



REGIONAL MARKETPLACE FORUM 2017

November 2017, Bangkok

Unlocking Innovation: Scaling Finance for Cleantech Solutions

Financers and SMEs join together to: Connect. Discuss. Innovate.

Small and Medium Enterprises (SMEs) are considered to be the major drivers of worldwide economies. SMEs also constitute a critical private sector-led solution to several sustainable development challenges facing economies in many developing countries in Asia. Access to finance for SMEs can be seen as one of the key components to promote the uptake of clean technologies in Asia. Thus there is a high need to assist SMEs with getting access to finance for green investments and fuelling their growth. Financial institutions (FIs) can provide critical financing for Clean Technology and Clean Production through adapted instruments including cleantech topics in their portfolio. However, this potential is often not recognized by the banks and investors and the availability of such customized financing products remains limited.

The Regional Marketplace Forum by the Asian Cleantech MSME Financing Network (ACMFN) aims to accelerate the development financing products in the clean technology space by showcasing best practices and lessons learned from Asian financial institutions, investors and SMEs.

At the Regional Marketplace Forum we'll look to tackle questions such as: How can we develop innovative financing products and mechanisms that foster the uptake of clean technologies? How can we integrate considerations around clean technologies into lending decisions and the design of financing products? How can we accelerate the access to finance for cleantech SMEs? How can the regulatory environment support the development of the cleantech financing market? What are possible success factors for cleantech finance?

Over two days the event we will bring together around **100 financial institutions, investors, SMEs and decision makers of development finance institutions** to discuss ground-breaking approaches and explore essential partnerships to enable a transfer of best practices to foster the development of the cleantech financing sector across Asia.

The event is part of the Asian Cleantech MSME Financing Network (ACMFN), a [SWITCH-Asia](#) multi-country project in China, Indonesia and India that aims to promote sustainable products, processes, services and consumption patterns in Asia.

Highlights of the Event

The workshops will comprise two days including:

- **In-depth Training** on “Cleantech Financial Product Development” and “Raising Cleantech Financing”
- **Inspiring Panels** catalyzing ideas and sharing best practices on how to support the uptake of cleantech financing products across Asia
- **Interactive Thematic Sessions** providing a platform for ground-breaking cleantech financing solutions mutually developed by representatives from the financial sector, SMEs and development finance institutions
- The **ACMFN Exhibition** showcasing innovative cleantech SMEs tackling sustainable development challenges across Asia
- **Knowledge Networking:** Get-together of FIs, investors, SMEs and development finance institutions

Find out more about the [Asian Cleantech MSME Financing Network \(ACMFN\)](#)

For further information please contact: pmo@acmfnc.com

Overall Programme Outline

The regional event will take place in Bangkok in November 2017. The regional event will have a training and an event component. The overall event will in this way connect three different levels: the financier to financier level, the business to business level and the business to financier level.

Find below the initial outline of the programme:

Day 1 – Pre-event Trainings and Opening Plenary Sessions

- **Pre-event Financer Training on “Cleantech Financial Product Development”**
 - Overview of Cleantech Financing Schemes and Market Assessment
 - Introduce Cleantech Financial Product Development and Implementation Planning
- **Pre-event SME Training on “Raising Cleantech Financing”**
 - Introduce SMEs in how to raise external capital for cleantech investments
 - Peer-learning and sharing of best practices case studies
- **Opening High-Level Plenary Panel Sessions**
 - Keynote: New Financing Instruments for Cleantech SMEs (Bank representative)
 - Panel: Insights into the Cleantech Financing World (Multiple finance representatives)
- **ACMFN Exhibition and Informal Get-together to network and exchange knowledge**

Day 2 – Main Event – Plenary and Parallel Workshop Sessions

- **High-Level Plenary Panel Sessions**
 - Panel: Building a regulatory environment for cleantech financing (Multiple representatives)
 - Commitments: Announcing new financial products and initiatives
- **Parallel Thematic Tracks - Three different workshop sessions:**
 - Cleantech Financing: Private Sector Approaches, Gaps and Opportunities
 - Success Factors for Cleantech SMEs: Taking companies to the next level
 - Scaling Fintech Solutions in the Cleantech Financing Space
- **Parallel Thematic Tracks - Three different workshop sessions:**
 - Leveraging Cleantech Financing Capital: The Pathway to New Private Sector Capital
 - Asia Enterprise Showcase: Company Pitching
 - How Development Finance can support the uptake of Cleantech Finance
- **ACMFN Exhibition and Informal Get-together to network and exchange knowledge**