

A large solar panel array is the central focus, tilted towards the sun. The panels are dark blue with a grid of white lines. The background shows a clear blue sky with scattered white clouds and a green landscape with some hills in the distance. The overall scene is bright and sunny.

ASIA CLEAN ENERGY FORUM

**Strengthening the ecosystem for cleantech start-ups and venture capital in Asia**

# CLEANTECH IS MUCH MORE THAN JUST RENEWABLES

## Renewable Energy



- Solar PV and thermal
- Wind, geothermal
- Biomass, biofuels

## Resource efficiency



- Energy efficiency
- Green material
- Smart grid

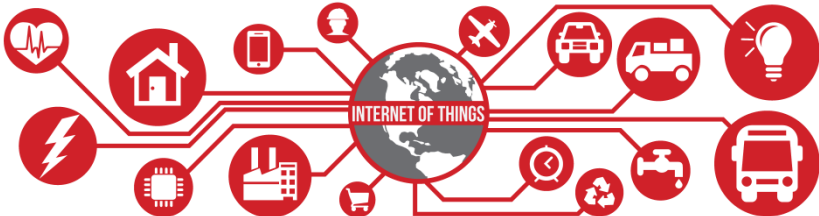
## Environmental protection



- Air quality
- Water management
- Soil, forestry and land

## Internet of things & smart cleantech

smart cities, smart mobility, smart agriculture, smart buildings, smart industry

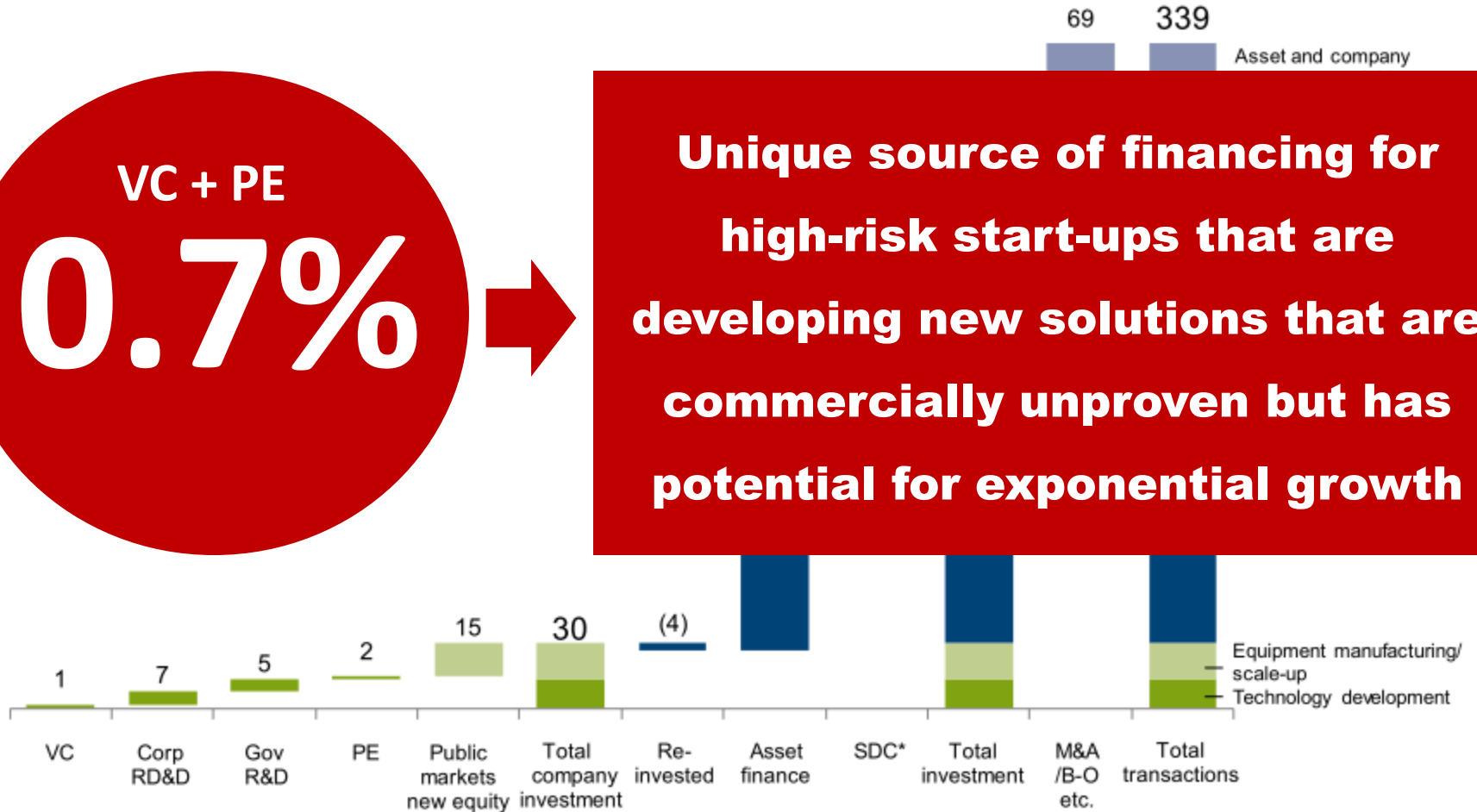


# WHY DO WE CARE ABOUT CLEANTECH VENTURE CAPITAL?

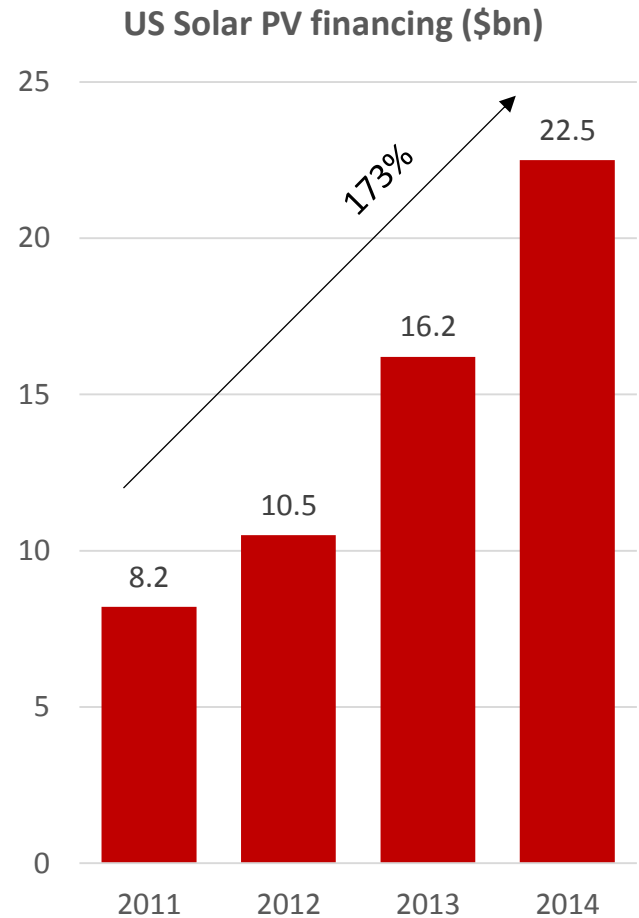
GLOBAL TRANSACTIONS IN GLOBAL RENEWABLE ENERGY 2014 (\$bn)

VC + PE  
**0.7%**

**Unique source of financing for high-risk start-ups that are developing new solutions that are commercially unproven but has potential for exponential growth**

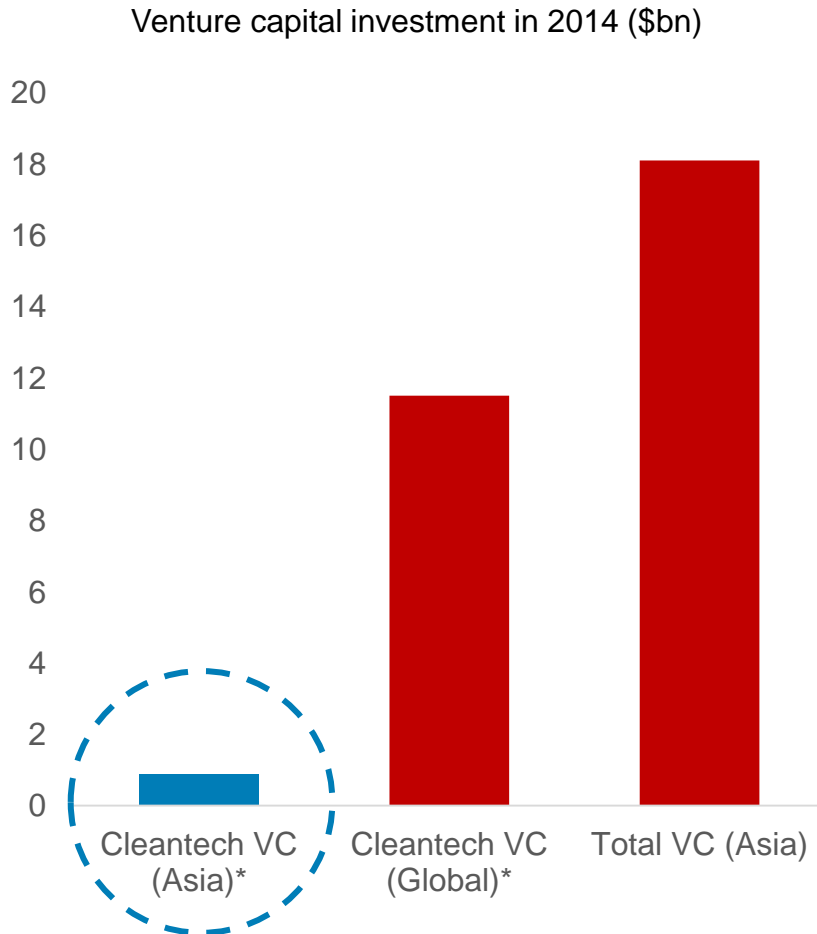


# EXAMPLE: VC-BACKED SOLAR PV COMPANIES





# CLEANTECH VC IN ASIA IS STRUGGLING



**8%**  
of global cleantech VC investment

**5%**  
of total VC investment in Asia

\* Excludes transport

Source: Cleantech Group, CB Insight

# CLEANTECH VC IN ASIA IS STRUGGLING

X

## CLEANTECH IS TOO RISKY

*“Cleantech is a noble way of losing money”*

*Large pension fund*

X

## LACK OF STRONG CLEANTECH ENTREPRENEURS

*“99% of cleantech start-ups are not investable”*

*Indian cleantech vc*

X

## LACK OF EARLY-STAGE CLEANTECH INVESTORS

*“We don’t do cleantech”*

*Global VC fund*

X

## LACK OF CLEANTECH VC & START-UP COMMUNITY

*“Who shall I talk to?”*

*Indian cleantech entrepreneur*

## BIG HOPE #1: EMERGENCE OF “SMART CLEANTECH”

cost of sensors

**40%**  
vs 10 years ago

cost of bandwidth

**1/40**  
vs 10 years ago

cost of processing

**1/60**  
vs 10 years ago

# BIG HOPE #1: EMERGENCE OF “SMART CLEANTECH”

Connect, monitor, analyse and control anything, anywhere at anytime

**New big market  
opportunity:  
\$3-7  
trillion  
by 2020**

**Better fit with  
VC model**

- **Lower risk**
- **Capital-lite**
- **Shorter-time to market**
- **Easier exits**

**40%**  
vs 10 years ago

**1/40**  
vs 10 years ago

**1/60**  
vs 10 years ago



# BIG HOPE #2: ASIA TECH START-UP BOOM

## INDIA'S TECH START-UP BOOM

2010

2014

VC inv

30X+

**Attracting big pool of Asian entrepreneurs**

VC Inv

30X+

**Attracting new types of investors**

VC fur

14X+

**Creating new start-up support ecosystem  
(accelerators, events/hubs, policies)**

Local Angels

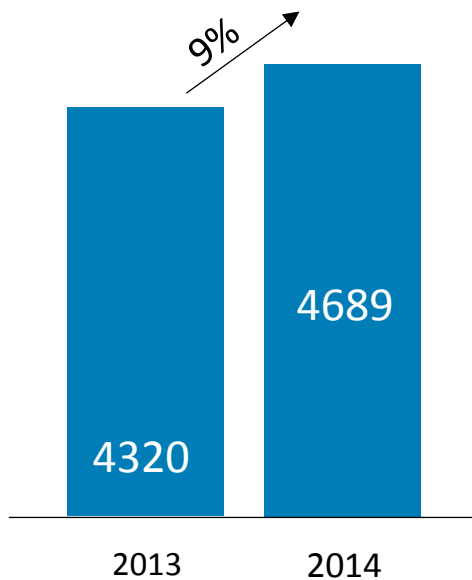
8+

90+

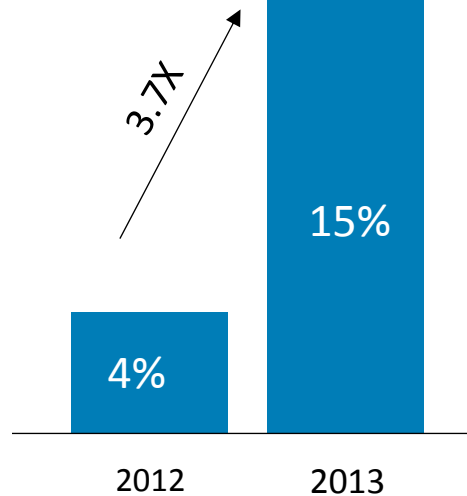
11X+

## BIG HOPE #3: NEW SOURCE OF CAPITAL

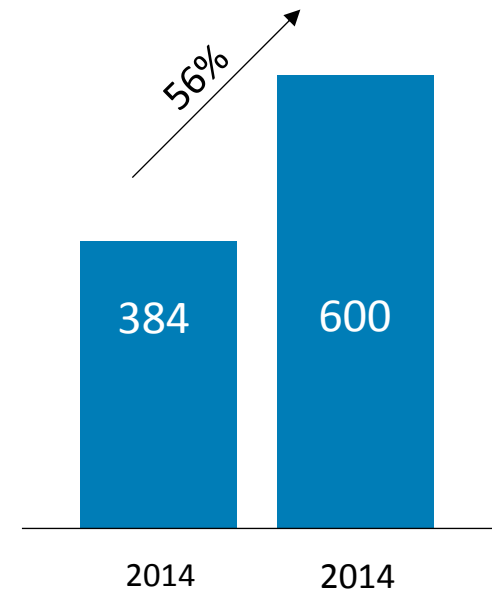
**Private wealth**  
'000s of HNWI in Asia



**Asian Family offices**  
% allocation in VC/PE



**Corporate investors**  
# of VC deals in Asia



# ADB IS BUILDING A REGIONAL PLATFORM TO SUPPORT ASIA'S CLEANTECH VC & START-UP ECOSYSTEM

**SUPPORT  
START-UP  
ACCELERATORS**



**DEEPER  
PIPELINE OF  
INVESTABLE  
COMPANIES**

**SUPPORT  
NEW  
INVESTORS**



**DEEPER  
POOL OF  
EARLY-STAGE  
RISK CAPITAL**

**SHARE  
CLEANTECH  
KNOWLEDGE**



**ACCELERATED  
LEARNING  
AND  
SHARING**

**REGIONAL  
CLEANTECH  
NETWORK**



**NEW  
PARTNERSHIPS  
AND MORE  
COLLABORATION**



**ACCELERATE CLEANTECH INVESTMENT  
AND ENTREPRENEURSHIP IN ASIA PACIFIC**

# 1. SUPPORT START-UP ACCELERATORS



ADB INFUSE VENTURES CIIE

smart renewables smart manufacturing smart transportation

## powerstart

india's first startup accelerator for cleantech  
Bangalore | January-March 2015

Apply on [www.f6s.com/powerstart](http://www.f6s.com/powerstart) by 21 Dec

in partnership with

supported by

tech hub THE CLIMATE INITIATIVE Google amazon langoor EMBARQ YOUR STORY IBM CISCO

- Organised by top-ranked start-up incubator CIIE and Infuse Ventures
- 3 month programme for 12 start-ups
- Targeted at start-ups at intersection of IT/IoT and cleantech
- Backed by leading IT companies, e.g. IBM, Google, Cisco, AWS

## 2. SUPPORT NEW CLEANTECH INVESTORS



### EXAMPLE: HUNAN (CHINA)

Supporting first-time fund manager to set-up and launch new public-private 300M RMB early stage cleantech VC fund



**HUNAN, CHINA**

# 3. SHARE CLEANTECH KNOWLEDGE



## CLEANTECH ACCELERATORS: KEY SUCCESS FACTORS

Based on our experiences with different cleantech start-up accelerators and bootcamps around the world, we have identified a number of key common success factors.



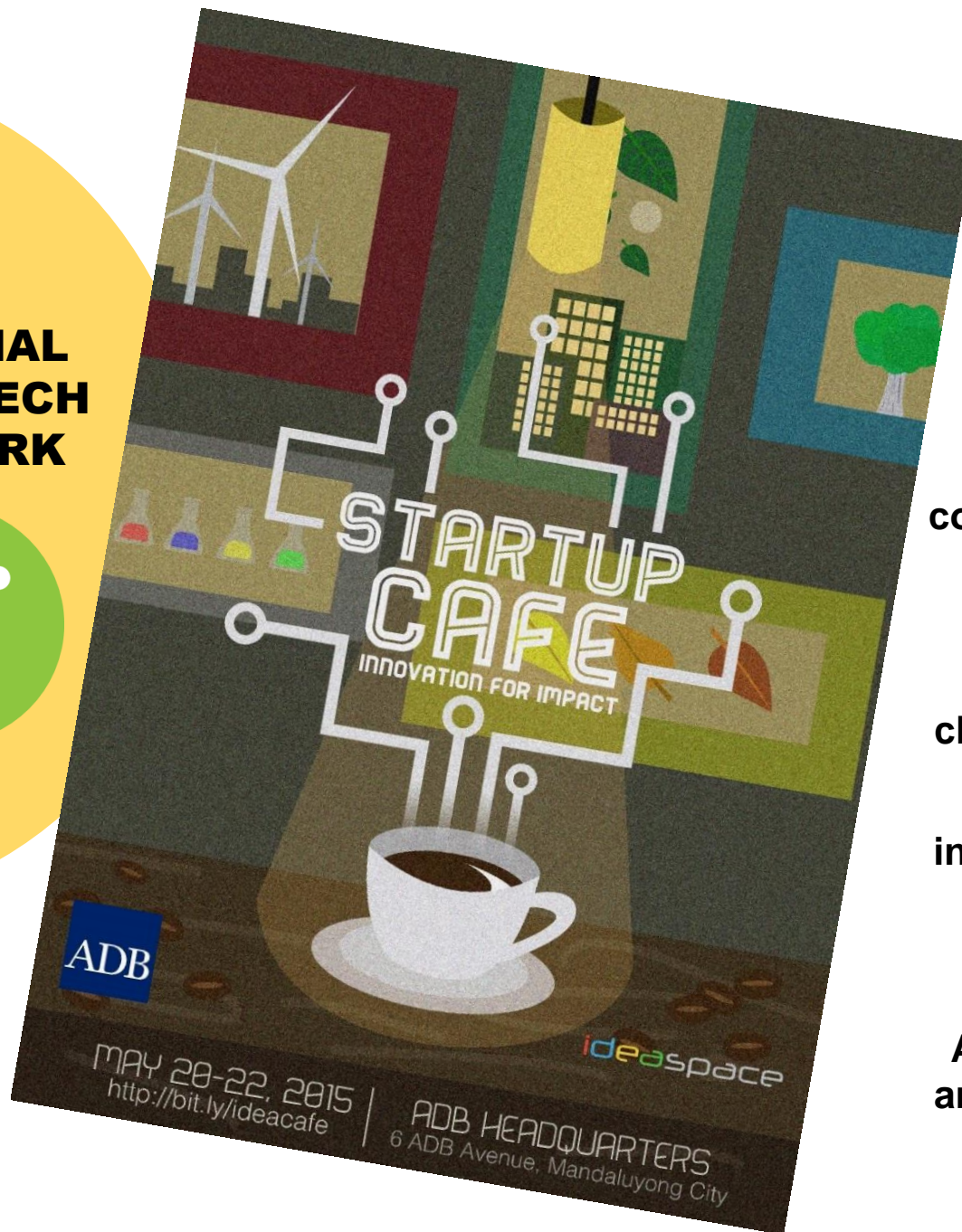
Climate Innovation Centre Bootcamp, Vietnam

Critical ingredients for a successful cleantech accelerator programme





# 4. REGIONAL CLEANTECH NETWORK



**150 participants**

**Manila tech start-up  
community: VCs, angels,  
start-ups and  
accelerators**

**Existing and aspiring  
cleantech entrepreneurs**

**Sector experts from  
industry, academia, ADB**

**Showcase of  
cleantech start-ups**

**Accelerators/investors  
and VCs from China and  
India**

- **YOUR IDEAS & FEEDBACK**
- **YOUR EXPERIENCES**
- **HELP US BUILD THE ECOSYSTEM**

**THANK YOU!**

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