



Crossing the Valley of Death

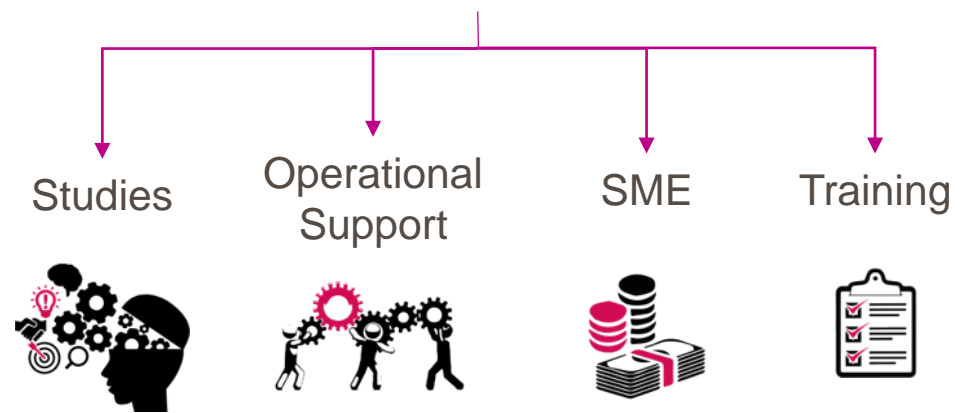
**DEVELOPING PARTNERSHIPS
FOR SUSTAINABLE CLEAN
TECH FINANCING IN SOUTH-
EAST ASIA**

Our mission

Supporting the emergence & impacts of **alternative sustainable and inclusive** development models

- through **market based, result-oriented** and **holistic** approach
- to catalyse **long-term** change and reinforce ecosystems

Our expertise



Our sectors



Our clients/partners

- Corporate
- MSMEs
- Investors
- Development & Implementing agencies





MAINSTREAM FINANCING
(banks, equity market...)
"SMEs are too risky and too costly"

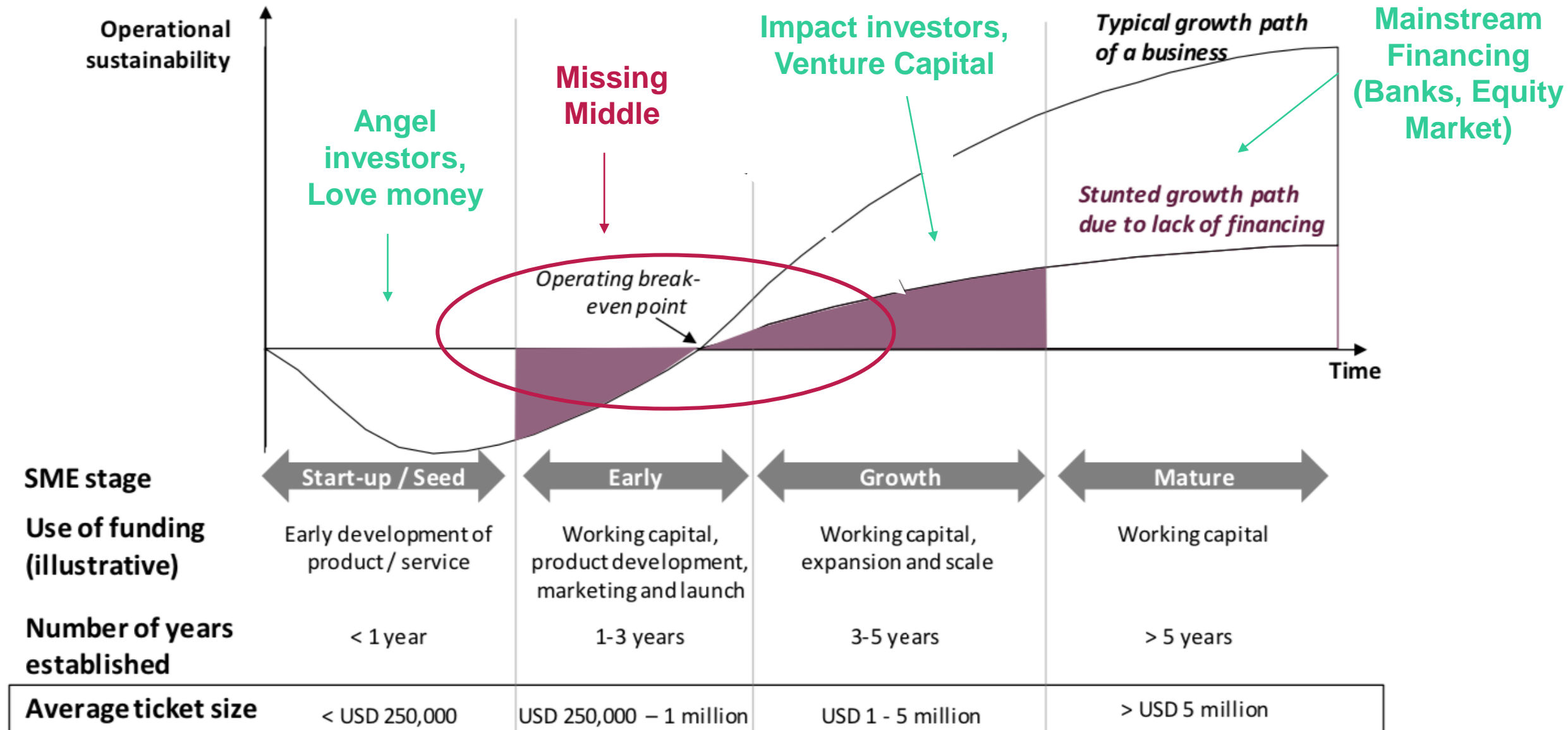


\$100K - \$2M USD
Capital Requirements



MFI's
"SMEs are too large"

GROWTH PATH OF A BUSINESS AND FINANCING NEEDS



TIME-CONSUMING **LOW RATE OF FINANCIAL CLOSURE (3-5%)**

Sourcing (growth potential, team & ticket size)

Due diligence (lack of investment readiness)

Financial Closure (de-risking early stage with blended capital)

Post-investment management (Hands on support)



BUSINESS

- 1 Lack of proper governance structures
- 2 Usually no clear / founded expansion and scale-up strategy
- 3 Under developed management & operation teams + Difficulty in recruiting talented HR
- 4 Lack of time – Multi-tasking

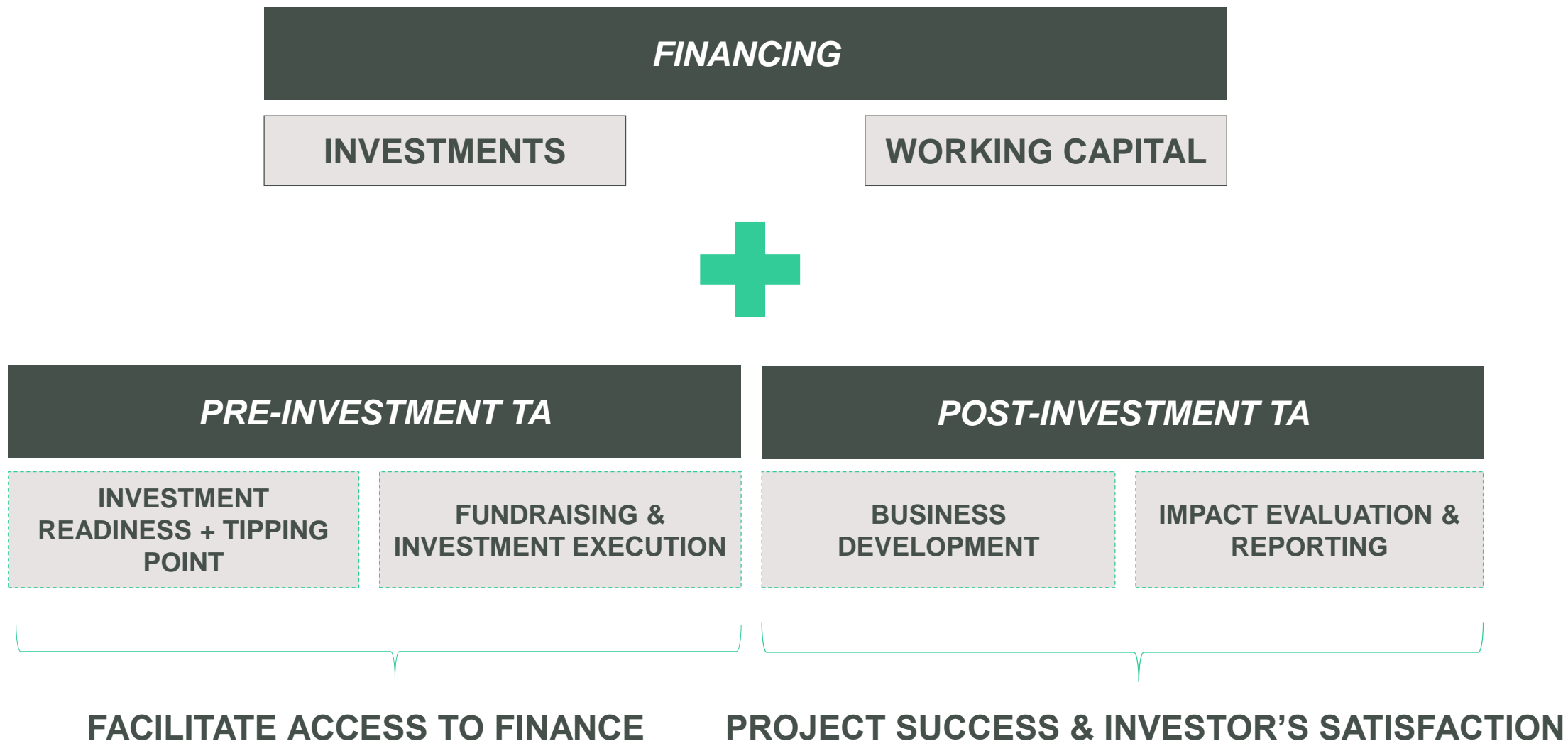


Gender bias

FINANCING

- 5 Lack of expertise in financial planning, modelling and valuation
- 6 Lack of skills in pitching
- 7 Lack of appropriate sources of funding & common language with investors

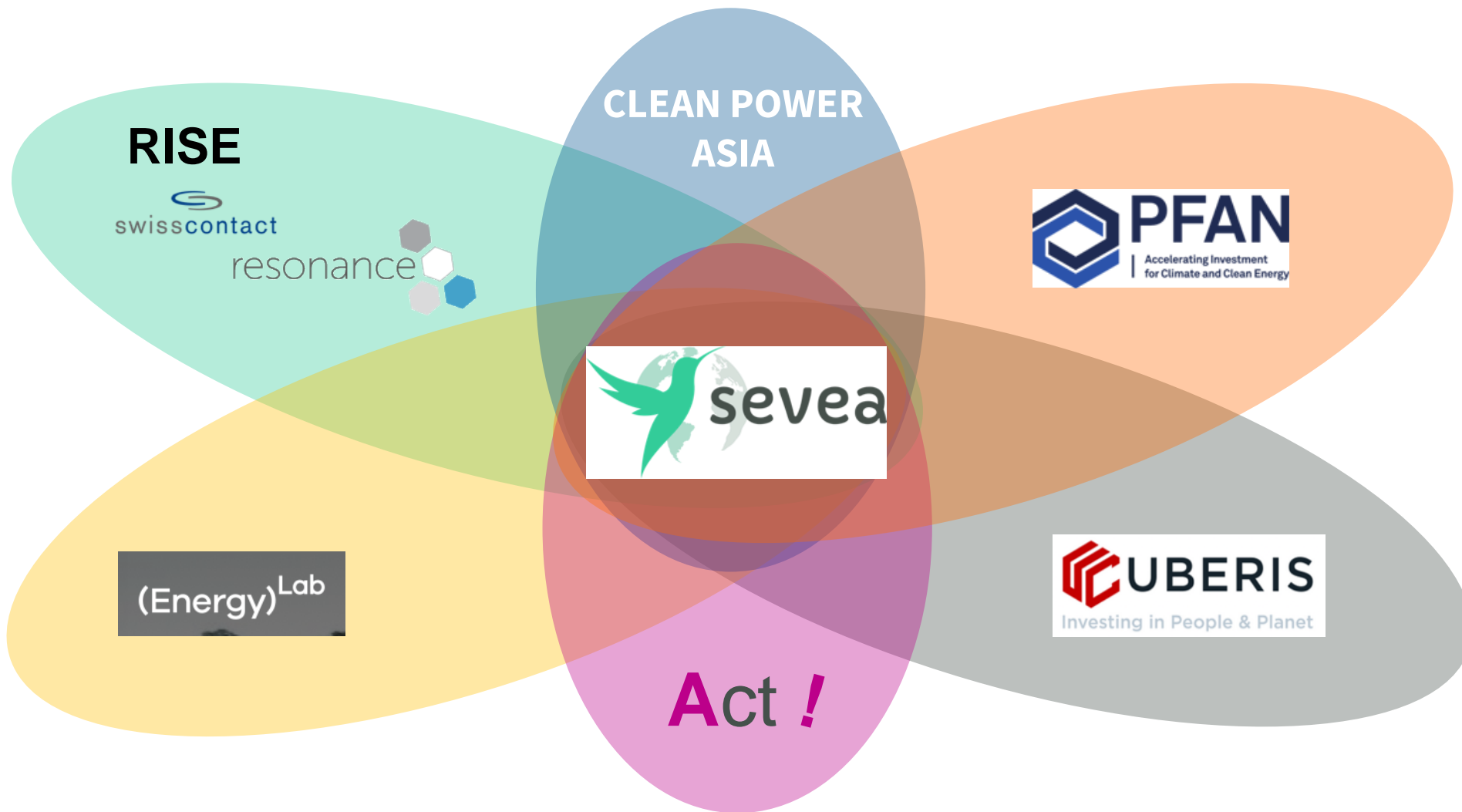
OUR SOLUTION: COMBINING FINANCING & TA



STRATEGICAL SUPPORT

POLICY

INVESTMENT SUPPORT

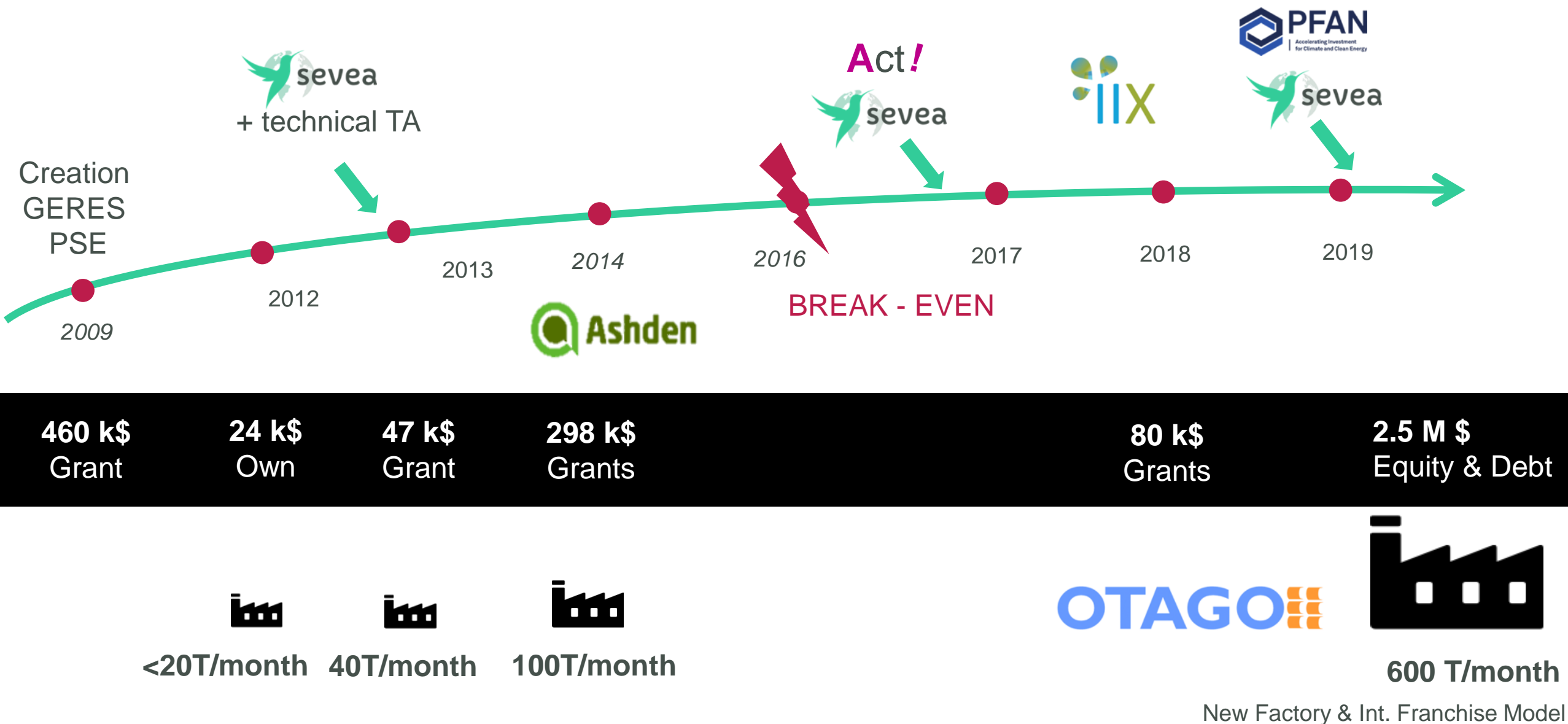


INCUBATION

OPERATIONAL SUPPORT

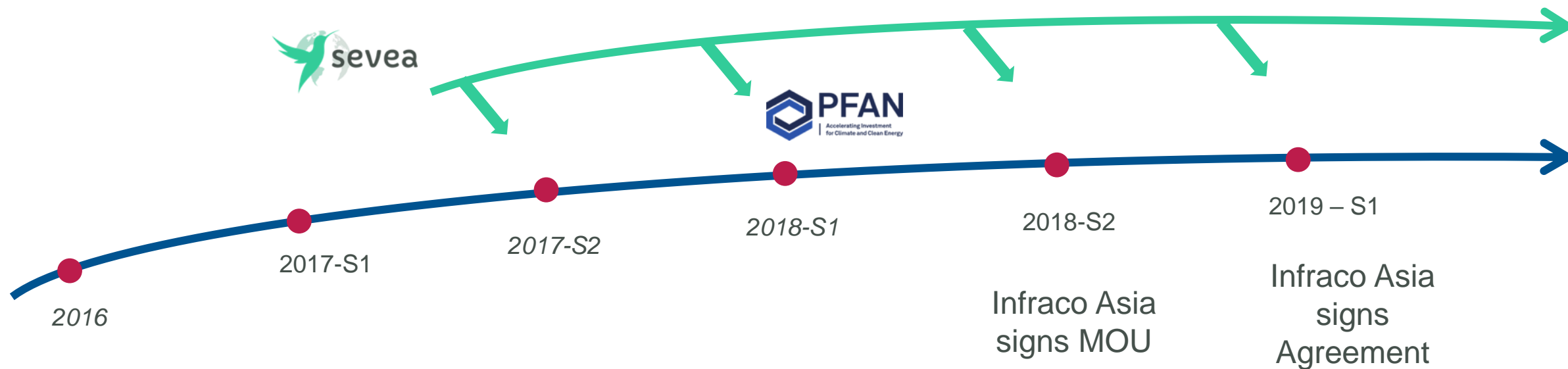
INVESTORS







Plug&Play Okra Smart Controller to create a mesh-grid



30k
Crowdfund

200k
Grant

250k
equity

485k\$ - convertible note
400k\$ - Grant
5M\$



Set-up

Demo
Market test

Prototypes

+5 houses

+100 houses



+8,000 houses
+
1st SPV



Thank you!

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