



Clean Energy Capital-Raising Workshop

FOR PROJECT DEVELOPERS, TECHNOPRENEURS & ENTREPRENEURS

"Practical tips for formulating a bankable business plan towards an investor ready pitch"

NEW



PDUs to be awarded by Professional Engineers Board, Singapore

Date : 21 & 22 Jun 2012

Time : 9.00am – 5.00pm

Venue : Furama Riverfront
Hotel Singapore
405 Havelock Road
Singapore 169633

Financing is an integral and critical part of any clean energy project. Many entrepreneurs have difficulty in securing funds for their projects and technologies. This workshop will be targeted at building the capabilities of project developers to effectively tailor business plans, identify the right investors and be prepared for effective investment pitches. The financing specialist trainer will work with project developers to refine their plans towards establishing renewable energy projects and securing required investments.

Grants & Support for Singapore Based Entrepreneurs and Project Developers

- This programme is supported by SEAS and the LEAD Grant, provided by SPRING Singapore and IE Singapore, subsidising the rates for coaching and mentoring for Singapore registered organisations.
- Singapore based entrepreneurs and project developers utilizing the grant will be required to submit their business plans to SEAS which will in turn provide complimentary efforts to connect them to appropriate government grants and private financing institutions.

Objectives

The objective of this 2-day workshop is to increase chances of clean energy project/company funding under favourable terms: learn about the ingredients for a successful business plan, understand investor expectations & financing instruments, get familiar with the fundraising process (from initial pitch, term sheet to financial close) and practice with your peers.

Target Audience

This specialised workshop is intended for clean-tech entrepreneurs and renewable energy infrastructure project developers who are currently working on a business concept, planning to raise capital for their venture in the near future or expansion capital. This programme is open to both Singapore based companies and overseas participants.

Programme Outline

This interactive two day programme will comprise a mix of case studies & discussions, Group simulation & practice pitching, videos and powerpoint presentations:

- From idea to reality: common ingredients for successful business plan (what, where, who, how, why, what if, to whom)
- Identify right audience: what are the different categories of clean energy investors/ financiers? Who are they? What are they looking for? How to approach them?
- Advice on effective business presentation: how to pitch, the perfect ask
- Investment process & what to expect: due diligence, valuation, negotiation and financial closure
- Understand various financing instruments (common, preferred, convertible, debt), and what to look for in a term sheet, sales & purchase agreement, shareholder agreement, etc
- What can increase your chances of success? What are the NO-NOs?
- Managing investor expectations / exits

Value-Added service:

Get a free one-on-one coaching session to be scheduled with the trainer after the workshop (1-2 hours) in order to help you fine tune your business plan and receive personalized feedbacks & advices

Organised by:



Supported by:



Sustainable Energy Association of Singapore (SEAS)

2 Bukit Merah Central #18-02 SPRING Building Singapore 159835 Tel: (65) 63388578 Fax: (65) 62764257 www.seas.org.sg

About SEAS

Sustainable Energy Association of Singapore (SEAS) an industry association launched in 2006, today has 160 members in the area of Energy Efficiency, Solar, Wind, Biomass, Carbon and Clean Energy Financing. SEAS aims to be the voice of sustainable energy industry and promote the business of its member companies.

Today, SEAS is also specializing in running trainings, courses and conferences only in the area of sustainable energy. SEAS aims to be the one stop, information and training provider, in the area of sustainable energy. Our trainers and lectures are not only highly qualified academic professionals but also industry specialists and professionals that are successful and sought after practitioners in the area of Sustainable Energy. Majority of Key Qualified Personnel(KQP) and Accredited Energy Services Companies are members of SEAS. They have, as a group successfully executed a multitude of energy projects with varying complexities both locally and regionally.

About the Trainer

Frédéric Crampé is the Managing Director of a leading Clean Energy Investment Banking and Consulting boutique. He has raised funds in excess of US\$500m in Asian renewable energy infrastructure, biofuel production facilities, energy efficiency projects, cleantech start-ups and green energy products/services companies. With 14 year experience, he has a rare combination of finance and technical expertise in renewable energy and energy efficiency. Frédéric has been advising policy-makers, financiers, start-ups, project developers and companies including GDF Suez, Trading Emissions plc, REC Solar, E.ON, BNP Paribas Clean Energy Partners, Asian Development Bank, UNEP, UNDP and the Singapore National Environment Agency, amongst others. Frédéric has an MBA from the INSEAD Business School with a concentration in Finance and Private Equity. He initially graduated from SUPAERO, a top engineering school in France with a Master in Aerospace Engineering and MSc. in Geophysics. Frédéric is also a Certified Energy Manager (SCEM Professional Level).

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Registration Form

- Yes! I would like to register for this programme.
 I am unable to attend but please put me on your mailing list.

	Early Bird (Registration with payment made on / before 21 May 2012)	Normal Fee (Closing date: 7 June 2012)
<input type="checkbox"/> Singapore registered company (per pax)	S\$856	S\$1070
<input type="checkbox"/> Overseas company/Individual (per pax)	S\$1391	S\$1712

- * Fees are inclusive of GST.
- * Fees include refreshments, lunch and programme collateral.
- * Only one type of discount scheme is applicable at any one time.
- * Please print and complete additional sheets where necessary.
- * Important: Walk-in delegates will only be admitted on the basis of space availability and with full payment made on site.

Participant's Details

1 Name (*Dr/Mr/Mrs/Ms): NRIC:

Designation: HP No: Email:

2 Name (*Dr/Mr/Mrs/Ms): NRIC:

Designation: HP No: Email:

3 Name (*Dr/Mr/Mrs/Ms): NRIC:

Designation: HP No: Email:

*Please delete accordingly

Organization's Details

Company Name:

Company Address:

Postal:

Contact Person's Name : (*Dr/Mr/Mrs/Ms)

Tel: Fax:

Email:

Administrative Information

Registration and Payment

Please complete the enclosed registration form and forward it together with your **cheque at least 7 days** before the commencement of the programme to

Sustainable Energy Association of Singapore
2 Bukit Merah Central, #18-02,
Spring Building Singapore, Singapore 159835

Crossed cheque should be made payable to
"Sustainable Energy Association of Singapore"
Application will close on **7 June 2012**.

For T/T, please send to:

Name : Sustainable Energy Associate
of Singapore

Account No : 033-901-909-7

Name of Bank : DBS Bank

Address : 6 Shenton Way, DBS,
Singapore 068809

Swift Address : DBSSSGSG

Cancellation

SEAS reserves the right to change programme venue, cancel or reschedule the programme if necessary or warranted by circumstances beyond our control.

There will be no refund of fees for withdrawal. However, if the registration participant is unable to attend, a representative may be allowed to attend at no extra cost. Please inform us of the changes by fax or via email 3 days before the commencement of the programme.

Confirmation of Registration

Confirmation of registration will be given 5 working days before the commencement date via email. Registration is confirmed only upon receipt of payment.

If you do not hear from us
Please contact Ms Sherlene Lim at:
Tel: 63388578

Email: training@seas.org.sg
Fax your registration form to 62764257