

NISTAC

KTEC Board of Directors Meeting
September 11, 2009

"A Perspective on 75 years of State Income Growth."

Federal Reserve Bank of Cleveland, 2005



**Patented Innovation + Educational
Attainment = Income Growth**

NISTAC CORE COMPETENCIES

Technology Transfer

Business Development

Strategic Partnerships

TECHNOLOGY TRANSFER

Kansas State University patents

- K-State record licensing revenue FY09
- AUTM National benchmarks show KSU generates 2x median revenue for a university its size

NISTAC owned patents

- 1100 foreign & domestic patents
- 49% licensed or sold into the marketplace
- Generating > \$45MM annual global sales

BUSINESS DEVELOPMENT ROI

21 - Startup companies

134 - Net new jobs

\$44,000 - Average wage

\$140MM – Cash infusion (10 yr) by
client companies into the Manhattan
economy

CURRENT BUS DEV SNAPSHOTS

MegaStarter

- South African animal health company
- \$10MM acquisition & relocation to Manhattan with SA & Australian ops
- 13 FTE positions average \$56k salary
- 7:1 Dairy, 4:1 Beef

EPG

- Fat substitute for chocolate
- 90% fewer fat calories, same taste
- \$200MM confectionary market

CURRENT BUS DEV SNAPSHOTS



Sunflower Bioenergy Center

- Partnership Sunflower Electric, MRI & NISTAC
- Advanced algae technologies using flue gas
- Potential to mitigate 40% of CO2 power plant emissions

ABADRL

- USDA Arthropod-borne Animal Disease Research Lab
- Relocation to Manhattan from Laramie, WY
- 35 jobs; \$65k average wage

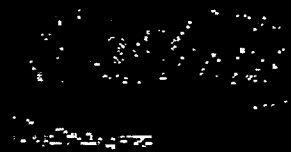
STRATEGIC PARTNERSHIPS



ScavengeTech/Exterran

TurboShield™ greatly improves op efficiencies for the natural gas pipeline, ~18 mo payback

Exclusive distribution through Exterran, a \$3B global company



NutriJoy/Coca-Cola

5 year R&D contract

51% acquisition in 2008

Nutritional beverages

NISTAC PATH FORWARD...

Innovation Pipeline

- Accessing corporate, public and private research institutions on contract basis

Capital Formation

- Launch & close a \$10MM+ fund

Market Focus

- Animal Health
- Energy/Carbon Mitigation
- Engineering/Advanced Materials
- Functional Foods

NISTAC

Smart Ideas + Smart People
= Kansas Prosperity