



IPEX Cleantech Asia
Technology Transfer Marketplace

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Transferring Clean Technologies to Asia

**ACEF - Local Innovation Capacity Session:
Bridging Low Carbon Technologies to Developing Asia**

18 June 2015, Manila, Philippines

What is IPEX Cleantech Asia?

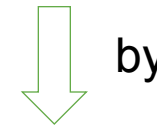


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1 A technology market place and brokerage platform formed by a consortium of ReEx Capital Asia and DNV GL with the support of ADB



2 Designed to facilitate the transfer and deployment of new low carbon technologies in developing Asia...



4 Resulting in: technology assets monetized; new and validated cleantech solutions bridged into developing Asia



3 Providing a range of matching, advisory and brokerage services to technology suppliers and adopters



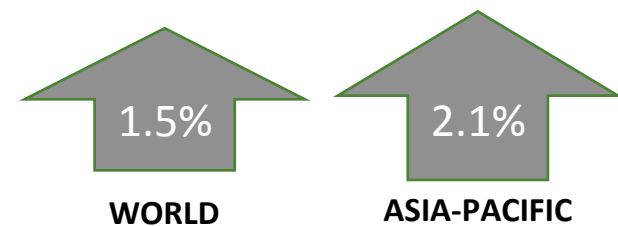
Energy Outlook for Asia to 2035



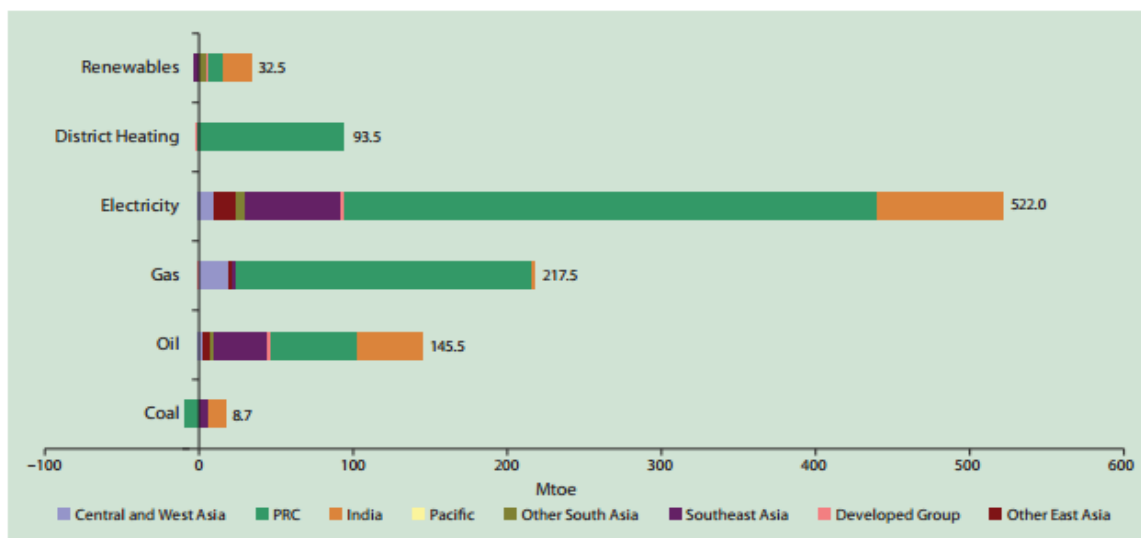
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Asia Region's electricity demand is set to more than double – PRC and India alone will account for 70% of total electricity generated by 2035

(Source: ADB "Energy Outlook for Asia and the Pacific, Oct 2013")



**Projected Energy Demand Growth Rate
(Yearly Through to 2035)**



Mtoe = million tons of oil equivalent, PRC = People's Republic of China.

	Business as Usual	Alternative Approach via Scaling up of LCT & Efficiencies
Growth Rate of Energy Demand	2.1% per year	1.4% per year
Production of Fossil Fuels Share	83%	74%



What Are The Key Barriers to Technology Transfer to Asia?

- Actual and perceived risks
- Lack of ‘tropicalised’ technologies
- Know-how protection
- Unfavorable past experiences
- Investors’ unfamiliarity with cleantech industry
- Investors’ preference for later stage financing
- Lack of (good quality) cleantech deals
- Lack of legal / transaction structuring / framework
- Fear of losing capital / not being able to recover capital

What are the Key Opportunities for Technology Transfer to Asia?

- ✓ Industrialisation, population growth and needs
- ✓ Opportunities for 'leapfrogging'
- ✓ Need for network / access to partners
- ✓ Transaction costs: cross-border sales and transaction structuring requirement and visibility
- ✓ Assessment of counter-party risk and perceived country risk
- ✓ IP & legal framework / protection vs. absorption capacity
- ✓ Demand / need identification
- ✓ Etc.

Value proposition



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- ✓ Provide buyers and sellers visibility into “who and what are out there”
- ✓ Lower information barriers and transaction costs: the transaction costs of assembling a network of buyers and sellers
- ✓ Mitigate counter-party risk through pre-qualification process → lower risk to approach the market
- ✓ Matches the right cleantech solution with demand/need
- ✓ Deal structuring and negotiation support including technical and financial advisory
- ✓ Provide IP advisory support: advice to buyers and sellers on best practices depending on geographies

Working with Partners



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- ✓ Fast track access to country / region needs in terms of clean technologies
 - ✓ Hunan Innovative Clean Technology Center
 - ✓ India, Philippines, Indonesia
- ✓ Identification of sectors / industries (adopters)
- ✓ Identification of technologies (owners)
- ✓ Promote international cooperation, raise awareness
- ✓ Structure funding and de-risking tools
 - ✓ Support to national technology exports
 - ✓ Trade Missions / Export Finance
- ✓ Scale Up and create traction

Thank you!

Contact Us

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APPENDIX

Technology transfer and brokerage platform



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RAJAH
TANN
Lawyers who know Asia

Core team in Singapore
+
network of experts

Local, regional,
international partners
(e.g. WIPO)

IPEX

ADB

For Technology providers

- ✓ Advisory services
 - Market entry
 - Business
- ✓ Solicitation of adopters/
buyers/
commercialization
partners
- ✓ DD on adopters
- ✓ Transaction structuring
- ✓ Transaction facilitation
and negotiation support

Database of tech
suppliers and adopters

**Brokerage
services**



Additional services by
ReEx Capital Asia, DNV GL

**Access to financing
Capital raising, TDD**

For Technology adopters

- ✓ Sourcing, screening and
matching of technologies
- ✓ Technology verification (DD)
- ✓ Due Diligence on technology
supplier (IP/legal, financial)
- ✓ Transaction structuring
- ✓ Transaction facilitation and
negotiation support



Technology and geographical focus



Solar



Energy
Storage



Energy
Efficiency



Waste to
Energy

Presence and partnerships in ...

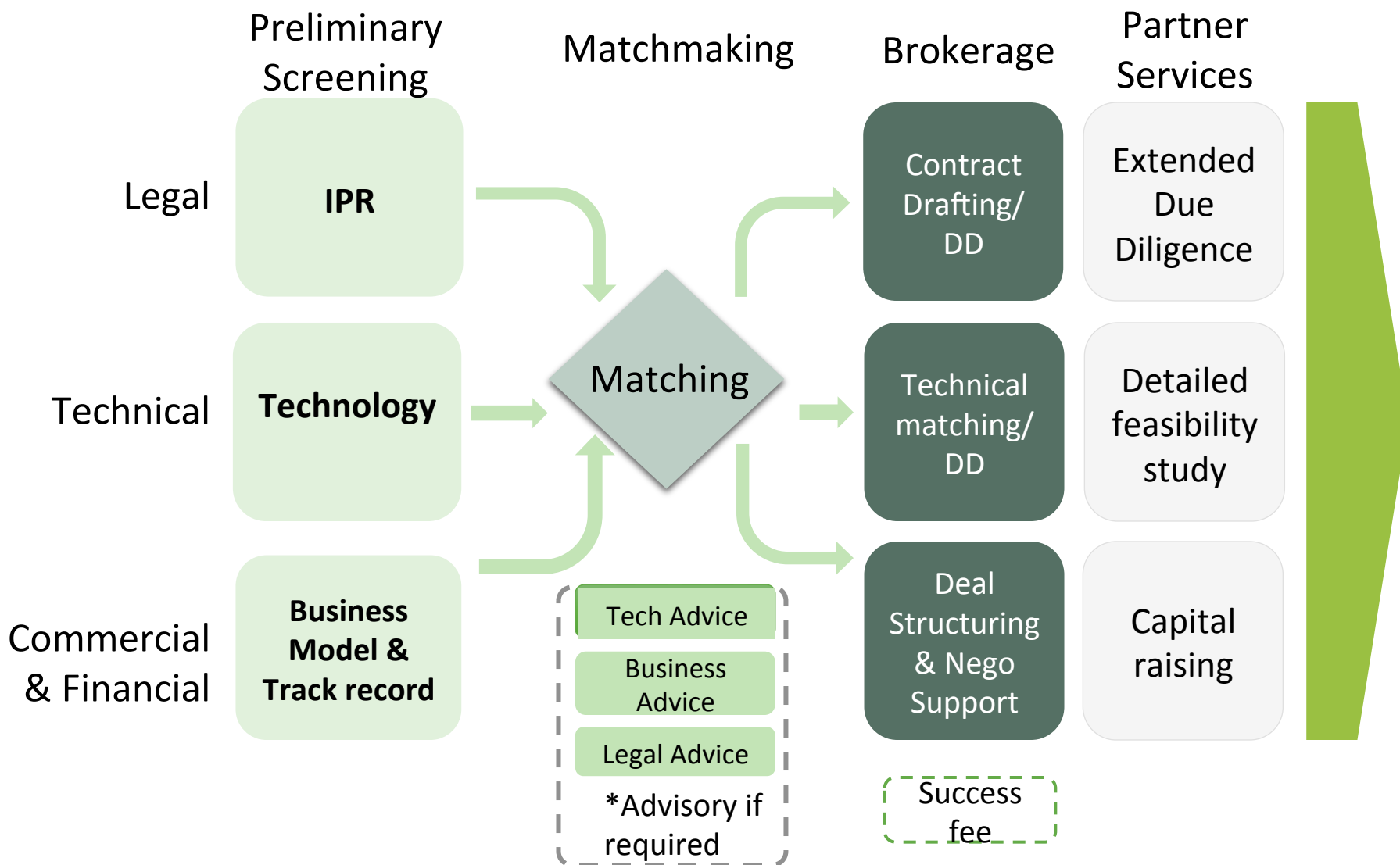
- China
- India
- Indonesia
- Philippines
- Myanmar
- Cambodia
- Vietnam



Full IPEX Process Overview: One-Stop Shop Approach



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IPEX Key Selling Points

- ① One-stop shop for technology transfer
 - Financial / commercial / technical / legal / regulatory / brokerage
 - Add-on services if required: detailed technical DD, capital raising
- ② Dedicated platform to Clean Technologies
- ③ Dedicated to deployment in Asia
- ④ Support from ADB
- ⑤ Backed by strong partners with long track-record in the field
 - Cross-border transactions
 - Deal structuring & closing, raising private capital
- ⑥ Partnerships across Asia and beyond