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Clean as.

Clean Technology Investment



31 August – 3 September 2010, Kowloon Shangri La, Hong Kong

- 400+** top executives
- 200+** investors
- 150+** cleantech companies
- 80+** speakers
- 15** partners
- 15** panel discussions
- 4** days of intensive learning
- 2** days of unsurpassed networking

WHERE ASIAN CLEANTECH AND GLOBAL CAPITAL CONNECT

MEET OUR SPEAKERS WHO ARE BEHIND THE GLOBAL CLEANTECH REVOLUTION

Mark Fulton
Managing Director and
Global Head of Climate
Change Investment
Research and Strategy
**Deutsche Bank
Climate Change
Advisors (DBCCA),
USA**



Sun Wan Song
Director of Project
Operations, China
Investment Promotion
Agency
**Ministry of
Commerce, China**



Ma Junru
Former Chief of
**China Foreign
Experts Bureau** and
Current President of
**World Innovation
Institute, China**



Alex O'Conneide
Managing Director
**Masdar
CleanTech Fund,
Abu Dhabi Future
Energy Company,
UAE**



Andrew Musters
Overall Head of Private
Equity
**Sam Private Equity
and Robeco,
Switzerland**



James Hung
Head of Corporate
Venture Capital Asia
Pacific
BASF, Hong Kong



Justin Adams
Vice President
for Strategy and
Ventures
**BP Alternative
Energy Ventures,
UK**



Gerd Goette
Investment Partner
**Siemens Venture
Capital, USA**



Joseph Jacobelli
Group Director -
Carbon Ventures
**CLP Holdings,
Hong Kong**



Neil Auerbach
Founder and
Managing Partner
**Hudson Clean
Energy Partners,
USA**



Marianne Wu
Managing Partner
**Mohr Davidow
Ventures, USA**



Edward Gustely
Senior Advisor
**Ministry of Finance
and Government
Investment Unit,
Indonesia** (Architect
and Co-Founder of the
\$1 billion Indonesia
Green Investment Fund)



Ian Zhu
Principal
**Tsing Capital - China
Environment Fund,
China**



Richard Hsu,
Managing Director
Intel Capital, China



Charles Vaslet
Partner
**Emerald
Technology
Ventures,
Switzerland**



Hope Chen
Executive Director
& Head
**Draper Fisher
Jurvetson, China**



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YOUR GATEWAY TO CLEANTECH

WHY CLEANTECH and WHY ASIA?

Global CleanTech investment grew by 32% in 2009 to \$381 billion. CleanTech investments in Asia increased by 126% in 2009

Asia has become the No. 1 CleanTech investment destination and undoubtedly poised to be the global CleanTech Tiger

Do you have what it takes to navigate the Asian region and profit from these massive opportunities?

If you want to conquer these opportunities, flip through the brochure and tell your colleagues and partners about the event. Visit our website at www.terrappinn.com/2010/cleantechasia to register for the event.

Clean Technology Investment World Asia is Asia's biggest platform where investors, financiers, energy users, governments, clean technology innovators and business leaders convene to identify investment opportunities, raise capital, access licensing rights to new innovative technologies and form strategic partnerships.

- **Gain access** to over 200 pre-qualified investors actively seeking investments in CleanTech in Asia including institutional investors, venture capitalists, private equity and other fund managers, family offices and high net worth individuals
- **Meet and evaluate** over 150 short-listed, commercially viable Asian CleanTech companies looking for capital

ACT NOW!

Register yourself & your team today to enjoy early bird and group discounts
Contact Candy Tan at +65 6322 2770

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NOT CONVINCED YET, HERE ARE WHAT OUR PARTNERS AND INDUSTRY LEADERS HAVE TO SAY!



Christophe Bongars
CEO, SustainAsia,
Hong Kong

“ SustainAsia is delighted to partner with Terrapinn for the “Clean Technology Investment World Asia 2010”. In spite of the recent economic recession, the clean technologies sector continues its rapid growth globally: Asia is no exception to this trend and Hong Kong is a strategic place to give this regional event its full Asian dimension. We are looking forward to meet up with industry and investment professionals at the upcoming conference. ”



Richard Lim, CEO,
CleanTech Ventures
Asia Group (Singapore)
& Beijing CleanTech
Ventures (China)

“ CleanTech Ventures Asia (Singapore) & Beijing CleanTech Ventures are delighted to be part of the “Clean Technology Investment World Asia 2010”. Clean technology development offers massive opportunities for Asia and this event is aimed at uncovering these opportunities and build business partnerships. We look forward to meeting global and Asian industry and investment partners at this exciting event in Hong Kong. ”



Taras Wankewycz,
Co-Founder,
Horizon Fuel, Cell
Technologies,
Singapore

“ We are very pleased to be part of Asia's biggest CleanTech Investment Conference. I am looking forward to meeting global cleantech investors at this event who can be potentially funding our cleantech projects. ”



Russell Read, Founder
and Managing Partner,
Change Investments,
USA

“ Change Investments is delighted to partner with Terrapinn on its cleantech conferences which we believe are exceptional regarding their participants, insights, and scope. Their conferences really are the essential window for gaining a comprehensive perspective on the rapidly advancing cleantech landscape in the Asian market. ”

SPECIAL OFFER:

Send your team to attend Cleantech Investment World Asia and Infrastructure Investment World Asia to enjoy group discounts. Call us at +65 6322 2770 to register now!

CHEMICAL INVESTMENTS IN ASIA ...

EVENT AT A GLANCE

Pre Conference Masterclass 31 August 2010	Conference Day One 1 September 2010	Conference Day Two 2 September 2010	Post Conference Masterclass 3 September 2010	
Masterclass A: Cleantech Investing for Institutional Investors	Global forces and trends in driving clean technology investments in Asia (Joint Plenary Session with Infrastructure Investment World Asia)	Developing successful partnership with corporate venture capital	Masterclass C Establishing and Structuring a CleanTech Fund	
	Key investment opportunities in clean technology	Investment opportunities for fund managers, institutional and corporate investors		
Masterclass B: Fundamentals of Patent Protection and Effective IP Strategies for the CleanTech Sector	Assessing key markets and sectors in Asia for clean technology investments	Accessing equity and public funding	Masterclass D Fundamentals in M&A in the CleanTech Sector	
	Concurrent tracks: Identifying investment and capital raising avenues			
	Track A: VC & PE Exchange	Track B: Licensing & M & A		Clean Technology Rapid Fire Project Showcase
	CleanTech Festival Night			Innovator – Investor Dinner Exchange Program
Combined Exhibition Showcase Area (co-located with the 4th Annual Infrastructure Investment World Asia) featuring clean technology companies showcasing their innovations				

What do we have that makes us different from the rest?

Clean Technology Rapid Fire Project Showcase

Licensing, Patent Protection and M&A Track

Investment and Funding Track

Venture Capital Exchange

Private Equity Exchange

Corporate Venture Capital Executive Round

CleanTech Funding Clinics

Equity Markets and Public Funding Forum

Investors Panel Discussion

China Country Focus Session

India Country Focus Session

CEO Roundtable Discussion

CleanTech Festival Night

Innovator – Investor Dinner Exchange Program

WHERE IN THIS WORLD CAN YOU MEET NOT 50 BUT A TOTAL OF 80 TOPNOTCH SPEAKERS IN JUST 2 DAYS...

							
Mohammad Al-Ramadhan Board Director & President Kuwait Petroleum Energy Ventures, Kuwait	Moling Chen Partner Edmond de Rothschild PE China Advisory, China	Per Regnarsson Managing Partner and CIO Clean World Capital, UK	Daniel Teo VP Corporate Finance & Project Development Suntech Power, China	Sylvia Chan Managing Partner & Co-Founder Entropy Ventures, Hong Kong	Thomas Xue Managing Director Spring Capital Asia, China	K.K. Chan Founder and CEO Nature Elements Capital, China	Raj Pai Managing Director Global Environment Fund, USA
							
Shin Kim Head of Private Equity Asian Development Bank, Philippines	Mark Nydam Managing Director, Clean Energy & Technology PCG Asset Management, USA	James McNaught Davis Managing Director Wheb Venture Partners, United Kingdom	Satish Mandhana Managing Director IDFC Private Equity, India	Geoff Evison Managing Director Arkx Clean Energy Fund, Australia	Ashish Gupta Managing Director Helion Venture Partners, India	Sarith Naru Managing Partner Venture East, India	Sean Schickedanz Co-Founder and General Partner Clean Pacific Ventures, USA
							
Christophe Bongars CEO SustainAsia, Hong Kong	Kenji Gyoten Chief Representative Japan Bank for International Cooperation, Hong Kong	Sandeep Murthy Partner Sherpalo Ventures, India	Sudhir Sethi Founder, Chairman & Managing Director IDG Ventures, India	Richard Lim CEO Beijing CleanTech Ventures, China	Nikunj Jinsi Principal Investment Officer and Leader of CleanTech VC Team International Finance Corporation, China	Lawrence Silverman Founder and President Gridplex Networks, USA	Rocco Fiato Chief Technologist & Vice President Business Development & Planning Accelergy Corporation, USA
							
Taras Wankewycz Co-Founder Horizon Fuel Cell Technologies, Singapore	Htun Naing Aung Chairman & CEO Kaung Kyaw Say Co.,Ltd, Myanmar	E Anthony Tan Chief Executive Officer Hong Kong Science and Technology Parks Corporation, Hong Kong	Ron Mahabir Co-Founder & Managing Director Asia Cleantech Capital, Singapore	Christian Holter Owner and CEO SOLID Group, Austria	Nicolas Schmitt CEO Greenware Technologies, Hong Kong	Hisaka Kimura Head of Private Sector Infrastructure Finance East Asia Asian Development Bank, Japan	H L Kam Group Managing Director Cheung Kong Infrastructure Holdings, Hong Kong
							
Jerry Davies Chairman & CEO New Orleans Employees Retirement System, USA	Colin Tam CEO AEI Energy Asia, Hong Kong	Michael Spencer Chief Economist Deutsche Bank Hong Kong	Richard Gibbs Head of Global Economics Macquarie Bank, Australia	Indranil Pan Chief Economist Kotak Mahindra Bank, India	Qun Liao Chief Economist and Strategist CITIC Ka Wah Bank, China	Philip Jackson CEO Global Real Assets – Asian Infrastructure JP Morgan, Hong Kong	John Stuart CEO Macquarie Asset Management, Singapore

Day One Wednesday 01 September 2010

8.30 Registration & Coffee

8.40 Chairperson's opening remarks

8.45 Welcome Remarks & Opening Keynote Address

Joint Plenary Session with Infrastructure Investment World Asia**Global forces and trends in driving clean technology investments in Asia**

9.00 Asian Economic Outlook

PANEL DISCUSSION

Assessing the economic outlook and key investment markets in Asia: Trends, drivers and opportunities

- Post-recession: What should investors in Asia be looking out for next 18 months? Forecasting growth prospects in China, India, Southeast Asia, North Asia and other key emerging markets in the next 5 – 10 years
- Identifying the requirements for infrastructure development to support Asia's economic growth
- Examining Asian clean tech as an emerging investment market in Asia and assessing its role in the region's sustainable economic development

Michael Spencer, Chief Economist, **Deutsche Bank, Hong Kong**
Richard Gibbs, Head of Global Economics, **Macquarie Bank Ltd., Australia**

Indranil Pan, Chief Economist, **Kotak Mahindra Bank, India**

Qun Liao, Chief Economist and Strategist, **CITIC Ka Wah Bank, China**

9.30 CEO Roundtable Discussion

PANEL DISCUSSION

Evaluating the return on investments in Asian infrastructure and Asian clean technology to optimize your capital allocations

- Identifying the windows of opportunities for infrastructure developers, cleantech project owners, fund managers and investors
- Understanding the Asian investment climate to gain a superior foothold on profitable sectors and markets
- Evaluating partnership models and collaboration opportunities
- Identifying effective investment channels and approaches in infrastructure and clean technology investment in Asia

H L Kam, Group Managing Director, **Cheung Kong Infrastructure Holdings, Hong Kong**

Philip Jackson, CEO Global Real Assets – Asian Infrastructure, **JP Morgan, Hong Kong**

John Stuart, CEO, **Macquarie Asset Management, Singapore**

Jerry Davies, Chairman & CEO, **New Orleans Employees Retirement System, USA**

10.00 Keynote Panel Discussion:

PANEL DISCUSSION

Examining Government projects, programs and initiatives in driving cleantech and infrastructure development and investment in China

- Examining cleantech and infrastructure investment climate in China: What are the opportunities for investors?
- Discussing government initiatives, programs, incentives and support mechanisms to promote cleantech and infrastructure investment
- Identifying investment channels, partnership models and approaches in investing in China

Sun Wan Song, Director for Project Development, **China Investment Promotion Agency, Ministry of Commerce, China**

Ma Junru, Former Chief of **China Foreign Experts Bureau** and Current President of **World Innovation Institute, Hong Kong, China**

10.30 Networking tea break

Key investment opportunities in clean technology

11.00 Keynote Session 1

KEY NOTE

Leveraging on the global cleantech revolution - The future of Cleantech development and investment in Asia

- Identifying global trends and challenges in cleantech development and the implications on the Asian market for investment

- Examining the drivers of Asian cleantech investment: What needs to be done to increase investments?
- Understanding cleantech investment frameworks to ensure sustainability and competitive advantage

Mark Fulton, Managing Director and Global Head of Climate Change Investment Research and Strategy, **Deutsche Bank Climate Change Advisors, USA**

11.20 Keynote Session 2

KEY NOTE

Learning from Masdar CleanTech Fund experience: How can Asia learn to expedite, develop and promote investment in CleanTech in the region

- Evaluating the Masdar CleanTech Fund model in managing the integration of sustainable technologies on a city wide scale: Is this a model Asia can adopt?
- Identifying the fund's strengths and opportunities in attracting and expediting technology innovation & investment: How can Asian stakeholders emulate this successfully?
- Learning lessons for Asia from one of the World's biggest and most successful CleanTech Fund

Alex O'Conneide, Managing Director, **Masdar CleanTech Fund, Abu Dhabi Future Energy Company, UAE**

11.40 Investors Panel Discussion

PANEL DISCUSSION

Identifying political, financial and economic opportunities for global and regional investors to invest in Asian cleantech companies

- Assessing global investor appetite into Asian clean technology companies
- Evaluating various government incentives and financial frameworks driving cleantech investments in Asia
- Addressing the challenges and inhibitions of global investors in exploring investments into Asian cleantech innovation

Ron Mahabir, Co-Founder & Managing Director, **Asia Cleantech Capital, Singapore**

Edward Gustely, Senior Advisor, **Ministry of Finance and Government Investment Unit, Indonesia**

James McNaught Davis, Managing Director, **Wheb Venture Partners, United Kingdom**

Neil Auerbach, Founder and Managing Partner, **Hudson Clean Energy Partners, USA**

Geoff Evison, Managing Director, **Arkx Clean Energy Fund, Australia**

12.30 **Hong Kong as a Clean Tech Hub in Asia – What services, facilities and opportunities are in store for Clean Tech companies and investors?**

- Understanding Hong Kong's direction to promote sustainable development and positioning as a Clean Tech hub in Asia
- Examining the services, facilities & business opportunities of Hong Kong for the Clean Tech sector
- Identifying the business case, competitive advantages and requirements for Clean Tech companies to set up their R&D centers at the new Phase 3 development of the Hong Kong Science Park

E Anthony Tan, Chief Executive Officer, **Hong Kong Science and Technology Parks Corporation, Hong Kong**

1.00 Networking luncheon

Assessing key markets and sectors in Asia for clean technology investments

2.00 China Country Focus Session

COUNTRY FOCUS SESSION

The rise of China in cleantech: Examining opportunities and partnership strategies

- Understanding the requirements, challenges and opportunities in investing in Chinese cleantech companies
- Identifying viable investment strategies to meet the funding needs of Chinese cleantech companies
- Unravelling the profitable key sectors in China with attractive investment returns

Moderator:

Christopher Tung, Partner, **K&L Gates, Hong Kong**

Day One (cont'd)

Ian Zhu, Principal, **Tsing Capital - China Environment Fund, China**

Thomas Xue, Managing Director, **Spring Capital Asia, China**

Richard Lim, CEO, **Beijing CleanTech Ventures, China**

Sylvia Chan, Managing Partner & Co-Founder, **Entropy Ventures, Hong Kong**

2.40 India Country Focus Session

Uncovering clean technology innovations from India: Prospects and opportunities for investors and partners

- Assessing opportunities and challenges in investing in Indian cleantech companies
- Identifying market entry strategies & selecting the right cleantech company or fund based on your risk appetite in India
- Exploring investment channels and sectors of growth in India with the most profitable returns

Satish Mandhana, Managing Director, **IDFC Private Equity, India**

Ashish Gupta, Managing Director, **Helion Venture Partners, India**

Sarath Naru, Managing Partner, **Venture East, India**

Sandeep Murthy, Partner, **Sherpalo Ventures, India**

Sudhir Sethi, Founder, Chairman & Managing Director, **IDG Ventures, India**

3.20 Afternoon refreshments

Concurrent Tracks
Identifying investment and capital raising avenues

TRACK A: VC & PE EXCHANGE

4.00 What are the investment opportunities for venture capital firms in the Asian cleantech sector

- Discussing VC's investment appetite for cleantech: What are we looking for?
- Assessing VC's evaluation criteria and requirements when investing in cleantech companies
- Identifying high growth sectors that VCs typically invest in & upcoming promising sectors on our radar

Hope Chen, Executive Director & Head, **Draper Fisher Jurvetson, China**

4.20 Venture Capital Panel Discussion

Examining the pros and cons of working with Venture Capitalists

- Understanding the ups and downs in working with VCs
- What are VCs doing to help incubate new technologies and applications?
- What are the sunrise industries for venture investment in Asia?
- How should cleantech companies in Asia collaborate with VCs & move their innovations to the next stage

Marianne Wu, Managing Partner, **Mohr Davidow Ventures, USA**

Charles Vaslet, Partner, **Emerald Technology Ventures, Switzerland**

Sean Schickedanz, Co-Founder and General Partner, **Clean Pacific Ventures, USA**

5.00 Private Equity Panel Discussion

Strategies in investing and partnering with cleantech companies in Asia

- Understanding common issues and challenges that PEs face in investing in various stages of clean technology innovation
- Learning from proven strategies adopted by PEs to maximise your ROI

- Investing in the right sector at the right time: How PEs can improve their investment strategies to minimise risks and maximise returns

Andrew Musters, Head of Private Equity, Sam Private Equity and Robeco, Switzerland

Per Regnarsson, Managing Partner and CIO, Clean World Capital, UK

K.K. Chan, Founder and CEO, **Nature Elements Capital, China**

Moling Chen, Partner, **Edmond de Rothschild PE China Advisory, China**

Raj Pai, Managing Director, **Global Environment Fund, USA**

5.40 Examining the business potential of Eco-Venture Fund for green investments in Asia and China

- Understanding the business case, goals and competitive edge of Eco-Venture Fund
- Examining the target investments, markets, expertise and strong network of the Fund
- Searching for qualified investors to invest in Eco-Venture Fund: Capital requirements and ROI

Patrick Teo, Chairman, **CleanTech Ventures Asia Group, Singapore**

6.15 Chairperson's closing summary & end of conference day one

TRACK B: LICENSING & M&A

4.00 Clean technology and alternative energy investments, an overview of policy and legal considerations for investors in China

- Examining policy and legal issues in the project investment life cycle
- Identifying bankable projects: experience and opportunities in different industries
- Newcomers and old hands: common pitfalls and how to avoid them

Christopher Tung, Partner, **K&L Gates, Hong Kong**

4.30 Gaining access to cleantech innovations in Asia through IP licensing and M&A

- Strategies in identifying innovative cleantech companies in Asia
- Key evaluation criteria in partnering with cleantech companies
- Understanding & addressing critical IP licensing issues, challenges and risks
- What are the M&A opportunities and challenges to consider in Asia?

5.00 Corporate perspective on IP monetising strategies: Benchmarking against a successful global IP licensing partnership

- Learning from Accelry's experience in successfully licensing our intellectual property
- From start to finish: Walking through the process of patenting our innovation and addressing challenges early
- Identifying learning lessons for Asian clean technology companies: Do's and don'ts

Rocco Fiato, Chief Technologist & Vice President Business Development & Planning, **Accelry Corporation, USA**

5.30 Chairperson's closing summary & end of conference day one

6.00  You've heard how Asian cleantech companies have evolved and have dominated the global clean technology space: now it is time to meet the existing and future players in this market. Be on first name terms with the senior executives responsible for continent's largest projects allocation. We have taken the headache out of networking.

6.30 Welcome Cocktails – CleanTech Festival Night

A perfect end for the day and a beginning of lasting business relationships – We understand that the most successful business relationships are cultivated outside of work hours. Break the ice with your fellow conference attendees and get set to meet the people who will make a difference in your business at Clean Technology Investment World Asia 2010's main party.

Day Two Thursday 02 September 2010

8.30 Registration & Coffee

8.45 Chairperson's opening remarks

8:50 Opening Remarks

Developing successful partnerships with corporate venture capitalists

9.00 Corporate Venture Capital Executive Round

PANEL DISCUSSION

Assessing investment opportunities for global CVCs in Asia: Trends, challenges and latest innovations

- Understanding CVCs' evaluation criteria & measuring innovation performance
- Identifying strategies for cleantech companies to effectively market their innovation to CVCs for investment
- The pros and cons of various corporate venturing models
- How corporations are partnering with universities, research labs and cleantech stakeholders to access innovation

James Hung, Head of Corporate Venture Capital Asia Pacific, **BASF, Hong Kong****Justin Adams**, Vice President for Strategy and Ventures, **BP Alternative Energy Ventures, UK****Gerd Goette**, Investment Partner, **Siemens Venture Capital, USA****Mohammad Al-Ramadhan**, Board Director & President, **Kuwait Petroleum Energy Ventures, Kuwait****Richard Hsu**, Managing Director, **Intel Capital, China**

9.40 Creating successful investment & partnership models with Asian cleantech companies:

- Identifying & addressing common challenges when partnering with CVCs
- How can Asia build sustainable corporate venturing programmes?
- Developing an investment and partnership model that delivers highest returns

Justin Adams, Vice President for Strategy and Ventures, **BP Alternative Energy Ventures, UK**

10.00 Creating and sustaining value added relationships with Asia's leading energy producer

- Understanding and assessing the potential CleanTech markets in Asia
- Examining and evaluating the most promising clean energy technologies for Asia
- Learning from CLP's experiences in clean energy technology investments in Asia

Joseph Jacobelli, Group Director - Carbon Ventures, **CLP Holdings, Hong Kong**

10.20 Identifying investment opportunities for clean energy projects in Asia for foreign investors

- Review of recent trends and opportunities in selected Asia countries
- Lessons learned by foreign investors during the past decade
- Role of foreign investors in the clean energy development in Asia

Colin Tam, CEO, **AEI Energy Asia, Hong Kong**

10.40 Networking tea break

Investment opportunities for fund managers, institutional and corporate investors

11.10 Investing through cleantech private equity funds: weighing risks versus returns and other investment channels

- Assessing investors appetite in cleantech PE funds versus other funds
- Which sectors are most interesting for PE's as an investment target

- Managing risks and optimising returns in private equity investments
- Direct versus indirect investments: what should investors be looking out for?

Mark Nydam, Managing Director, Clean Energy & Technology, **PCG Asset Management, USA**

11.30 CleanTech Panel Discussion

PANEL DISCUSSION

Understanding the perspective of CleanTech companies in capital raising and business partnerships: What investors should know?

- Discussing the background, dynamics and development of cleantech companies
- Understanding capital requirements, partnership options, risk management, due diligence, project bankability
- Capturing global opportunities – What cleantech companies have to offer to investors?

Lawrence Silverman, Founder and President, **Gridplex Networks, USA****Rocco Fiato**, Chief Technologist & Vice President Business Development & Planning, **Accelergy Corporation, USA****Taras Wankewycz**, Founder & Chief Marketing Officer, **Horizon Fuel Cell Technologies, China****Christian Holter**, Owner and CEO, **SOLID Group, Austria****Nicolas Schmitt**, CEO, **Greenware Ltd, Hong Kong****Htun Naing Aung**, Chairman & CEO, **Kaung Kyaw Say Co.,Ltd, Myanmar****Stewart Craine**, Founder and Regional Manager for Asia Pacific, **Barefoot Power, China**

12.15 Networking Lunch

Accessing Equity Market & Public Funding

1.30 Assessing the Asian equity market for capital

- Injecting capital flow through the Asian equity market: How to tap on the funding opportunity?
- The upside in leveraging from equity versus project financing deal transactions
- How to structure your clean technology innovation to successfully clinch equity financing?

1.50 Public Funding Forum

PANEL DISCUSSION

Tapping into public funds to secure needed capital for Cleantech projects in Asia

- Reviewing the mandate, programs and requirements of multilateral and bilateral institutions for cleantech funding to support sustainable development in Asia
- Examining the decision criteria of these institutions in funding cleantech projects
- Deliberating the pros and cons of working with public agencies for your cleantech projects

Kenji Gyoten, Chief Representative, **Japan Bank for International Cooperation, Hong Kong****Hisaka Kimura**, Head of Private Sector Infrastructure Finance, East Asia, **Asian Development Bank, Japan****Nikunj Jinsi**, Principal Investment Officer and Leader of CleanTech VC Team, **International Finance Corporation, China**

2.30 Understanding and accessing Asian Development Banks Cleantech venture fund initiatives. How can CleanTech companies and fund managers access and benefit from this fund?

- Understanding ADB's goals, plans and projects to promote cleantech development and investment in Asia
- Learning from ADB's \$100 million fund for Request for Proposal (RFP) to incubate and invest in multiple cleantech venture funds in Asia in 2010

Day Two (cont'd)

- Understanding ADB's initiatives with DFID UK to design a Climate PPP fund (a multi billion dollar fund of funds) – opportunities and implications for the cleantech development in Asia

Shin Kim, Head of Private Equity, **Asian Development Bank, Philippines**

2.50 Tapping into Indonesia's Green Investment Fund: What are the returns for investors?

- Funding Indonesia's renewable energy projects and clean technology innovation through the Indonesian Green Investment Fund
- Leveraging on the fund as a catalyst in injecting top up equity funding into projects
- Project and technology innovation assessment criteria and requirements

Edward Gustely, Senior Advisor, **Ministry of Finance and Government Investment Unit, Indonesia** (Architect and Co-Founder of the \$1 billion Indonesia Green Investment Fund)

3.10 Networking tea break

Clean Technology Rapid Fire Project Showcase

3.40 The clean technology project showcase features Asian clean technology innovation. This showcase presents the ideal opportunity for Asian clean technology companies to present their innovation to a wide pool of investors at the conference. If you are keen in presenting your clean technology company to investors within this showcase, please contact **Philip Parba** at Email: philip.parba@terrapinn.com.

Key topics addressed would include:

- Understanding the technology: Benefits and opportunities
- Assessing the funding requirements
- Examining financial analysis: Risks and returns

5:00 Chairperson's closing summary & end of conference

6:00 Exclusive Dinner: Innovator – Investor Exchange Program
This is a by-invitation only dinner exclusively for Cleantech companies and investors. Please email us for more information about this dinner at philip.parba@terrapinn.com

SPONSORSHIP OPPORTUNITIES

FOR INVESTORS who are looking for potential investments in Asia

FOR CLEANTECH COMPANIES who are seeking capital to commercialize their projects

FOR INVESTMENT ADVISORY, LEGAL, RISK MANAGEMENT, PLACEMENT AGENTS, TECHNO PARKS, CONSULTING COMPANIES who are providing services to both investors and cleantech companies



Raise your profile alongside key stakeholders in the Asian and global cleantech

Position your firm strategically as a market leader

Identify new prospects and meet pre-qualified customers



For sponsorship opportunities, please contact **Amit Patel** at +65 6322 2726 or email amit.patel@terrapinn.com for more information

OUR SPONSORS



Comprising Hong Kong Science Park, InnoCentre and Industrial Estates, the Hong Kong Science & Technology Parks Corporation (HKSTPC) is a statutory body dedicated to advancing innovation and technology for Hong Kong. Established in May 2001, HKSTPC has been driving the development of Hong Kong into a regional hub for innovation and growth in several focused clusters including Electronics, Information Technology & Telecommunications, Biotechnology, Precision Engineering, Green Technology through the provision of world-class infrastructure and support services which consist of full-service incubation programmes for technology and design start-ups, and market-focused laboratories & technical centres with professional technical support.



K&L Gates is an international law firm with over 1,800 lawyers practising in 36 offices across Asia, Europe, the Middle East and the United States. www.klgates.com

Our clean technology and alternative energy practice is a multidisciplinary group drawing on lawyers with strong industry knowledge and deep experience in capital markets, climate change, construction, dispute resolution, environment, insurance, intellectual property, policy, private equity, funds, mergers & acquisitions and project finance. The group provides an integrated "one-stop" service to clients covering a broad range of advisory and transactional assistance from market feasibility, risk assessments, project structuring and development to acquisitions and disposals.

Partners and Endorsers:

Beijing Cleantech Ventures



MASTERCLASSES



Pre-Conference Masterclass A

Tuesday, 31 August 2010 | 0900H – 1700H

Cleantech Investing for Institutional Investors

This Masterclass will provide institutional investors with a detailed insight and overview of the CleanTech investing space from senior executives of one of the world's leading CleanTech Asset Managers. The program will be highly interactive and will cover the specific issues, risks and opportunities that need to be considered for potential investors.

Key themes and content covered include:

- CleanTech Investing defined
- Fundamental trends favouring clean energy and technology investments
- CleanTech fund portfolio construction
- Fiduciary and non-fiduciary factors to consider
- Success factors required in CleanTech investing
- Capturing environmental net benefits of CleanTech investments
- CleanTech investment options for Asian and global institutional investors

The Masterclass will be of strategic relevance to:

Superfund Trustees, Corporate Investors, Chief Investment Officers, Private Equity managers, Asset Consultants, Family Offices, Endowments and Foundations, and ESG officers.

About your Masterclass Leaders:



Mark Nydam

Managing Director

Pacific Corporate Group Asset Management, USA

Mark currently oversees PCG Asset Management's investments in middlemarket cleantech companies and cleantech funds with successes in areas ranging from solar cells to fuel cells. He has over 10 years of private equity experience, and twenty years of experience in the global energy sector and in clean energy and clean technologies.



Tom Martin

Senior Vice President

Pacific Corporate Group Asset Management, USA

Tom leads the identification, analysis, due diligence and selection process of clean energy and technology, energy, and infrastructure focused fund investments for PCG Asset Management.

Post-Conference Masterclass C

Friday, 3 September 2010 | 0900H – 1700H

Establishing and Structuring a CleanTech Fund

This one day masterclass is intended for companies, fund managers, PEs, investors and individuals who want to establish and set up a CleanTech Fund. Setting up a fund is no easy task. Establishing and structuring it effectively is a fundamental element to the success of the Fund. This is a one-day interactive tutorial to navigate the complexities of structuring cleantech funds.

Specifically this masterclass covers the following critical issues:

- Understanding CleanTech Funds
- Examining regulatory policies in setting up cleantech funds
- Identifying strategies to effectively set up the fund
- Identifying and managing issues, obstacles and challenges in fund structuring
- Choosing the right partners
- Learning from global experiences

Who should attend?

Companies who are planning to set up a cleantech fund, investors, VCs, PEs, fund managers, investment banks, law firms, risk and audit companies, consulting firms, investment advisory

Pre-Conference Masterclass B

Tuesday, 31 August 2010 | 0900H – 1700H

Fundamentals of Patent Protection and Effective IP Strategies for the CleanTech Sector

How can you protect early stage technology?

Only a small amount of shareholder value is now represented by tangible assets. Intangible assets in most cases represent more than half of the company value. However, surprisingly few make the apparently simple next step of realising that the business should create an IP strategy to coherently manage those assets and to provide a guide to decision-making.

Creating an effective IP strategy is much more than filing a few patents. It involves a detailed understanding of the overall business aims and strategy, and the core and other intangibles owned or controlled by the company.

This Masterclass will provide useful insights into IP Strategy and will cover the following areas:

- IP Assets and Asset Quality, including understanding and defining the business's Core IP
- IP Risks and Risk Management, from competitors and others
- IP Licensing, defining strategies to own or control contract based IP created in collaborations or partnerships;
- IP Standards, defining strategies and processes for the creation and implementation of de facto standards or contributions to industry standards.

Who should attend?

Cleantech companies, VCs, CVCs, PEs and other types of investors, fund managers, consultants, investment advisory firms, investment banks

Post-Conference Masterclass D

Friday, 3 September 2010 | 0900H – 1700H

Fundamentals in M&A in the CleanTech Sector

This Masterclass offers an overview of the market: the size and type of businesses covered; who the buyers and sellers are; why cleantech companies are put up for sale; how to prepare a cleantech company for sale; and how to size up a business that is on the market.

The masterclass looks at financial, valuation and risk issues.

Fundamentals of Mergers and Acquisitions for cleantech companies is both a comprehensive M&A tutorial for newcomers to the process and an indispensable reference for professionals involved in any aspect of the buying and selling of cleantech companies.

Areas of discussion include:

- Fundamentals of the mergers and acquisitions process
- Financial and valuation—normalizing historical financial statements, utilizing forecasts, valuation methods, and more
- The role of outside professionals—intermediaries, attorneys, accountants, business appraisers, and machinery and technical appraisers
- The deal itself—deal structures, creative financing strategies, a case study, pros and cons of ESOPs, and much more
- Conducting effective due diligence
- Managing risks in M&A transactions

Who should attend?

Cleantech companies, investors, law firms, risk companies, consulting, investment banks, investment advisory

Investment and development opportunities for operators, developers, governments and investors

31 August – 3 September 2010, Kowloon, Shangri-La, Hong Kong
www.terrapinn.com/2010/iiahk

Co-located with **Clean Technology Investment World Asia 2010**, Infrastructure Investment World Asia 2010, is Asia's leading industry gathering bringing together key infrastructure stakeholders including regulators, financiers, infrastructure owners, developers and institutional investors to address increasing sophisticated investor appetite and needs, channels and strategies as the Asian infrastructure market develops. Leverage on this platform to meet your business needs whether in the area of capital raising, investment prospects or project development deals in the Asian infrastructure space.

Register group booking for both events to enjoy attractive discounts! Call Candy Tan +65 6322 2770 to register now!

Day One Wednesday 1 September 2010

8.50 Chairman's opening remarks

Asian economic outlook: Uncovering opportunities and addressing challenges in investing in Asia

- 9.00 Assessing economic outlook and key investment markets in Asia: Trends, Drivers and Opportunities
- 9.30 Evaluating the return on investments in Asian infrastructure and Asian clean technology to optimize your capital allocations
- 10.00 Examining Government projects, programs and initiatives in driving cleantech and infrastructure development and investment in China
- 10.30 Morning refreshments

Regional initiatives in attracting foreign investment and spurring project development

- 11.15 Government initiatives to spearhead foreign investment & project partnership: Where are the 'real opportunities' in India?
- 11.45 Regulator's roundtable: Exploring policy developments and government initiatives to further incentivise foreign investments into emerging markets in Asia
- 12.30 Supporting the growth in infrastructure investment and development through solid financial frameworks – what Asian economies need to know in order to sustain investment potential

1.00 Networking Lunch

STREAM 1: Investment Track

Designed for fund managers, private equity firms, corporate & institutional investors, investment advisory firms and other limited partners to assess the best investment channels, asset allocation strategies & partnerships

Assessing investment channels & strategies to maximize returns I

- 2.00 Weighing the risk and returns in investing in Asian infrastructures
- 2.30 Identifying strategies in maximizing returns through infrastructure funds
- 3.15 Afternoon refreshment

Assessing investment channels & strategies to maximize returns II

- 3.45 Taking control of your portfolio through direct investments into infrastructure – is this a sustainable strategy in Asia?
- 4.15 Identifying and comparing different infrastructure investment opportunities for Asia: M&A, bonds, stocks, debts, trusts, securities, and funds
- 5.00 Evaluating the best fund selection strategy to protect your investment interest
- 5.45 Chairman's closing remarks
- 6.00 Welcome cocktails: A perfect end to the day and the beginning of a lasting business relationship

STREAM 2: Development Track

Designed for asset owners and project developers to evaluate partnership models and capital raising & project development opportunities.

Assessing capital through public and private channels

- 2.00 Banker's panel: Reaching out to private investors – Aligning your assets to investor needs to successfully raise capital
- 2.30 Tapping on government linked funding for infrastructure development
- 3.15 Afternoon refreshment

Navigating the Partnership Maze: Accessing lucrative partnerships projects in Asia

- 3.45 Reviewing viable PPP models to finance infrastructure projects in Asia
- 4.30 Leveraging on partnerships to gain market entry and access to the best assets and projects
- 5.45 Chairman's closing remarks
- 6.00 Welcome cocktails: A perfect end to the day and the beginning of a lasting business relationship

Day Two Thursday 2 September 2010

9.00 Chairman's opening remarks

Spotlight on China & India: Massive countries, massive investment opportunities

- 9.10 China Outlook – Looking at project development and investment opportunities in Chinese cities
- 10.10 India Outlook – Assessing India's infrastructure boom: How 'real' are the opportunities?
- 10.40 Morning refreshments

SE Asian Infrastructure Spotlight – Navigating Risks and tracking returns

- 11.10 Vietnam Outlook – Capitalizing on Vietnam's fast growing infrastructure project development and investment market
- 11.40 Indonesia Outlook – Tapping on the project development and investment opportunities in Indonesia
- 12.10 Networking Lunch

Where's the money? Weighing investment returns across profitable infrastructure sectors

- 1.15 Energy Panel – Tapping into key segments of high growth in energy infrastructure in Asia
- 2.00 Transport Panel – Matching market demand in Asia with investor appetite – how profitable are transport-related infrastructures?
- 2.45 Afternoon refreshment
- 3.15 Water Panel – Evaluating the investment environment of water infrastructure projects to ascertain its financial sustainability
- 4.00 Renewable Panel – Why should investors consider putting capital into renewable infrastructure assets?

Infrastructure funds and project showcase

- 4.45 A hallmark of the Infrastructure Investment Asia conference series, the fund showcase features Asian and Global Infrastructure funds. These funds will be given the opportunity to present and pitch the investment potential and returns of their funds and projects to Asian and International institutional investors. The showcase will end with an investor wrap up.
- 5.45 Chairman's closing remarks & end of the conference

World Class Industry Leaders in the Infrastructure Space

Guest speaker



H L Kam, Group Managing Director
Cheung Kong Infrastructure Holdings, Hong Kong

Cheung Kong Infrastructure (CKI or the Group) is the largest publicly listed infrastructure company in Hong Kong with diversified investments in Energy Infrastructure, Transportation Infrastructure, Water Infrastructure and Infrastructure Related Business. Operating in Hong Kong, Mainland China, Australia, the United Kingdom ("UK"), Canada, New Zealand and the Philippines, it is a leading player in the global infrastructure arena.

Industry leaders



Jerry Davies
Chairman & CEO
New Orleans Employees Retirement System, USA



Henk Huizing
Head of Infrastructures
PGGM Netherlands



Hans-Martin Aerts
Head of Infrastructures Asia
APG Asset Management, Hong Kong



Leisel Moorehead
Principal
QIC Global Infrastructures, Australia



Shashank Srivastava
Acting CEO & Chief Strategic Development Officer
Qatar Financial Center Authority, Qatar



M.K. Sinha
President & CEO
IDFC Project Equity, India



Philip Jackson
Chief Executive
JP Morgan Asset Management, Hong Kong



John B Myers
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Asian Development Bank, Philippines



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IFC Hong Kong



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President
Neighboring Countries Economic Development Cooperation Agency (NEDA), Thailand



Bambang Susantono
Vice Minister
Ministry of Transport Indonesia



Gajendra Haldea
Advisor
Planning Commission India



Bastary Pandgi Indra,
Director PPP
National Development Planning Agency, Indonesia



Hirofumi Katase
Deputy Director-General, Trade and Economic Cooperation Bureau
Ministry of Economy, Trade and Industry, Japan



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