

Urban Sustainability R&D e-Symposia 2021: Innovating for a Sustainable Future

ClimaControl Quantum Resonance Water (QRW)

*The next revolution in
cooling tower water
treatment technology*



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(SINGAPORE)



Certificate of Achievement

This certificate is presented to

Climatec Corp Pte Ltd

For having been selected as the winner of the

Most Innovative Award

for the Capitaland Sustainability X Challenge 2021,

with its submission:

ClimaControl Quantum Resonance Water - Revolution in cooling tower
water treatment


Lee Chee Koon
Group Chief Executive Officer
Capitaland Group




Lynette Leong
Chief Sustainability Officer
Capitaland Group

AGENDA

- ✓ Who We Are
- ✓ Inspiration behind the innovation
- ✓ From idea to prototype
- ✓ The CapitaLand Sustainability X Challenge Journey



WHO WE ARE

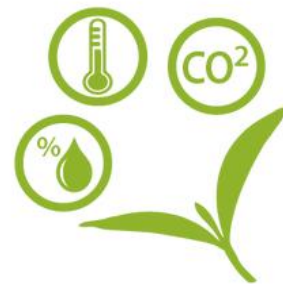
Introduction to Climatec Corp:



- ✓ Founded and incorporated in 2011 as a private company in Singapore by 4 individuals with diverse backgrounds in engineering, corporate BD, private equity and marketing
- ✓ Focus on environmental engineering and clean technology to provide innovative, state-of-the-art and economically viable solutions that work towards safeguarding and promoting sustainable build environments
- ✓ Secured 1st tranche of private investment by Hermes-Epitek Corp (Taiwan) in 2012
- ✓ 3 core focus areas:



ENERGY & WATER
EFFICIENCY, CLEANTECH



ENVIRONMENTAL CONTROL
& MONITORING



BUILDING
INFRASTRUCTURE

INSPIRATION BEHIND THE INNOVATION

Borne out of the following:

- ✓ There is a gap between what the market needs and what is available
- ✓ Current market offerings for water treatment face limitations and challenges
- ✓ Poor performance of current market offerings also result in instances of increased operating expenditure and unplanned capital expenditure for end users
- ✓ Users face a conundrum for the lack of a clear and viable solution

FROM IDEA TO PROTOTYPE

Simple, straightforward, no-brainer



**Value proposition
of the QRW is
simple and
straightforward...
and raises the bar
to unprecedented
standards for
cooling tower
water treatment**

**Chemical
Free
Treatment**



**Requires
No power
to operate**



**Saves
water from
blowdown**



**Saves
Energy on
Chiller Ops**



**Reduces
maintenance
costs**



**Recycle
water**



*Provides constant
& consistent
treatment, **NO**
mechanical or
electrical failure
risk*

*Exceed Green Mark
Building
Requirements of 7
cycles of
concentration
(COC) - All QRW
sites operate **20 to
>30 COC***

THE CAPITALAND SUSTAINABILITY X CHALLENGE JOURNEY

Key learnings from the CSXC mentorship program

Psychological and technical aspects of presentation skills

Be humble, be bold to try, and be persistent until positive changes are evident

5 + 1 Elements to a good pitch

- ▶ Clarity
- ▶ Conviction
- ▶ Positivity
- ▶ Authenticity
- ▶ Humility
- ▶ +1 Likability



Credits to:

- ▶ David Lee, Principal Trainer, Luminaries Lab Pte Ltd
- ▶ Melissa Ho, Vice President, Wavemaker Partners
- ▶ The CapitaLand Mentor Team

Marketing pitch is not a one-size-fits-all...

Bespoke to address the needs and value drivers of the targeted audience...

THE CAPITALAND SUSTAINABILITY X CHALLENGE JOURNEY

The QRW value proposition meets all 3 CSXC Focus Areas & more...

1. WATER CONSERVATION & RESILIENCE

80% to over 90% **water savings** from blowdown of existing system

2. LOW CARBON TRANSITION

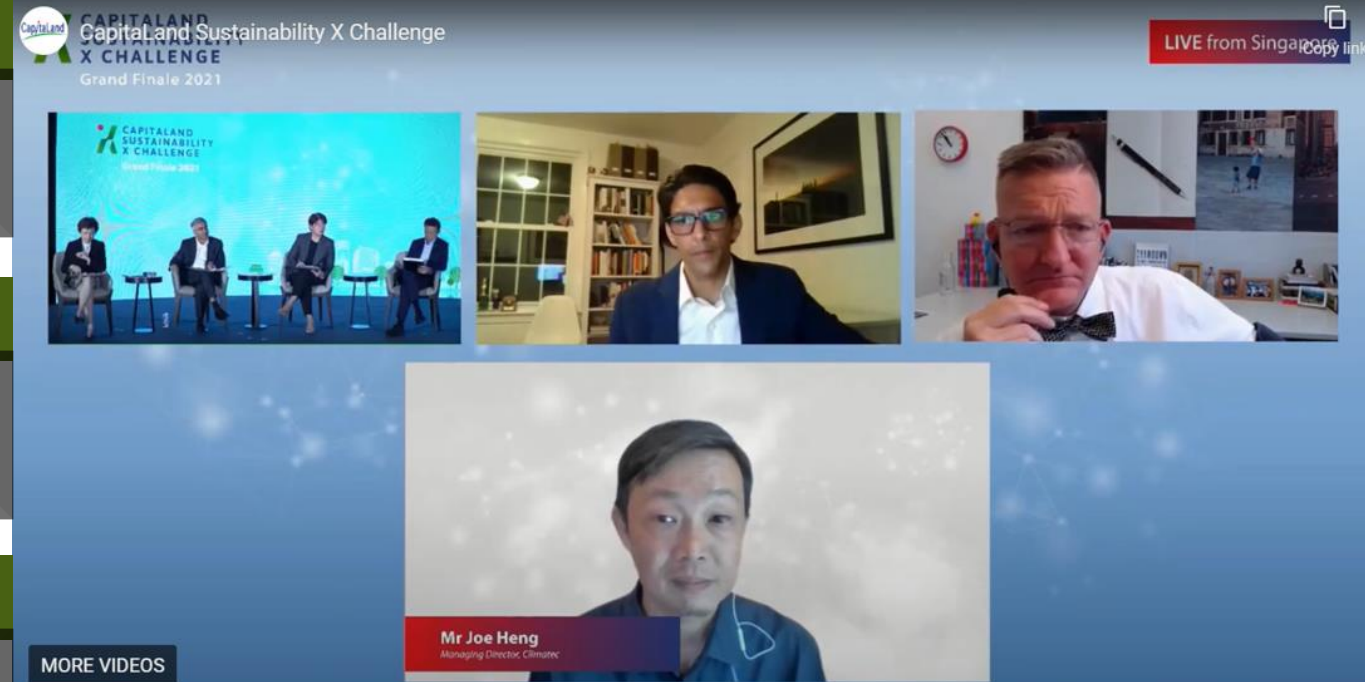
1% to over 5% **energy savings** from associated chiller systems operations improvement

3. WASTE MANAGEMENT & CIRCULAR ECONOMY

QRW Water is Recyclable for plant irrigation & toilet flushing

+ REDUCES MAINTENANCE & LABOUR COSTS

Avoided cost on reduced frequencies of cooling tower & condenser tube cleaning - 30% to over 50% reduction



Reliable, safe, sustainable and benchmark setting savings meeting all focus areas

Payback range: 18-36 months depending on site conditions and operations

THE END



THANK YOU



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