

€ 6,50



Chris Thompson, Senior Product Manager, Voice for ADTRAN PAGE 33

TWENTY-SEVENTH EDITION 2008

zillion

business review

27 BUSINESS MAGAZINE FOR INTERNATIONAL ENTERPRISES



Honda's global leadership in hybrid technology

PAGE 47

Exploring Polish drilling opportunities: FX Energy

PAGE 15

UNIQLO's worldwide retail operations

PAGE 29

New products by Eastman Chemical Company

PAGE 59



Fighting for a cleaner environment

Energenics Pte Ltd is a supplier of alternative energy solutions and technologies. To be specific, the Singapore-based company identifies, invests, sources, validates and commercialises energy technologies that provide customers with energy and emission reductions at zero or minimal capital cost compared to existing technologies. Zillion spoke with Mr Ronen Hazarika, CEO and founder of Energenics, about their investment strategy.

Energenics was set up in 2005. In just two and a half years, the company has gone from a small one-man operation to a successful enterprise which employs close to fifty people. Mr Hazarika explains: "My background as a specialist in the Asia Pacific and the great emphasis placed on technology innovation by the Government of Singapore are the main reasons for establishing our headquarters in Singapore." Energenics is expanding internationally, and finds technologies across the globe. "We notably invest in Australia, which has a very good reputation for developing new technologies, but not so much for commercialising these technologies. We are also doing deals in the United States, where a lot of technology companies find our approach very refreshing compared to that of traditional venture capitalists. Also, similar to Australia, Canada boasts a number of world-class companies in the field of renewable energy, but a number of these companies haven't been able to commercialise their technology," explains Mr Hazarika.

The technology Energenics sources is put in the hands of its customer base, comprising transportation groups, mining companies, and port and marine operators throughout the Asia Pacific region. Energenics is also expanding in mainland Europe. Mr Hazarika continues: "What we give

our customers is access to best-in-class environmental technologies. We conduct technical due diligence and run commercial verification tests to prove the value of these technologies to our customers. The companies we invest in and subsequently source our technology from are able to receive a range of support services from Energenics, including legal and intellectual property support, marketing and technical support services. Energenics in that sense is a one-stop shop. The things we bring to young developing companies are crucial to their accelerated development, particularly in terms of helping them to focus on technical development, protecting the core technology and establishing commercial agreements. They save a lot of time and money with our help, and they also get the benefit of establishing a commercial business."

The company is proud of its role as an intermediary, because, as Mr Hazarika mentions: "Everybody is a winner. We help young companies get to the commercial stage; our customers obtain more energy efficient, cleaner processes, which makes them competitive on a real operating cost basis, but also streets ahead in terms of environmental credentials; and the average person living in proximity to our customers gets cleaner air." Mr Hazarika's favourite product is the Cerium Oxide nanocatalyst he developed in 1999.

This was originally licensed in 2002 to Oxonica PLC, an Oxford University spin-out company. When the license was terminated in 2007, Energenics started utilising the technology. Mr Hazarika says: "Following a long legal dispute we are now finally recognised as the original developers of the technology. I am overjoyed that we are able now to sell our product to new customers and that some of Oxonica's existing customers have come to us. "I've always believed in fighting extremely hard for the things I believe in. Whether it is fighting for an investment deal, fighting to win a customer or fighting to protect our integrity, we will always go the extra mile."

Ronen Hazarika (3rd from left) & his colleagues with the Indian Innovation Award presented by Dr. A.P.J. Abdul Kalam, President of India (4th from left).



ENERGENICS

Energenics Pte Limited
89B Science Park Drive
#03-06 The Rutherford
Singapore Science Park 1
Singapore 118261
Phone: +65 63419650
Website: www.energenics.org