



IPEX Cleantech Asia
Technology Transfer Marketplace

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Transferring Clean Technologies to Asia

WIPO Seminar on Wastewater Management

Manila 23-24 April 2015

What is IPEX Cleantech Asia?

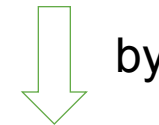


IPEX Cleantech Asia
Technology Transfer Marketplace

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



Key Opportunities for Technology Transfer to Asia



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- ✓ Industrialisation, population growth and needs
- ✓ Opportunities for 'leapfrogging'
- ✓ But...
- ✓ Network, access to partners
- ✓ Transaction costs: cross-border sales and transaction structuring
- ✓ Counter-party risk and perceived country risk
- ✓ IP & legal framework / protection
- ✓ Demand / need identification
- ✓ Etc.

Value proposition of IPEX

- ✓ 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 born by IPEX
- ✓ 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
- ✓ Provide IP advisory support: advice to buyers and sellers on best practices depending on geographies

Technology transfer and brokerage platform



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Technology Transfer Marketplace



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

**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 ...

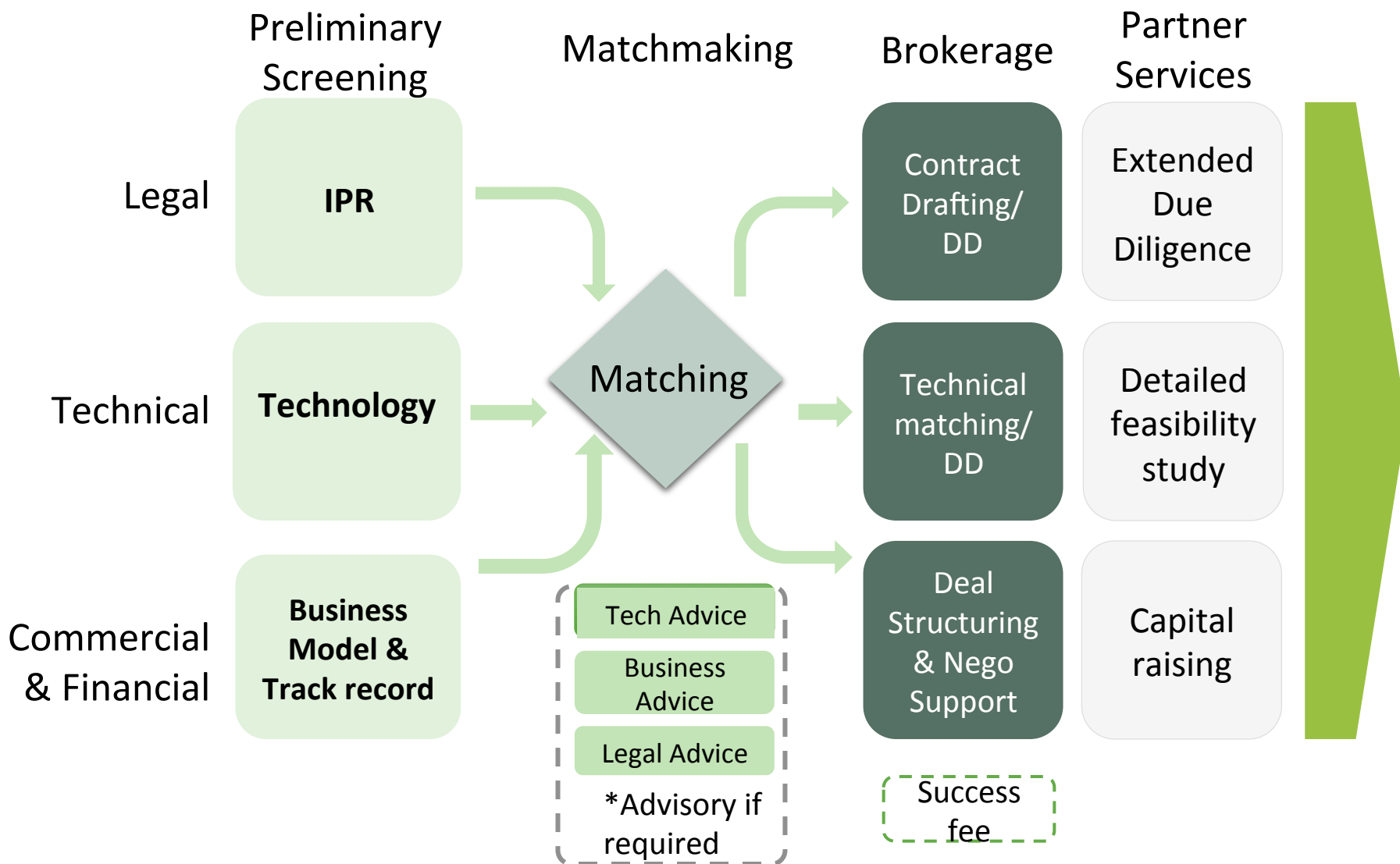
- China
- India
- Indonesia
- Philippines
- Myanmar
- Cambodia
- Vietnam



Full IPEX Process Overview: One-Stop Shop Approach



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Achievements since December 2014

□ Partners and Outreach

- ✓ MOUs with WIPO Green and Chinese Hunan Innovative Low Carbon Center
- ✓ Advanced discussions with 12 other potential partners
 - TEDA ECO CENTER in Tianjin, China
 - GCCA (Global Cleantech Cluster Association)
 - National technology transfer platforms (e.g. Korea), IP brokers, etc.
- ✓ DNV GL's country offices
- ✓ National Trade Commissions, and other multipliers in the region: Canada, Italy, UK, Norway, etc.
- ✓ Conferences / events

Achievements since December 2014 (cont'd)

□ Pipeline

- ✓ Growing number of technology providers in our database (125 companies and growing)
- ✓ Deal pipeline snapshot: MSW to energy technology acquisition; second and third generation biofuels; energy storage solutions; industrial energy efficiency; wastewater sludge treatment/WTE
- ✓ Started to reach out to technology adopters in specific countries: China, India, Philippines

□ IT Platform

- ✓ 2nd version of the IT platform now operational: 10 companies have registered in last 2 weeks
- ✓ Full design operations expected in June 2015



Why Do We Need Partners

- ✓ Fast track access to country / region needs in terms of clean technologies
 - ✓ E.g. work started in the Philippines
 - ✓ Water sludge treatment
 - ✓ Energy storage
 - ✓ Pharmaceutical waste disposal / treatment
- ✓ Identification of sectors / industries (adopters)
- ✓ Identification of deployable technologies in Developing Asia

Takeaways for Technology Adopters: What IPEX can do for you



Access to clean technologies

- ✓ IPEX maintains a growing database of screened clean technologies that exhibit strong commercial potential



Source the right technology solutions

- ✓ IPEX will source clean technologies and find solutions that match your needs and strategy
- ✓ IPEX can assist in formulating a tailored technology acquisition strategy



Mitigate Risk

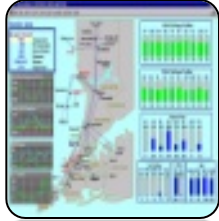
- ✓ IPEX validates technologies, using an independent service provider
- ✓ IPEX provides commercial, and legal due diligence



Deal structuring and negotiation support

- ✓ IPEX provides transaction facilitation, structuring and negotiation support, including contract drafting

Takeaways for Technology Suppliers: What IPEX can do for you



Extend your reach to technology adopters

- ✓ Partnerships in the region, international support and experts
- ✓ IPEX has access to key adopters: including EPC companies, system integrators, manufacturers and technology portfolio managers, etc.



Commercialization and business strategy

- ✓ IPEX assists in developing market entry and commercialization strategies



Mitigate Risk

- ✓ IPEX provides commercial, IP, and legal due diligence
- ✓ IPEX has understanding of the market



Deal Structuring and Negotiation

- ✓ IPEX provides deal transaction facilitation, structuring and negotiation support, including contract drafting

Thank you!

Contact Us

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