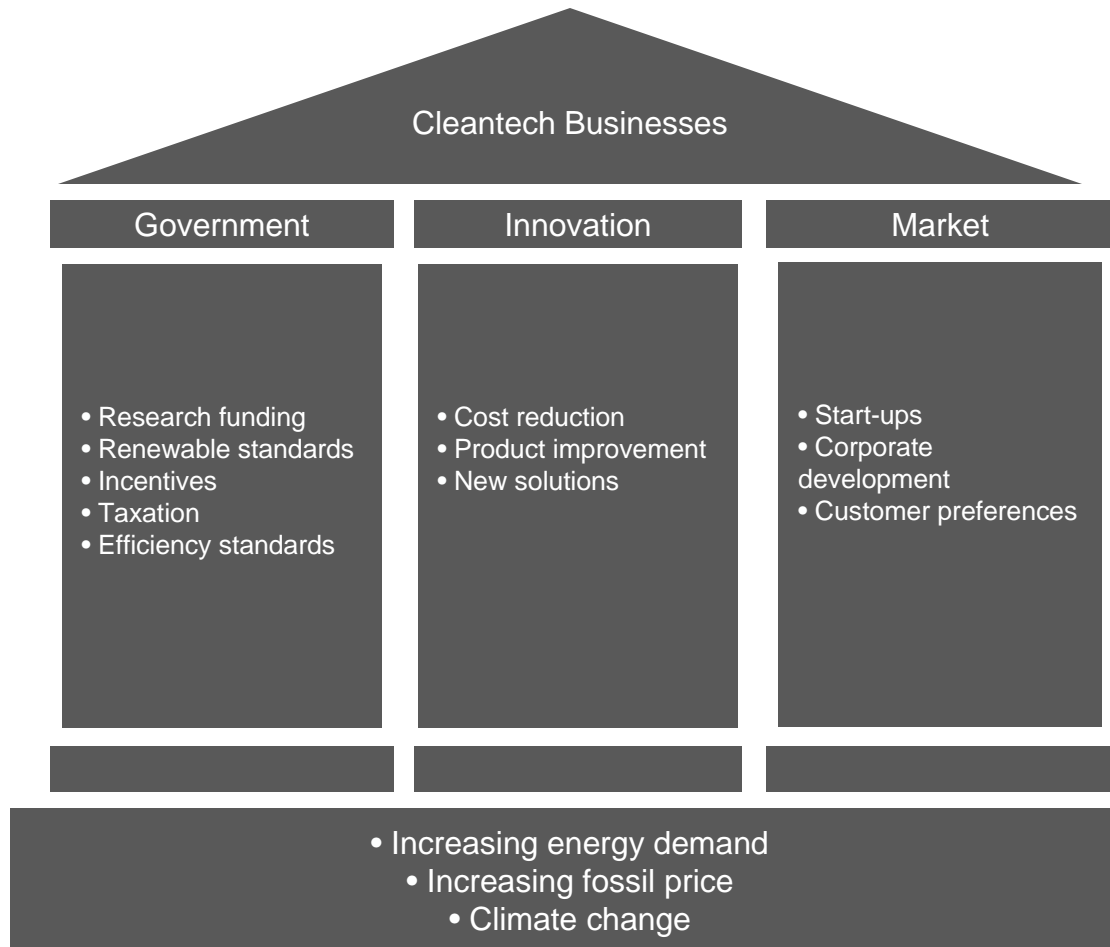
Plug Power

Echelon

Total Investments of \$125M +



Multiple drivers for Cleantech

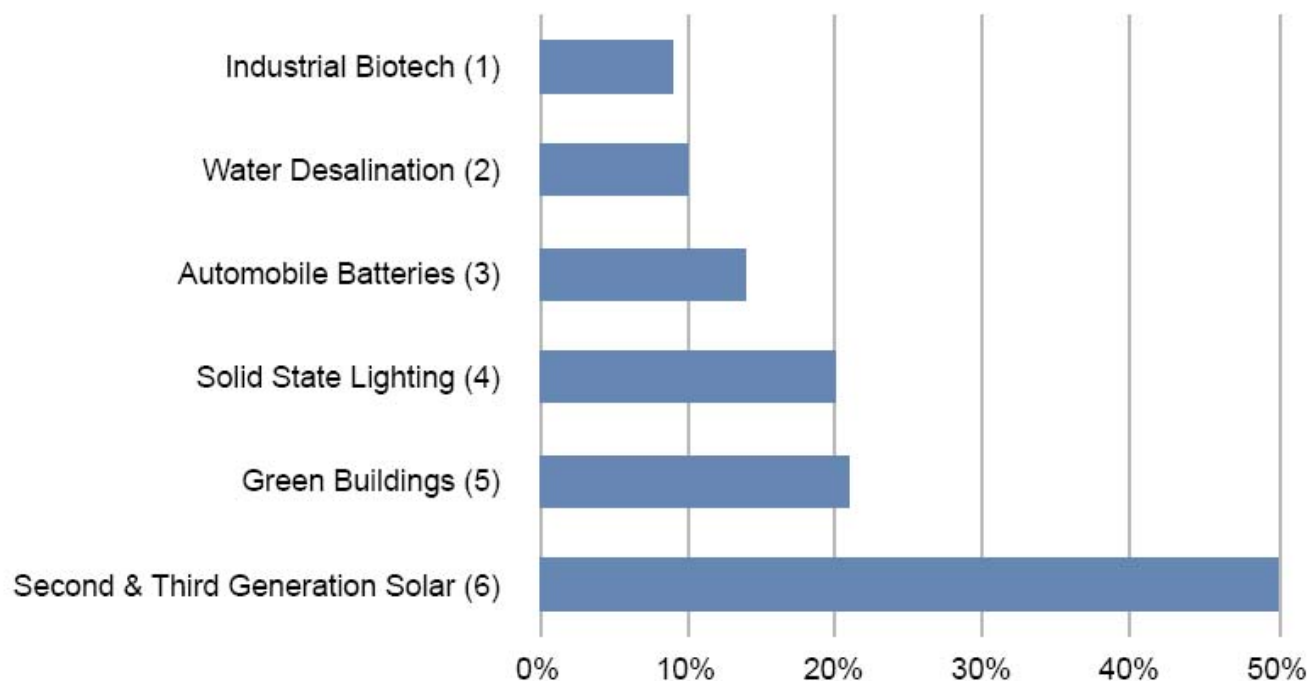




Cleantech Market – High Growth Potential

- Key Cleantech segments growing at >10% per year
- Solar market alone expected to be US \$80BB by 2018⁷

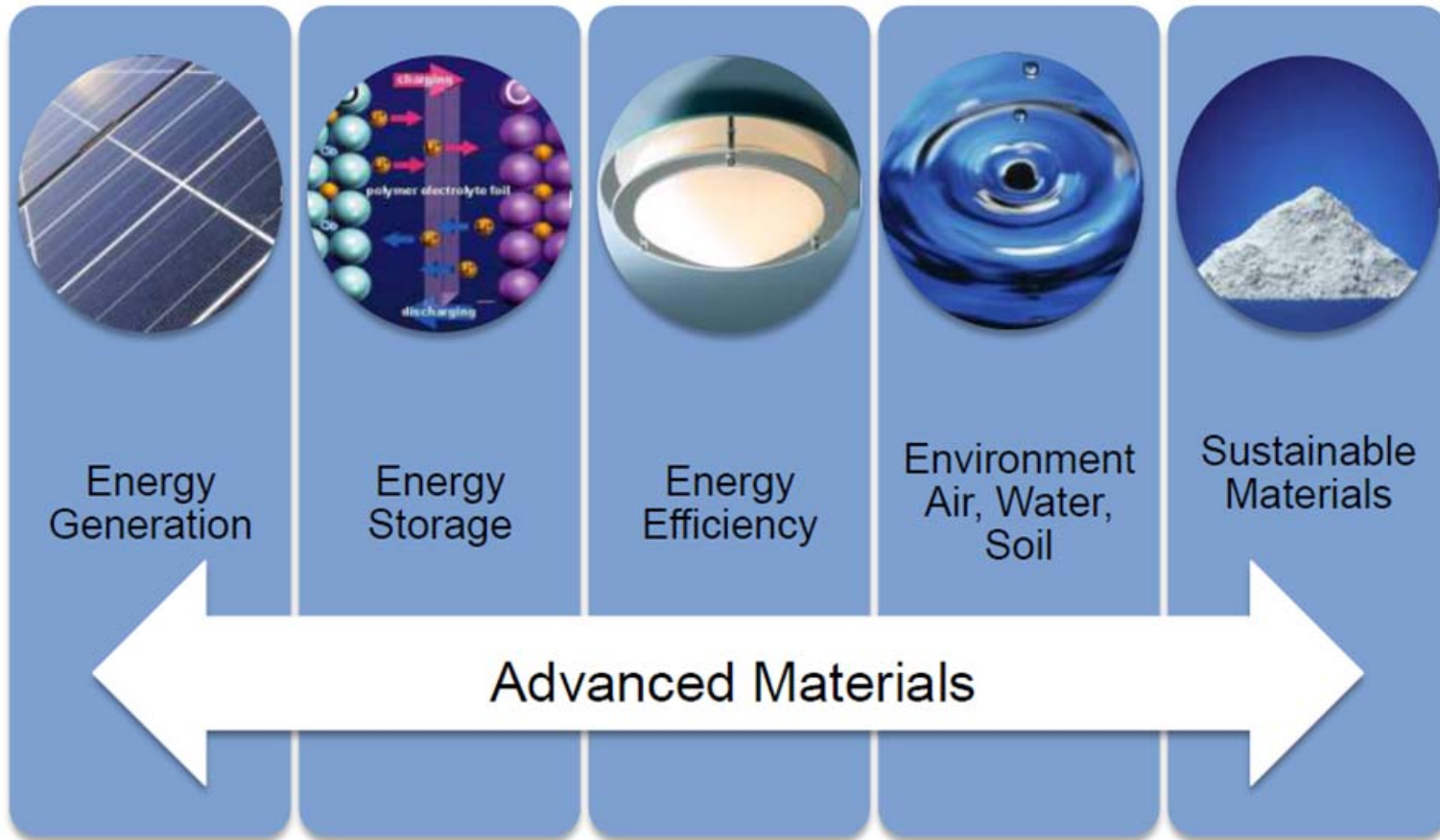
Global Market CAGR



Sources
¹ McKinsey & Co
² Lux Research
³ BCC Research
⁴ Strategies Unlimited
⁵ McGraw Hill Construction
⁶ Prometheus Institute
⁷ Cleanedge



Materials are a key driver of advances in Cleantech





Venture Capital perspectives on Cleantech

- Value Propositions
- Size of potential markets
- Time to commercialization
- Capital Intensity



QD Vision – a Case Study in Advanced Materials

Quantum Light™ Optics and Inks

QD Vision is a nanomaterials product company that delivers game-changing lighting & display solutions...

with exceptional color quality together with higher power efficiency, design flexibility and systems costs...

in consumer electronics, display & general illumination markets...

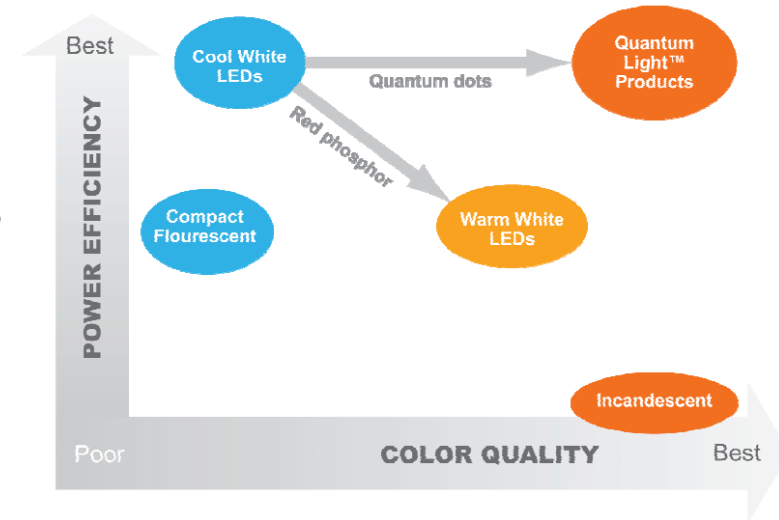
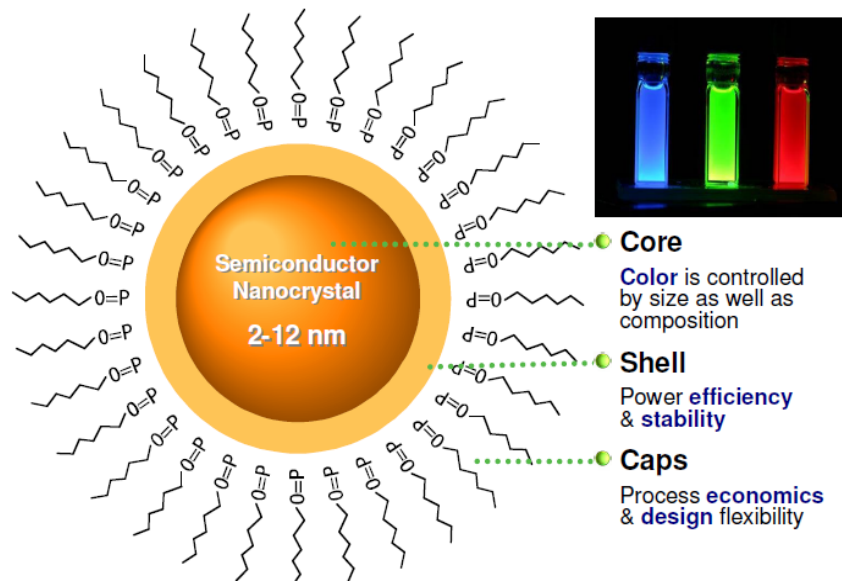
with large net benefits to the environment.





QD Vision : Performance

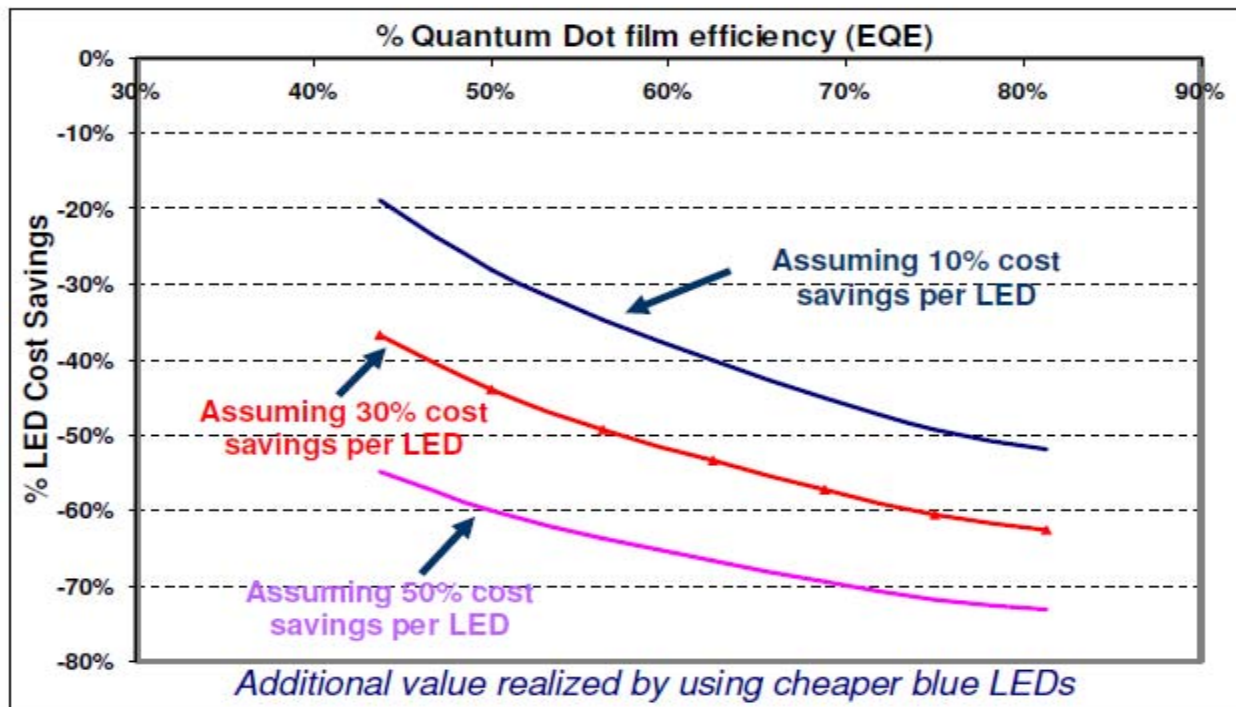
Precisely engineered for optimal performance and cost





QD Vision: Compelling Economics

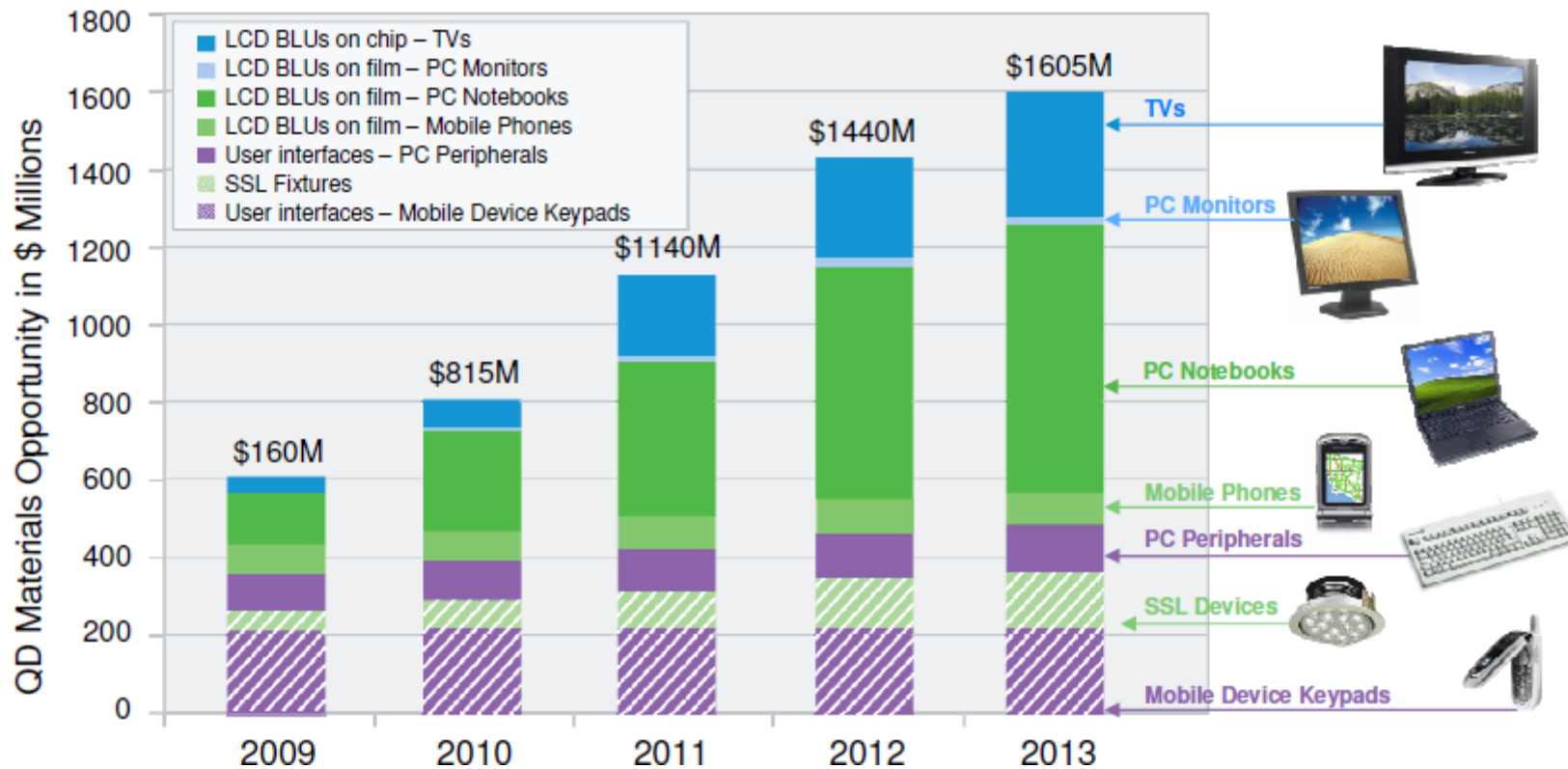
QD-enhanced displays can use fewer and cheaper LEDs





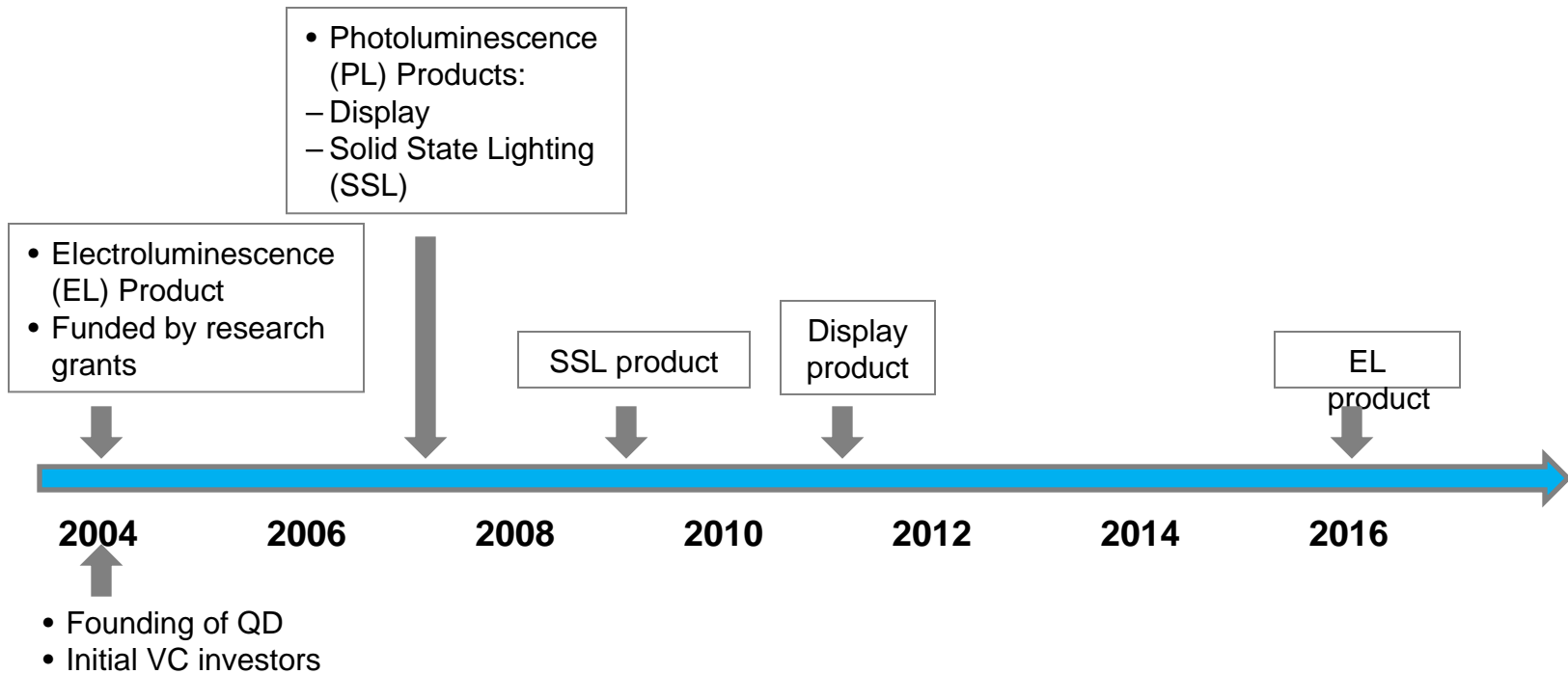
QD Vision: Market Opportunity

Opportunity well above \$1B/year in lighting & displays



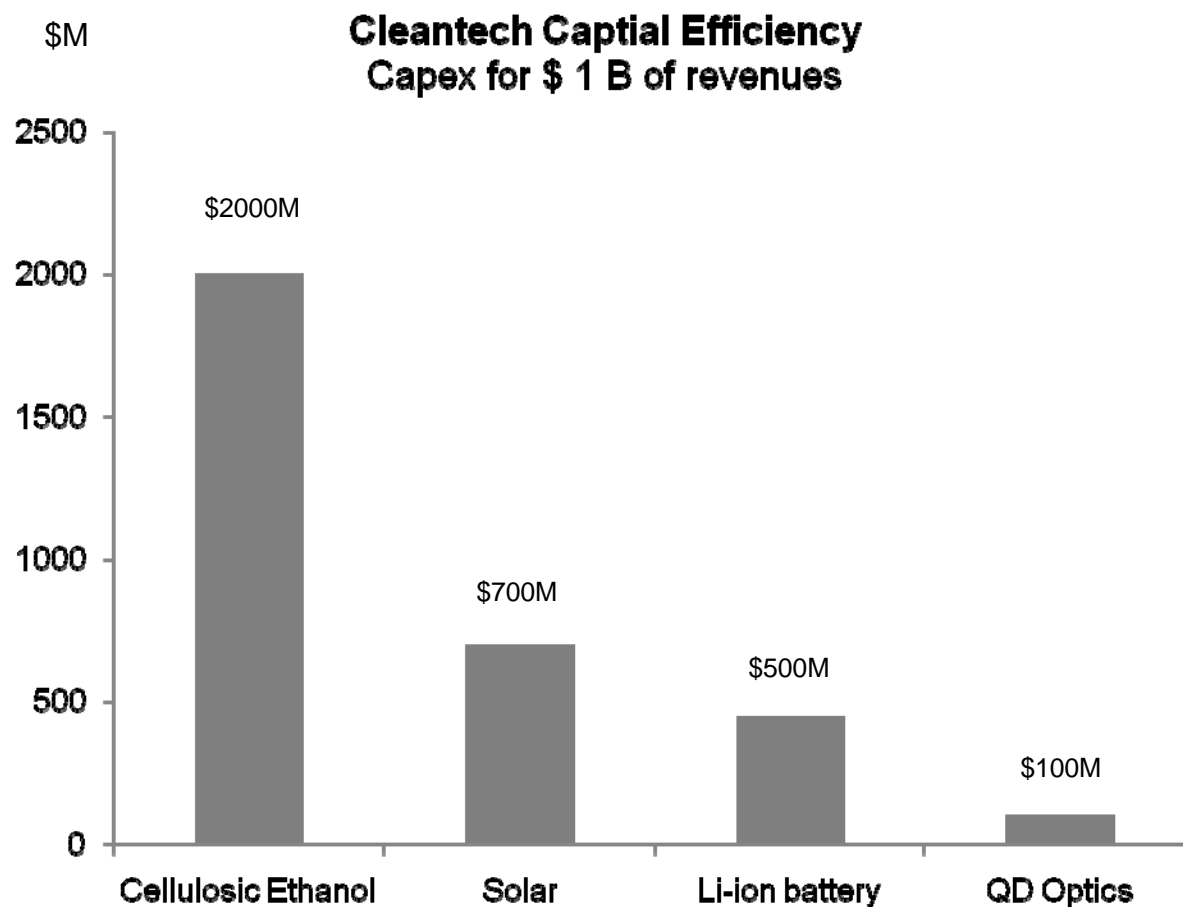


QD Vision - Time to Market





QD Vision: Capital Efficiency



- Most Cleantech deals are very capital intensive
- Advanced material plays like QD Vision could be capital efficient
 - Enhance existing products
 - Leverage existing supply chain