

Clean Technology Investment

WORLD
Asia 2012

Where global capital meets Asian cleantech.

27 – 30 June 2012

Marina Bay Sands Convention Centre
Singapore



Draft Program

Organized by:



Executive Summary

CleanTech Investment World Asia is Asia's largest cleantech conference where Asian investors and financiers meet global cleantech innovators to discuss investment, partnership and capital raising strategies and opportunities in the global landscape.

In 2012 we will bring together private equity, venture and corporate venture capitalists, clean technology innovators, financiers and fund players to meet and discuss investment models for forming mutually beneficial partnerships and developing cleantech in Asia.

Where global capital meets Asian cleantech.

⊕ Clean Tech Investment World Asia provides unrivalled investment, partnership and capital raising opportunities to grow your business.

Conference features:

- **Early through late-stage investment showcases**
Shedding light on the key interests and issues faced by investors through all stages of projects
- **Investor - Innovator matching activities**
We can help you find technology solutions and build new partnerships.
- **Country focused networking opportunities**
Make the most of your solutions and find out what investors are looking for in promising deals.
- **A diverse set of investor perspectives**
Bringing together a wide range of financiers, from venture capital firms, to institutional investors and cleantech funds.

"Outstanding event. Came away with several sincere new investor contacts. Also met many cleantech executives, venture, strategic and corporate investors, customers and partners."

Wal van Lierop
CEO, **Contour Energy**, USA

Reach over 100 global and Asian investors who are seeking investment opportunities.

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapiinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapiinn.com |

Pre-Conference Masterclass Wednesday 27 June 2012

WHAT TO LOOK FOR WHEN SEARCHING FOR PROMISING STARTUPS

09:00 - 17:00	Details TBD.
---------------	--------------

Day One Thursday 28 June 2012

Strategy-focused Day

9:00	Chairperson's Opening Remarks
GROWTH & DEVELOPMENT	
9:10	<p>Global Keynote Address: Shaping the Future: Accelerating Growth & Development of Cleantech</p> <p><u>Confirmed:</u> Andrew Chung, Partner, Khosla Ventures, USA</p>
9:40	<p>Asian Keynote Address: Uncovering the business potential of cleantech investments in Asia</p> <p><u>Invitations to:</u> Scott E. Kalb, Chief Investment Officer, Korea Investment Corporation, South Korea Tan Sri Dato' Azman, Managing Director, Khazanah Nasional Berhad, Malaysia Jeremy Kranz, Vice President, Special Investments, Government of Singapore Investment Corporation, USA</p> <p><u>Pending:</u> In Kyu Song, Head of Overseas Alternative Investment, Korea Post, South Korea</p>
10:10	<p>Keynote Panel Discussion: Understanding the appetite of investors seeking partnerships in the Asian market</p> <p><u>Confirmed:</u> Mark Chen, Senior Managing Director, GE Capital Asia Pacific Ltd., Japan Chu Swee-Yeok, Chief Executive Officer, EDB Investments, Singapore Mumtaz Khan, President, Maybank MEACP, Singapore</p>
10:30	Networking Break: Singapore Country Focus Networking
PARTNERSHIP MODELS	
11.00	<p>Perspectives on the most successful partnership models and options for investors in Asia</p> <p><u>Confirmed:</u> Antoine Verny, Investments Manager, Total Energy Ventures, France</p>
11.30	<p>Overcoming bottlenecks and challenges in cleantech partnerships</p> <p><u>Pending:</u> Hillel Milo, Managing Partner, AquAgro Fund, Israel</p>

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapinn.com |

12:15	Identifying opportunities and crafting strategies for partnership success in the Asian market- Learning from Hudson Clean Energy's Experience <u>Confirmed:</u> Neil Auerbach , Founder and Managing Partner, Hudson Clean Energy Partners , USA
12:45	<i>Luncheon Break: China Country Focus Networking</i>
ENTRY & EXIT STRATEGIES	
14:00	Developing an effective entry strategy for investing in startups <u>Confirmed:</u> Dr. Markus Thill , Managing Director, Robert Bosch Venture Capital , Germany Dr. Jos B. Peeters , Managing Partner, Capricorn Venture Partners , Belgium
14:30	Maximizing your ROI from growth stage cleantech projects <u>Confirmed:</u> Anthony Fox , Partner, Zouk Capital , Singapore
15:00	Crafting an effective exit strategy <u>Pending:</u> Per Regnarsson , CEO & Managing Partner, Clean World Capital , United Kingdom
15:30	<i>Networking Break: Korea Country Focus Networking</i>
RISKS & RETURNS	
16:00	Minimizing exposure to investment risks when funding early growth opportunities <u>Confirmed:</u> Michael Dorsey , Managing Partner, The Westly Group , USA
16:30	Diversifying investment portfolio to increase returns and reduce risks
17:00	Identifying alternative strategies to address direct and indirect risks in various cleantech projects
17:30	<i>Chairperson's Summary and End of Day One</i>
19:00	<i>Reception and Cleantech Asia 2012 Awards Night</i>

Day Two Friday 29 June 2012

Partnership-focused Day

08:50	<i>Chairperson's Opening Remarks</i>
INSTITUTIONAL INVESTOR BUSINESS MATCHING	
9.00	Institutional Investors Showcase:

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapinn.com |

	This is a showcase of Asian and global Institutional Investors who are currently or will potentially be investing in the cleantech sector. Each Investor has 10 minutes to give a presentation on their corporate goals, cleantech investment interests, criteria for prospective partnerships, and existing or new cleantech initiatives in the Asian market.
9.30	<p>CT Fund & PE Showcase:</p> <p>This is a showcase of Cleantech Funds and PEs who are currently looking for investors to invest in their funds. Each Fund Manager has 10 minutes to give a presentation on their portfolios, investment goals, criteria for prospective partnerships, investment strategies and growth strategies.</p> <p><u>Confirmed:</u> Per Regnarsson, Managing Partner, Clean World Capital, United Kingdom</p>
10.00	<p>Facilitated Business Matching:</p> <p>This is a structured and facilitated business-matching and deal-making activity. The end objective of this session is to encourage networking and cooperation in order to increase cleantech deals, investments, partnerships and projects in Asia.</p>
10:30	Networking Break: Hong Kong Country Focus Networking
CORPORATE VENTURE CAPITAL INVESTMENTS	
11.00	<p>CVC Showcase:</p> <p>This is a showcase of Asian and global CVCs who are currently or will potentially be investing in the cleantech sector. Each Investor has 10 minutes to give a presentation on their corporate goals, cleantech investment interests, criteria for prospective partnerships, and existing or new cleantech initiatives in the Asian market.</p> <p><u>Confirmed:</u> Kurt Kaltenegger, VP and Head of Technology, ABB Technology Ventures, Switzerland Shimpei Yamashita, Manager for Global Strategic Ventures, Principal Investments, Sumitomo Corporation, Japan</p>
11.30	<p>Cleantech Showcase</p> <p>This is a showcase of cleantech companies who are currently looking for investors to raise capital. Each company has 10 minutes to give a presentation on their company and innovations, business goals, criteria for prospective partnerships, and growth strategies.</p>
12.00	<p>Facilitated Business Matching</p> <p>This is a structured and facilitated business-matching and deal-making activity. The end objective of this session is to encourage networking and cooperation in order to increase cleantech deals, investments, partnerships and projects in Asia.</p>
12:30	Luncheon Break: Japan Country Focus Networking
CLEANTECH FUNDS & PRIVATE EQUITY BUSINESS MATCHING	
14.00	<p>Cleantech Fund and Private Equity Showcase:</p> <p>This is a showcase of Asian and global Cleantech and Private Equity funds who are currently or will potentially be investing in the cleantech sector. Each Investor has 10 minutes to give a presentation on their corporate goals, cleantech investment interests, criteria for prospective partnerships, and existing or new cleantech initiatives in the Asian market.</p>

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapinn.com |

	<p><u>Confirmed:</u> Michael Dorsey, Managing Partner, The Westly Group, USA</p>
14.30	<p>Cleantech Showcase</p> <p>This is a showcase of cleantech companies who are currently looking for investors to raise capital. Each company has 10 minutes to give a presentation on their company and innovations, business goals, criteria for prospective partnerships, and growth strategies.</p>
15.00	<p>Facilitated Business Matching</p> <p>This is a structured and facilitated business-matching and deal-making activity. The end objective of this session is to encourage networking and cooperation in order to increase cleantech deals, investments, partnerships and projects in Asia.</p>
15.30	<p>Networking Break: India Country focus Networking</p>
<p>VENTURE CAPITAL BUSINESS MATCHING</p>	
16:00	<p>Venture Capital Showcase:</p> <p>This is a showcase of Asian and global VCs who are currently or will potentially be investing in the cleantech sector. Each Investor has 10 minutes to give a presentation on their corporate goals, cleantech investment interests, criteria for prospective partnerships, and existing or new cleantech initiatives in the Asian market.</p> <p><u>Confirmed:</u> Dr. Jos B. Peeters, Managing Partner, Capricorn Venture Partners, Belgium</p>
16.30	<p>Cleantech Showcase</p> <p>This is a showcase of cleantech companies who are currently looking for investors to raise capital. Each company has 10 minutes to give a presentation on their company and innovations, business goals, criteria for prospective partnerships, and growth strategies.</p>
	<p>Facilitated Business Matching</p> <p>This is a structured and facilitated business-matching and deal-making activity. The end objective of this session is to encourage networking and cooperation in order to increase cleantech deals, investments, partnerships and projects in Asia.</p>
17:00	<p><i>Chairperson's Summary and End of Day Two</i></p>
18:00	<p>Investor & Innovator Cocktails – By invitation Only</p>

Post-Conference Masterclass Saturday 30 April 2012

<p>HOW TO PACKAGE YOUR PRODUCT AND SECURE INVESTMENTS</p>	
09:00 – 17:00	<p>Agenda TBD</p>
<p><i>End of Conference</i></p>	

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
 T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
 T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapinn.com |

About Terrapinn

Terrapinn, as a specialized B2B conference organizer with 18 years' global experience, has developed a high quality and proprietary method of creating the very best conference programs for senior level decision-makers. Research, undertaken throughout the year by way of face to face and telephone interviews with senior industry executives, sets the conference agenda whilst attracting the highest level of speakers to our programs.

We do not believe in vendor-led, low value seminars. Our conference programs are based on the complex needs of high level end-user executives.

Backed by a worldwide network, our 6 offices are dedicated research centers with regional marketing knowledge and a strong database. We pride ourselves on the quality of our events and the professionalism and effectiveness of our marketing.

Please visit us at www.terrapinn.com.

For further details or speaking opportunities, please contact:



Alison Hazell
Conference Manager
DID: +65 6322 2331
Email: alison.hazell@terrapinn.com



Jabriel Kng
Project Manager - Sponsorships
DID: +65 6322 2751
Email: jabriel.kng@terrapinn.com



Anna Rehmann
Marketing Manager
DID: +65 6322 2757
Email: anna.rehmann@terrapinn.com



Philip Parba
General Manager
DID: +65 6322 2791
Email: philip.parba@terrapinn.com

This is a confidential draft program. No parts of this program should be lifted, copied nor edited without Terrapinn's permission.

For speaking opportunities, please contact: **Alison Hazell**, Conference Manager
T: +65 6322 2331 | F: +65 6271 8920 | E: alison.hazell@terrapinn.com |

For sponsorship opportunities, please contact: **Jabriel Kng**, Project Manager
T: +65 6322 2751 | F: +65 6271 8920 | E: jabriel.kng@terrapinn.com |