



POST-EVENT REPORT

DIM SUM WITH ENTREPRENEURS

ASIA CLEAN ENERGY FORUM 2019



SUMMARY

Dim Sum with Entrepreneurs took place on 20 June, during the Asia Clean Energy Forum 2019, at ADB's Headquarters in Manila, Philippines.

The event was designed to showcase innovative emerging clean energy solutions, and to catalyze commercial connections.

During 90 minutes of rapid pitching and networking, 26 clean energy startups from 14 different countries pitched and presented their solutions to an audience of more than 300 people.

There was significant interest among the participants. In total, there were more than 350 follow-up requests -- on average 14 per startup. Many of these connections have already resulted in early business discussions and commercial partnerships.

Dim Sum with Entrepreneurs at ACEF 2019 was jointly organized by ADB's Energy Sector Group, ADB Ventures and the Private Financing Advisory Network (PFAN), which is operated by UNIDO.



300+
ATTENDEES

350+
FOLLOW-UP
REQUESTS

26
STARTUPS



CONTENT

- DIM SUM @ ACEF2019
- OUTCOMES & FEEDBACK
- PROFILES OF THE STARTUPS





DIM SUM @ ACEF2019

THE PARTICIPANTS



WHY DO WE CALL IT "DIM SUM"?

The *Dim Sum* event provides the participants with a sampling, a quick taste, of a wide variety of exciting clean energy startups from around Asia and beyond, to connect with, and to learn from.

THE DIM SUM EVENT

26 TABLES, 26 STARTUPS



The objective of the *Dim Sum* is simple.

For the audience, it's about getting a quick taste of a wide variety of exciting clean energy startups from around Asia and beyond. For the startups, it's about getting fast-track exposure and connections to potential investors, partners and other key stakeholders in the region.



Ahead of the event, short profiles of each startup are provided online. At the event, the participants are given a list, with short descriptions, of all the presenting startups.

Each startup has a table that can seat up to 12 people. The audience can choose which table they want to go to. There are five rounds, each 10 minutes long. During each round, the startup will pitch to the people at the table. They need to leave enough time for questions. At the end of each round, the participants move on to another table, while dynamic music plays. They have three minutes to find a seat. It's intense, it's high-energy and it's a lot of fun!



5 X 10 MINUTES OF RAPID PITCHING

To facilitate commercial connections, each participant is given a form they can use to indicate if they want to follow-up with the startup. They update their form at the end of each round, and hand it back to the organizers at the end of the event.

THE STARTUPS

26
STARTUPS

14
NATIONALITIES

Micro-wind
Geothermal
Artificial reefs
Waste-to-fuel
Smart irrigation
Smart buildings
Electric mobility
Carbon utilization
Grid management
Smart micro-grids
Solar PV & thermal
Hydrogen generation
High-precision drones
RE financing platforms
Industrial energy efficiency



26 startups from 14 different countries, covering 16 different clean energy sub-sectors were invited to present at the *Dim Sum* event at ACEF 2019

Most of the startups are early-stage technology businesses with an existing commercial product. They are seeking to expand in Emerging Asia and are seeking investment and/or partners.

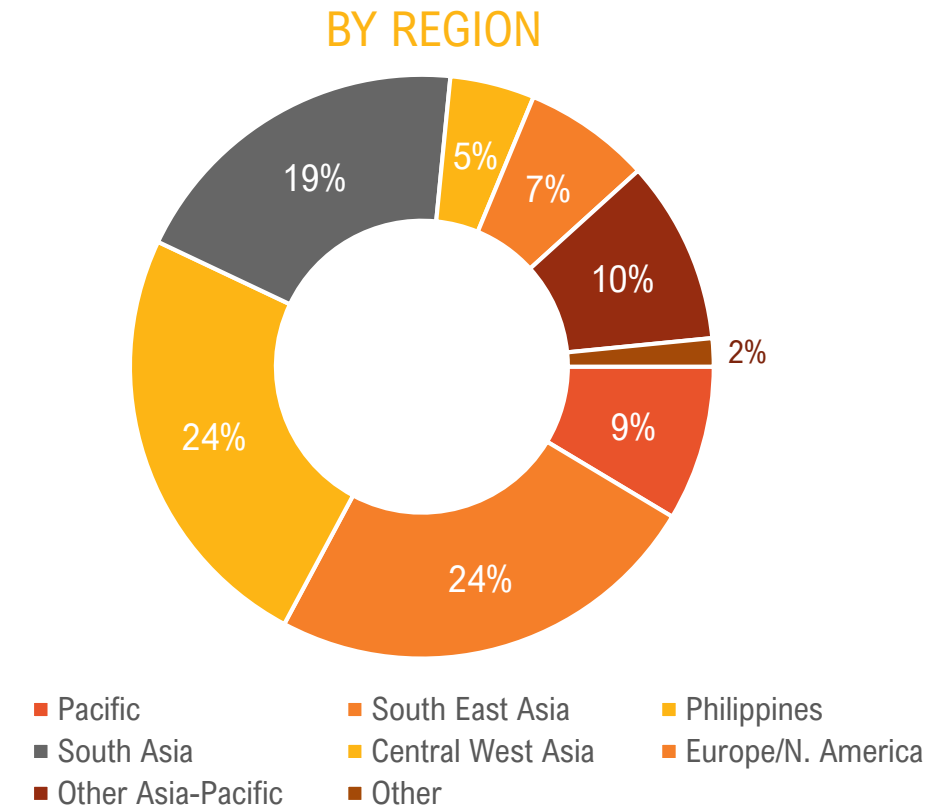
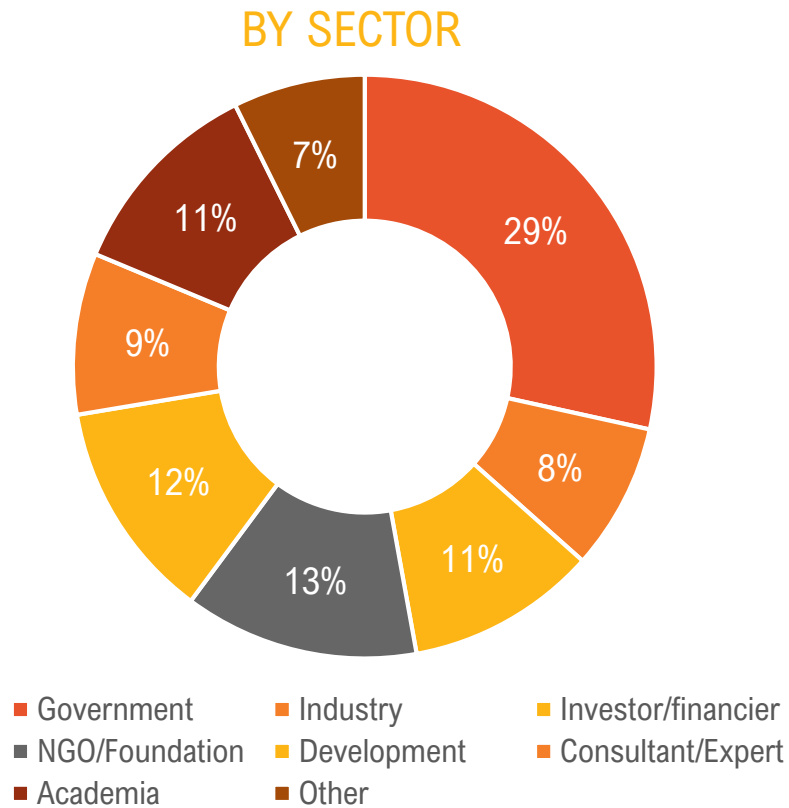


THE PARTICIPANTS

More than 300 people, from 37 different countries, attended the *Dim Sum* event at ACEF 2019. More than 40% of the attendees came from government and development institutions. Almost 20% of the participants came from the industry and investment/financial sectors.

300+
ATTENDEES

37
NATIONALITIES





THE OUTCOME
THE FEEDBACK



FOLLOW-UP REQUESTS

During the *Dim Sum* event, the participants were asked to fill in a simple form to indicate if they were interested in following-up with the presenting startups to discuss potential commercial partnerships or other possible collaborations. After the event, the follow-up requests, with contact details, were shared with the entrepreneurs. This process is an important, and highly appreciated, part of the *Dim Sum* event.

353

TOTAL
FOLLOW-UP
REQUESTS

14

AVERAGE #
REQUESTS FOR
EACH STARTUP

2.7

AVERAGE #
REQUESTS BY
EACH ATTENDEE*

21%

OF ALL REQUESTS
BY INDUSTRY OR
INVESTORS

31%

OF ALL REQUESTS
BY GOVERNMENT
OFFICIALS

On average, each startup received 14 requests for follow-up. More than 50% of these requests came from investors, industry and government officials. Some of these connections have already resulted in preliminary commercial discussions and partnerships.

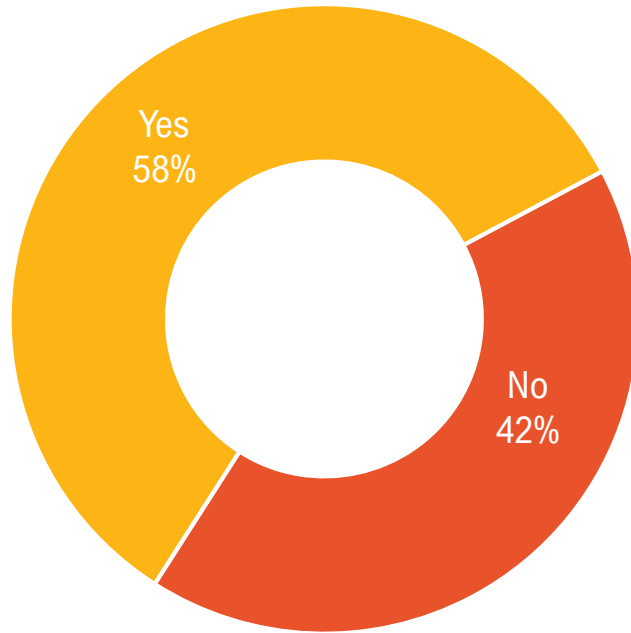
* Based on those handing in the follow-up request form

THE FEEDBACK

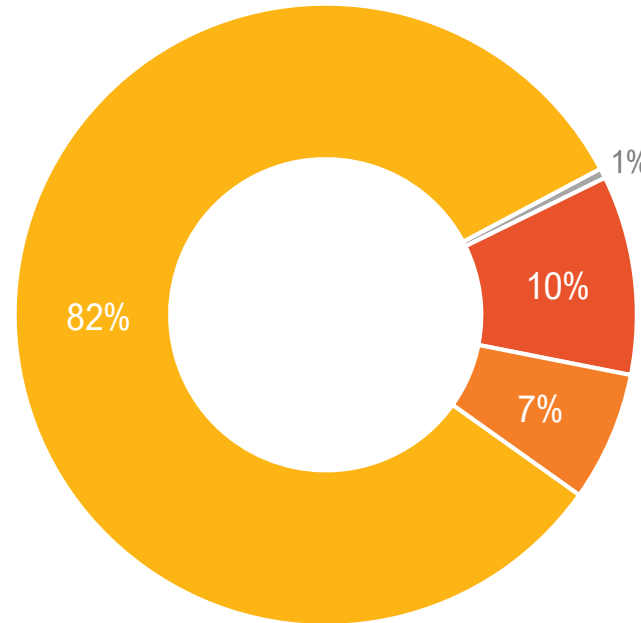
FROM THE AUDIENCE/ATTENDEES

At the end of the Asia Clean Energy Forum 2019, the ACEF attendees were asked to fill-in an online evaluation survey, including providing feedback on the *Dim Sum with Entrepreneurs* session.

Q: DID YOU ATTEND THE DIM SUM WITH ENTREPRENEURS SESSION?



Q: HOW SATISFIED WERE YOU WITH THE DIM SUM WITH ENTREPRENEURS SESSION?*



■ Dissatisfied ■ Neutral ■ Satisfied ■ Very Satisfied

82%
OF ATTENDEES WERE
VERY SATISFIED

“Great format”
“More time needed!”
“Provide better company info”
“More variation of technologies”
“Less talking by the moderators”
“It was awesome”

* Based on feedback from those attending the *Dim Sum* session

THE FEEDBACK

FROM THE PRESENTING STARTUPS

After the Asia Clean Energy Forum 2019, a short on-line survey was sent out to all the presenting startups to capture their feedback and suggestions for improvement.

78% of the startups rated the event as 5 out of 5. 56% of the startups received at least 5 useful leads from the event. However, 22% of the startups did not receive any useful leads.

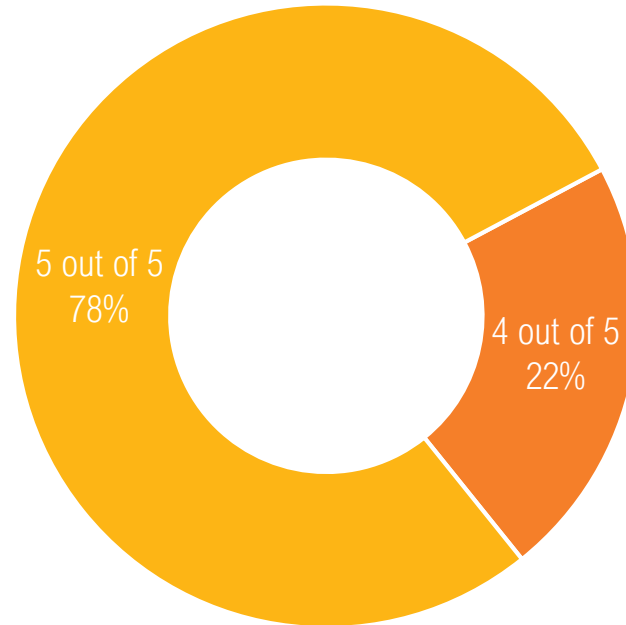
Q: WHAT DID YOU LIKE MOST?

“Interfacing with such a diverse array of individuals”, “It is a very efficient and effective platform and I had fun!”
“The highlight is the format. Fast track exposure to so many interested contacts”

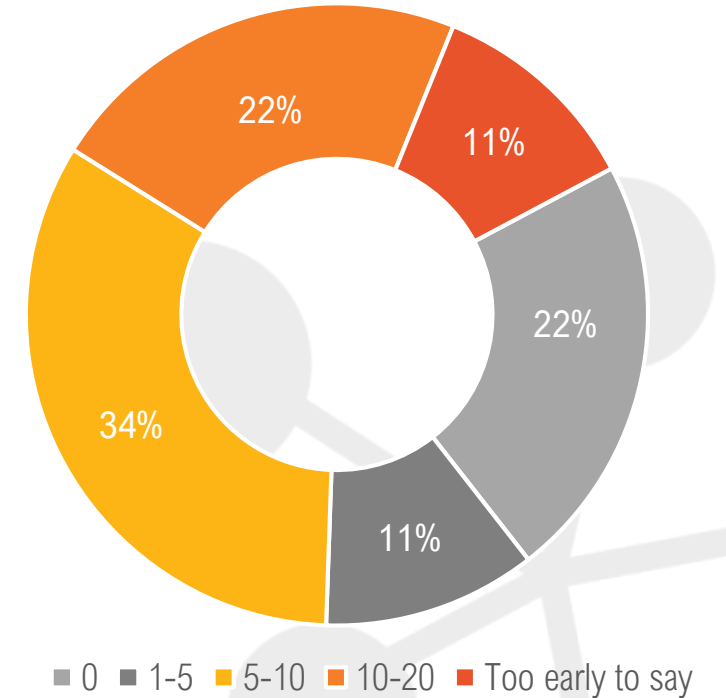
Q: HOW CAN WE IMPROVE?

“A networking function for the various participants would be great to exchange contacts, experiences etc.”
“It would be good to see who is interested in your company ahead of time”, “There is not much time for the participants to walk from table to table”

Q: HOW WOULD YOU RATE YOUR OVERALL EXPERIENCE (1-5)?



Q: SO FAR, HOW MANY USEFUL LEADS DID YOU RECEIVE FROM THE DIM SUM SESSION?





Ahead of the *Dim Sum* event, each startup provided a brief one-page summary of their business and solution. These summaries were shared on-line with all the participants at the Asia Clean Energy Forum 2019. The summaries were also displayed on a screen throughout the Forum

THE STARTUPS SUMMARY PROFILES



THE STARTUPS (1 OF 2)

	COMPANY	ENTREPRENEUR	COUNTRY	CLEAN ENERGY SOLUTION
1	ANT Robotics	Podsawat Worakul	Thailand	Efficient and effective modular solar panel cleaning robots
2	Blue Latitudes	Hazelwood/Sparks	United States	Repurpose offshore energy infrastructure as reefs for the circular ocean economy
3	Breathe Applied Science	Sebastian C. Peter	India	Commercially viable and scalable solutions to convert CO ₂ into useful chemicals
4	Carbon Energy Technology	Peng Kang	PRC	Utilization of CO ₂ to produce value-added chemicals
5	China Impact Sourcing	Nancy Lu	PRC	Complete supply chain solution for the off-grid market
6	Earth Networks	Felix Ayque	United States	Integrate real-time weather data and lightening detection for more efficient utility operations
7	Edge Electrons	Richard McIndoe	Australia	Energy monitoring, voltage optimization and power factor correction platform
8	Enapter	Thomas Chrometzka	Germany	On-site green hydrogen production and storage to replace diesel
9	Energy Internet Research Inst, Tsinghua	Huling Xie	PRC	Solar concentrating PV and thermal system for heat supply and electrification in remote areas
10	eTouch Innovation	Gordon Yu	Taipei,China	Efficient mixed plastic waste to fuel without need of cleaning or sorting
11	Farm Hand	Abhimanyu Bhargava	India	Easy-to-use package for smart precision irrigation
12	FlowGen	Tom Clausen	Switzerland	Low speed wind turbine as part of a smart micro-grid
13	GeoFlow Imaging	Graeme Saunders	New Zealand	Ambient seismic emission mapping for geothermal developers

THE STARTUPS (2 OF 2)

	COMPANY	ENTREPRENEUR	COUNTRY	CLEAN ENERGY SOLUTION
14	Inovasi	Setyaning/Susanto	Indonesia	Curated and verified data platform for energy and related project development
15	Mynergy	India	India	Microfinance accelerating shared EV and clean mobility transition
16	Okra Solar	Louis Jolivet	Australia	Modular plug & play DC smart grids, with 24/7 energy supply
17	One Renewable Energy	Erel Narida	Philippines	Turnkey solutions for solar rooftops, irrigation, water treatment & micro-grids with prepaid platform
18	OneWatt	Lorenzo Yabut	Netherlands	Non-invasive predictive motor health monitoring
19	Oorja	Madhu Sudhan Rapole	India	Engineering solutions for solar based heating, efficient cooling/heating, power from low-grade heat
20	Otago	Carlo Figà Talamanca	Singapore	Turn-key factories producing eco-friendly biochar briquettes from coconut shell w. franchise model
21	Pascal Resources Energy	Camat/Par	Philippines	Affordable, portable LPG canister with a single burner stove for household clean cooking
22	Positive Energy	Vincent Bakker	Singapore	Simplify renewable energy financing with the online platform
23	Shenzhen Power Solutions	Xia Li (Susan)	PRC	Design and manufacture off-grid high-quality, affordable solar-powered solutions
24	Skycatch	Christian Sanz	United States	High precision end-to-end drone data platform for construction, mining and energy project
25	Greenlight Planet	Sanallah Fathi	Philippines	Microfinance enabled access to solar-powered solutions for rural communities
26	Sensgreen	Tosun/Sharafat	Turkey	AI based energy optimization solutions for commercial buildings



Let the **ROBOTS** help you work...!

SOLAR PANEL CLEANING ROBOT

Solar-Bot provides an efficient and effective solar farm cleaning solution. Designed and made in Thailand, and servicing ASEAN market. Solar-Bot cleans solar panels automatically with adjustable nylon brush and water with high throughput. This robot is designed with a modular concept. It can adjust robot length, moving speed, and water flow rate. It has solar panel edge sensing for fall protection.

ANT Robotics captures the entire value chain: Design-Produce-Service-Training. We focus on sustainable development and empowerment. ANT robotics provides customized service with in house robotics for agriculture, energy and cleaning industries.

Throughput
1000
modules/hr

280 GW
solar panels
in Asia

Save
\$16,500
per 1 MW
in 1 year



PODSAWAT WORAKUL
CO-Founder & CEO
Antrobotics.info@gmail.com

- Seeking \$1m investment
- Serve customers in ASEAN
- Want strategic partners



IN SEARCH OF SILVER LININGS AT THE INTERSECTION OF INDUSTRY AND THE OFFSHORE ENVIRONMENT

There comes a time when the useful life of an offshore oil platform comes to an end, at least when it comes to drilling for oil. That's when we dive in!

We are marine scientists on a mission to re-purpose offshore oil rigs as reefs through the "Rigs to Reefs" program. The growing global demand for offshore energy has led to the development of hundreds of offshore energy platforms. At some point, these platforms will need to be removed, a costly and environmentally taxing process. Re-purposing these structures as reefs saves costs while minimizing impacts to the environment. Blue Latitudes develops sustainable, creative, and cost-effective solutions for the environmental issues that surround the offshore energy industry. Re-using materials for environmental benefit is not just relegated to offshore rigs, this concept can be applied to a variety of offshore industries, from wind to aquaculture.

24+
Acres of habitat
preserved on oil
platforms

\$12 billion
Global cost of
decommissioning

50%
Average cost
savings for Energy
Industry



EMILY HAZELWOOD
CEO, Co-Founder
emily@bluelatitudes.org



AMBER SPARKS
CEO, Co-Founder
amber@bluelatitudes.org
www.rig2reefexploration.org

- Seeking \$250k investment
- Wants customers in Asia
- Seeking customers in offshore oil and gas, wind, & aquaculture



Breathe Applied Science Pvt Ltd

COMMERCIALY VIABLE AND SCALABLE SOLUTIONS
TO CONVERT CO₂ INTO USEFUL CHEMICALS

Breathe dreams of utilizing the huge global reserve of CO₂ to solve the major energy problems of the world in the most novel and innovative ways.

We are developing, integrating, and commercializing technology-based solutions for CO₂ capture and its conversion into useful chemicals like methanol, CO and DME. We are first in India, and probably in Asia, to propose such a business-oriented technological model for solving energy and environmental issues at one go.

Finalist of
\$20m
NRG COSIA
Carbon XPRIZE

Second best
technology by
CleanEquity
Monaco, 2019

Selected
Best Startup
by Elevate-100
India



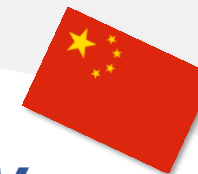
PROF. DR. SEBASTIAN C. PETER
Co-founder and director
Sebastian.peter@breathesciences.com
www.breathesciences.com

Seeks customers (chemicals & energy)

Seeks \$5mn investment

Seeks technology partners

CarbonEnergy Technology



UTILIZATION OF CO₂ TO PRODUCE CHEMICALS

Carbon Energy aims to balance the economic viability and solving environmental issues altogether, by converting carbon to value added chemicals such as synthesis gas, formic acid, methanol and ethanol, powered by renewable electricity. This approach can fix carbon for a long life time. Meanwhile, using renewable power can store the renewable in chemicals, a more stable and energy dense form.

>8000h
long life catalyst

300
ton/year
pilot project

Tested in
3
industries

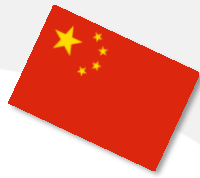


PENG KANG
CEO, founder
kp@carbonenergy.com.cn
www.carbonenergy.com.cn

Seeking investment

Partner on demo project

Promote worldwide



COMPLETE SUPPLY CHAIN SOLUTION FOR THE OFF-GRID MARKET

China Impact Sourcing provides end to end supply chain solutions for companies in the off-grid market. We cater to startups and SMEs in developing markets that need to source reliably from China but do not have the resource or expertise to do it in house.

Many companies waste a lot of time and money trying vendors on Alibaba without knowing who they are really dealing with. With a team on the ground in China, we help to screen suppliers and ensure timely delivery of products. We also understand rural product needs and have built a strong network of suppliers for the mini-grid and off-grid sectors.



NANCY LU
 Founder & Director
 Nancy@chinaimpactventures.com
 www.chinaimpactsourcing.com

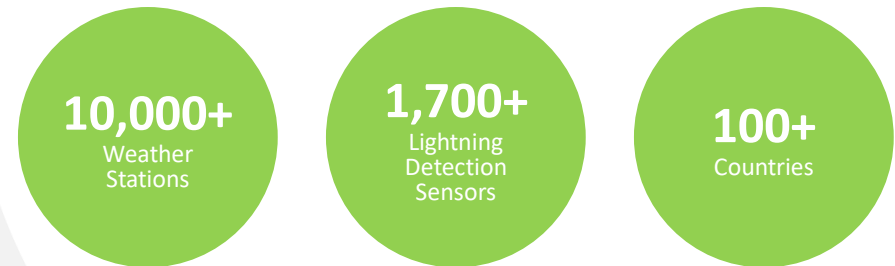
- Want product dev partner
- Want customers in Asia
- Want distribution partners



INTEGRATE REAL-TIME WEATHER DATA AND LIGHTNING DETECTION FOR MORE EFFICIENT UTILITY OPERATIONS

Severe weather is the leading cause of electric power outages causing widespread damage to distribution systems and, in extreme weather events, can cause catastrophic damage to transmission systems.

Real-time localized data from Earth Networks is the missing piece in outage forecast modeling. We offer the world's best weather data network, alerting, nowcasting, forecasting, and storm-tracking, so energy and utility companies can efficiently mobilize resources to reduce restoration time and improve uptime.



FELIX AYQUE
 Int. Business Development
 +63 917 8175799
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 www.earthnetworks.com

- Wants customers in Asia
- Wants strategic partners



PATENTED ENERGY EFFICIENCY AND MONITORING SOLUTIONS SUPPORTED BY EDGECONX™ ANALYTICS PLATFORM

Edge have innovated solutions across energy monitoring, voltage optimization and power factor correction with over 20 global patents:

eSensor: A low-cost transformer monitoring device that provides detailed, accurate power quality data supported by life prediction analytics

edgeConX: Our energy monitoring platform for homes and businesses. Appliance-level visibility and control on a user friendly app.

EdgeIQ: Our unique voltage optimisation technology improves efficiency, protects appliances and empowers renewables.

PowerSave: Our unique power factor correction technology with market leading performance and efficiency

All products are supported through our data-driven customer platform that includes additional layers of analytics to add continual value and identify further savings opportunities.

+20

Patents across
4 unique
technologies

+1,500

Devices
deployed

FLEXTRONICS

Strategic partner
with world
leading OEM



RICHARD MCINDOE

Chairman

richard.mcindoe@edgeelectronics.com

www.edgeelectronics.com

Seeking network partners

Seeking distribution partners

Seeking government partners



Enapter



Drop diesel – hop on hydrogen!

Enapter's electrolyzers produce green hydrogen with renewable energy right onsite in remote locations for mini-grids and other solutions saving locals cost and the pollution from diesel generators.

Enapter's electrolyzers are modular to fit any size and emit no pollutants whatsoever. Complemented with a tank and a fuel cell a hydrogen storage solution is easily set up and can be paired with batteries to allow for full green energy independence in the remotest of places. A solution that fully replaces diesel generators.

85+ GW

diesel gensets
are installed
every year

0

pollutants by
hydrogen
storage system!

3x

impact: social,
environmental,
financial!



THOMAS CHROMETZKA

Strategy, Enapter
thomas@enapter.com
www.enapter.com

Wants: Planners, EPC, Integrators

Open for: Investments

Wants: Awareness for H2 solution

SOLAR CPV/T

HIGH EFFICIENCY

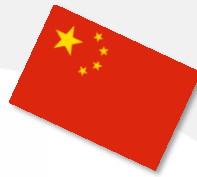
OFF-GRID OPERATION



清华大学

清华四川能源互联网研究院

Sichuan Energy Internet Research Institute, Tsinghua University



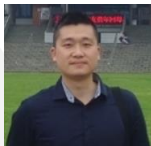
A Solar Concentrating Photovoltaic Thermal (CPV/T) System for Heat Supply and Electrification in Remote Areas

EIRI-THU has created an innovative new solar concentrating photovoltaic thermal(CPV/T) system to bring affordable solar heat and electricity to everyone in remote areas of Western China and the specific off-grid control methods are adopted for reliable and automatic operating. The system consists of particular solar concentrator, photovoltaic thermal (PV/T) module, solar tracker, battery (LiFePO₄), water tanks and controller. A typical off-grid demonstration plant was established for hot water supply and lighting in a primary school of Western Sichuan Province and are running well for half a year. We believe the smart off grid CPV/T system developing in Western China can be the future for utilities globally, especially the island and rural areas with distributed model.

72%
Peak efficiency

\$230
Cost per square meter for CPV/T system

\$200bn
Potential market for solar collectors



Huling Xie, Ph.D.
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- Seeking \$1m investment
- Wants customers in Asia
- Wants technology partners

PLASTIC WASTE RESOLVED

TAIPEI, CHINA

GROWTH STAGE



eTouch Innovation Co. Ltd.

PLASTIC WASTE RESOLVED, WHILE GENERATING CLEAN ENERGY, CREATING VALUES & REDUCING AIR POLLUTION

R-ONE technology converts mixed plastic waste into clean fuel with the highest energy efficiency, without the need of cleaning or sorting of plastic waste, in a ~ ZERO waste, and ~ZERO emission fashion ~80% converted to Diesel/Gasoline, 10~15% Carbon Black, and 5~10% Syngas which becomes the major energy source of R-ONE. An optimized Pyrolysis system running under low temperature (<400°C) and Oxygen starvation condition, CO₂ emission is 70X less than those from Incinerators.

Enabling Diesel cars without emitting black smoke, and low Sulfur content (<10ppm, which is typically 1000 times cleaner than Diesel for ships), it can significantly reduce air pollution. R-ONE is the best ocean plastic waste solution today.

Circular Economy
with Upcycling capability

Patents Granted
USA, Taiwan, China, etc.

Factory Running
> 4 yrs
In Taiwan



GORDON YU
Chairman & CEO
gordony@etouchic.com
www.etouchic.com

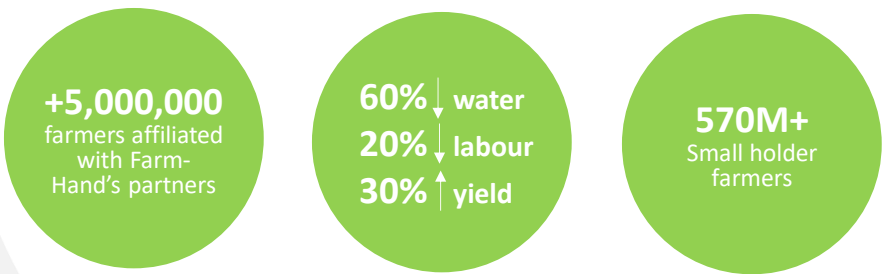
- Seeking local funding for JV
- Local partners for waste supply
- Support from International organisations & local government



SMART PRECISION IRRIGATION TECHNOLOGY TO DELIVER RIGHT VOLUME OF WATER AT THE RIGHT TIME.

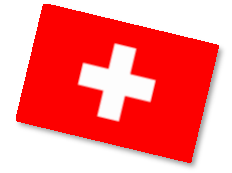
More than half the world's population will live in water stressed areas by 2030 whilst agriculture accounts for ~70% of global freshwater withdrawals with 60% wasted due to inefficient irrigation. This leads to leaching of soil nutrients and low farm productivity. Farm-Hand's vision is to empower farmers economically, environmentally and socially through precision and remote irrigation.

We have built a low-cost, highly localized and easy-to-use hardware-software package that utilizes market leading weather forecasting, Internet-of-Things technology and AI to deliver, and continuously improve on, smart irrigation. We see a 60% reduction in water/energy usage, 30% increase in yield and substantial improvements in labour/fertilizer usage. Farm-Hand's technology is of interest to farmers, local farming organisations and solar/micro irrigation providers.



ABHIMANYU BHARGAVA
CEO
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www.farm-hand.in

- Seeking seed investment
- Wants farming pilot partners
- Wants technology partners



Revolutionary Mini Wind Turbine Technology 2.0 as part of a smart Micro Grid

FlowGen brings power to millions of people that do not have access to power today or use polluting diesel engines.

FlowGen is your highly efficient MINI Wind Turbine Company 2.0 which should be part of any smart mini grid with solar and storage. The company leverages many years of experience in the automotive industry. It created a revolutionary, light weight system which can be scaled easily. 5 meters rotor in diameter, highly efficient, easy logistic, simple installation, easy maintenance, and local labor content.

Through CFD software, we can find the optimal locations to maximize the power output. Sensors gather valuable information and forecast. FlowGen's partners bring distributed technology and access to Internet



TOM CLAUSEN
tom@flowgen.com
www.flowgen.com

- Seeking business partners
- Seeking B2B customers
- Wants project financing



UNLEASHING THE POWER OF GEOTHERMAL ENERGY

Geothermal energy provides a clean energy baseload power solution for countries wanting to transition from hydrocarbon power generation. Geothermal potential resources globally have been estimated at 200GW with only 15GW being currently utilised due to high up front risk.

GeoFlow Imaging’s (GFI) mission is to unleash the untapped potential of geothermal energy. Our ambient seismic emission mapping technology will help geothermal developers identify with a high-level of accuracy “where to drill” and thereby greatly reduce the risk, uncertainty and cost of geothermal exploration that has stifled the sector for decades.

Save 50%
drilling costs

Reduce **2-4 years**
of project timeline

16.6
giga-tons of CO2 reduced



GRAEME SAUNDERS
CEO, CO- founder
Graeme@geoflowimaging.com
www.geoflowimaging.com

Seeking \$550k USD investment
Customer engagement
Seeking \$1M grant for pilot project



CURATED AND VERIFIED DATA PLATFORM FOR SUSTAINABLE DEVELOPMENT

Our founders have almost 20 years combined experience working with rural communities and know that there is a big gap in data availability.

Inovasi’s data collection tools and methodology are combined with government survey data, to develop our analysis on rural community sustainable economic development. The platform data include energy demand, ability/willingness to pay, productive use of energy and others.

A searchable database platform is being developed to match the various institutions such as government entities, grant providers, technology providers, CSR funds consulting companies, and project developers with the communities. This database will include a GIS map to filter through the available data and quickly provide the users with a list of the communities that meet their needs.

>500
villages visited for community level data

\$250,000
income from data analysis and consulting

65
communities received direct assistance or surveyed in 12 months



BAYU SETYANING
CEO | Co-Founder
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ANDRE SUSANTO
CTO | Co-Founder
andre@pt-inovasi.com

Seeking \$250k seed grant
Need network with data users
Partnerships with big data provider



MYENERGY



ACCELERATING THE CLEAN MOBILITY TRANSITION

Mynergy works with fleet operators for shared mobility, last mile connectivity and logistics services in emerging economies to help accelerate the clean mobility transition



Technology for electric vehicle fleet owners to manage assets and maximize returns



Asset finance and fundraising services for businesses to transition to clean mobility and reduce operating costs

\$130M

Financing gap in India alone

\$300k-1M

Financing need Per Company

+50%

Anticipated CO₂e Savings per Vehicle



BHASKAR DEOL
Founder & CEO
bdeol@mynergy.co
www.mynergy.co



Seeking \$500k investment

Want clean energy companies

Want e-mobility partners



OKRa



EMPOWERING PEOPLE THROUGH ENERGY ACCESS

Okra has developed a unique hardware + software solution that enables houses to be connected into full modular, plug-and-play and decentralised DC smart microgrids. They combine the flexibility of solar home systems with the power availability of fully fledged mini-grids. Now, energy utilities can electrify “last mile” off-grid communities around the world. With mobile payments, live alerting and autonomous power distribution, ensuring 24/7 electricity access for those who need it most has never been so easy.

#PowerToThePeople

10,000

users to be energised in 2020

100%

of beneficiaries reporting higher income

5x cheaper

than traditional AC microgrids



LOUIS JOLIVET
Business Development & Operations
louis@okrasolar
www.me-sol-share.com

Seeking \$500k project financing

Seeking \$1.5m investment

DC appliance suppliers



One Renewable Energy Enterprise, Inc.

**We believe in the Filipino.
We give him POWER to achieve his potential.**

One Renewable delivers clean energy solutions to create sustainable impact to communities.

We supply, design and install solar power systems for rooftops, water pumps, water treatment and micro-grids

We manage a digital transactions platform for efficient prepaid billing operations that can leap-frog isolated communities to e-commerce and create online businesses.

19.2 MW
solar PV capacity installed

₱27 million
income generated by our projects

843
Farmer households benefited from solar water pumps



EREL NARIDA
CEO, founder
ebnarida@onerenewable.com.ph
www.onerenewable.com.ph

Simplify energy regulation
Strategic technology partner
Equity partner



ONEWATT
INDUSTRIAL AI SOLUTIONS

NON-INVASIVE PREDICTIVE MOTOR HEALTH MONITORING

OneWatt listens to motors that drive production in industrial facilities to detect faults and predict breakdown before they occur. This saves businesses from unplanned downtime that incurs heavy losses.

Using an acoustic sensor, frequency analysis, and our proprietary AI, we diagnose & predict your motor's faults non-invasively, 24/7. This means: more efficient maintenance, minimized unplanned downtime, and less losses in revenue.

1 out of 8
motors fail every year

\$250,000
lost per hour of unplanned downtime

2/3rds
of all industrial electricity is consumed by motors



LORENZO YABUT
Regional Director, APAC
enzo@onewatt.eu
www.onewatt.eu

Seeking distribution partners
Wants customers in EU & Asia
Wants technology partners



ENGINEERING CLEANTECH INFRASTRUCTURE SOLUTIONS

For businesses that seek to implement cleantech solutions for buildings and industries, Oorja designs & deploys solutions in the following areas:

- Energy Efficient Cooling/Heating of Buildings
- Solar based Process Heating
- Water Reuse & Solar Effluent Treatment
- Power from Low Grade Heat
- Emissions Control

Oorja delivers these solutions as turnkey projects and has delivered solutions for various sectors – commercial buildings, aviation, cement, automotive, food & beverages, dairy, defense, pharma, paper and thermal power.

50+

Commercial, Industrial & Defense customers

30-90%

energy savings using our solutions

\$4.5mn

worth projects executed so far



MADHU SUDHAN RAPOLE

CEO, founder
madhu@oorja.in
www.oorja.in

Seeking \$10m investment

Wants customers in Asia

Wants project partners



“TURN-KEY” FACTORIES THAT PRODUCE ECO-FRIENDLY BIOMASS CHAR-BRIQUETTES

OTAGO is the Singaporean based holding company of Khmer Green Charcoal (KGC), which is Cambodia's first modern manufacturer of high quality char-briquettes made from biomass waste, such as from coconut shells.

By leveraging the over 10 years experience gained during the development of KGC in Cambodia, OTAGO was created with the aim of replicating KGC's business model globally through a franchising model. OTAGO provides advanced technical assistance and the technical equipment for the set-up and operation of industrial production plants for char-briquettes.

+5,000

tons of char-briquettes produced in Cambodia

600

football fields of forest saved in Cambodia

\$40 bn

value of world's charcoal market



CARLO FIGÀ TALAMANCA

CEO, founder
carlo@otago-global.com
www.otago-global.com

Seeking \$2.5m investment

Looking for franchisees

Wants development partners



PASCAL RESOURCES ENERGY, INC.



CHANGING LIVES ONE HOME, ONE FAMILY, AND ONE COOKING SYSTEM AT A TIME

Pascal Resources Energy Incorporated's (PREI) vision is to address the energy poverty plaguing Philippines, particularly in clean cooking.

40% of Filipino households use LPG for cooking. The other 60% mostly burn firewood and charcoal, which produce both harmful health and environmental effects. There is now also a growing use of illegally refilled butane canisters which can pose significant threat to lives

PREI offers Gaz Lite® – an innovative, safe and ease-to-use LPG canister accompanied by a single burner table top cook stove. Affordability is a key selling point. The smaller fuel serving allows cash-strapped households to purchase canisters as they need them.

PREI is looking to serve this large unserved market (60% of the Philippine population) by making LPG affordable and available through its Gaz Lite® technology and a scalable business model.

60%
of Filipinos still dependent on firewood and charcoal

130,000+
families using Gaz Lite® cooking systems

6,000,000
families uplifted from energy poverty by 2030

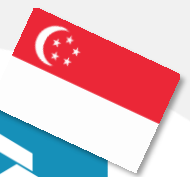


NATHANIEL CAMAT
VP, Planning & Business Development
nathaniel.camat@pascalresources.com.ph
+63 917 772 4788

Seeking \$1.5m (debt)
Wants customers in the Philippines
Wants partners for regional expansion



MATTHEW PAR
Assistant VP, Marketing and Branding
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POSITIVE ENERGY LTD.
simplifying renewable energy finance



SIMPLIFY RENEWABLE ENERGY FINANCING WITH OUR ONLINE PLATFORM

Investing in Renewable projects is complex business. Currently parties collaborate old-fashioned and inefficient; large teams of external advisors, large amounts of information shared by phone, paper or email. As a result transaction costs are too high.

We simplify renewable energy financing. Our blockchain-based platform offers listing and matchmaking between investors and project developers. The platform has a workflow/dataroom system with standardised due diligence, virtual dataroom, integrated financial model and third party verification service

\$ 50bn
Investments in small to mid-size renewables in Asia, yearly

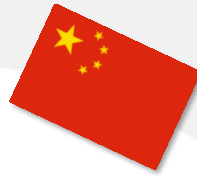
\$300mn
Investment opportunities under contract

50%
Savings in transaction costs and time



VINCENT BAKKER
CFO, co-founder
vincent@positiveenergylimited.com
www.positiveenergylimited.com

Seeking \$1m investment
Meet project developers
Meet clean energy investors



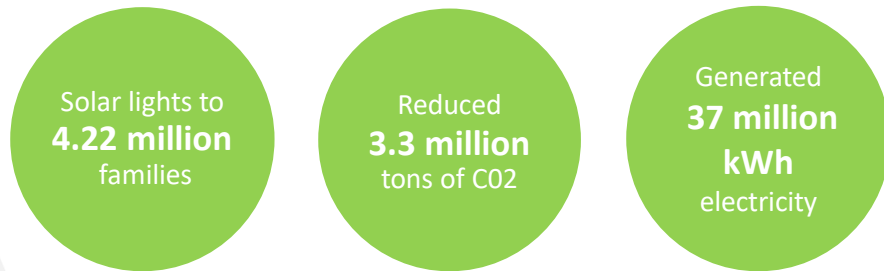
POWER-SOLUTION

深圳市诚信诺科技有限公司
SHENZHEN POWER-SOLUTION IND CO., LTD

Work for BOP & Bring BOP up

Since 2009, Shenzhen Power-Solution has been dedicated to developing and manufacturing world-class, affordable solar lighting products and solar home systems. In total, the company has provided solar products to more than 4.2 million Bottom-of-the-Pyramid (BOP) households in 63 countries.

The company has invented a series of new products that both provides BOP people with access to energy but also empower them with “education plus energy for productive use”. Innovative products include Pay-As-You-Go solar media systems, thermal-to-electricity clean cooking stove and solar-powered agriculture equipment.



LI XIA
CEO, Founder
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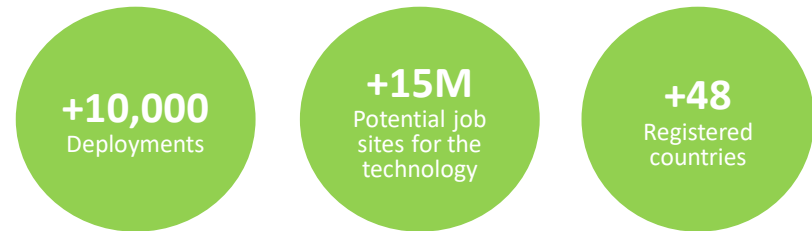
- Seeking grants & investment
- Links to NGOs & foundations
- Wants distributors



The only end-to-end fully autonomous, scalable aerial data platform to recreate the process of building and inspecting on complex and hazardous job-sites around the world

Skycatch is the leading industrial data collection and analytics company, focused on indexing and extracting critical information from the physical world. We use a combination of hardware, software, and artificial intelligence to deliver high precision data at unprecedented speed and ease of use. Built for enterprise, our turnkey solutions are deployed across global project sites with the world's largest construction, mining, and energy companies.

The Skycatch High Precision Package is the only end-to-end drone data platform purpose-built for construction and mining. This enterprise-grade aerial solution includes the Explore1 drone for high accuracy data capture without ground control points, the Edge1 GNSS base station for processing point clouds on an average of 30 minutes, and the Skycatch Data Viewer for data visualization, analysis, and management.



CHRISTIAN SANZ
CEO, founder
chris@skycatch.com
www.skycatch.com

- Seeking commercial clients
- Wants strategic partners
- Seeking local talents



Energy everyone can afford

Greenlight Planet aims at powering the lives of undeserved customers. We do this by designing, distributing and financing Sun King range of affordable solar home energy solutions for households that are completely off or lack reliable access to the grid.

We reach the end user through 300+ distribution and marketing partners and 3000+ commission based agents in 5 countries.

+10.5 million units sold

+45 million people impacted

Available in 40 countries



SANAULLAH FATHI
Business Leader
sanaullah@greenlightplanet.com
www.greenlightplanet.com

- Seeking distribution partners
- Seeking grant for creating customer awareness
- Seeking capital for partners



AI BASED HVAC CONTROL MODELS FOR COMMERCIAL BUILDINGS

Sensgreen develops intelligent HVAC control models, which aim to improve existing scenarios and bring a data-driven approach to traditional energy management in commercial buildings.

Commercial real estates are responsible for more than 25% of global energy consumption, where there is much room for improvement. We aim to provide a plug&play tool for existing building management systems, that offer a decent amount of savings effortlessly.

MENA-TR
Current operations

\$150k
Grants & Investment

72 Hours
An average installation takes



HASAN BASRI TOSUN
Co-Founder & CEO
tosun@sensgreen.com
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- Want local partners in Asia
- Raising seed round
- Looking for advisors



THANK YOU

AND SEE YOU AT ASIA CLEAN ENERGY FORUM 2020!



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