



IPEX Cleantech Asia
Technology Transfer Marketplace

IPEX Cleantech Asia

Accelerating the Transfer of Clean Technologies in Asia

**Singapore International Energy Week
27-October-2016, Singapore**



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**

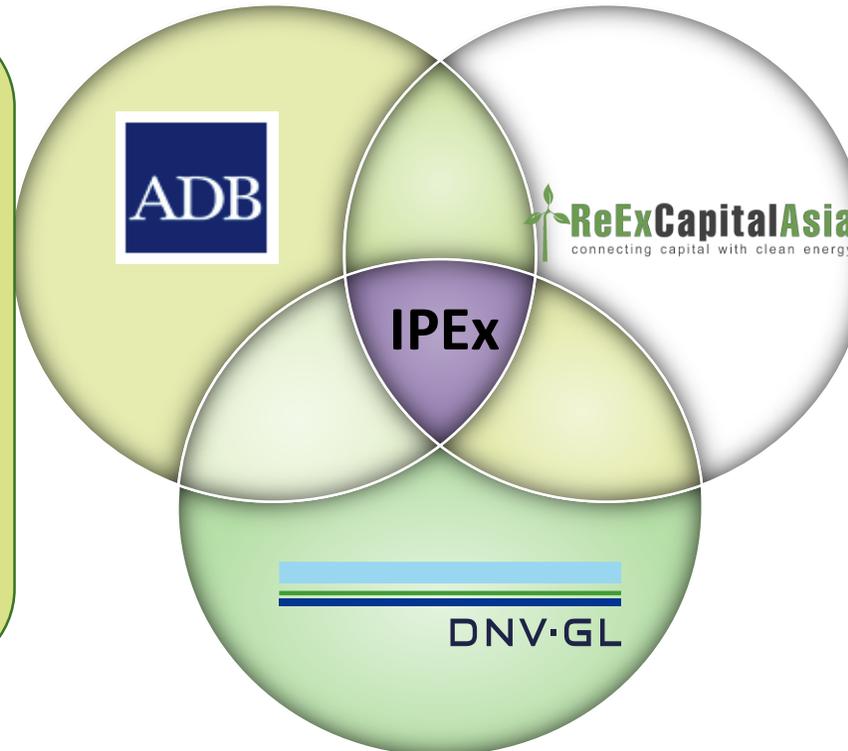
**TECHNOLOGY
DEPLOYED**



ORGANIZATION STRUCTURE

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:

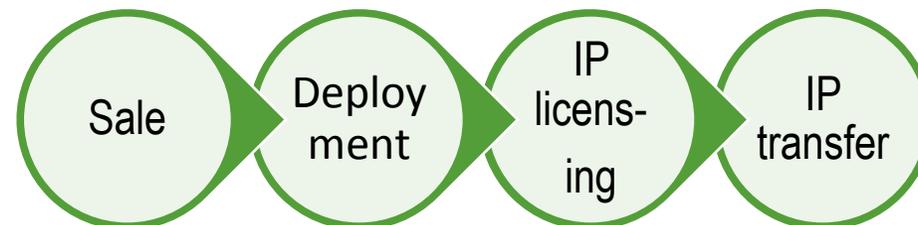
<http://www.reexasia.com/>

DNV GL - Driven by its purpose of safeguarding life, property and the environment, DNV GL enables organizations to advance the safety and sustainability of their business. DNV GL provides classification and technical assurance along with software and independent expert advisory services to the maritime, oil & gas and energy industries. For more information visit: <http://www.dnvgl.com>

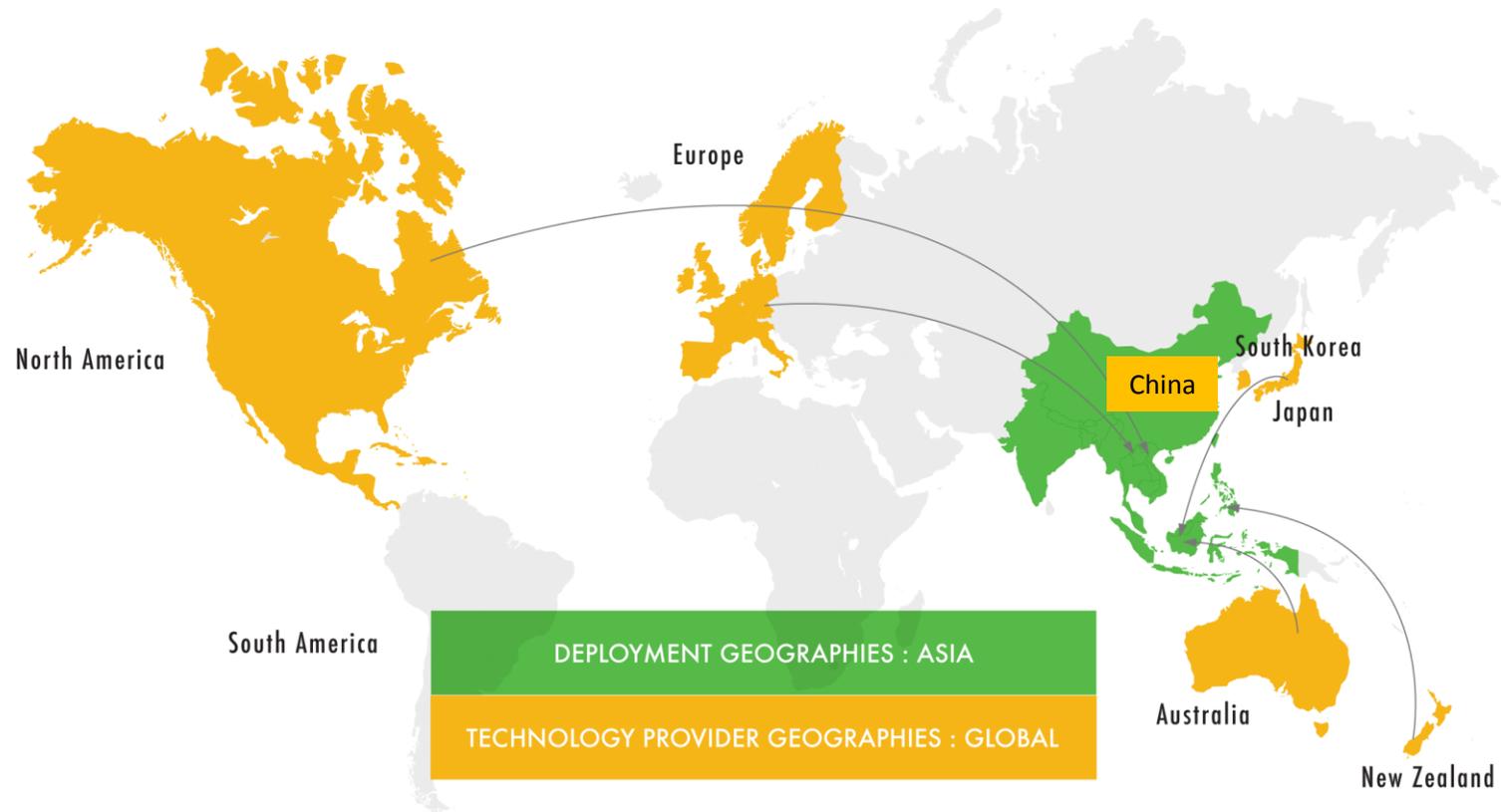
FOCUS AREAS



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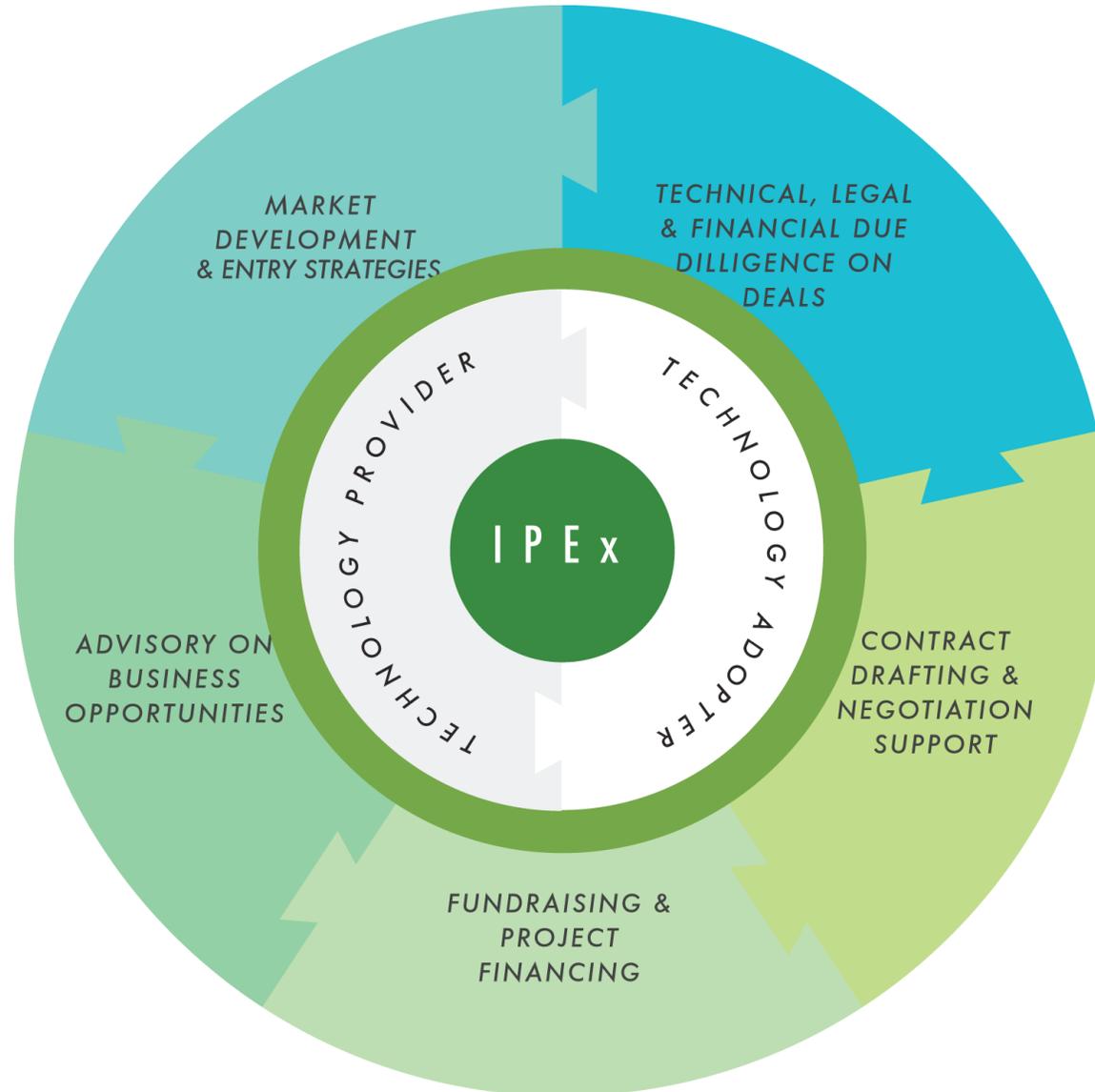
SERVED GEOGRAPHIES



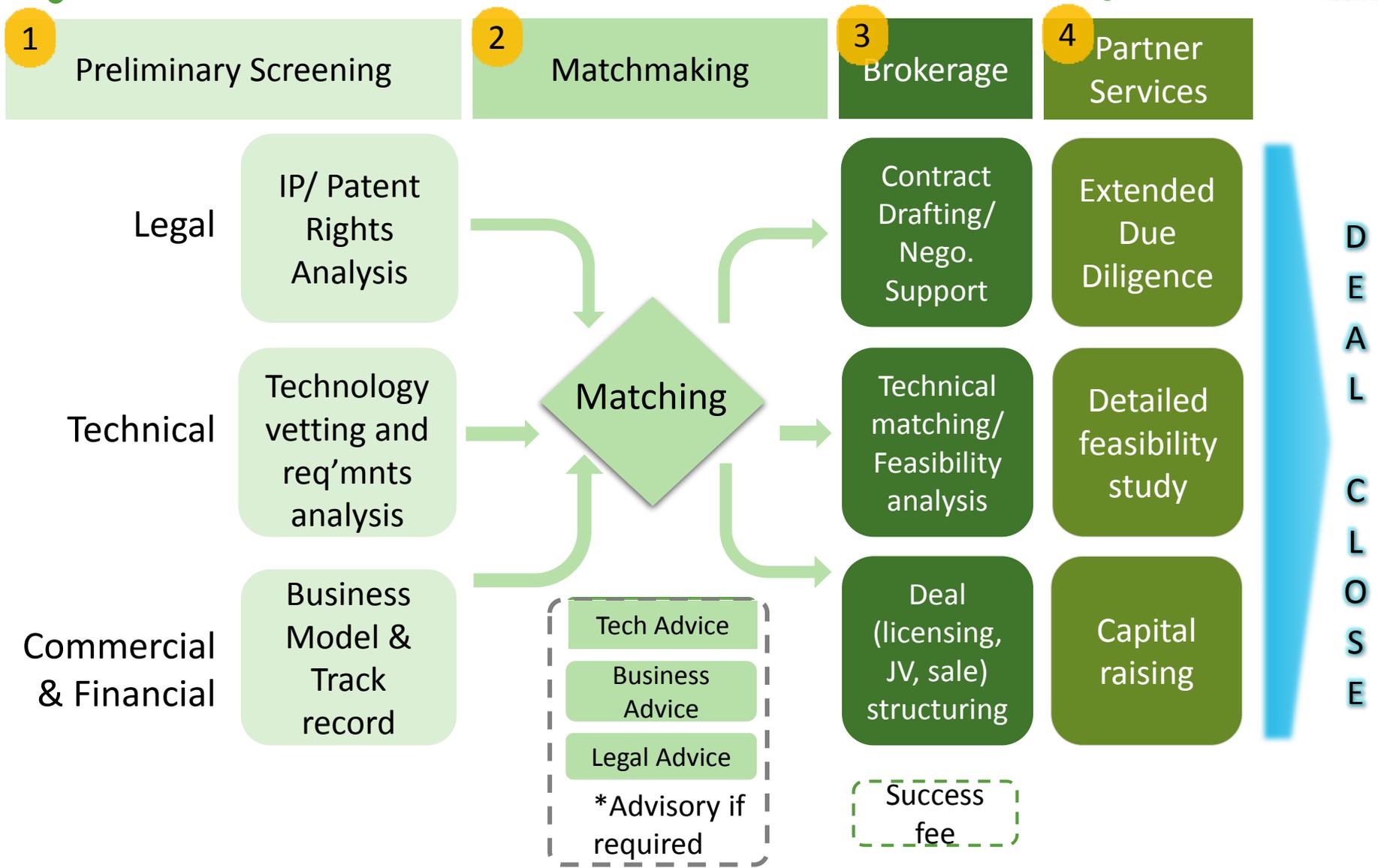
SUITE OF SERVICES



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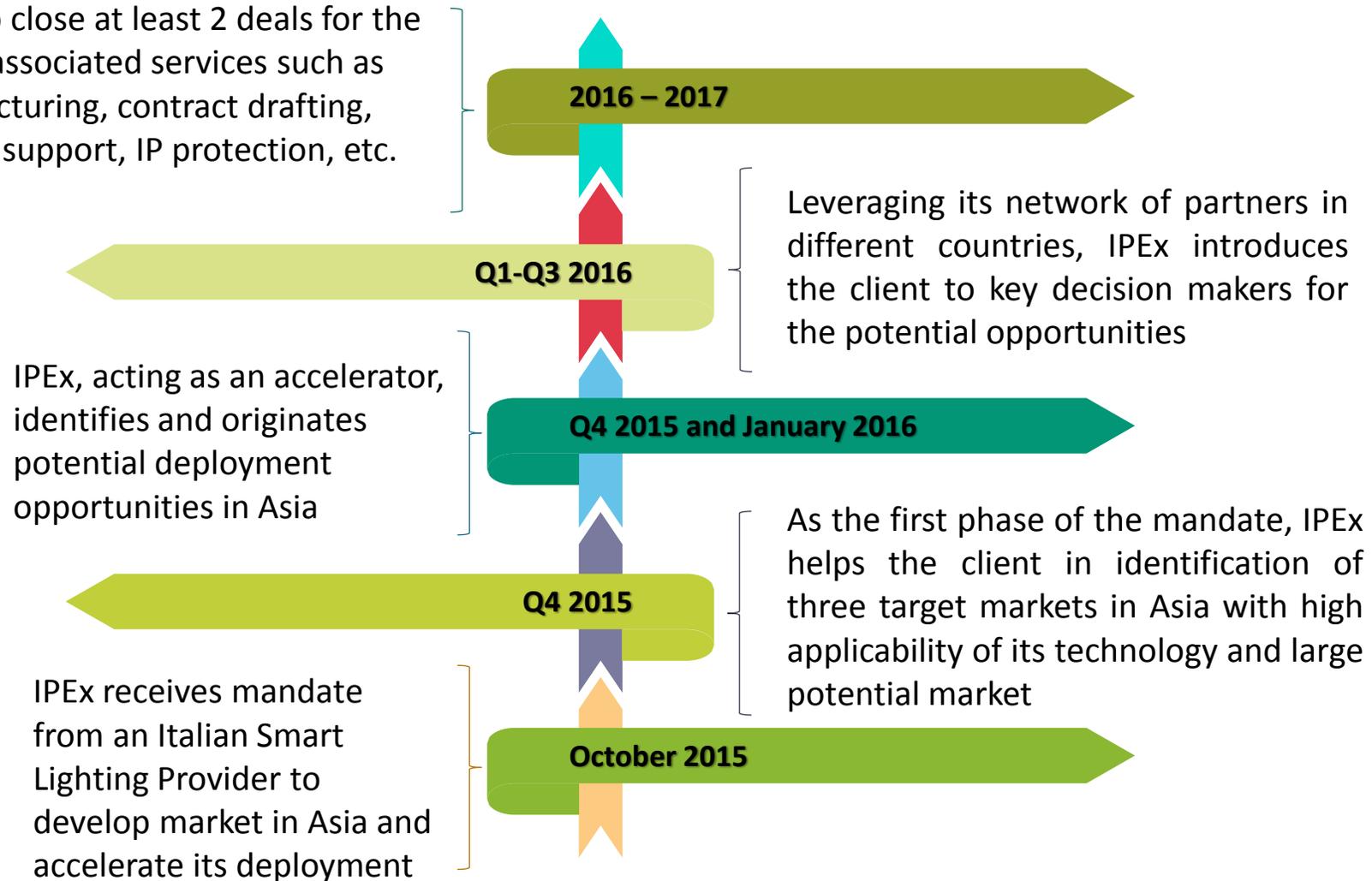


ONE STOP SHOP APPROACH



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

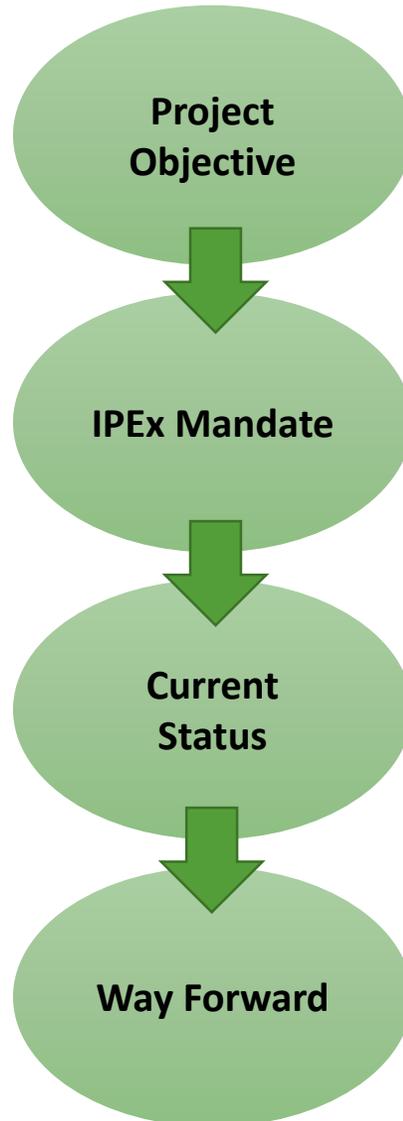
IPEX aims to close at least 2 deals for the client with associated services such as project structuring, contract drafting, negotiation support, IP protection, etc.



Case Study – Water Treatment Technology (mandate from Technology Adopter)



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

IPEX's mandate, which was signed in December 2015, is two-fold. Phase 1 of the mandate (completed) involved Technology Partner Scouting and while Phase 2 (ongoing) involves Deal Facilitation

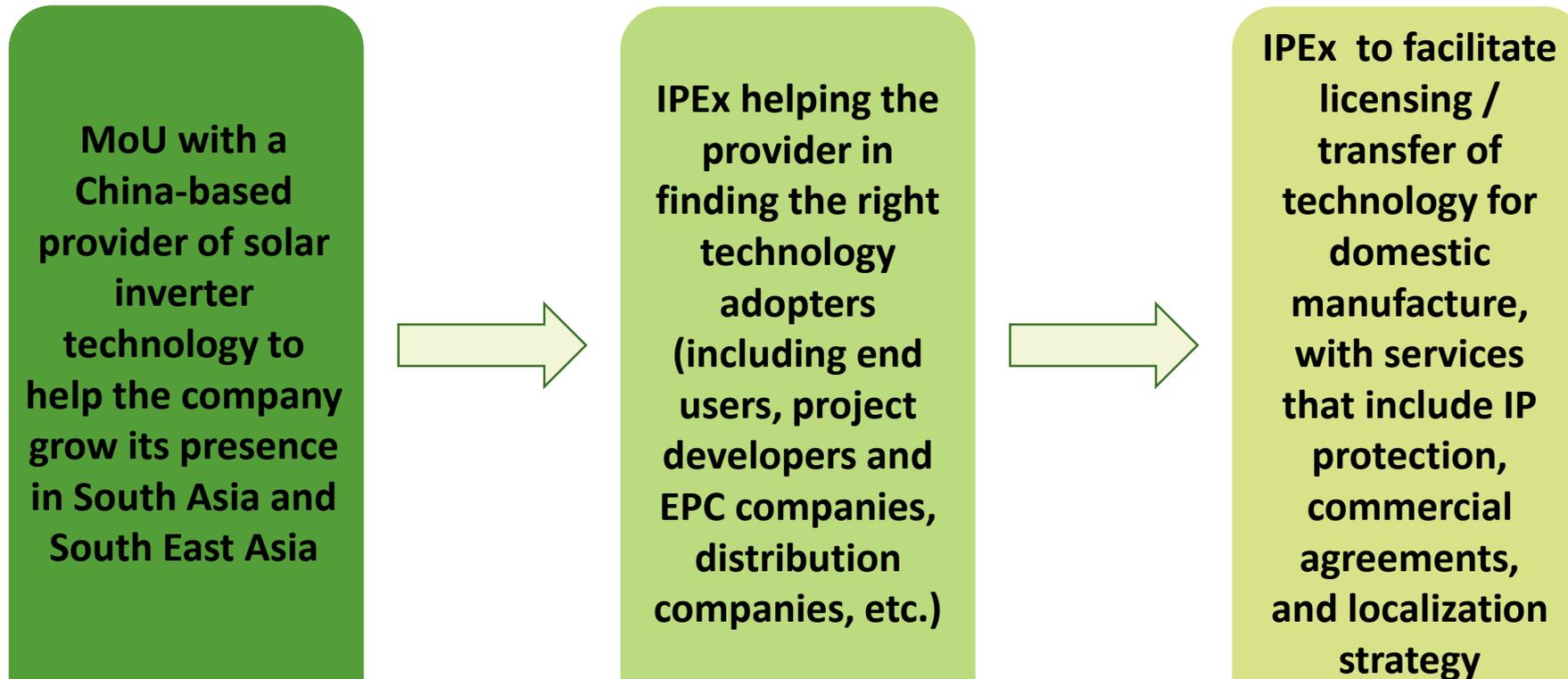
IPEX facilitated a strategic technology deployment and transfer partnership between a water technology provider and the Indian EPC after conducting due diligence on several potential technology providers, to map out the suitability to our client's requirements

IPEX expects to help our client close and implement 2-3 opportunities for technology transfer /deployment in 2016-2017

Case Study – Solar Inverter Technology (Strategic Collaboration with a Chinese Provider)



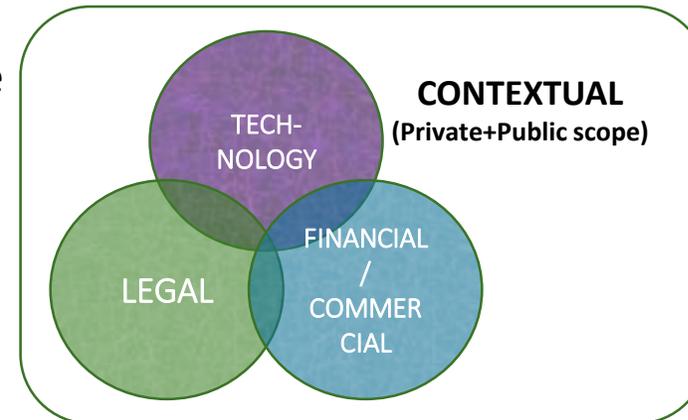
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CHALLENGES FACED

- Operational:
 - Relationship based business
 - Viewed as a cost center
 - Feel that IPEX scope can be done in-house
 - Building and retaining regional partnerships
- Ecosystem
 - Technology adopters / project developers
 - Technology providers
 - Regulatory / bureaucracy
 - Funding
 - Technology providers want to sell products but not transfer IP



VALUE PROPOSITION

- ① One-stop shop for technology transfer
 - Core service: Financial / commercial / technical / legal / regulatory due diligence, brokerage and project structuring
 - Partner services: Technical / project feasibility studies and capital raising
- ② Dedicated platform to Clean Technologies
- ③ Dedicated to deployment in Asia
- ④ Strong partners with credibility and track-record in clean technologies
 - Cross-border transactions
 - Deal structuring & closing, raising private capital
- ⑤ Association with, and support from ADB
- ⑥ Extended partnerships across Asia and beyond

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<http://ipexcleantech.com/>

THANK YOU

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