

Community News

enPower.life Community Newsletter, Issue 7

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A Conversation with Thomas Frank

Thomas Frank, the founder of enPower.life and CEO of ENVIDATEC South East Asia, was participated in two notable events while he was coordinating the local activities of enPower.life in Singapore in the month of November.

On November 12th, Mr. Frank joined a group of private investors as a part of **"Private Investor Advantage Workshop"** where he had the opportunity to discuss enPower.life with a wide range of audiences including wealthy families looking to form a family office, single family offices, multi-family offices, real estate investment professionals, private business owners, hedge fund and private equity fund managers, investment bankers, private banking professionals, and etc.

On November 13th, Mr. Frank participated the **Singapore Fintech Festival** which was organized by the Monetary Authority of Singapore (MAS) in partnership with Association of Banks in Singapore (ABS) and in collaboration with SingEx Holdings.

In this issue, we would like to ask him about these two events and the perspective that he can imagine for enPower.life after participating these two events.

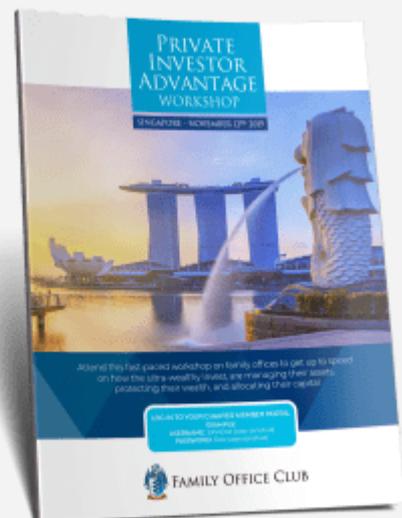
Q: Let us start with the Private Investor Advantage Workshop. You recently attended this workshop, how was it? Can you give us a brief overview on this workshop and why you have attended?

A: Yes, it was an interesting **connection** with **family office industry** so because the family offices quiet often are **investing in impact projects** so we had a lot of good interesting conversations with family offices and other investors how it is working and how they are interested. On the other hand, this workshop gave us a lot of information **how family offices are working internally**, and what they need and what they would like to do and where they would like to invest. So this workshop was a good balance between

"The Private Investor Advantage"

Workshop is one of the most intensive training workshop 100% focused on the ultra-wealthy marketplace, and the investment activities of investors with net worth of \$10M, \$25M, and well over \$100M each. Through case studies, worksheets, and example deals closed instructor Richard C. Wilson covered 30 different concepts related to the private investment industry in this one-day fast-moving workshop.

[Source: www.familyoffices.com/singapore/](http://www.familyoffices.com/singapore/)



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investors on one side and the investment opportunities on the other side and the focus was how it works and what are the internal interest of both parties and in this way it was very good view. I think we will visit other family office summits and give family offices opportunity to benefit from our solution. For example, one of the benefits of our solution for family offices would be the diversity of our target countries. Some of the family offices would like to invest in different emerging countries while others would like to invest in their home country and we can fulfil the requirements of both with our divers portfolio. We have a very strong network in our target countries where we want to invest in our projects and we are working with Development Aid organizations in several countries and this gives us a very stable and mature platform to develop solar projects that we are working on. So we are not on the green field, we are in the countries in partnership with experienced local partners and we offer a sustainable and well-established investment opportunity in emerging market which helps people over there to empower their activities and their economies in the target countries and a lot of opportunity in different countries as well. So it doesn't mean that we are working in one country!

Q: So do you think that enPower.life is a good fit for Private Investors and Family Offices?

A: Yes, I think we can offer some great opportunities to these family offices and generally to this type of private investors since we are structurizing the projects in the target countries ourselves and investors can be involved without the necessarily interactions and involvement in all small challenging details of this risky and exhausting business environment. Many people don't want to have assets in this emerging markets themselves or be a shareholder of companies all around the world but they like to contribute to the development of these countries. So in this way, we have a clear cut where investing in the green bond give the opportunity to contribute the development of these countries and helping the people working/living there and so on without the expecting headaches and challenges for investors. On the other hand it gives opportunity to benefit from the profit and of course impact on the global climate change effort. But all these things, we are putting into this Green Bond with a clear contract structure and this is easy going without any interaction and challenges. So if you don't want to become a shareholder then it is better to become a bondholder in a country which has more clear legal frame, defined legislation for green bonds and so on. As probably many of our audiences has experienced themselves, this is quiet complex to develop such infrastructure in the emerging countries so we cover all these activities on



Mr. Thomas Frank founder of enPower.life and CEO of Envidatec South East Asia, has a Dipl.-Ing degree in Electrical and Automation Technology Engineering which is the equivalent of a master degree in engineering as well as an executive master of business administration (MBA) from National University of Singapore. He has been active in the field of energy efficiency and renewable energy since the founding of Envidatec GmbH in 2001 and he has been involved in development aid projects since then across more than 20 emerging countries including Pakistan, Bangladesh, Uganda, Vietnam, Turkey, Iran, and etc.

He also has sufficient experience with third party funded projects. He has carried out many development projects with organizations such as the European Bank for Reconstruction and Development (EBRD), German Development Agency (GIZ), KFW development bank, German Energy Agency (dena), ADB, UNIDO, UNDP and UNEP.

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behalf of our investors and we have a **clear risk sharing** where we paly our **risk management role**.

In addition, with our reporting system and **monitoring dashboard**, our bondholders are able to see what we are doing and we are establishing a solid **communication channel** with our investors, clients and community of enPower.life. So there is somehow a good connection with the projects as well, and of course I think it is a good fit for family offices to jump on board.

Q: Does enPower.life has any plan to invite more family offices on board.

Yes we will go deeper into the family office industry, so there are a lot of activities, worldwide there are some thousands family offices and this is one of the **networks** that we want to expand and where we want to interact more because we have more **direct connection** and this is principally what they want. So that we have like **direct investor connection and a direct network to client** so I think definitely we go deeper into this network.

Q: You also have attended the Singapore Fintech Festival, how do you see the Fintech atmosphere in Singapore and how do you feel that enPower.life can join this movement?

A: Yes, the most interesting point on this **fintech festival** was the number of participants! They were a lot of companies with **niche products** in different fields. It was a little bit surprising they are very specific solution to transfer money from one country to another in lieu of global solutions. Anyway the most interesting point for me was the **German pavion**, which was sponsored by the **German government** and gave me lots of good connection points and useful solutions for enPower.life. Of course I went there by purpose to see what is going on there as a German, but the fintech industry is going to start growing and becoming much more mature. They are good **fintech solutions for asset backed tokens** on the market that give us good possibilities to jump on this track. In near future, we will also go with our **enPower.life Green Bond** on different fintech fair not only as a participant but as an exhibitor that we will provide the opportunity to get access to the global retail investors as well and inviting them on-board.

Q: Have you met any active Fintech company in Singapore who can support enPower.life's activities?

A: Actually they were a lot of companies but I focused only on some of them. I have found **two German companies** who offer **asset backed token solutions** which are running **under European legislation**. So I was focused to have a little bit look on these two solutions. These two companies offers a white label solution which somehow fits our needs at enPower.life and we continue our conversation with these two companies even after the festival. I am sure, the **money authority of singapore** provided a very good opportunity with **setting up this**



Source: <https://www.fintechfestival.sg/>

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fintech festival. I think there were several hundred companies where I could find useful solutions but due to the impressive number of participants and exhibitors, and the limited time that I had there I was not able to check all of them.

Q: How about the competitors? Any startup who is competing with us?

A: Not a direct competitor but they were other type of companies who are working similar but for larger projects and with different target market. I think I didn't find anybody really who is working in this middle segment of solar energy or renewable energy, it is more like larger power plants. They are some companies with complete setup of the projects and financing industry as well. So what we are trying to do is finance the middle size companies and clients with a retail investor to link these together to provide flexible and easier option for decision makers at the companies. Of course it has a **different risk profile** and so on. I have also found some companies which **combined crowdfunding with SME solar projects** but they are not many in this field who have more or less same model but they are some. We are not alone on the market but principally



Thomas Frank at SFF 2019

doesn't matter. Because they are so many opportunity to work in emerging countries and I feel myself more comfortable when I see they are other companies working on this topic and together we are stronger and we can work in this market and exchanging our experiences. I think up to now, I haven't seen any direct competition on this way only a mix of business models. I think it is quite ok and we are quiet fresh with this solution, they are **a lot of opportunities and a lot of need and demand from the market so we are on a good position.**

Q: Do you have any other news from enPower.life that you want to announce?

A: I think from a market point of view there is a huge demand, the challenge is to phase supply on this demand as well as the market price. Because we are **competing with fossile fuel and grid prices** with our semi-grid connected solution, but the main point is we produce energy directly on the spot where the energy is used and we don't have the grid issue so much and we are more in the back yard of the countries behind all these big power plants and the other side of the grid. This give us a lot of more opportunity to be flexible and there is a huge demand in many countries. We are just starting now the **first project in Uganda** but we have like a huge **pipeline of projects from different countries and clients.** We are structurizing everything and we start to have the first financing opportunity right now. We are starting with one project, an **ECO hotel in Uganda** and we have **early bird investor bonuses.** So we are right now open for investors, we have some good opportunities at the starting point. Let's start together, to do good things, profit together and help the earth with climate issues. **I think it is a very good project, and I am so excited to start the first project on the ground with your support!**

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