

CleanTech Investing Seminar 2015
Lausanne, Switzerland
Date: 2-3 December 2015
Programme 25/11/2015

Day One – Wednesday 2 December 2015

08.45 – 09:30 Registration, refreshments and networking

09.30 – 09:45

Welcome from the Canton of Vaud

Raphaël Conz, *Economic Promotion Manager, State of Vaud, Switzerland*

Raphaël Domjan, *Initiator, Pilot & CEO, SolarStratos, Switzerland*

09.45 – 10:00

Chairman's Opening Remarks & State of the Nation Address – CleanTech's Place With-in a Changing World

The clean technology sector is evolving, and at an increasingly rapid pace. There are continuously broader definition of "what is CleanTech" as it reaches into more and more areas of our everyday lives. So what is the shape of our industry today? What are the biggest influencers, movers and shakers impacting the sector and what will the future likely hold?

Kenneth A. Younge, *Chair of Technology & Innovation Strategy, École Polytechnique Fédérale de Lausanne, Switzerland*

10:00 – 11:00

CleanTech Investment Strategies & Sources of Funding – The fuel of the CleanTech sector

Today's entrepreneurial age is giving rise to truly disruptive technologies and companies but their survival is linked directly to their ability to raise the funding they need. So what is attracting investors to the sector today? What distinguishes different types of investor from one another and what are the best strategies for success?

- The positive bigger picture? How is investment in the sector set to change?
- Who are the most pro-active investors and what are their goals and objectives?
- How have investment amounts, timings and risk appetites changed for investors?
- What realistic exit opportunities exist today and how important is it to look this far ahead?

Moderator: Kenneth A. Younge, *Chair of Technology & Innovation Strategy, École Polytechnique Fédérale de Lausanne, Switzerland*

Dag Syrrist, *Executive Director, Global BSN, USA*

Declan Conway, *CEO, OpenSparkz, Portugal*

Caroline Gueissaz, *Managing Director, Business Angels Suisse, Switzerland*

Stefan Hülsen, *Senior Investment Manager, Statkraft Ventures GmbH, Germany*

11:00 – 11:20 Morning coffee and networking opportunity

11:20 – 12:20

CleanTech companies pitch their investment opportunities

These sessions are dedicated to CleanTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes, in ONE of TWO Presentation Rooms:

Room 1

Room 2

11:20 – 11:30 Company 1

11:20 – 11:30 Company 2

11:30 – 11:40 Company 3

11:30 – 11:40 Company 4

11:40 – 11:50 Company 5

11:40 – 11:50 Company 6

11:50 – 12:00 Company 7

11:50 – 12:00 Company 8

12:00 – 12:10 Company 9

12:00 – 12:10 Company 10

12:10 – 12:20 Company 11

12:10 – 12:20 Company 12

12:30 – 13:00

Stopping Climate Change by Moving the Trillions

Over the last decade the global energy mix has changed – with new tech and falling renewables prices, it is essential we understand current and future demand/supply and have a strategy in place to continue to provide the energy we need. But how close are we to a complete transition – a future without fossil fuels? What should investors be looking for today to deliver the returns of tomorrow?

Jochen Wermuth, *Founding Partner & Chief Investment Officer*, **Wermuth Family Office**, Germany

13:00 – 14:00 Lunch and networking opportunity

14:00 – 15:10

CleanTech companies pitch their investment opportunities

These sessions are dedicated to CleanTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes, in ONE of TWO Presentation Rooms:

Room 1

Room 2

14:00 – 14:10 Company 13

14:00 – 14:10 Company 14

14:10 – 14:20 Company 15

14:10 – 14:20 Company 16

14:20 – 14:30 Company 17

14:20 – 14:30 Company 18

14:30 – 14:40 Company 19

14:30 – 14:40 Company 20

14:40 – 14:50 Company 21

14:40 – 14:50 Company 22

14:50 – 15:00 Company 23

14:50 – 15:00 Company 24

15:10 – 16:10

Government Impact to Going Global – Making regulations work for your strategy

A global economy brings global opportunity. One of the chief drivers of a global strategy are the current policies and regulations in the regions companies look to target. So how can CleanTech firms expand globally and reach new markets? What are the positive signals of support from international governments they should look for, and what potential bear-traps should they avoid?

- What are the policy & regulatory barriers to entering new global markets?
- Does only size matter – how do you choose the markets you target?
- Understanding new markets – what do global investment partners bring?
- How can governments support CleanTech development? Is their help always for the best?

Moderator: Jean Laville, *Deputy CEO*, **Swiss Sustainable Finance**, Switzerland

Ian Cooke, *Director*, **Carbon Trust**, UK

Fred Chang, *Managing Director*, **Unicorn Capital**, China

Dr Dominique Candrian, *Managing Partner*, **EIC Partners AG**, Switzerland

Edmond Häät, *Family Office Advisor*, **H.Advisory**, Switzerland

16:10 – 16:30 Afternoon coffee and networking opportunity

16:30 – 17:50

One-To-One Meetings: Special pre-scheduled individual One-To-One meetings will be taking place in our dedicated meeting area. This session will consist of 4 x 20min One-To-One meetings.

- **END OF DAY ONE**

18:00 – 19:00 Networking Drinks Reception

This will be an informal reception allowing you to network with all attendees, building and extending valuable networks.

Day Two – Thursday 3 December 2015

08.30 – 09:30 Registration, breakfast refreshments and informal networking

09.30 – 09:45

Chairman's Day Two opening remarks

Kenneth A. Younge, *Chair of Technology & Innovation Strategy, École Polytechnique Fédérale de Lausanne, Switzerland*

09:45 – 10:45

Responsible Investment & Making an Impact – More than just financial goals

From institutional investors (e.g. family offices and pension funds) to VC's and major corporations, growing numbers of CleanTech investors are narrowing the parameters of companies they fund to fit with strict ESG criteria. Gone are the days of impact investing purely for PR purposes – what are today's selective investors looking for and what determines and defines their investment strategies?

- What is causing investors to take a more focused approach on ESG?
- How are impact investing strategies defined? The effect of government and economic policy.
- Is it still a case of doing good being a constraint on the ability to pursue returns?
- How can early-stage companies position themselves to benefit from growing interest in the sector?

Moderator: Tenke Zoltáni, *Director – Impact Investing, UBS Switzerland AG, Switzerland*

Olivier Ferrari, *CEO, One Creation, Switzerland*

Sedef Koktenturk, *Director, Generation Investment Management, UK*

Christian Schattenmann, *Head, Energy Fund, Bamboo Finance, Luxembourg*

10:45 – 11:00

Time To Invest Into Growth At Scale – Refuelling the global growth engine

With sluggish global growth and a need to lift growth back onto a trajectory meaningful to our growing economic requirements, how can the concepts of “Overall Resource Productivity” and “Growth at Scale” help achieve this? From tackling growth rates in major sectors such as energy, food and transport, what role does the CleanTech sector play and what new developments will we be seeing in coming years?

Michael Molitor, *Associate Professor, Centre de Recherches Interdisciplinaires, France*

11:00 – 11:30 Morning coffee and networking opportunity

11:30 – 12:40

CleanTech companies pitch their investment opportunities

These sessions are dedicated to CleanTech companies presenting innovative technology and investment opportunities in different sectors to an audience of investors. Each company will present for 10 minutes, in ONE of TWO Presentation Rooms:

Room 1

Room 2

11:30 – 11:40 Company 25

11:30 – 11:40 Company 26

11:40 – 11:50 Company 27

11:40 – 11:50 Company 28

11:50 – 12:00 Company 29

11:50 – 12:00 Company 30

12:00 – 12:10 Company 31

12:00 – 12:10 Company 32

12:10 – 12:20 Company 33

12:10 – 12:20 Company 34

12:20 – 12:30 Company 35

12:20 – 12:30 Company 36

12:30 – 12:40 Company 37

12:30 – 12:40 Company 38

12:45 – 13:45 Lunch and networking opportunity

13:45 – 14:45

Development, Growth and Exit Strategies – The funding round is complete, what next?

Once a funding round is completed, the work starts on the next stage of transforming the start-up into a world beating company. With re-organised boards, a growing salesforce and new business challenges to address closing one funding round means kicking off the next, so how can a company maintain its entrepreneurial spirit whilst addressing the next round of challenges?

- At what stage should a start-up plan for development, growth and exit?
- Addressing the mid-stage investment gap – who are the investors who'll fund this stage?
- Building the right team – how does a founder strategically give up control?
- Revenue growth to global expansion – the key goals founders and investors should aim for.

Moderator: Claude Florin, Co-Founder, A3 Angels, Switzerland

Daniel Koppelkamm, Principal, Mountain Cleantech AG, Switzerland

Peter van Gelderen, General Partner, CIO, ICOS Capital, Netherlands

14:45 – 14.55

Chairman's Closing Remarks

As the 6th CleanTech Investing Seminar draws to a close, what does the future hold for both investors and entrepreneurs alike? Whether it's continuing to raise finances, embark on commercialisation or develop your portfolio of investments, how can your strategy be developed to meet all future challenges and opportunities head-on and ensure you are part of the continuing CleanTech revolution.

Kenneth A. Younge, Chair of Technology & Innovation Strategy, École Polytechnique Fédérale de Lausanne, Switzerland

14:55 – 15.00

Best in Show Presenting Company Awards

Voted for by the audience and attendees, these awards recognise the Presenting Companies who offer the most exciting, ground-breaking and disruptive technologies accompanied by the management teams and business models that will enable these winning companies to continue to grow into world-beating organisations.

15:00 – 16:40

One-To-One Meetings: Special pre-scheduled individual One-To-One meetings will be taking place in our dedicated meeting area. This session will consist of 5 x 20min One-To-One meetings.

For delegates wishing to hold additional ad hoc meetings, designated meeting space will be available at the venue beyond the official close of the conference.

16:45 END OF Conference