



IPEX Cleantech Asia
Technology Transfer Marketplace

IPEX Cleantech Asia

Accelerating the Transfer of Clean Technologies in Asia

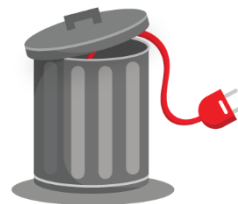
ASIA CLEAN ENERGY FORUM 2016

9-June-2016, Manila



RETA 8105: Demonstration of an Assisted Broker Model for Transfer of Low-Carbon Technologies to Asia and the Pacific

IPEX CLEANTECH ASIA – INTRODUCTION



ONE – STOP – SHOP FOR CLEAN TECHNOLOGIES

MATCHING

ADVISORY

DEAL FACILITATION

‘IPEX Cleantech Asia advises and facilitates Cleantech deals between technology owners worldwide, and technology users or project developers in emerging Asia, with the aim of de-risking, lowering costs and accelerating associated commercial, regulatory and legal processes’

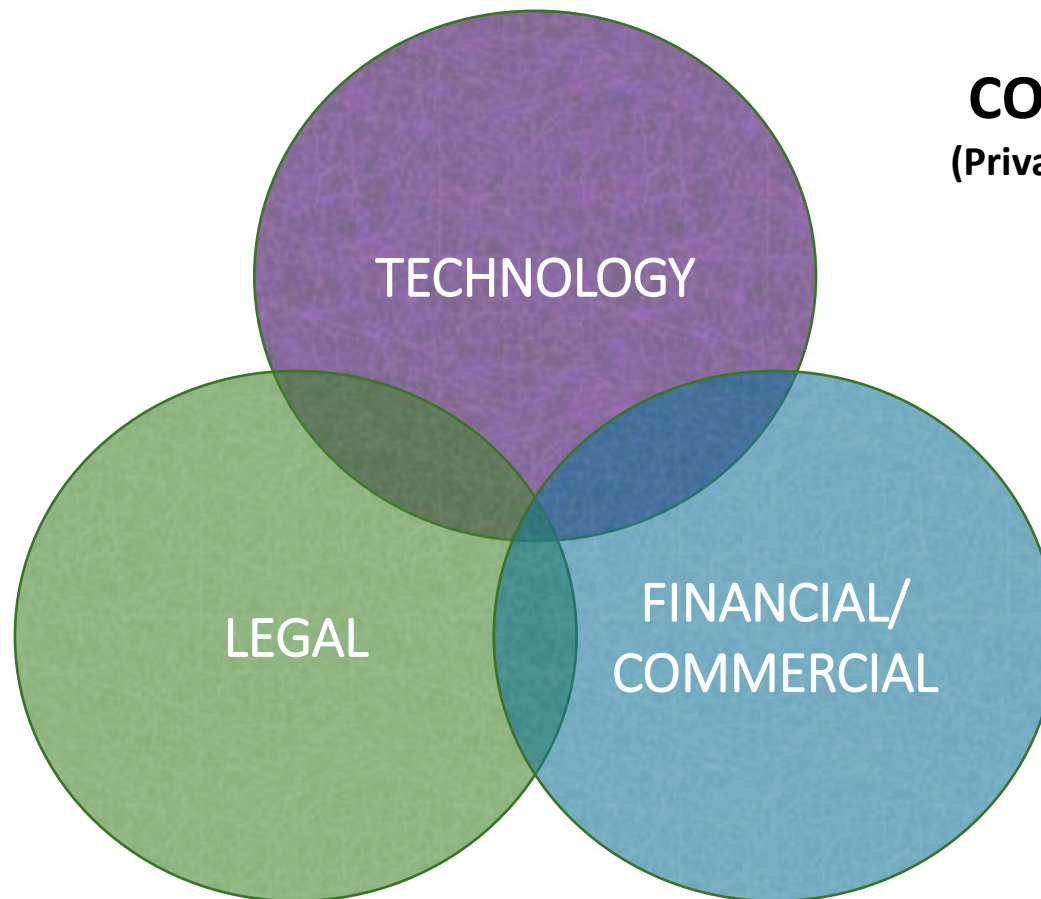


BANKABLE PROJECT

**TECHNOLOGY
MONETIZED**

**TECHNOLOGY
DEPLOYED**

CHALLENGES OF LOW CARBON TECHNOLOGIES TRANSFER INTO DEVELOPING APAC

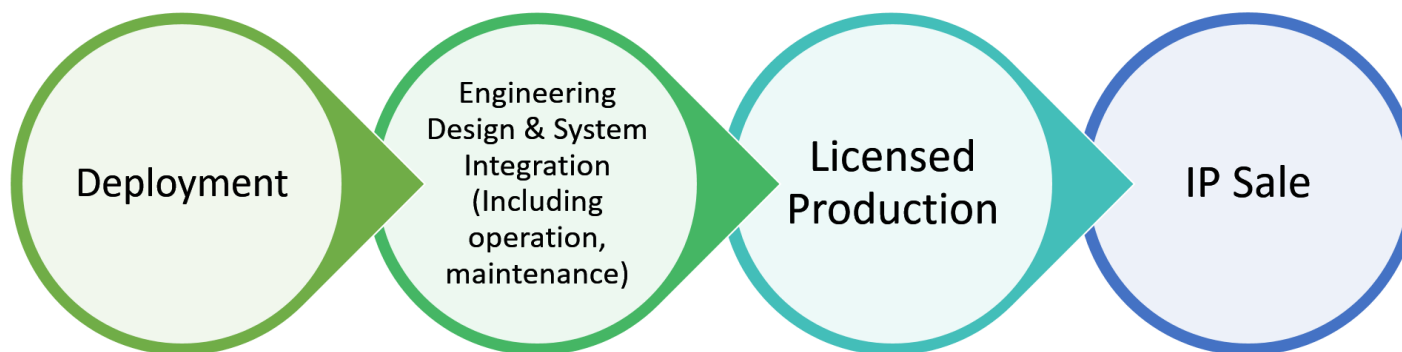


CONTEXTUAL
(Private+Public scope)

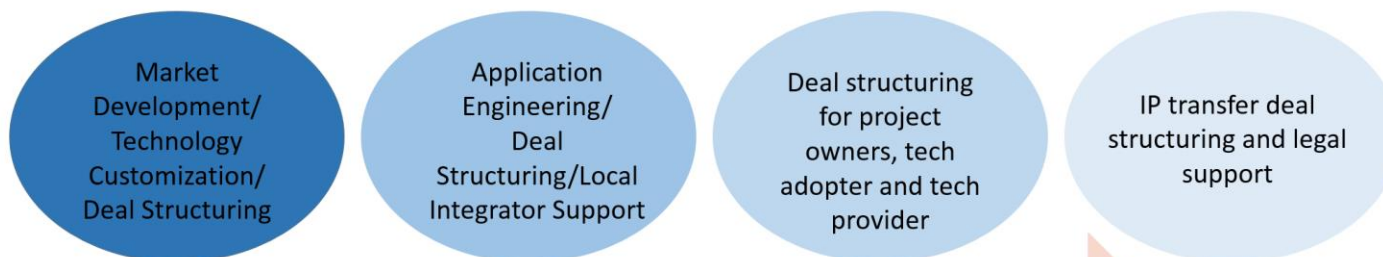
TECHNOLOGY TRANSFER ECO-SYSTEM



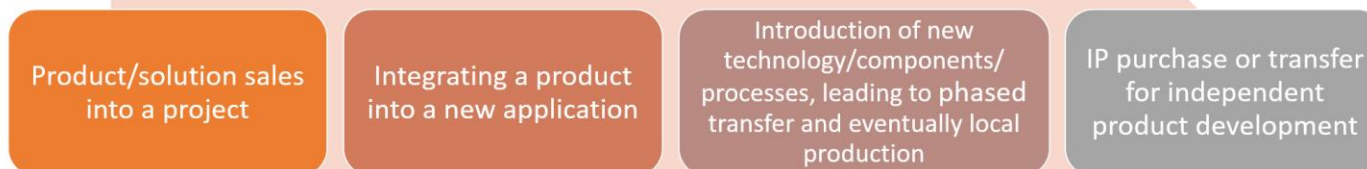
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KEY DEAL FACILITATION WRAPAROUND SERVICES



MULTIPLE PATHWAYS IN TECH TRANSFER



FOCUS AREAS



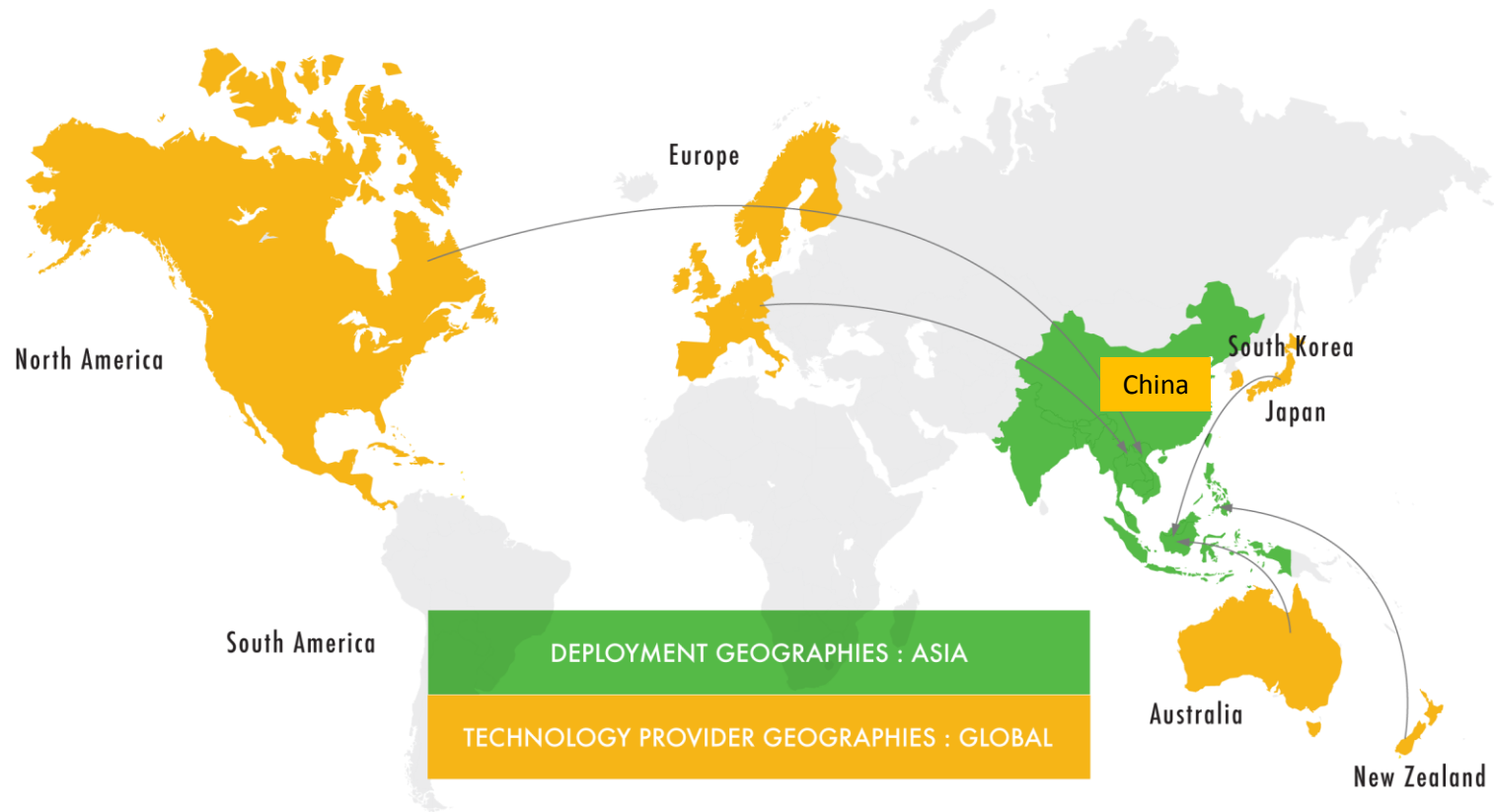
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SERVED GEOGRAPHIES



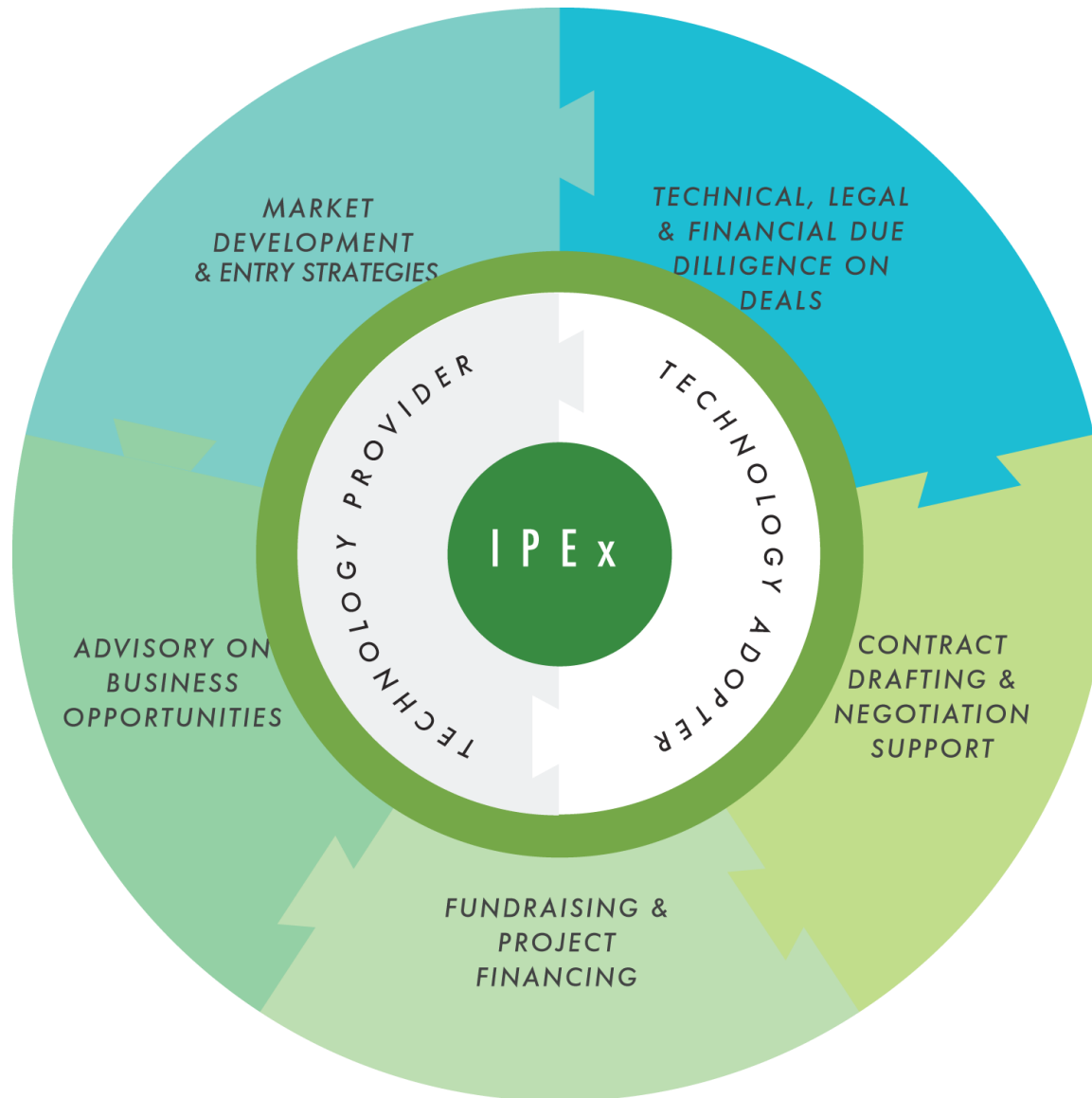
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SUITE OF SERVICES



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ONE STOP SHOP CONCEPT



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1

Preliminary Screening

2

Matchmaking

3

Brokerage

4

Partner
Services

Legal

IP/ Patent
Rights
Analysis

Technical

Technology
vetting and
req'mnts
analysis

Commercial
& Financial

Business
Model &
Track
record

Matching

Tech Advice

Business
Advice

Legal Advice

*Advisory if
required

Contract
Drafting/
Nego.
Support

Technical
matching/
Feasibility
analysis

Deal
(licensing,
JV, sale)
structuring

Success
fee

Extended
Due
Diligence

Detailed
feasibility
study

Capital
raising

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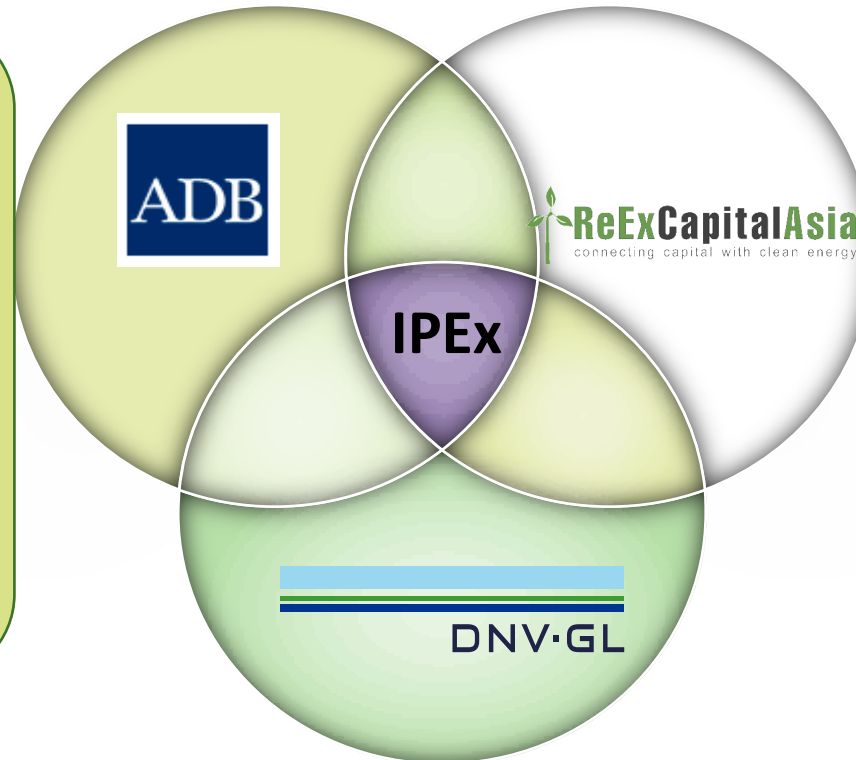
ORGANIZATION STRUCTURE



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Asian Development Bank (ADB), based in Manila, Philippines, is dedicated to reducing poverty in Asia and the Pacific through inclusive economic growth, environmentally sustainable growth, and regional integration. For more information visit:

<http://www.adb.org/news/new-service-aims-speed-flow-low-carbon-technologies-asia>



ReEx Capital Asia is a leading Clean Energy Investment Banking and Consulting company specializing in LCT within the Asia Pacific region with headquarters in Singapore and representation in Europe, USA, Australia, New Zealand, Indonesia and the Philippines. For more information visit:

<http://www.reexasia.com/>

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OPERATING STRUCTURE



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**RAJAH
TANN**
Lawyers who know Asia

Core team in Singapore
+
network of experts

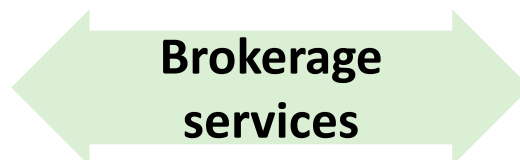
Local, regional,
international partners
(e.g. WIPO)



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



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



Case Study – Smart Lighting Technology (mandate from Technology Provider)

IPEX expected to close at least 2 deals for the client in the period with associated services such as project structuring, contract drafting, negotiation support, IPR protection, etc.

Q2 2016 – Q4 2016

Leveraging its network of partners in different countries, IPEX introduces the client to key decision makers for the potential opportunities

Q1 2016

IPEX, acting as an accelerator, identifies and originates potential deployment opportunities in Asia

Q4 2015 and January 2016

As the first phase of the mandate, IPEX helps the client in identification of three target markets in Asia with high applicability of its technology and large potential market

Q4 2015

IPEX receives mandate from an Italian Smart Lighting Provider to develop market in Asia and accelerate its deployment

October 2015

Case Study – Water Technology

(mandate from Technology Adopter)

Project Objective

IPEX Cleantech is providing technology partnership support and advisory services to an Indian EPC in support of the company's capacity building/enhancement phase in the area of water technology

IPEX Mandate

IPEX's mandate, which was signed in December 2015, is two-fold in the project. Phase 1 of the mandate involves Partner Scouting and Introduction while Phase 2 of the mandate involves Deal Facilitation

Current Status

IPEX's has already identified two water technology companies from Asia Pacific and is conducting due diligence to map out the suitability of both the companies to the client's requirements

Way Forward

IPEX expects to close the Phase 1 of the mandate within Q2 2016 with continued support for Phase 2 in Q3 2016

Case Study – Solar Inverter Technology

(Strategic Collaboration with a Chinese Provider)



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Timeframe of Collaboration: 2016

**MoU with a
China-based
provider of solar
inverter
technology to
help the company
grow its presence
in South Asia and
South East Asia**



**IPEX will help
the provider in
finding the right
technology
adopters
(including end
users, project
developers and
EPC companies,
distribution
companies, etc.)**



**IPEX will also
provide other
services critical
to a streamlined
deal facilitation
such as IP
Protection,
Commercial
Strategy
Framework, etc.**

WHY IPEX CLEANTECH ASIA?

- 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 Extended partnerships across Asia and beyond

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<http://ipexcleantech.com/>

THANK YOU

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