




**NEW ENERGY NEXUS**  
SOUTHEAST ASIA

# NEW ENERGY NEXUS SOUTHEAST ASIA

BE PART OF THE TRANSFORMATION  
THAT'S COMING





**“The need for cheap electricity in Southeast Asia  
will drive global demand for coal for power  
generation through 2040.”**

*The International Energy Agency  
October 2017*

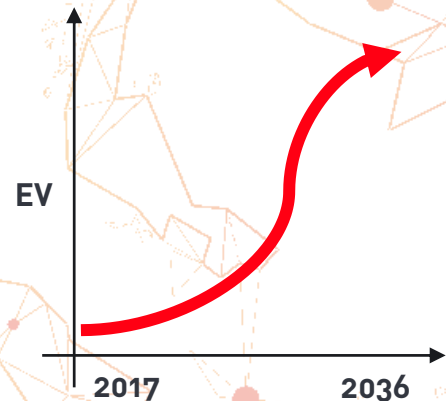


**“If [Southeast Asia] implements the coal-based plans right now, I think we are finished.”**

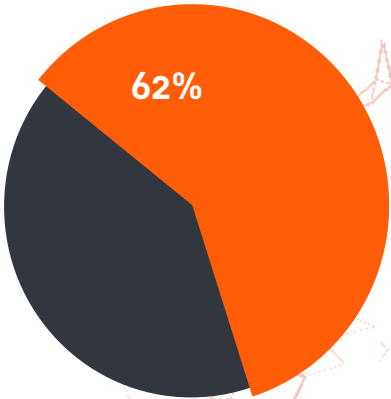
*Jim Yong Kim  
President, World Bank  
May 2016*



Renewables on the horizon in SEA



Significant increase of sustainable energy production in the region



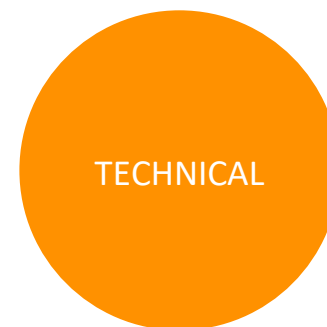
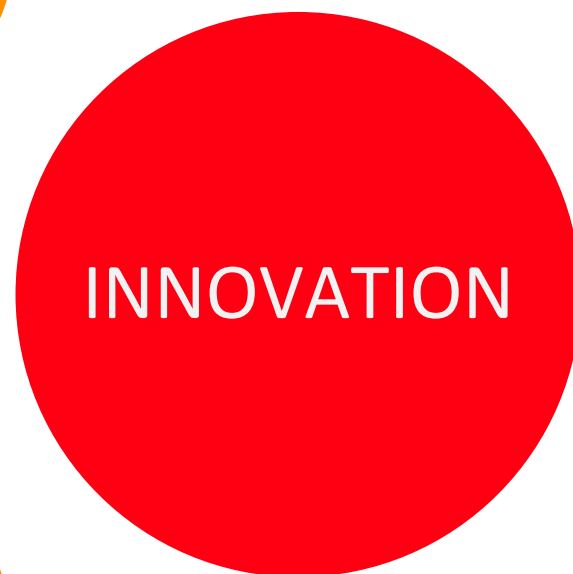
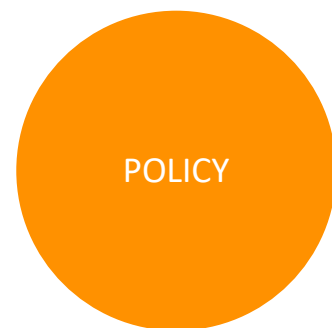
Thailand holds 62% of Southeast Asia's total installed PV capacity 2.5 gigawatts



Philippines and Malaysia are the second and third largest solar markets

(Source: IEA: Southeast Asia Energy Outlook 2017)

## Deployment of renewables faces multiple challenges



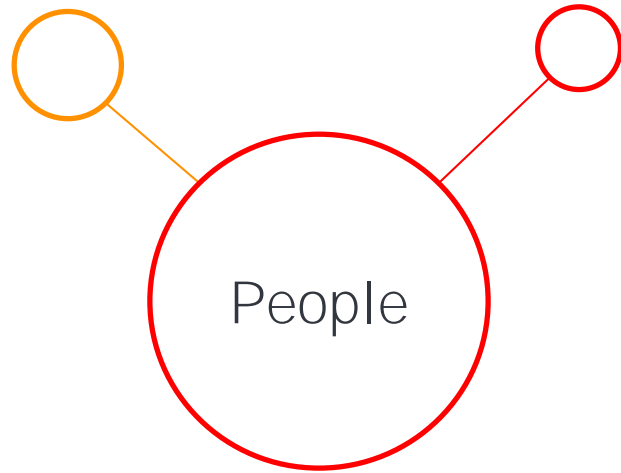


**“Big companies are really bad at innovation  
because they’re designed to be bad at  
innovation. [They are] designed to [...] create  
operational efficiency”**

*Harvard Business Review  
September 2012*

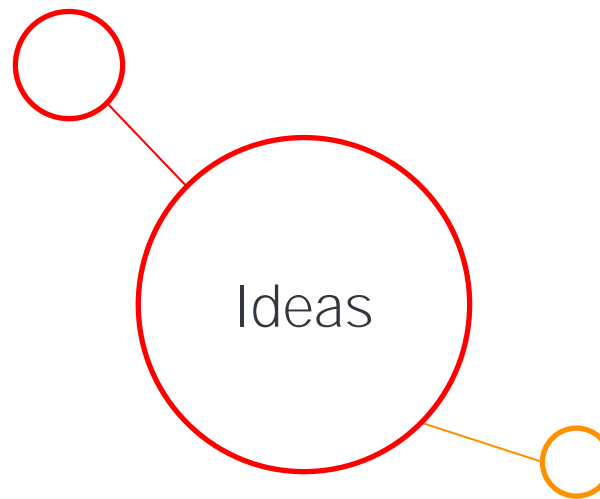


## Startups are good at innovation



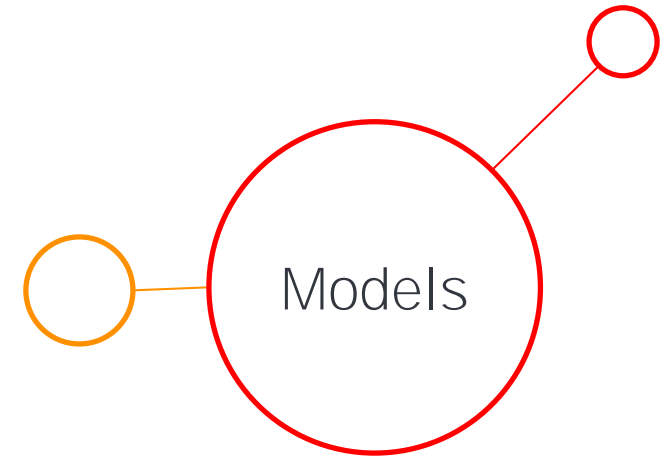
Young

Driven



New

Innovative

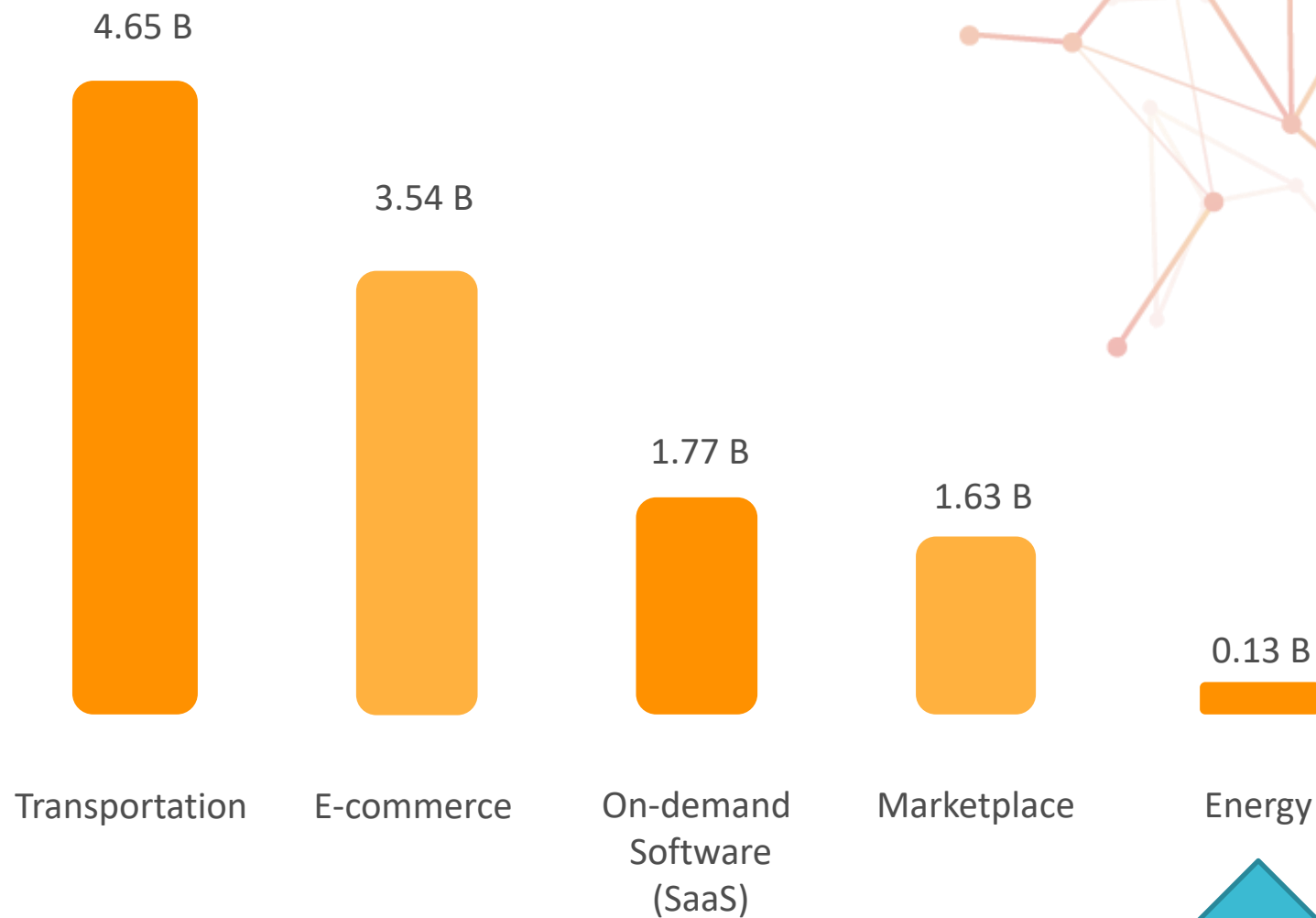


Nimble

Disruptive

SCALABLE

## Top funded ASEAN startups in 2017



(Source: <https://www.techinasia.com/15-most-wellfunded-startups-southeast-asia>)



# It's time for Smart Energy innovation

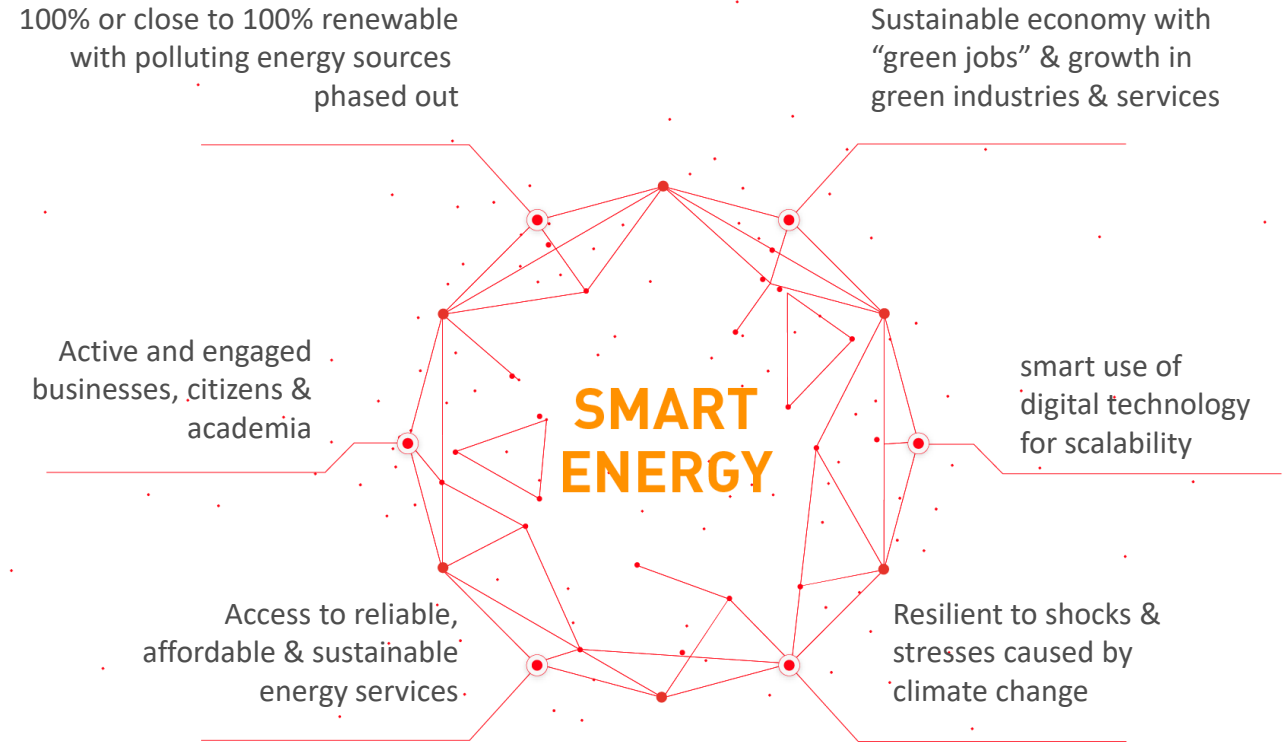
## Smart Energy

/smɑ:t 'ɛnədʒi/

noun

an intelligent integration of:

- (1) renewable energy sources with low to no carbon emission (solar, wind, sustainable biomass, hydro etc.),
- (2) efficient distribution and transmission (smart and cross-border grids, energy markets, infrastructure etc.) and
- (3) optimised consumption (demand side management, storage, smart meters, prosumers etc.)



## Smart Energy startups already exist around the world



Powerhive develops scalable, bankable off-grid utility solutions to create a future where everyone has access to clean energy and the opportunities that come with it. Powerhive is Kenya's first private electricity provider.



Power Ledger is a distributed, interoperable energy trading platform that supports an extensive suite of energy-focused applications. It features a live and deployed platform that possesses the ability for others to develop applications for use on it.



The Sun Exchange is a marketplace where you can purchase solar cells and have them power businesses and communities. Customers lease their solar cells purchased through The Sun Exchange to hospitals, factories, schools and other end-users, earning customers decades of solar powered rental income wherever they are in the world.

## Introducing New Energy Nexus SEA

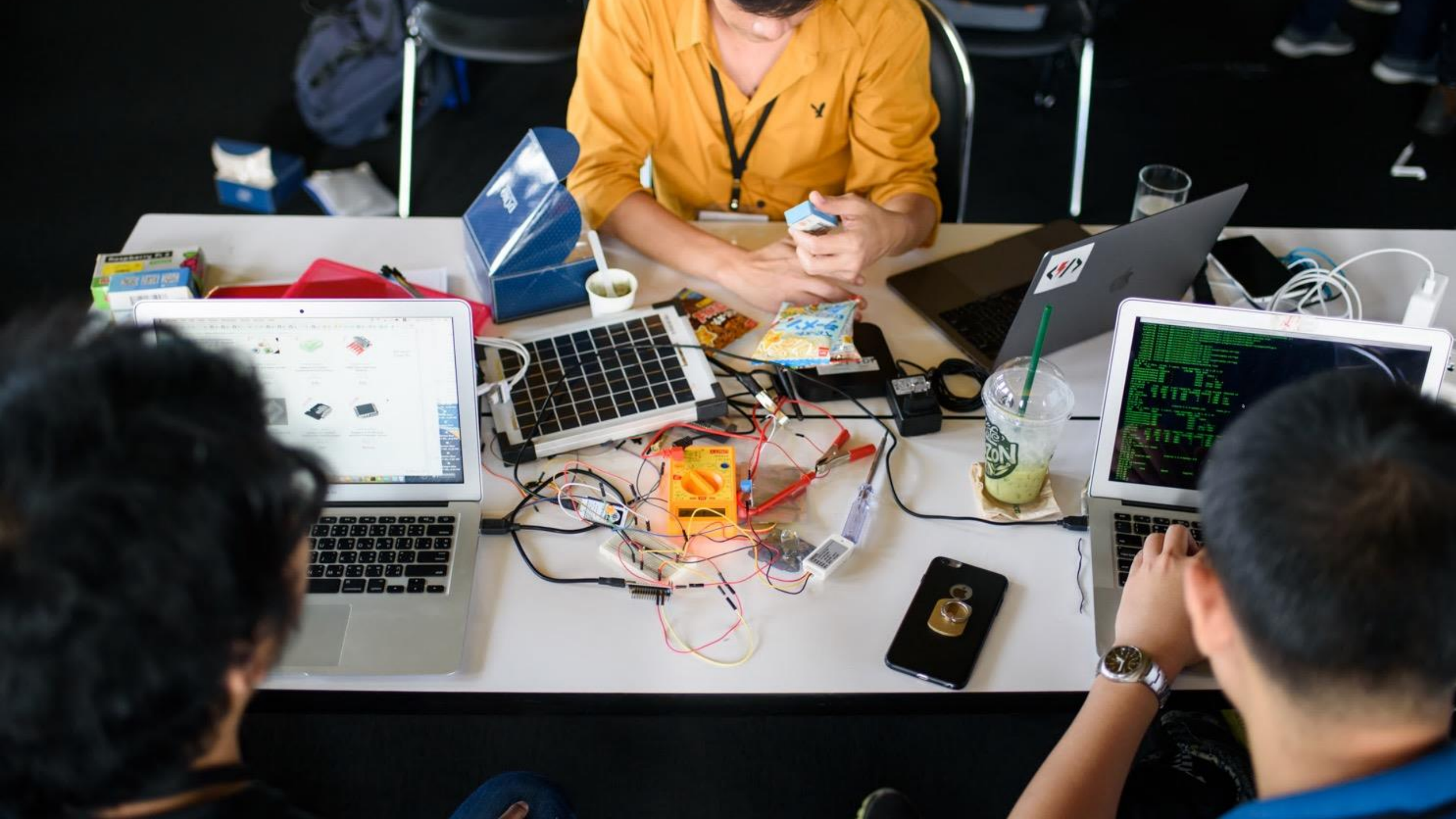


**NEW ENERGY NEXUS**  
S O U T H E A S T A S I A

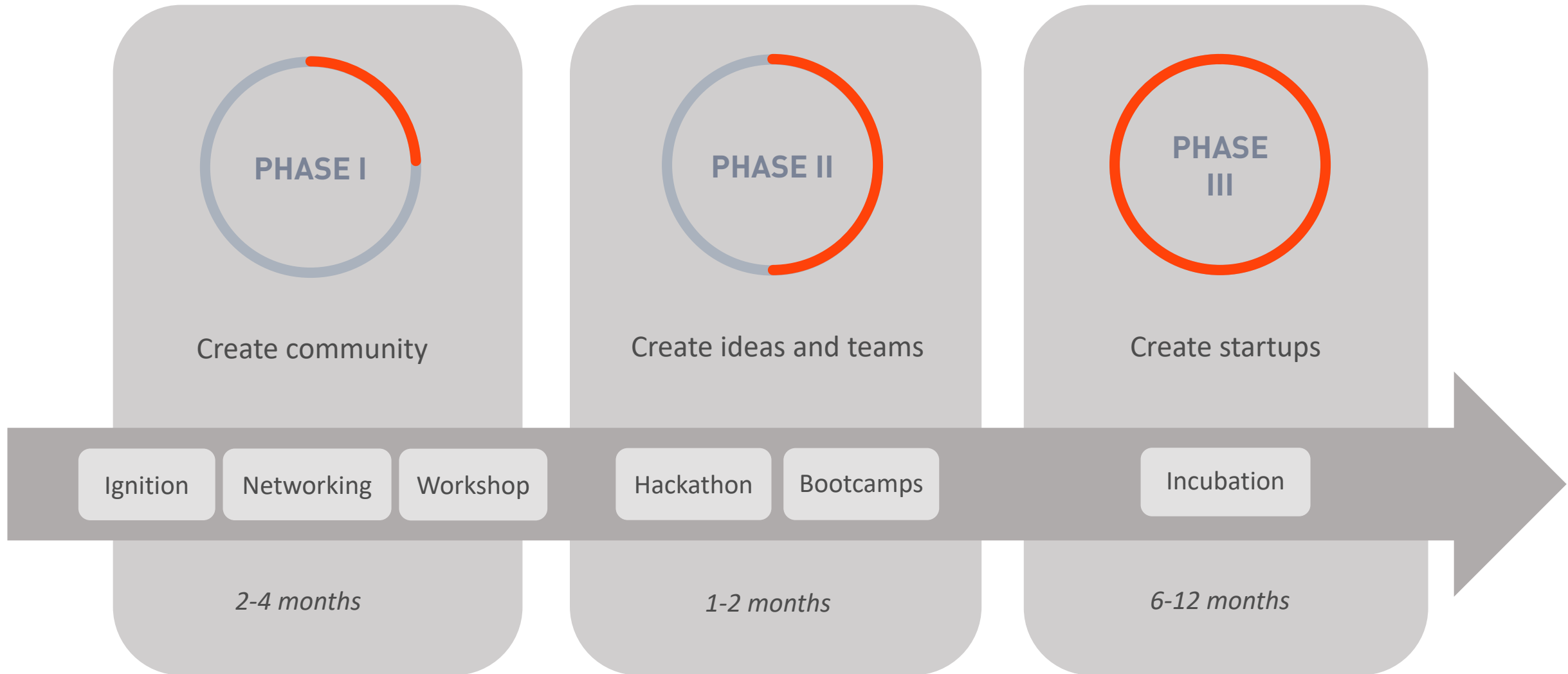
We are a smart energy startup support initiative

We support incubators to **build smart energy startups**. Focus is on innovating business models and digitization in the sector

We aim to create a regional smart energy entrepreneurship ecosystem in Southeast Asia

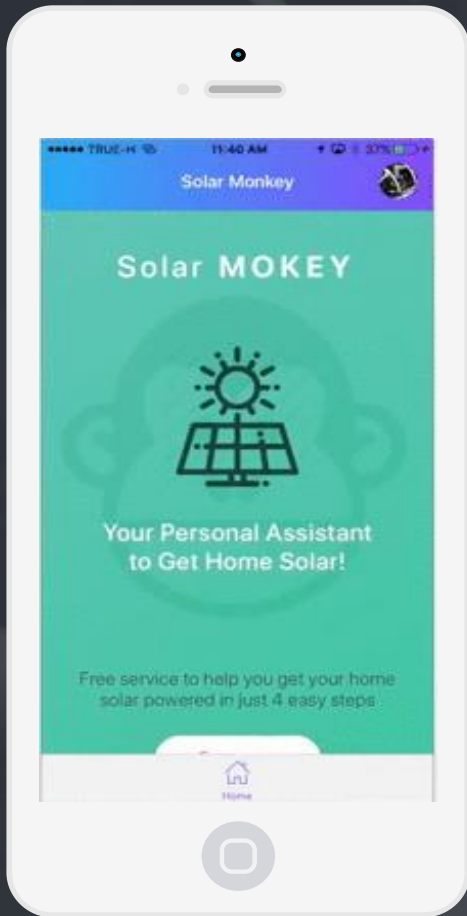


## Program approach: Nexus SEA + local Incubation Partners





## Example 2: Smart Energy Hackathon results



### Solar Monkey

Solar Monkey is a personal assistant to get home solar - it offers free service to help customers get home solar powered just in 4 steps. It encourages solar adoption through system design, vendor selection and financing options in Thailand

“After almost 2 days since Friday, we are really proud what we have now: a working mobile app, REST API server backend run on the Microsoft Azure Cloud”

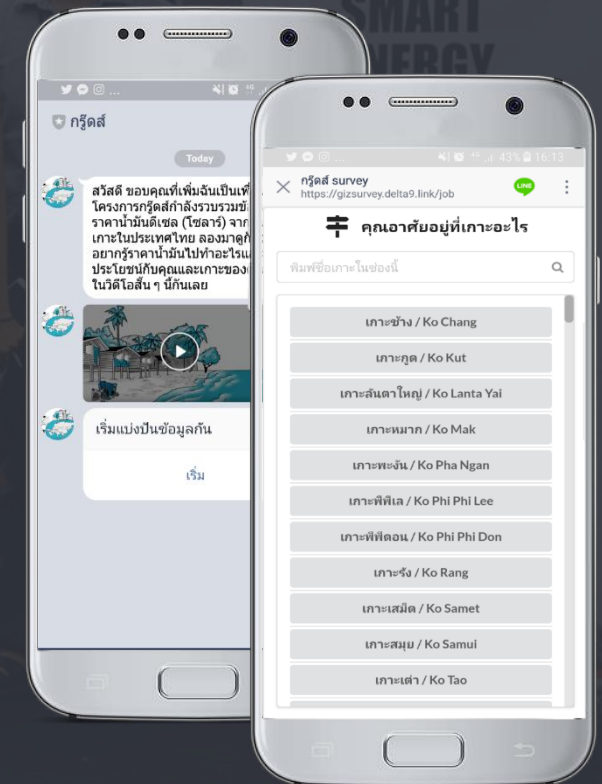
– HiVE team, Creator, Solar Monkey

## Example: Smart Energy Hackathon results



### Groots

Groots is a chatbot collecting diesel data in remote island in Thailand. It helps to reach out to remote areas for solar project developers to better plan their projects and investments.



## Our approach

Dedicated programme to help teams overcome problems associated with launching a startup

implemented by experienced incubation partners

Provision of working space, seed funding, mentoring, support...

6-12 months duration

energy expertise by GIZ/CalCeF and the network of partners and stakeholders

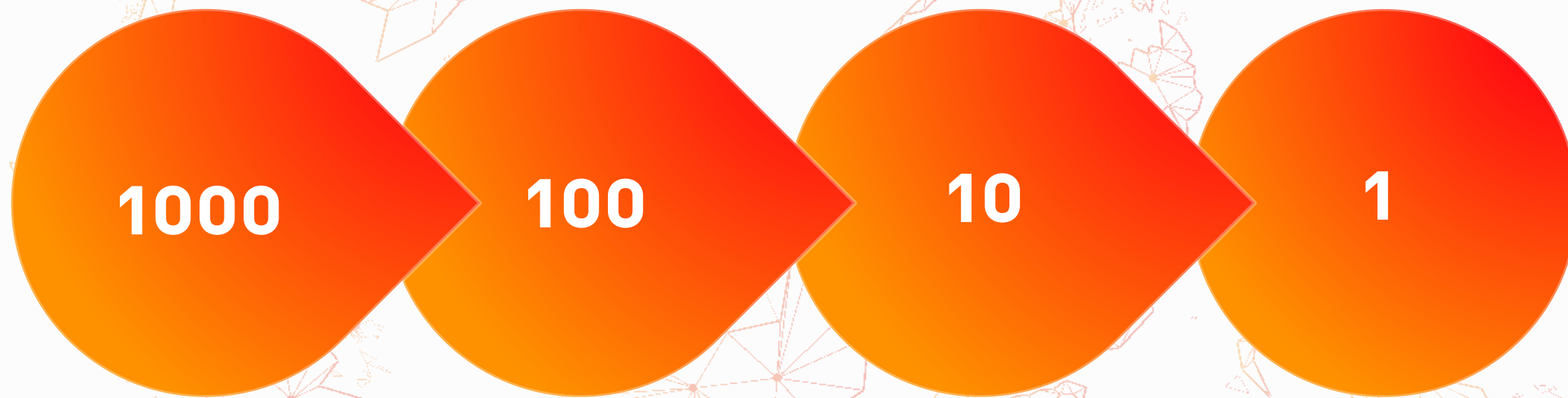
**Incubation**



## Goals

- The incubation program is the heart of Nexus SEA, it delivers startups that we are building
- Startups address needs that funders have

By 2020



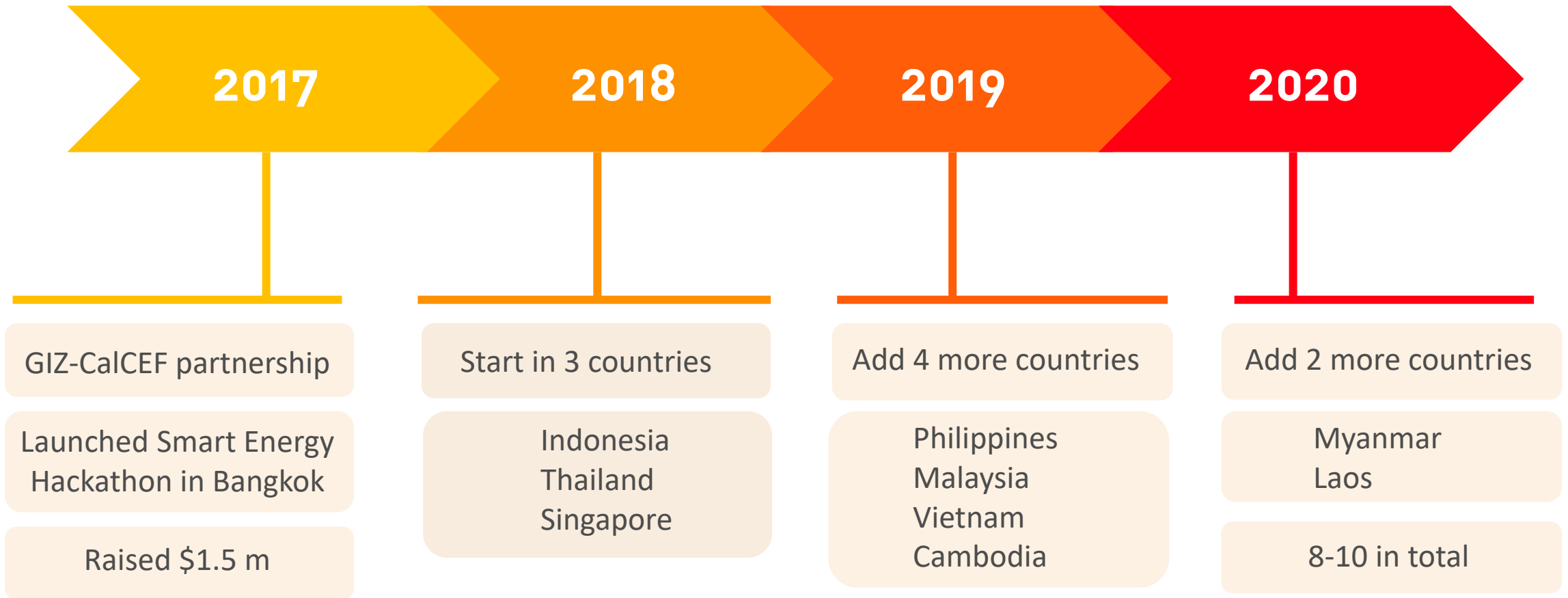
Entrepreneurs  
engaged

Smart energy  
startups incubated

Incubators  
involved

Region for the  
world to follow

## We have big ambitions in the next 3 years





## Current Nexus SEA Funders —



## Nexus SEA Implementers



## Our Team



**Danny Kennedy**

President, New Energy Nexus  
Managing Director, CalCEF



**Thomas Chrometzka**

Director of Renewable Energy, GIZ  
Project Director of Nexus SEA



**Hendrik Tiesinga**

Co-Founder, New Energy Nexus  
Project Director of Nexus SEA



**Andrew Chang**

Director of Partnerships, New Energy Nexus  
Accelerator Advisor of Nexus SEA



**Stanley Ng**

Program Manager of Nexus SEA



**Lily Lu**

Project Assistant of Nexus SEA



**Krittanai Achariyasilp**

Project Assistant of Nexus SEA



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