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AN INITIATIVE OF



Welcome to The Young Business Leaders Network

Ingenuity @ Work: People, Process & Performance

30 November 2021



About YBLN

DISCLAIMER

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This webinar is being recorded and will be posted on SBF's YouTube Channel.

COURTESY POINTS



**By default, you would be muted when you joined the webinar .
Otherwise, please mute your microphone throughout the session.**



**Have a question? Type your questions into the Question & Answer
Panel and we will read it out later or contact you after the webinar**



Ingenuity @ Work: People, Process & Performance

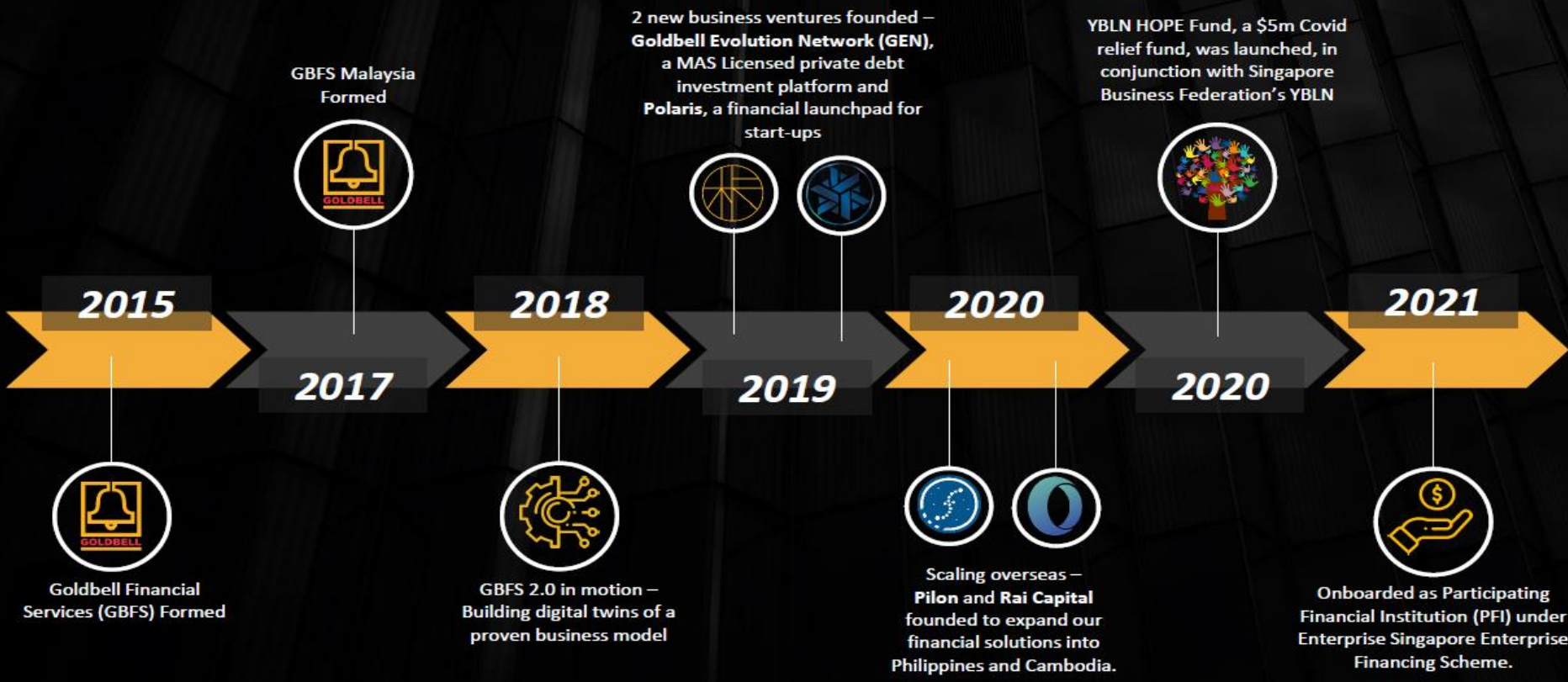
**Mr Alex Chua,
Chief Executive Officer,
Goldbell Financial Services (GBFS)**

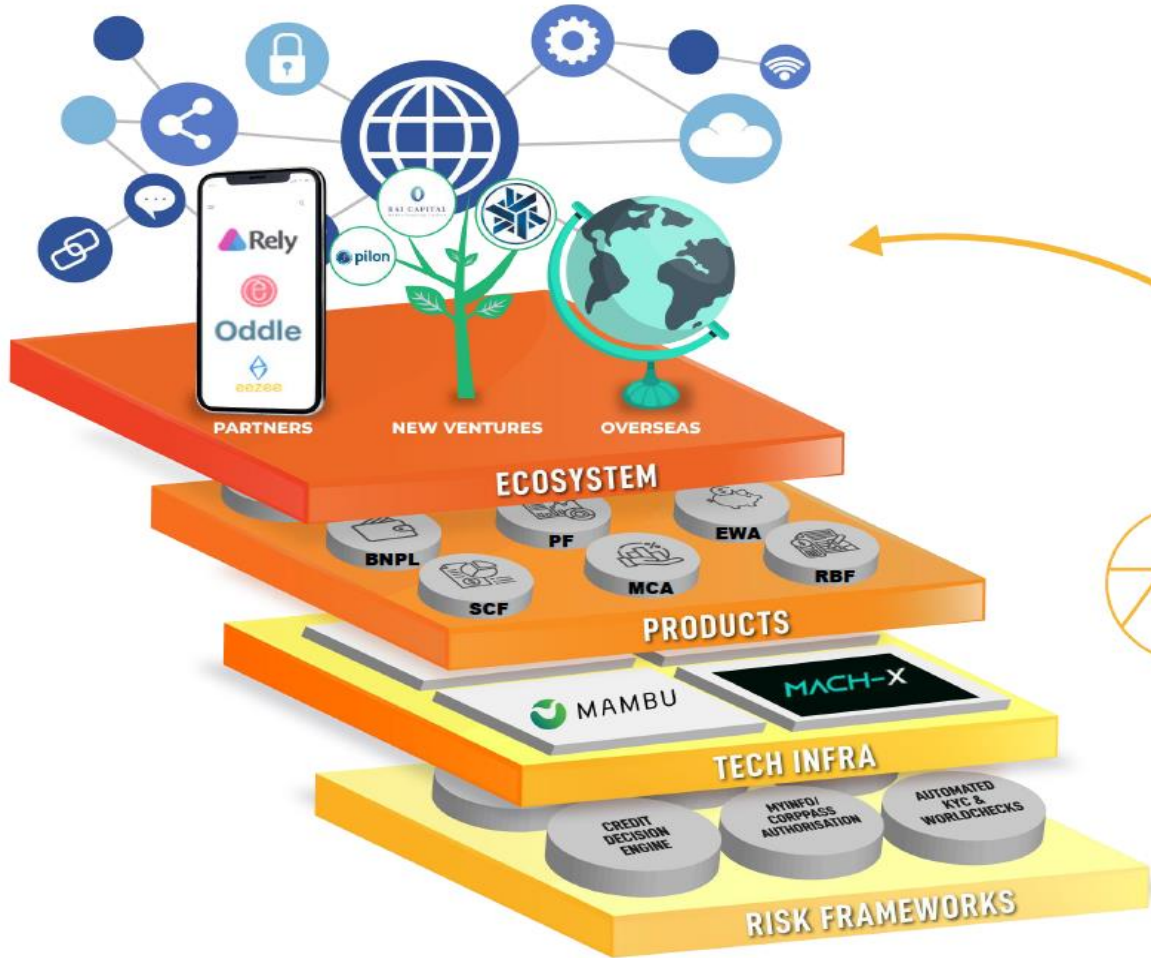
**Powering Businesses,
Financing Vision.**



GOLDBELL
FINANCIAL SERVICES

THE EVOLUTION OF GBFS





FUND-RAISE

 **GEN**
A member of Goldbell Corporation

SECURITISATION
OF LOANS



THE POLARIS WAY

FINANCE



Provide the right type of financing for your business

CO-CREATE



Co-create new financial structures/products to enhance value proposition

SCALE



Unlock new business models and value pools.
Accelerate growth through the Goldbell network.

OUR 3-PHASE ROADMAP



01 FINANCE

- Revenue Based Financing
- Supply Chain Financing
- Earned Wage Access
- Venture Debt
- Leasing

LEGEND

- ◆ -Startups
- ◆ -SMEs



FINANCE



CO-CREATE



02 CO-CREATE

- Embedded Finance
- Strategic Debt Partnership



03 SCALE

- Goldbell Ecosystem
- Business Partners
- VC Network
- Investors/Funders
- Regional Expansion

SCALE

Thank you





Ingenuity @ Work: People, Process & Performance

Mr. Nicholas Ng
Managing Director, X-Inc
Co-founder, The Food Bank Singapore



X-Inc Pte Ltd

Our Xtory - Company of Generations (1900s to Present)

1930s to 1980s



PIONEER GENERATION

Ng Chye Mong, a provision shop was founded by Mr Ng Lim Song.



2nd GENERATION

Family inherits and expands NCM towards western food products.

Present



3rd GENERATION

Nichol Ng enters NCM, where modernization & upgrading for business sustainability takes place. **FoodXervices Inc** was established in 2007, together with **PlotX Inc** and **LogiXtics Inc**. In the following year, Nicholas Ng officially joins his sister and **GroXers Inc** was set up.

Together with **X Properties Inc**, **X-Inc** was formed as the holding company for the group of businesses in 2016.

Our Motto & Vision

OUR VISION

To build a **bigger, better and more vibrant food sector** that works harder to solve problems and support itself through collaboration.

OUR MISSION

Transforming the F&B industry through our **Passion, Unity** and by **Breaking Boundaries.**

OUR MOTTO

To put a **thought** into everything we do for our customers and partners, and embracing our team's **individuality and talents.**

www.foodXservices.com

X-Inc – What we stand for

We Nurture

X Properties Inc supports ideas and nurture efforts to contribute to the F&B industry through innovation and technology.

We Sweat the Small Stuff

From cooking up recipes to sourcing for unique products and solutions, **FoodServices Inc** spares no effort to get the job done for our F&B customers.

We Cultivate

PlotX Inc provides valuable insight into the agricultural cycle, through the managing of two plantations in China.



We Distribute

As our main logistics and warehousing solutions provider, **LogiXtics Inc** plays an important role in the local food distribution chain.

We Share the Good Stuff

At **GroXers Inc**, we live and breathe the brands we carry in order to elevate them into trusted household names through the retail distribution channels.

Our Home - XPACE

XP**ACE**

@218 Pandan Loop



XPACE - A Co-lab Food Space for Avid Dreamers

Solar Panels

PLAYground, Xupper Club,
Xinema, Co-CREATE 2

The Garden, Co-CREATE 1

The X-Inc HQ, Cold-Xtore 2

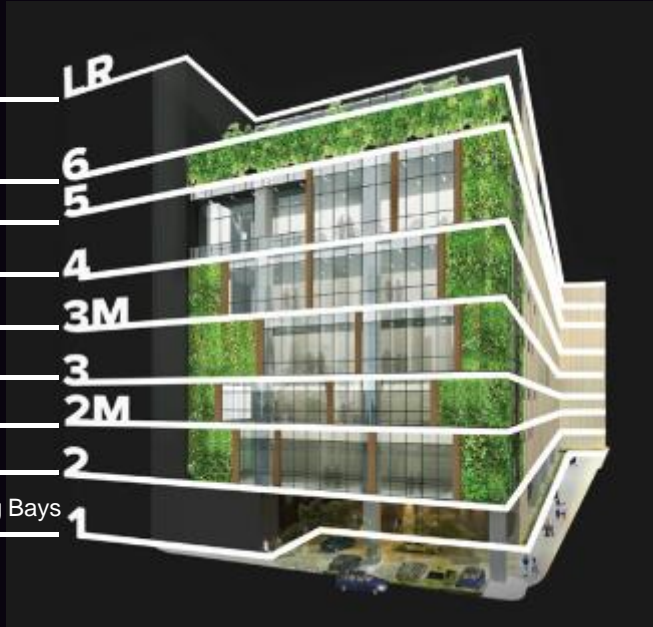
Co-WORK 3

Co-WORK 2, Cold-Xtore 1

Co-WORK 1

XHOWROOM, Cold-Xtore

ReXep, Loading / Unloading Bays



Building information

Gross site area = 8982.7 sqm

Gross floor area = 22455 sqm

Gross plot ratio (GFA / GSA) = 2.5

Building height = 59 m

CO-CREATE

IDEATE. EXPERIMENT. COOK.

Work your magic and let us take care of the unsexy stuff.

CO-WORK

FOCUS. CONNECT. THRIVE.

Get ready to whistle while you work.

CO-XTORE

IMPORT. XTORE. DISTRIBUTE.

A home for your fares and wares.

CO-LAB

BUSINESS PARTNERSHIP.
SOCIAL IMPACT. COMMUNITY.

More than just you and me. It's "we".



FoodXervices Inc – We're more than just about food

Wide Range of Clientele



Strong brand partnerships



**BACKYARD
PRODUCTIONS**

BRINGING LOCAL FARMS TO THE TABLE

SINGAPORE'S FARMING REVOLUTION:

**MAKING LOCAL FARM-TO-TABLE
A REALITY FOR OUR F&B PARTNERS**



BACKYARD PRODUCTIONS

From vegetables to fishes and all in between, Backyard Productions hopes to bring the best of local farms to chefs and consumers at the helm.

Backyard Productions has created a co-op of local agritech farmers who harness the power of different technological advancements to produce fresh, nutritious and sustainable foods, right in Singapore's backyard.

It is not just a brand; it is a campaign and a social movement to make shifts in the F&B industry towards local produce, towards end consumers asking – “where does my food come from?”

BACKYARD
PRODUCTIONS
Bringing local farms to the forefront

MEOD

KALERA

HydroUrban



twofresh

ACE®



BY FOODSERVICES INC

FARMS PRODUCE

Examples of crops & fish from local farms in our portfolio



Tuscan Kale, MEOD



Salanova Oakleaf Lettuce, Livfresh



Ice Plant, Hydro Urban



Mustard, Archisen



Seabass, ACE fish farm



Threadfin, Atlas Aquaculture



Red Snapper, The Fish Farmer



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tel 1800 933 3333 | **fax** 1800 933 3339 | **email** services@foodservices.com
website www.x-incgroup.com | www.foodservices.com

THE FOOD BANK SINGAPORE

2021

A certified member of



SINGAPORE'S LANDSCAPE



SINGAPORE ranks as
the world's first most
food-secure nation on the
Global Food Security Index in 2019

AND YET, AT THE SAME TIME,

Singapore generated **744,000 tonnes** of food waste in 2019

Almost 30 percent increase from 10 years ago!

That's equivalent to the weight of

3230



Estimated **\$2.54 billion** worth of food
is lost each year

With about \$342 million worth
of food discarded by
households, that's about \$258
worth of food per household
per year.

So why are we wasting
precious food?





We acquire donated food, much of which would otherwise be wasted from manufacturers, distributors, retail stores, hotels, F&B establishments and consumers.

And make it available to those in need through a network of member beneficiaries.

OUR MISSION

TO END FOOD INSECURITY OF ALL FORMS IN SINGAPORE

WHO WE SERVE



- Family Service Centres (FSCs)
- Senior Activity Centres (SACs)
- Soup Kitchens
- Various types of homes (Children, Elderly, Halfway House)
- Other Volunteer Welfare Organisations

E.g. (Free Food For All, Willing Hearts, Fei Yue, Thye Hua Kwan, Pertapis, Red Cross)

370 organisations,
over **300,000** individuals
and counting!

TYPES OF FOOD WE COLLECT

NON-PERISHABLES



PERISHABLES



COOKED FOOD



Staples
Rice, Noodles, Pasta



Beverages
Hot Beverages, UHT Milk,
Ready To Drink



Condiments
Oil, Seasoning, Spices,
Spreads, Sugar, Syrup



Snacks
Biscuits, Cereals, Chips,
Chocolates



Canned Food
Beans, Seafood, Fruits,
Soup, Meat



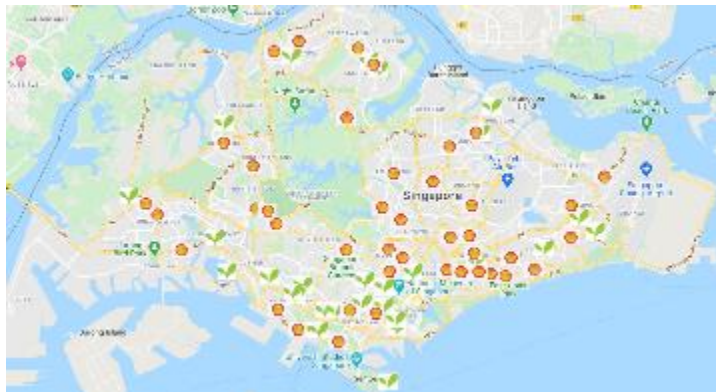
Dried/Preserved Food
Beans, Fruits,
Vegetables, Meat

Any unopened/unexpired food items with at least 1 week of shelf life.

Salvage excess pastries, fruits & vegetables, meat and dairy products as well as cooked food from Hotels & Restaurants.

Food are delivered directly to centres for consumption within the day.

OUR PROGRAMMES



BANK BOXES

Food Bank Boxes are adopted to encourage the public to donate their excess food.

We have boxes located at more than 70 public locations, including Shell Petrol Stations!

FOOD DRIVE

Simple and convenient way for corporates, schools and even within condominiums to collect food for the less fortunate!

**Largest food drive of 24 tons by Bank of America in 2016*



OUR PROGRAMMES



JOY IN EVERY BUNDLE

Providing food rations to our beneficiaries through a door to door distribution of food bundles.

Beside just filling tummies, we want beneficiaries to receive healthy food so they can perform better at work/school and in turn create better lives for themselves.

FRESH FOOD TRUCK

To reduce food wastage and provide a healthier option for our beneficiaries.

We collect "ugly" and rejected fruits and vegetables that are still good for consumption from Pasir Panjang Wholesale Centre and redistribute to our beneficiaries.



VOLUNTEER WITH US



WAREHOUSE VOLUNTEERING

Lend us a hand and sweat it out!

Sort incoming food donations, check expiry dates, take inventory and pack for our beneficiaries.

Up to 25 pax per session

Monday to Saturday

10am – 1pm, 2pm – 5pm

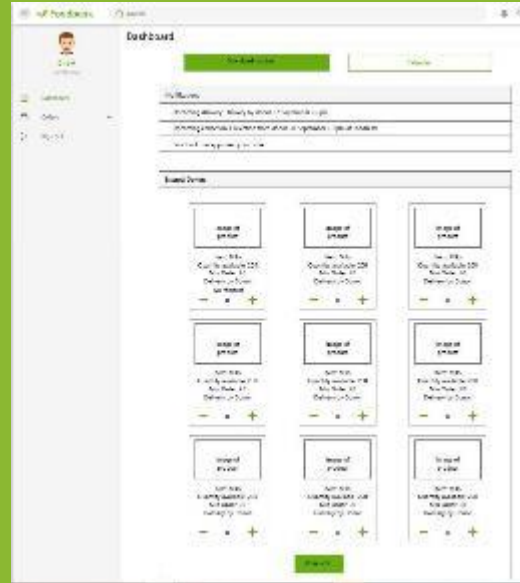
JUNIORS CLUB

To encourage volunteerism from a young age, we organise educational farm tours, cooking classes and volunteering activities during the school holidays!

Open to children age 5 to 12 years old.



Our Big Projects – VIRTUAL FOODBANKING



To streamline the donation process for perishables, non-perishables and bulk donations by matching food donor companies and our beneficiaries on a single platform in real-time and on-the-go!

By facilitating relevant food matching and support, we ensure beneficiaries receive the right quantum and types of food they need, minimising food waste.

We are currently in the beta mode to test through the onboarding process and gain feedback from beneficiaries.

Our Big Projects - THE FOOD PANTRY 2.0



Vending Machine

TARGET

**100 machines in
the heartlands!**

Dispensing food aid whenever you need it!

The Food Pantry 2.0 uses digitalisation to automate the distribution of food aid for beneficiaries. Through vending machines, it will be accessible round-the-clock to reach out to more beneficiaries in need as well as to provide the element of choice to redeem food according to their needs.

BANK CARD

- 50 credits stored
- Automatically reloaded monthly.
- Allows each redemption of food at 2 or 3 credits
- Approx. 25 times a month

Cards are issued to beneficiaries identified by Social Service Agencies

Our Big Projects - THE FOOD PANTRY 2.0



Frozen Bento Meals via Vending Machines *Launched in Oct 2020 together with Philips Foundation*

With Food Nutritionist from Singapore Heart Foundation, we curated well-balanced meals that would support sustainable habits for long-term health.

Frozen bento meals are dispensed via vending machines and can be heated up in the microwave attached on the side.

Our aim is to ensure cooked meals provided in Singapore are of good quality, nutritious and tasty for the beneficiaries to enjoy!

VENDING MACHINE

- LOCATIONS:**
1. Payoh Lorong 1
 2. Blk 158 Toa Payoh Lorong 1
 3. Blk 544 Bedok North Street 3
 4. Blk 131 Yishun Street 11
 5. Blk 634 Senja Rd
 6. Blk 71 Redhill Road
 7. Blk 813a Choa Chu Kang Ave 7
 8. Food Bank HQ, 218 Pandan Loop
 9. Tuas South

COVID-19 RELIEF EFFORTS

Feed the City (Take-away Edition) is a special initiative launched to tackle the social and economic impact caused by COVID-19.



OUR GOAL

We hope to give F&B retailers that are badly hit a fighting chance of surviving this, while giving the **underprivileged** an opportunity to **enjoy meals** that are otherwise **inaccessible** to them.



FEED THE CITY (take-away edition)

With the increased need for food support, The Food Bank Singapore remained fully operational to ensure no one goes hungry in this unprecedented times.

We engaged donors to pledge meals and funding was directed to various local F&B businesses to cater meals.

Food Bank volunteers and drivers assisted to deliver lunch and dinner on a daily basis directly to households in need.



creativEATeries®



COVID-19 RELIEF EFFORTS

IMPACT:

Duration – 13 April to 30 September

>1,000,000 meals distributed

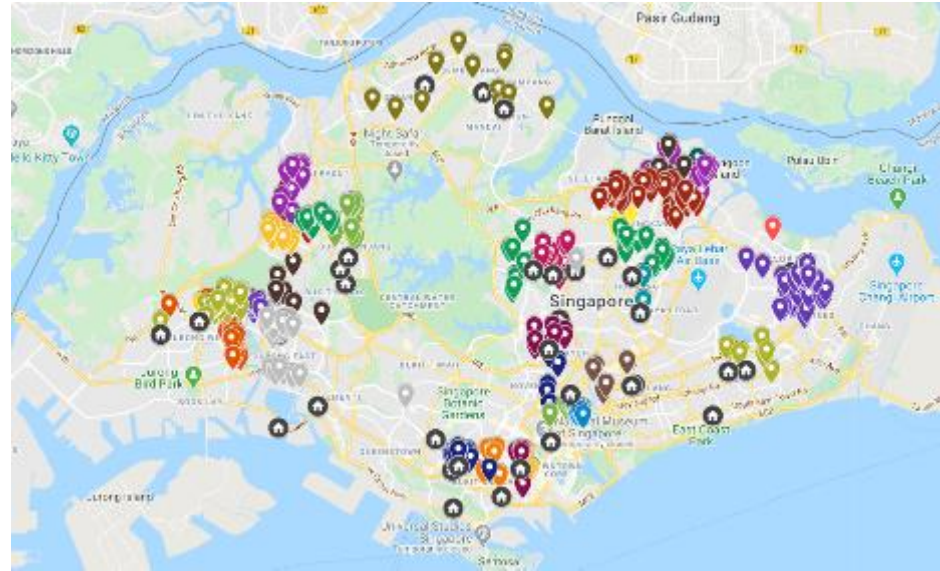
9,164 food bundles distributed

2,500 households served

90 beneficiary organisations

15,000 unique individuals

**DURING CIRCUIT BREAKER,
WE REDISTRIBUTED A TOTAL OF
560,000KG OF FOOD!**



30 beneficiary orgs
2 tonnes redistributed
Approx. 6,700 meals

290 beneficiary orgs
550 tonnes redistributed
Approx. 1.8 million meals



201
2



201
7



201
8



201
9

210 beneficiary orgs
395 tonnes redistributed
Approx. 1.3 million meals

350 beneficiary orgs
802.4 tonnes redistributed
Approx. 2.4 million meals

TILL DATE IN 2020, WE REDISTRIBUTED MORE THAN
1,600,000KG OF FOOD TO OUR BENEFICIARIES.



@thefoodbanksingapore



@foodbanksg

THE FOOD BANK SINGAPORE LTD
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WWW.FOODBANK.SG
9855 4805
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Poll Questions





Ingenuity @ Work: People, Process & Performance

Ms. Sng Khai Lin
Co-founder and Chief Investment
Officer, Fundnel

Chapter 1

Striking out on my own

The problem and opportunity

- Gap in the private capital markets
- Inefficient and ineffective
- Businesses — lack access to capital
- Investors — lack access to liquidity



OUR CORE PURPOSE; WHY WE EXIST

Through the use of our transparent, mass-access online platform into businesses across all sectors worldwide

*We exist to enable the **efficient distribution of capital** that will generate employment, spur economic growth and build nations*

1

Funding good-quality private businesses will create jobs within regional economies, where 80—95% of all employment is created by unlisted businesses.

2

Much needed funding once injected into the veins of a burgeoning ecosystem will guarantee growth across all sectors.

3

We're doing our part to ensure the long term prosperity and sustainability of our national economies.

FUNDNEL Invest Raise Capital Learn

Filter deals

Deal name

DEAL STATUS

- Live
- Funded

DEAL STRUCTURE

- Equity (Primary)
- Equity (Secondary)
- Funds

Show more

INDUSTRY

- Agriculture
- Energy (incl. Renewables)
- Education

Show more

HEADQUARTER

- Singapore
- Malaysia
- Indonesia
- United States
- Philippines
- Thailand
- China
- Hong Kong
- India

Show less

DEAL STAGE

HS EXCHANGE

TICKET SIZE RANGE

CLASSIFICATION

Reset filter

Lever VC
Driving sustainability by investing in the future of alternative proteins

United States **Funded**

Growth capital Funds Non-tech Consumer goods

USD 100,000 min. investment

GetCraft
Southeast Asia's ("SEA") leading premium creative network

Indonesia **Funded**

Loan facility Debt Tech Internet and technology Media

USD 25,000 min. investment

GoTo
Superapp that provides on-demand transport and lifestyle services that move the city

Indonesia **Funded**

Series C and above Equity (Secondary) Tech Internet and technology Logistics and transportation

USD 10 billion est. valuation

Grab
Southeast Asia's leading ride-hailing platform

Singapore **Funded**

Series C and above Equity (Secondary) Tech Logistics and transportation

- est. valuation

Eden Farm Indonesia
Indonesia B2B agri-food tech distribution platform

Indonesia **Funded**

Startup capital Equity (Primary) Tech Agriculture Consumer goods

USD 250,000 min. investment

Webtrace
IoT SaaS Solution for Fleet Management

Indonesia **Funded**

Seed round Equity (Primary) Tech Logistics and transportation

USD 50,000 min. investment

Hatcher+
Hatcher+ is a data-driven venture firm that uses AI to identify early-stage opportunities

Singapore **Funded**

Growth capital Funds Deep tech Internet and technology

USD 50,000 min. investment

SpaceX
Enabling people to live on other planets

United States **Funded**

Series C and above Equity (Primary) Tech Internet and technology Logistics and transportation

USD 5,000,000 min. investment

KerjaDulu
Indonesia's prime online job hunting destination

Indonesia **Funded**

Seed round Equity (Primary) Tech Internet and technology

USD 25,000 min. investment

Fundnel is Southeast Asia's largest private investment technology platform

We are building next-generation capital markets infrastructure to *increase access and liquidity* for entrepreneurs and investors

We are harnessing technology to disrupt the traditional private investments space

>USD540M

Cumulative Value of
Completed Transactions
since 2016

>USD6.2B

Cumulative Value of
Mandated Transactions
since 2016

USD10M

Average Value of
Deals Launched
in USD

This is how far we've come!

>USD6.2B

Value of
Mandated Primary Deals

USD540M

Value of
Completed Transactions

1,200

No. of
Completed Transactions

1,064






Total Activity
Bids & Asks

USD3.8M

Weekly Volume
Bids & Asks

>60

Financial Institutions
partnered with

Sep 2021	Mar 2021	Feb 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2019	Oct 2017	Aug 2017	Nov 2016
									
USD 1M Secondary	Undisclosed Secondary	USD200M Primary, Secondary, Fund	GBP1.25M Asset Backed Security	USD0.8M Revenue Sharing	USD 0.93M Debt	Undisclosed Secondary	Undisclosed Fund	Undisclosed Fund	USD20M Convertible Bond

Fundnel Group is the **only platform** in Southeast Asia licensed to operate in Singapore, Malaysia and Indonesia



Monetary Authority
of Singapore

Singapore

Capital Markets and Services License
(Dealing in Securities)



Monetary Authority
of Singapore

Singapore

Recognised Market Operator License
(Hg Exchange)



Suruhanjaya Sekuriti
Securities Commission
Malaysia

Malaysia

Recognised Market Operator License
(ECF)



OJK OTORITAS
JASA
KEUANGAN

Indonesia

Registered Platform

Chapter 2

Dealing with the pandemic



Events

11 posts with this tag

PANEL DISCUSSION
Investing in Bitcoin: Opportunities, Risks and Investment Strategies
 Tuesday, 7 September 2021, 1-2pm - bit.ly/fundnel-0709

Panelists:
 Carlos Camacho, Head of Investment Development, Fundnel
 Adrian Ong, Founder and Chairman, Financia Group
 Joel Kwee, Director, Morgan Lewis Blandford LLC

INVESTORS

Bitcoin Investing: Opportunities, Risks and Strategies

FUNDNEL Panel Discussion
Striking a (financing) Balancing Act
 Monday, 30 August 2021 | 1-2pm (GMT+8)
 Register at: fundnel-2020

Panelists:
 Arshita Lim, Founder, Fundnel
 Chaitanya Choudhry, Founder, Fundnel
 Mahesh Jayaraman, Founder, Fundnel
 Akshay Ng, Founder, Fundnel

FUNDRAISERS

Debt, Equity or Both? Practical Thoughts on Startup Financing

FUNDNEL Presentation
An Early-Stage Founder's Guide to Fundraising
 Tuesday, 23 March 2021
 5 pm - 6:30 pm (GMT+8)
 https://bit.ly/fundnel-2003

Panelists:
 Leo Joo Eui, Founder, Fundnel
 Arshita Lim, Founder, Fundnel

GUIDES

An Early-Stage Founder's Guide to Fundraising

BEST PRACTICES, RISKS AND OPPORTUNITIES FOR Family Office Private Investment Strategies in 2021
 Thursday, 25 March 2021, 4-5pm - bit.ly/fundnel-2003

Panelists:
 Ross Wai Joo, Founder, Wealth & Asset Management Consulting, Singapore
 Liang Guan-Hua, Head of Investments, Fundnel
 Aikah Veerasa, Partner, Aikah Veerasa
 Srinivasan, Managing Director, AICM, Investment Management

EVENTS

Family Offices 2021 Private Investment Strategies: A...

FUNDNEL Fireside Chat
Ethical Crowdfunding: The Road to Financial Inclusion
 Friday, 4 December 2020
 5 pm - 6 pm (GMT+8)
 https://bit.ly/fundnel-2020

Panelists:
 Umar Masudi, Founder & CEO, Ethical Fund
 Yikun Ng, Founder, Fundnel

FUNDNEL SPOTLIGHT

Ethical Crowdfunding: The Road to Financial...

FUNDNEL MALAYSIA, FIRESIDE CHAT
Is Equity Crowdfunding right for your business?
 Tuesday, 29 September 2020, at 6-7 pm at Fundnel SG, Virtual

Panelists:
 CHRIS TAN, Founder, Fundnel Malaysia
 JASON LOH, Managing Director, FVC Advisor

MALAYSIA

Is equity crowdfunding right for your business?

Pivot to virtual engagement

Continue to provide value to our investor and fundraiser network despite physical event restrictions

Keeping team members aligned



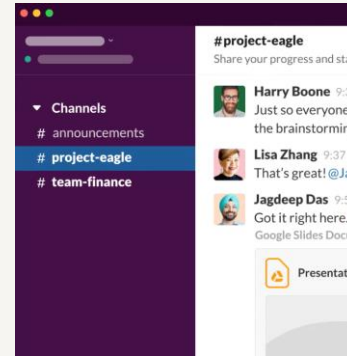
Standups

Daily calls; split by departments



HOD Meetings

Weekly sessions for updates and discussions



Slack

Single messaging platform; channels with clear purpose

Keeping everyone engaged

Phase 1

Cross-country cohesion via Gather.Town and Zoom;
Game nights and yoga sessions



Phase 2 & Beyond

Group-wide
company-sponsored
group lunches





Mental wellness as priority

Regular check-ins with direct and skip-level coworkers; opportunities to have discussions about mental health, workload, career, self-development, and mentorship



Keeping abreast of developments

Proactively reaching out to mentors, industry leaders, partners and clients to better understand different perspectives

Chapter 3

Next step forward

Parting Words





Ingenuity @ Work: People, Process & Performance

Mr. Frank Phuan
CEO, Executive Director of
Sunseap Group Pte Ltd



Project Green Batam



Navigating between Pandemic and Sustainability

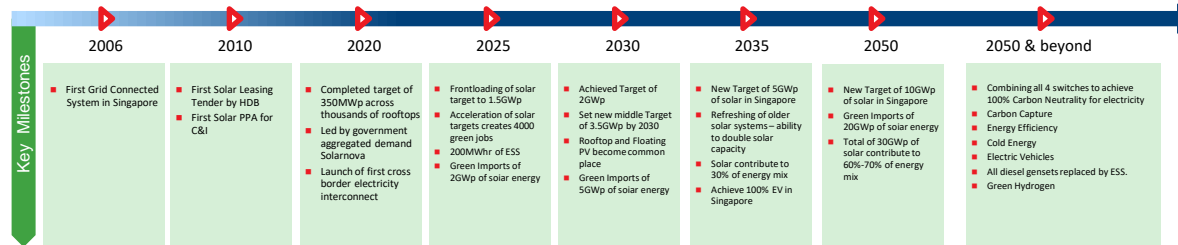
30th Nov 2021

SINGAPORE ENERGY FUTURE

Sunseap is involved in 3 out of the 4 Singapore Energy Switches

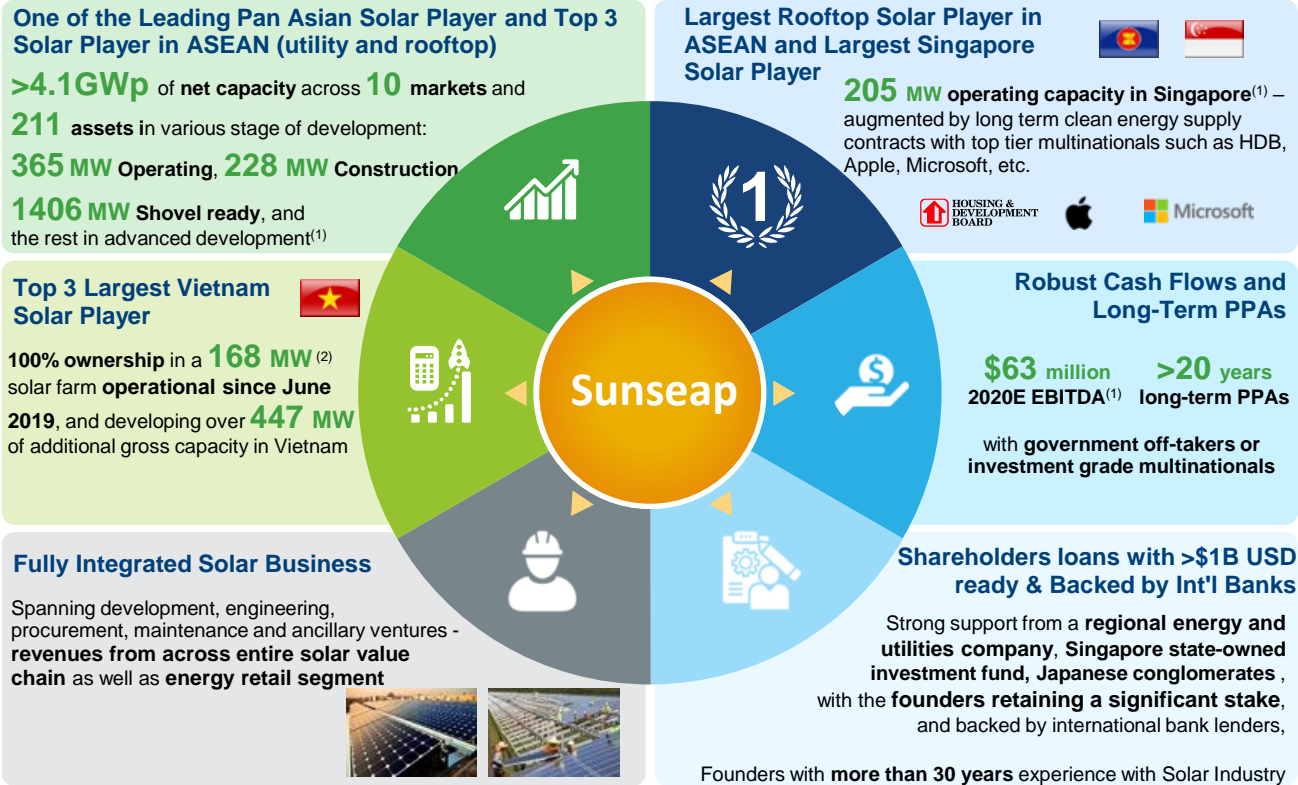


- Our energy story has come a long way. From having no natural resources to our 10 year journey to start to tap on one of Earth’s most plentiful resource – SOLAR, we now face our greatest challenge yet - Climate Change.
- Our plan to be 100% carbon free by 2050 without accounting carbon credits is possible.
- Require all 4 switches to make it happen. (Green Hydrogen to transform the Natural Gas industry)



Introduction

Sunseap at a glance – Largest Pure Play Renewables Company in ASEAN

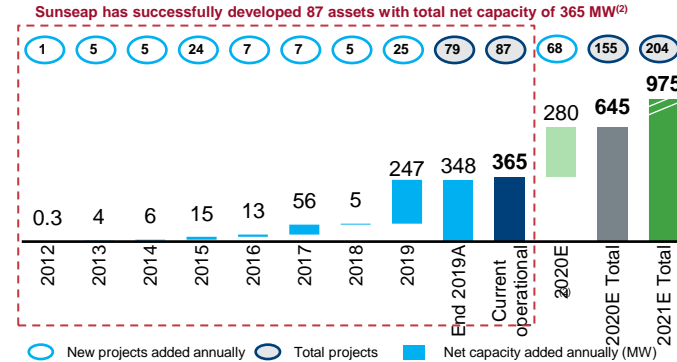


Strong Track Records in Regional Expansion

Strategic partnerships with well-established local partners



Proven track record in adding new projects and capacity⁽¹⁾



Sunseap focuses on grid-parity projects to ensure commercial sustainable operations

- Singapore**
- Sunseap does not rely on any subsidies from the Singapore Government
 - Singapore's renewable energy sector has achieved grid parity
 - In addition, the merchant power market established in Singapore allows Sunseap to operate competitively in a FIT / PPA environment
- Net operating capacity: 205 MW⁽¹⁾

Sunseap has built a proven and sustainable business model by focusing on grid parity projects which are not dependent on subsidies or premium pricing paid under a FIT regime

Track Record in Singapore

Wave of Accelerated Green Recovery

“Solar - Solar power is probably the most plausible way for us to have a greater proportion of our energy mix from renewable sources. Last year, we announced the 2GWp target for 2030, and this year, notwithstanding COVID-19, we want to frontload the deployment of solar, and try to achieve 1.5 GWp of solar by 2025. The public service sector will take this lead and will catalyse this through public sector initiatives.”

- Minister Chan Chun Sing at the 13th Singapore International Energy Week 2020, 26 OCT 2020



Microsoft (60 MW)

- ✓ Microsoft's first clean energy deal in Asia

Apple (32 MW)

- ✓ Landmark deal with Apple
- ✓ First of its kind onsite and offsite arrangement in South East Asia

United Technologies (5 MW)

- ✓ Largest solar system capacity in the aerospace sector
- ✓ EDB Solar Pioneer Award

Jurong Port (9.6 MW)

- ✓ World's largest port-based solar facility

Panasonic (3.4 MW)

- ✓ Largest solar system capacity in the consumer electronics manufacturing sector

SMRT (1 MW)

- ✓ First solar project in the public transport sector
- ✓ SMRT's first use of solar power

PSA (4 MW)

- ✓ Landmark port deal, to supply ~30% of PSA's energy needs in Pasir Panjang Terminal

ST Kinetics (4.7 MW)

- ✓ Large-scale 5MW signed with ST Kinetics that will generate up to 6.2 GW of solar energy annually

Singapore American School (1.2 MW)

- ✓ Largest solar system in an educational institution
- ✓ EDB Solar Pioneer Award

Singapore is aiming to harness 1.5 GWp of solar energy by 2025, almost four times the current solar usage of 390 MWp.

Utility Scale in Vietnam

Track Record for Utility Scale Projects



Utilities Scale and Distributed EVN PPA Projects

Utilities Scale Project with Strategic Position to Minimise/Avert Curtailment :-

- Hon Kho and Song Sak Projects with Combined capacity of 350MWp
- Connection to strategically selected substation with clear capacity for the PPA

Strong Ability to Execute Project within a short time frame:-

- Delivered and fully constructed **168MWp** project **within 6 months**
- Completed **23+MWp** of distributed rooftop system **within 1 quarter**

Rooftop Market and Corporate PPA Pipeline

- Value Proposition
 - Electricity cost savings (production cost savings targets)
 - Corporate Social Responsibility (Compliance)
 - Marketing & Competitiveness
 - Public Image
- Potential segments:-
 - Private : manufacturing, industries & commercial, with global operations
 - Public : Schools, hospitals, government buildings and infrastructure (airports, sea ports, etc)
- Business Models – EPC, Solar Leasing/PPA, Rooftop Leasing
- Challenges : PV knowledge, lack of qualified local contractors, high Capex, long pay back period, lack of local engineering and O&M capacity, buildings not suitable for PV installation, **low electricity prices**, grid infrastructure (not ready for large RE integration), **financing of projects**



Sunseap Capabilities – Energy Storage

Completed 1st and Only Grid level Battery Energy Storage System (BESS) in Substation in Singapore



Lead the consortium to developed and deployed first every ESS in Singapore

- Completed first ever 2.4MWhr ESS project in Marsiling substation as pilot;
- 200MWhr by 2030 to accelerate. According to NTU/SP DESS project to - need 200/300MWhr to accommodate 2GWp solar to maintain frequency;
- Location of ESS – estimated 136,000 of 150KVA diesel gen set in Singapore. VPP/Demand Response. Can be used as fast start service - cover energy reserves, window of vulnerability. Data Center pilot to test diesel genset service



The country's first-ever utility-scale Energy Storage System (ESS) has been installed at a Woodlands substation, said the Energy Market Authority (EMA) on Thursday (Oct 22).



Green economy set to grow on a global scale



Solid industry growth prospects

- Energy transition
- Global electrification trend
- Solar PV and other green technologies to cover global electricity needs

Talent war for green workforce

- [Singapore Green Plan 2030](#)
- Current demand for 400 solar technologists in Singapore set to rise
- Heightened by Covid-19 pandemic

Need to train specialised skills relevant to solar sector

- Design, install and commission solar projects
- Fresh talents and mid-career professionals
- Career and skills conversion

300 Heroes Programme: Sunseap Solar Technologist Recruitment Drive

Broke new ground in Singapore's labour market

Set out in May 2021 to hire 300 talents

- In-house recruitment effort
- Full-time job offer
- Fresh graduates with educational prerequisites* and those with work experience in related industries prioritised (i.e. construction, oil & gas)

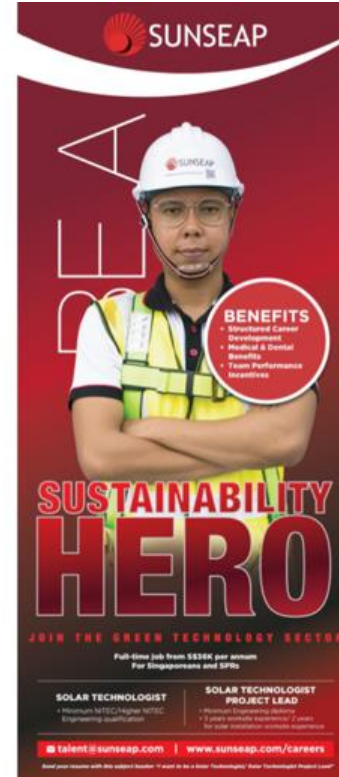
*Educational prerequisites

- National Institute of Technical Education (ITE) Certificate [NITEC] / Higher Nitec
- Engineering diploma

Recruitment highlights

- Structured training and skills development
- Multiple pathways for progression
- Purposeful job to achieve national green plan

Disclaimer: The information contained in this document is intended only for use during the presentation and should not be disseminated or distributed to parties outside the presentation. No liability whatsoever is accepted with respect to the use of this document or its contents.



The poster features a central image of a man wearing a white hard hat with the Sunseap logo, a yellow safety vest over a white polo shirt, and glasses. He has his arms crossed. To his right is a circular graphic titled 'BENEFITS' with a list: 'Structured Career Development', 'Medical & Dental Benefits', and 'Team Performance Incentives'. The background is dark red with the Sunseap logo at the top. The text 'SUSTAINABILITY HERO' is written in large, bold, white letters with a red outline. Below this, it says 'JOIN THE GREEN TECHNOLOGY SECTOR' and 'Full-time job from S\$25K per annum For Singaporeans and SPTs'. At the bottom, there are two columns of job roles: 'SOLAR TECHNOLOGIST' (requiring ITEC/Higher NITEC Engineering qualifications) and 'SOLAR TECHNOLOGIST PROJECT LEAD' (requiring Engineering diploma and 2 years specific experience). The bottom of the poster includes the Sunseap logo, the website 'talent@sunseap.com', and 'www.sunseap.com/careers'. A small disclaimer at the very bottom reads: 'Read your resume with this poster header. * apply to be a Solar Technologist/ Solar Technologist Project Lead'.

“ From the kitchen to the rooftop.
This is what I say about my career switch.
With Sunseap’s training, I am now a solar
technologist and I feel good contributing
to environmental sustainability. ”

Hissam bin Mohammed, 26
Sunseap Solar Technologist Team Lead

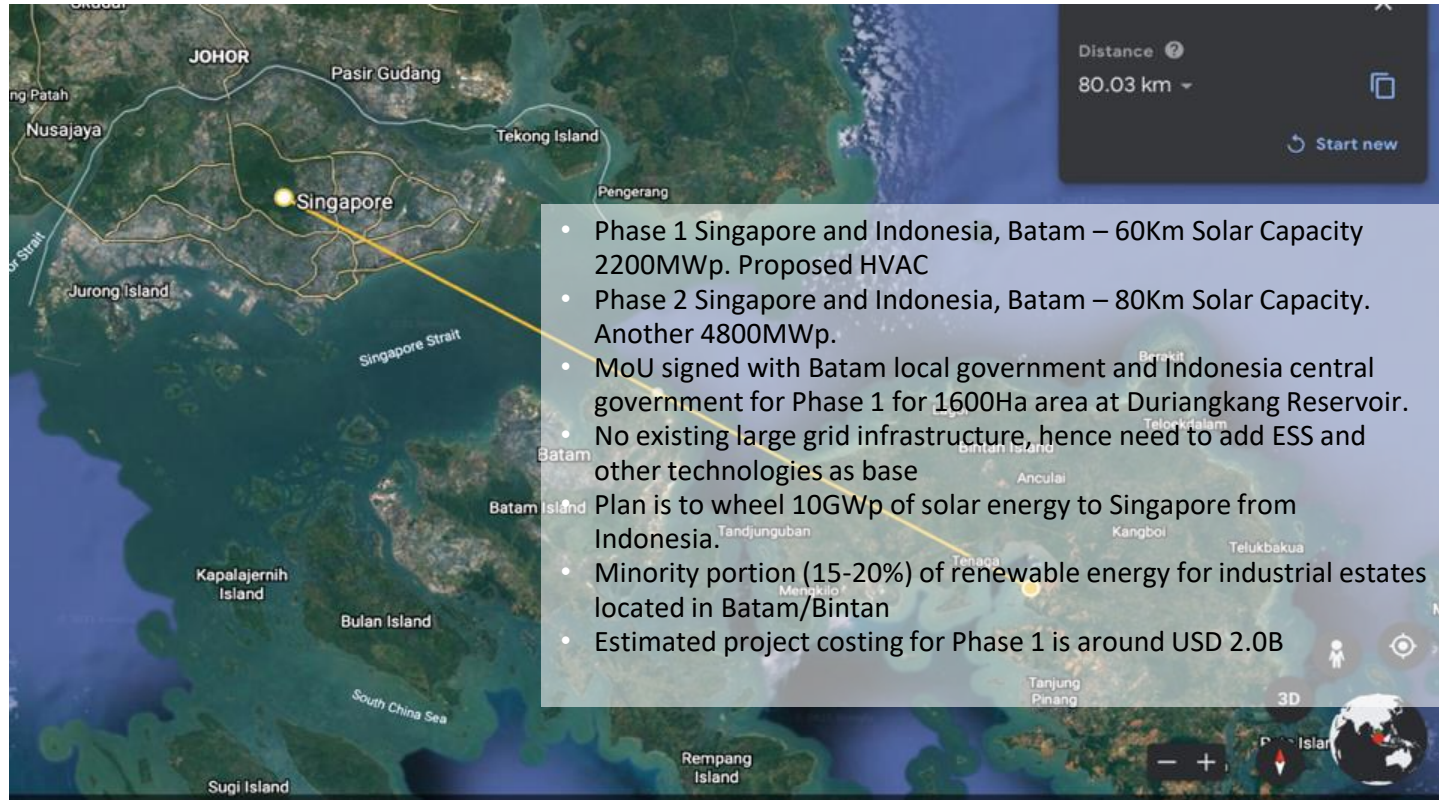
- Former cook and restaurant supervisor
- Supervisory skills and experience laterally transferred to leading 20 technologists in new role



From Classroom to Rooftop to the Region



World Largest Floating Solar in Duriangkang Reservoir, Batam Export 27/4 Green Energy to Singapore with World Largest Battery



Economic Benefits of Project Green Batam

Economic benefits at a glance

Job Creation

- The project is expected to create **more than 3,000 jobs**, equivalent to 1.5 jobs per installed MW capacity.
- The installed solar capacity will be over 2GWp after construction completion.

Tangible Value Creation to Indonesia Economy

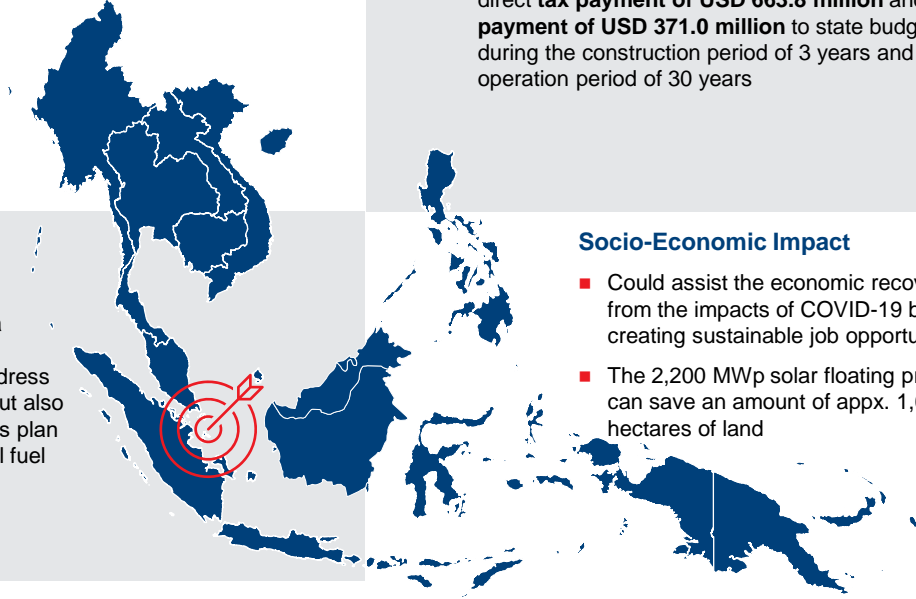
- The Project expects to contribute directly of **appx USD 9.0 billion** to the country economic output, **direct tax payment of USD 663.8 million** and **levy payment of USD 371.0 million** to state budget during the construction period of 3 years and the operation period of 30 years

US\$2b of Solar Power Investment

- This investment will be a significant milestone for Indonesia not only to address power demand growth but also support the government's plan to move away from fossil fuel energy source.

Socio-Economic Impact

- Could assist the economic recovery from the impacts of COVID-19 by creating sustainable job opportunities.
- The 2,200 MWp solar floating project can save an amount of appx. 1,600 hectares of land



Economic Benefits of Project Green Batam

Singapore and Batam – Go green together

- Singapore and Batam is less than 30km away and people can travel in between within less than 1 hour by ferry
- Through SG Green Plan ([link](#)) Singapore Government set the target to achieve the deployment of 1.5GWp solar energy by 2025 and at least 2GWp by 2030
- Singapore and Batam can go green together
 - Export/Import of green electron
 - Together attract more sustainable investment
 - Together create new jobs in green economy, transform industries and harness sustainability as a competitive advantage
 - Together build up infrastructure system resilience to environmental risks, become a leading carbon trading and services hub



Contributions to the country

Multiplier Effect

An estimation of at least USD 40 billion can add further into the economy

- The Batam Floating Solar (2.2GWp) with estimated construction cost of USD 2.1 billion can create **appx. USD 8.5 billion** of economic output
- The next phases, appx 8GWp solar project is planning which can require appx USD 8 billion, such further investment can **add further USD 30-35 billion** of economic output to the country
- With appx 20% green electron generation to be retained in the countries, which is equivalent to 60MW capacity, this supply of green electron can attract the investment of appx 4 – 6 small data centers to Batam (10-15MW consumption). The investment cost of each data is estimated at USD 6.0 million/MW. The Batam Floating Project itself can therefore **attract appx. USD 0.36 billion** investment from data centers to Batam.
- Once the development of next phases reach further development milestone, the next 8GWp solar projects can supply an accumulated energy demand of 1,100MW for data centres. This supply of renewable energy can further **attract appx. USD 6.6 billion** of investment from global data centres developers. The trend of massive investment for data centers is supported by the digitalisation transition process in Indonesia as well as by the current growth rate CAGR of 34% of market size of data centers in Indonesia ([link to source](#))
- The investment from data centers also have multiplier effect which in turn bring larger economic output to the economy

THE STRAITS TIMES

PUBLISHED JUN 14, 2021, 5:23 PM SGT



SINGAPORE - Twenty data centre operators are eyeing the possibility of setting up shop in a technological park on Indonesia's Batam island, with one sealing the deal after President Joko Widodo granted the park special economic zone (SEZ) status.

GAW LAUNCHES SE ASIA DATA CENTRE JV WITH INDONESIA PROJECT

2021-07-23 BY CHRISTOPHER CALLAHEE — LEAVE A COMMENT



Nongsa One will be the joint venture's first project

Hong Kong's Gaw Capital Partners on Friday announced the launch of a Singapore-based joint venture company, Data Center First, with a project in the nearby Indonesian city of Batam.

Industry veteran Wong Ka Yin leads Data Center First as co-founder and chief executive of the venture, which represents Gaw's first investment in its Asian data centre platform outside of China, the private equity firm said in a release.

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Telkom Indonesia and Etisalat reportedly planning \$100m data center in Batam, Indonesia

Indonesian Gov says two firms are planning facility in business park on south side of Singapore Strait

July 8, 2021 By The Straits Times 0 Comment



Telkom Indonesia and Etisalat Group are planning to build a data center in northwest Indonesia. The state-owned Telkom and the UAE-based Etisalat are reportedly planning to invest up to \$200 million in a facility in Nongsa Digital Park in Batam, Riau Islands, according to a government statement.

"Telkom companies from the United Arab Emirates, Etisalat and Telkom plan to invest up to US\$200 million to build a data center in Nongsa Digital Park," said a statement from Indonesian Coordinating Ministry for the Economy last week. Neither company has released an official comment about the news.

Environmental and Social Benefits

General Benefits

Zero Greenhouse Gases Emissions

- ✓ Do not produce air pollution or greenhouse gases
- ✓ Generate approx. 70,267 GWh during 30 years of operation
- ✓ Green energy generated can save an equivalent of **37.45 million tons** of



✓ saved is **equivalent to:**

187.3 million trees **or** emission for entire life of **1.56 million** standard gasoline cars

Land Saving for Floating Solar Farm

- Floating solar does not take up valuable space on land, and the land can be used for other purposes.
- An installed ground-mounted solar will require approximately **0.6 to 0.7** hectares of land per every MWp. Therefore, the 2200MWp Project Green Batam will save about

1600 hectares of land

Job Creation

- **Construction phase:** create more than **3000 long-term jobs** for local people (for the installation and factory operation)



- **Operation phase:** Over **100 permanent** maintenance crew, engineers and operators will be employed



Source:

Environmental and Social Benefits

Reduction of Water Evaporation

- The floating solar project can reduce water evaporation and improve water quality, according to World Bank report ^[1], furthermore, there are notable research deliver the same conclusion. Due to the global warming effect, the lakes are evaporating quicker than in the past, the floating solar is a crucial initiative for the country to fight against climate change
 - According to a research of Yale University ^[2], global lake evaporation will increase 16% by the end of the century as a consequence of climate change
 - According to a research of National University of Singapore ^[3], the floating solar panel **reduces evaporation rates by approximately 30% on average**
 - According to a research of German Jordanian University, **an average reduction of evaporation of 60%** was demonstrated over the 9-month experimenting period



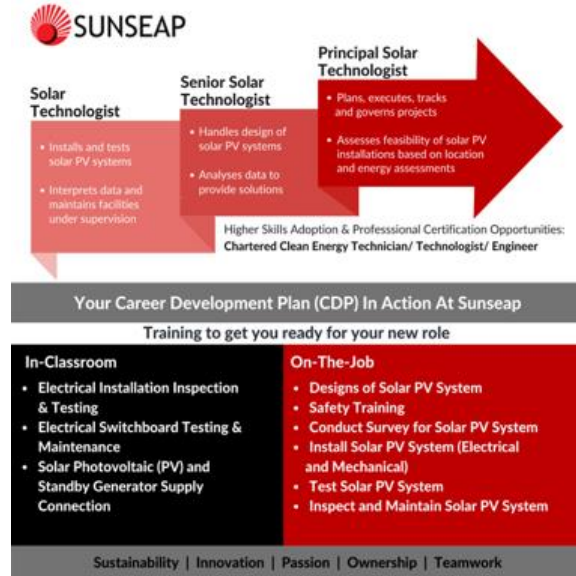
Source:

- 1: [Link to World Bank report](#)
- 2: [Link to Yale University report](#)
- 3: [Link to NUS report](#)
- 4: [Link to GJU report](#)

Environmental and Social Benefits

Case study on Job creation

- Sunseap “Solar Heroes”: Solar Technologist Programme has **recruited over 235 new staffs** since May 2021 till date and provide extensive training for the staffs
 - The COVID-19 pandemic has affected the rice bowls of many who have been retrenched and it has been tough for jobseekers to land into new jobs. As Singapore's largest solar developer, Sunseap understand this and have thus came up with efforts to recruit 300 local Solar Technologists.
 - Even without prior solar experience, Solar Technologists can look forward to good career prospects, higher remuneration, and a structured career pathway. Even though it is more costly for Sunseap to do so, all of these have been designed into the role for it to be more competitive for our prospective local workers



How it will benefit Batam

- **3,000** workforce of various positions to be created in this project
- Upskill existing Workforce as Solar Technologists
- Knowledge transfer
- Access to new technologies i.e. Battery Energy Storage System (BESS)
- Training blue prints in place for classroom and On-the-Job training
- Accredited certified solar technologist issued by Sunseap and Institute of Technical Education in Singapore
- Trained personnel will proceed to next phase of projects as well as to work in related renewable industries

Poll Results



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Q&A

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