



## News Release

19 June 2017

### **SGX and A\*STAR's ETPL work together to help companies better access research and development capabilities and capital markets**

Singapore Exchange (SGX) and ETPL, the commercialisation arm of the Agency for Science, Technology and Research (A\*STAR), are signing a memorandum of understanding (MOU) today to help start-ups and small and medium-sized enterprises (SMEs) tap on innovative technologies and capital more efficiently. Through strengthening the financial positions and innovative capacities of high-growth enterprises, the partnership is expected to drive business growth and capture greater value for Singapore's economy.

Under the two-year MOU, SGX and ETPL will jointly identify companies with growth potential to help them access growth capital from private or public capital markets in Singapore efficiently. The partnership also seeks to help start-ups and SMEs better translate their inventions and intellectual capital into marketable products, processes and services. The identified enterprises can tap on A\*STAR's multidisciplinary research and development (R&D) capabilities which span across the biomedical sciences and physical sciences and engineering, and receive ETPL's guidance in productisation and business development.

SGX and ETPL will raise awareness amongst these fast growing innovative companies on the technology transfer opportunities in Singapore, and SGX will organise forums on how the identified companies can raise capital and use Singapore as a springboard into the Asia-Pacific region. The partnership will also provide financial education to enterprises, which include A\*STAR's spin-offs and licensees, as well as investors and potential investors. These education efforts will include offering insights into different channels of capital raising for growth, as well as business models and industry outlooks.

The partnership, targeted at companies in the technology sector, including subsectors such as medtech, biotech, cleantech, digital tech and consumer tech, will foster greater information sharing and engagement between the financial and technology communities, and allow technology companies to develop a keener appreciation of using Singapore's capital markets as a source of funding and a platform to expand their businesses globally.

Mr Chew Sutat, Head of Equities and Fixed Income, SGX, said, "Our partnership with ETPL is another step towards our vision of supporting innovative and high-potential businesses, bringing their ideas, technologies and growth plans to fruition. By marrying our capital markets expertise with ETPL's technology commercialisation capabilities, we look forward to playing a part in nurturing competitive and future-ready companies and strengthening Singapore's position as a technology hub."

Mr Philip Lim, CEO of ETPL said, "Our strategic partnership with SGX enables us to deepen our R&D engagement with industry including our local enterprises, and increase the speed to market of emerging technologies. Access to finance and in-house technological capabilities continue to be key challenges for entrepreneurs in today's increasingly competitive business environment. The SGX-ETPL partnership will leverage each other's complementary strengths to address these challenges,

and help grow a pipeline of quality enterprises and promising intellectual properties that deliver greater economic impact for Singapore.”

To facilitate the collaboration, six market professionals have committed to come onboard and provide professional support to the companies identified by ETPL and SGX. These organisations are: Catalyst Sponsors SAC Capital Private Limited and UOB Kay Hian Private Limited, law firms Virtus Law LLP and WongPartnership LLP, and audit firms Deloitte Singapore and PwC Singapore.

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### **About Singapore Exchange (SGX)**

Singapore Exchange is Asia’s leading and trusted market infrastructure, operating equity, fixed income and derivatives markets to the highest regulatory standards. As Asia’s most international, multi-asset exchange, SGX provides listing, trading, clearing, settlement, depository and data services, with about 40% of listed companies and 75% of listed bonds originating outside of Singapore.

SGX is the world’s most liquid offshore market for the benchmark equity indices of China, India, Japan and ASEAN and offers commodities and currency derivatives products. Headquartered in AAA-rated Singapore, SGX is globally recognised for its risk management and clearing capabilities. For more information, please visit [www.sgx.com](http://www.sgx.com).

### **About ETPL**

ETPL is the commercialisation arm of the Agency for Science, Technology and Research (A\*STAR), Singapore’s lead agency for fostering world-class scientific research and talent. As a one-stop resource, ETPL supports A\*STAR in transforming the economy through driving innovation and commercialising its research outcomes.

ETPL enhances the research output of A\*STAR scientists by translating their inventions and intellectual capital into marketable products, processes and services. Through shaping and facilitating licensing deals and spin-offs, ETPL actively engages industry leaders and players to commercialise A\*STAR’s technologies and apply them to building ecosystems that benefit business, industry and economy. For more information, please visit <http://www.etpl.sg>.

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