

ORGANIZERS



clickable Impact

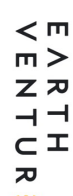


BritCham
VIETNAM

PARTNERS & SPONSORS



sopoong
the impact capital and accelerator



THE BUSINESS TIMES

CONFERENCE

Funding and Accelerating Climate Tech Startups in Vietnam (FACTS-VN)

DECEMBER, 2023
Ho Chi Minh City

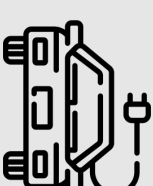
FACTS-VN

will **accelerate** investment, knowledge, and an ecosystem for **Vietnamese innovations** for climate change mitigation, adaptation, and resilience.

- **Unite stakeholders** in the climate tech ecosystem.
- **Introduce entrepreneurs** to investors, business support services, customers, and other scale-up opportunities.
- **Introduce multinational corporations** and large local enterprises to innovative, locally-adapted technology solutions and business models.
- **Share insights and best practices** for scaling technology to help industries and communities mitigate, adapt, and build resilience to climate change.



Energy



Transportation and Logistics



Agriculture



Finance



and more...



Construction



Waste Management

The conference is initiated by



New Energy Nexus Vietnam launched in early 2019 with the mission of **promoting Vietnam's clean energy movement.**

We do this by supporting entrepreneurs and startups with **incubation, acceleration, and funding opportunities.**

Our global impact in numbers

3505 entrepreneurs supported

40 programs

\$1.5B+ billion mobilized in investment



Hanoi-based **consulting group Clickable Impact** was built from the ground-up to support decarbonization and the Sustainable Development Goals.

The firm **helped launch ADB Ventures**, the Asian Development Bank's climate tech venture capital facility.

It has supported climate tech and decarbonization programs in partnership with AFD, Aus4 Innovation, GIZ, and the World Bank.



The **British Chamber of Commerce Vietnam** ("BritCham Vietnam"), started as a luncheon club in 1991 and now boasts more than 500 members.

BritCham Vietnam is committed to **driving sustainability** and environmental responsibility within the business community.

Through various initiatives and programs, BritCham promote **sustainable practices, advocate for climate action, and facilitate knowledge sharing among its members.**

Agenda

10:00 - 11:00 AM

Press Conference: Report “Attracting funding for climate tech startups”
Media Only

11:30 - 1:00 PM

Exclusive Lunch and Reception
Invite Only: Sponsors, Knowledge Partners, Media Partners, Investors

CONFERENCE

1:30 - 1:40 PM

Welcome and Introduction
Keynote Speaker: TBU

1:40 - 2:00 PM

Unleashing Climate Tech: Exploring Business Models, Opportunities, and Challenges
Keynote Speaker: TBU

Room 1: Funding Insights

2:15 – 4:00 PM

Decoding the Investor Landscape: Valuation Process, Requirements, and Climate Innovation
Keynote Speaker: TBU

Catalyst Fund Journey: Lessons Learned and Catalyzing Climate Innovation in Vietnam
Keynote Speaker: Yeni Tjiunardi, Investment Director of NEX Indonesia 1 Fund

Navigating the Funding Maze: Strategies for Startups to Secure Investments
Panel Discussion, moderated by Thao Tran, Country Director, New Energy Nexus

4:00 - 4:10 PM

Closing Speech
Keynote Speaker: TBU

Room 2: Partnerships & Open Innovation

Reimagining Industries: How Sustainable Innovation is Shaping the Future
Panel Discussion, moderated by Matt Ryland, Executive Director, Briccham Vietnam

Case Study: Synergizing Corporate Giants and Climate Tech Pioneers in Vietnam
Keynote Speaker: Selex Motors, Intensel, others TBD

Open Innovation: Corporate Challenges and Opportunities for Partnering with Technology Entrepreneurs in Vietnam
Keynote Speaker: TBU

NETWORK

4:15 - 6:00 PM

Matchmaking
Invite Only - Initiate deals discussions between climate tech startups and potential investors

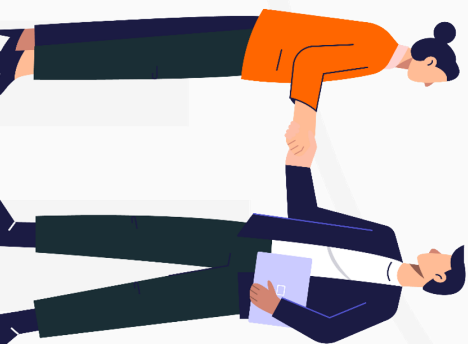
FACTS-VN will create a platform for engaging

300+

conference attendees
spanning the climate tech
ecosystem

200,000+

potential readers for the conference
report: *Access to Finance for Vietnam's
Climate Tech Startups*, which
documents the availability of and
obstacles to finance for early-stage
climate tech entrepreneurs in Vietnam.



and stimulating

200+

deal and pilot discussions

Long term goals



Improve access to
finance for climate
tech entrepreneurs



Stimulate open innovation
to decarbonize climate-
relevant industries



Create deal flow for
climate tech
investors



Build an ecosystem and
catalyze change

Our Keynote Speakers

and more to update...



Yeni Tjunardi

**Investment Director,
NEX Indonesia 1 Fund**

Yeni Tjunardi is a respected leader in sustainable business and investment, driving successful initiatives. Known for her strategic acumen and deep understanding of environmental trends, Yeni offers invaluable insights and guidance to businesses and investors seeking to make a positive impact while achieving financial success.



Thao Tran

**Country Director,
New Energy Nexus Vietnam**

As the Country Director at New Energy Nexus Vietnam, Thao brings expertise in fundraising and B2B relations, empowering attendees with actionable insights on aligning financial resources with impactful projects. With a strong background as a lecturer at renowned universities and as a co-founder and operation manager of Gao Travel, Thao offers a unique perspective on bridging sustainable practices and business strategies.



Matt Ryland

**Executive Director,
Britcham Vietnam**

Matt Ryland is the Executive Director of Britcham Vietnam, driving trade and investment between the UK and Vietnam. With strategic leadership and a commitment to responsible business practices, he fosters collaboration and sustainable growth for businesses in both countries, leveraging his extensive network and industry expertise.



Jason Lusk

**Managing Partner,
Clickable Impact**

Jason Lusk is a founder and managing partner of Clickable Impact, a consulting firm that works with the region's biggest development finance and market development players to decarbonize Southeast Asia and make its industries and communities more resilient. He has extensive experience in the Asian market, technology innovation, cleantech investing, and policy advisory.

Platinum Sponsor



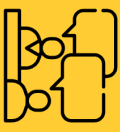
Maximum
Exposure And
Recognition



Unlock
Corporate
Innovation
With Startup
Collaboration



Showcase
Expertise And
Thought
Leadership



Direct
Engagement
With Climate
Tech Startups

Join us as a **Platinum Sponsor!**
Support Vietnam's climate tech startups while
enhancing your brand's reputation.

\$20K

Report

Brand Visibility

- Acknowledgment / Foreword
- Quotes On Secondary Cover Page
- Feature Case Study (*)

Communications

- Brand Visibility In All Communication Design Pre-during And Post Event
- Advertorial Style Brand Story On Organizers' Platform
- Screening Of Company Introduction Video
- Brand Visibility At The Press Conference Or Conference
- Delivering Opening Speech At The Press Conference Or Conference

Exclusive Networking

- 4 Private Lunch Invitations Attended By Sponsors, Speakers, Investors, And Media
- 3 strategic startup matching

Information Access

- Brand Visibility On Post Event Impact Report
- Full Access To Final Program Report

Diamond Sponsor



Enhanced Industry Presence and
Community Engagement



Capitalize on emerging trends and
technologies to drive sustainable
business growth.



Build valuable connections with both
startups and other like-minded
corporate sponsors.

Join us as a **Diamond Sponsor!**

Foster innovation and establish strategic partnerships
in Vietnam's climate tech startup ecosystem.

\$12K

Report

Brand Visibility

- Acknowledgment / Foreword
- Quotes On Secondary Cover Page
- Feature Case Study (*)

Communications

- Brand Visibility In All Communication Design Pre-during And Post Event
- Advertorial Style Brand Story On Organizers' Platform
- Screening Of Company Introduction Video
- Brand Visibility At The Press Conference Or Conference

Exclusive Networking

- 2 Private Lunch Invitations Attended By Sponsors, Speakers, Investors, And Media
- 2 strategic startup matching

Information Access

- Brand Visibility On Post Event Impact Report
- Full Access To Final Program Report

Gold Sponsor



Increased exposure for your brand



Engage with innovative startups



Explore collaboration opportunities

Join us as a Gold Sponsor!
Foster innovation and establish strategic partnerships in Vietnam's climate tech startup ecosystem.

\$7K

Report

Brand Visibility

- Acknowledgment / Foreword
- Quotes On Secondary Cover Page

Communications

- Brand Visibility In All Communication Design Pre-during And Post Event
- Advertorial Style Brand Story On Organizers' Platform
- Screening Of Company Introduction Video
- Brand Visibility At The Press Conference Or Conference

Exclusive Networking

- 2 Private Lunch Invitations Attended By Sponsors, Speakers, Investors, And Media
- 1 strategic startup matching

Information Access

- Brand Visibility On Post Event Impact Report
- Full Access To Final Program Report

For Media Partners

Partnership Advantages

Communications

- Brand Visibility In All Communications Materials (Banner, Poster, Brochure, Standee, Digital Background, Photo Session, Screen, Stage, Video Teaser, And Summary Video.)
- Brand Story: Motivation To Participate
- Brand Mention In Press Release Additional Information Section
- Exclusive Interviews With Knowledge Partners

Exclusive Networking

- 2 Private Lunch Invitations With Distinguished Guests From Investment Landscape And Experts.

Information Access

- Brand Visibility On Post Event Impact Report



Advertising and sponsorship opportunities:

Our media partner may offer advertising space or sponsorship opportunities in your media outlets, providing exposure to a wider audience. This can include print ads, online banners, sponsored content, or even commercials on your television or radio platforms.



Content creation:

Our media partner may create engaging content related to our event, such as feature articles, interviews, or behind-the-scenes videos. This content can be shared on your platforms to generate buzz and attract attendees.



Media coverage:

One of the primary roles of our media partner is to cover our event. This can include sending journalists, reporters, or photographers to document the proceedings, conduct interviews, and capture highlights. You may publish articles, photos, or videos related to our event in your media outlets.



On-site presence:

Depending on the agreement, our media partner may have representatives or journalists attending our event. You can cover live updates, conduct interviews, and provide real-time coverage through your various media channels.

For Knowledge Partners

Partner's Positioning

Communications

- Brand Visibility In All Communications Materials (Banner, Poster, Brochure, Standee, Digital Background, Photo Session, Screen, Stage, Video Teaser, And Summary Video.)
- Brand Story: Motivation To Participate
- Brand Mention In Press Release Additional Information Section
- Exclusive Interviews With Knowledge Partners

Reports

- Brand Visibility
- Acknowledgment / Foreword
- Quotes On Secondary Cover Page
- Feature Case Study (*)

Exclusive Networking

- 2 Private Lunch Invitations With Distinguished Guests From Investment Landscape And Experts.

Information Access

- Brand Visibility On Post Event Impact Report



Thought Leadership:

By aligning yourself as a Knowledge Partner, you establish your organization as a thought leader in the field, showcasing your expertise and contributing valuable insights to the program and its participants.



Extensive Reach:

As a Knowledge Partner, you gain access to an extensive network of entrepreneurs, investors, and industry stakeholders, expanding your reach and influence within the startup community.



Collaborative Opportunities:

Partnership as a Knowledge Partner opens doors for collaboration with other industry experts, allowing for knowledge exchange, joint initiatives, and potential business collaborations that can drive innovation and growth.

Platform Development Milestones

Aug 2023

Sponsorship Commitment

- Secure commitments from interested sponsors
- Finalize sponsorship agreements
- Collaborate with sponsors on branding and promotional requirements.

Sep-Oct 2023

Pre-Conference Marketing

- Showcase sponsors prominently in all marketing materials
- Co-create content highlighting sponsors' sustainability initiatives or climate-focused projects.
- Optimize sponsors' visibility in promotional materials.

Nov 2023

Sponsorship Recognition

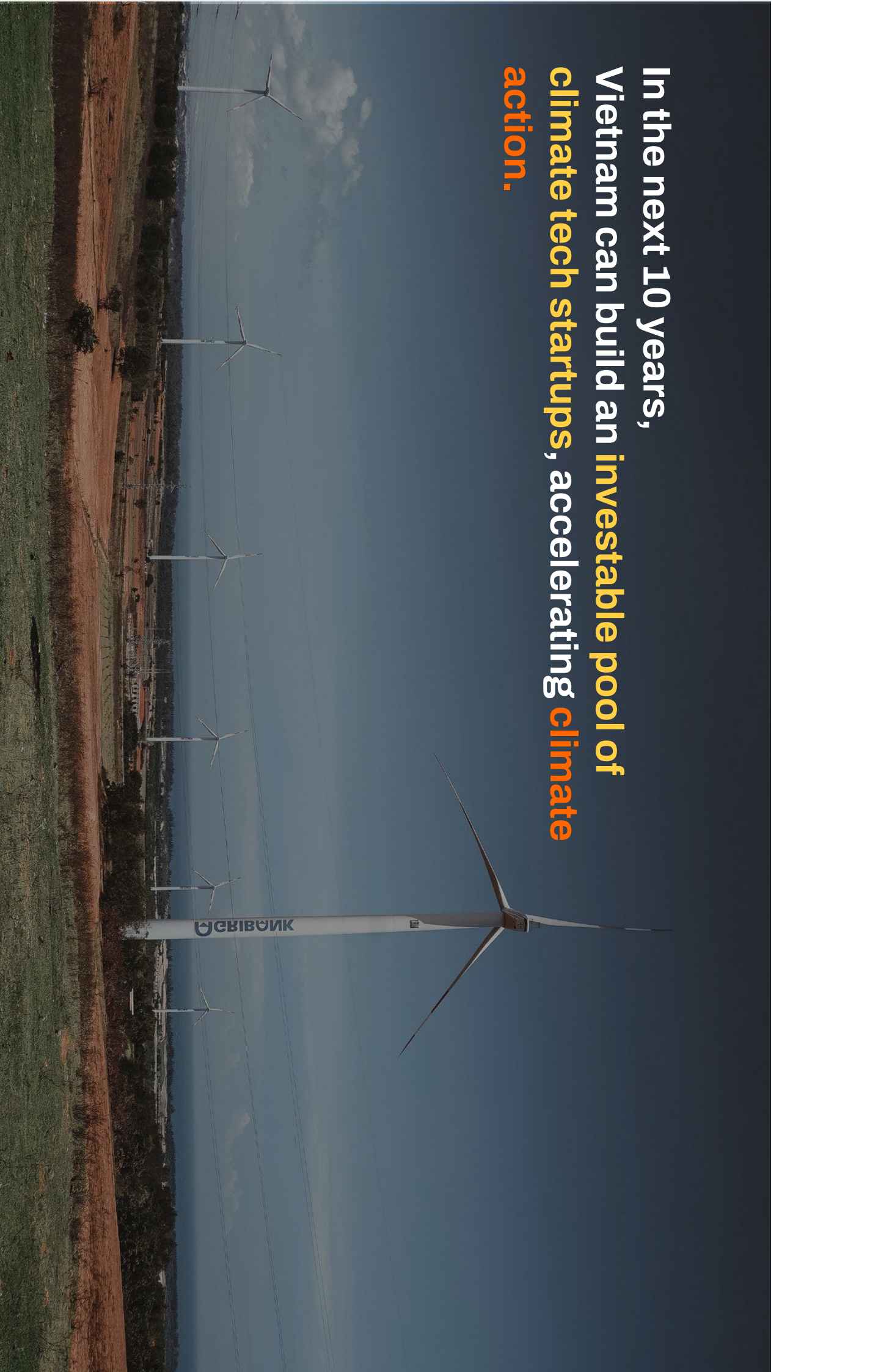
- Display acknowledgments to highlight sponsors' contributions.
- Facilitate opportunities for sponsors to showcase products or services during networking breaks, enhancing visibility.

Dev 2023

Impact Report

- Share comprehensive post-conference reports and insights, showcasing the event's success and impact.
- Explore continued collaboration or partnership beyond the conference.

In the next 10 years,
Vietnam can build an **investable pool of
climate tech startups, accelerating climate
action.**



Contact us

for potential collaboration



Thao Tran
Country Director
T: +84 (0) 989 417 223
E: thao.tran@newenergygynexus.com

Lan Anh Nguyen
Senior Program Associate
T: +84 (0) 907 067 903
E: lananh.nguyen@newenergygynexus.com



Jason M. Lusk
Managing Partner
T: +84 (0) 969 760 912 (Mobile/Whatsapp)
E: jason.lusk@clickableasia.com

Ha Nguyen
Associate Consultant
T: +84 (0) 989 354 018
E: ha.nguyen@clickableasia.com



Matt Ryland
Executive Director
M: +84 (0) 938 610 347
E: matt.ryland@britchamvn.com