

# Cleantech Tour of JANUARY 26-30, 2015 China

## The Complete Guide to the Week

### The Tour is led by:

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MD, Europe & Asia  
Cleantech Group  
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### Assisted by its strategic partner in China:



### This Tour is supported by:



European Tour Partner



U.S./China Tour Partner

And



## Introduction

We are excited to be bringing another tour party for a week in China, following our highly-rated 2011, 2012 and 2013 tours. And we are delighted to do so, with the support of our key sponsoring partners, Iinvest Partners and SPD-Silicon Valley Bank, as well as supported on the ground by our own strategic partner, Everest Cleantech Advisors.

This tour represents the 7<sup>th</sup> year of our event series in China.

This document is meant to provide you all you need to know about the week – some logistics and practicalities, as well as the day by day, hour by hour schedule of what we are doing and why.

## Objectives of the Tour

The 2015 China Cleantech Tour, January 26-30, is a 2-city tour, primarily designed to help promising western cleantech companies get an “on the ground” taste of cleantech in China as it is today, as well as the opportunity to expose their companies to multiple China-based investors and commercial partners interested in investing in, and helping them, develop their ‘go to China’ strategy. Because of who we see and meet, it can also fit well the agenda and objectives of investors and innovation executives from multi-national companies.

China has, for some time, been a key territory when considering where to source raw materials from, or where to manufacture. For clean technology products, it has fast become an end-market too, attractive as such because companies have often experienced much faster sales cycles in China than in the rest of the world. The final clear trend, building off the other two, is an increasing openness from China-based investors (of many varieties, public and private) to financing western cleantech companies as part of the package to assist them in their ‘go to China’ plans.

**This intersection between investment and general commercial assistance/advice/partnerships in accessing China** (be that about manufacturing (your bottom-line) or sales (your top-line), or both) **is a key focus of this tour.** And the two showcase events, planned for Monday and Thursday in Beijing and Shanghai respectively are the core occasions in which the touring companies will get the chance to present themselves to China-based investors and companies. These are supplemented by a half-day allocated for individual meetings (either self-organized or organized by us), a number of great learning meetings, and rounded out by the Friday site visit to an industrial park in Changzhou.

Boston Power, Diamorph, Greatpoint Energy, Lanzatech, NanoH2O, Powergenix, and Protean Electric are all examples of western cleantech companies who have, in the last three years, taken on a significant China-based investor into their shareholder registers, as part of their ‘Access to China’ strategies. The press release on Kaiima’s funding (Aug 2013) is a good exhibit of the intersection of strategy, finance and market access for a foreign technology company coming to China.

“Infinity’s investment in Kaiima is at the heart of its strategy to invest in world-leading Israeli technology companies with high impact potential in the Chinese market,” said Mark Chess, a managing director at Infinity Group. “We are convinced that Kaiima’s technology is a game changer for the agricultural industry. With China’s increasing urbanization and growing middle class, the requirement for a significantly greater food supply is a critical imperative. Kaiima’s ability to increase yield and food production for major crops such as wheat, corn and rice provides a tremendous opportunity. Infinity is honored to collaborate with its new co-investors IFC and Horizons Ventures to assist Kaiima in its pursuit of global opportunities.”

A classic way of building some knowledge and a network might be to attend a conference. This tour format, brought to you by people who know all about conferences, is designed to bring you more high-quality contacts, more learnings, and a way more personal experience than a static conference ever could. We look forward to your participation.

Enjoy the week!

**Richard Youngman, Managing Director, Europe and Asia, Cleantech Group**

## The Tour Program

The objective of this booklet is to tell the tour party members all they need to know about the tour to China. It contains:

1. Practical information for the trip
2. The day by day details on the tour itinerary – what we are doing and when, where you need to be and when.
3. In Appendix 1, we have shown who has, as of January 18th, accepted invitations to come to the company showcase meetings. Please note this will remain work in progress and fluid right up to the day!

The tour has been set up to help you all by engaging with some of the most connected and knowledgeable people in China. Neither they nor this one tour will provide you with all the answers, but will move you closer and leave you with the beginnings of a core China cleantech network.

The meetings will be as successful as what we put into them. The key will be to be interactive and inquisitive, to ask the questions we want to hear answers to.

**Please come to meetings prepared with the questions you want to try and get answers to, and please prepare your showcase presentations in good time.**

I am being assisted on this tour by my bi-lingual colleague, Leo Zhang. He will get a local SIM on arrival in China and I will advise you all of his mobile number too when I get it.

I look forward to seeing you in Beijing, and look forward to both a fruitful and fun week.



Richard Youngman  
Managing Director, Europe and Asia, Cleantech Group  
[richard.youngman@cleantech.com](mailto:richard.youngman@cleantech.com)

## The Tour Party Members

This year, we are a group of 14 people who will be with the tour.

### The tour party's members are:

- 1) [Autodesk](#) (China) – Max Zhao, General Manager, China Cleantech Partner Program
- 2) [Capricorn Venture Partners](#) (Belgium) – Jos Peeters, Managing Partner
- 3) [Carbon Clean Solutions](#) (UK/India) – Aniruddha Sharma, CEO
- 4) [Cleantech Group](#) (UK) – Richard Youngman, Managing Director, Europe & Asia
- 5) [Cleantech Group](#) (USA) – Leo Zhang, Senior Analyst
- 6) [Electranova Capital](#) (France) – Philippe Ringenbach, Venture Partner
- 7) [GDF-SUEZ](#) (France) – Alain Bechtel, Senior Advisor, Innovation, Marketing and New Business
- 8) [Heliospectra](#) (Sweden) – Staffan Hillberg, CEO
- 9) [Idinvest Partners](#) (France) – Julien Mialaret, Investment Manager
- 10) [NexSteppe](#) (USA) – Anna Rath, CEO (she may be accompanied by Paul Twine, VP Asia)
- 11) [Odyne Systems](#) (USA) – Joe Dalum, President & CEO
- 12) [Oxymem](#) (Ireland) – Wayne Byrne, Managing Director
- 13) [Silicon Valley Bank](#) (USA) - Matt Maloney, Head of Energy & Resource Innovation
- 14) [Swedish Energy Agency](#) (Sweden) – Andreas Stubelius, Senior Project Manager
- 15) [Swedish Energy Agency](#) (Sweden) – Christopher Walden, Senior Advisor
- 16) [Teva Motors](#) (UK) – Asher Bennett, CEO (accompanied by Shalom Tang, VP, Teva Motors)
- 17) [Vecor](#) (Australia) – Alex Koszo, MD

## General Practical Information

### MONEY & CREDIT CARDS

Chinese currency is called Renminbi (people's money), often abbreviated as RMB. It can easily be obtained from ATM's in China. Credit cards are widely accepted in China.

Once you have arrived at the Beijing hotel, most, but not all, costs will be taken care of by the Cleantech Group.

All the hotels' bed and breakfast costs (and internet) on the trip are included in the tour price. Individuals are responsible for any extra's (mini-bar, food and drink extra's, late night bar, laundry; etc.) and for travelling off the tour program.

All meals from Sunday January 25<sup>th</sup> dinner onwards are included within the tour price, so long as you are with the official tour program. Wine at restaurants can be very expensive in China so consumption against the Cleantech Group bill might require some limits, if budgets are being blown! Beer is much more reasonably priced.

### LANGUAGE

Few people will speak English outside of the service staff in hotels. If you are ever travelling without us, you should carry the places you wish to go in Chinese characters to show people, like taxi drivers. **Always carry a card with the hotel address printed in Chinese to show a taxi driver.**

### TIME

China uses a single time zone (which is the same time in Hong Kong). It is 8 hours ahead of GMT.

### ELECTRICITY

Electricity in China is 220V, 50 cycles, AC. Two-pin sockets (round or flat) and some three-pin sockets are in use. Most of the hotels have a socket in the bathroom for both 110V and 220V. However, outside of the bathroom, only 220V sockets are provided. Although an adapter may be borrowed from the hotel, it is recommended you bring your own adapter plug.

### TIPPING

Tipping is still not routinely expected in most restaurants and hotels, or by taxi drivers, though becoming more common for tour guides, waiters/porters and service is generally included on bills at "western" restaurants and hotels.

### WEATHER AND WHAT TO PACK

When packing, expect it be cold – temperatures around about freezing, sometimes lower, sometimes higher. The hotels in Beijing and Shanghai have fitness facilities and swimming pools, so you might wish to pack accordingly.

CITY	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
BEIJING	24	28	39	60	68	75	78	76	67	54	39	27
SHANGHAI	38	41	37	57	65	74	82	82	74	64	55	42
HONG KONG	61	62	65	72	81	85	86	87	88	79	69	61

### DRESS FOR MEETINGS

In my experience, China is pretty casual when it comes to dress. I might have a tie in my pocket in case it is apparent, for the government meetings, that that is the norm. But I will be business casual apart from that, meaning I will wear a suit but no tie.

**FINAL TIP:** Bring lots of business cards – you will need them!!

## Hotels

Please keep either a card from the hotel or this sheet with you at all times to show a taxi driver for whenever you are separated from the group. Taxi drivers will not understand the name of the hotel in English, so this page will be your best bet to get home!

All basic room fees (including breakfast and internet) are for the Cleantech Group to settle (until you are exceeding 6 nights). You will only need to give your credit card to cover extra's. Please double check when you check out from any of the hotels that you are not charged where you don't think you should have been.

Beijing	Shanghai
<p><b>Grand Hyatt Beijing</b> 北京东方君悦大酒店</p> <p>1 East Chang An Avenue, Beijing 100738</p> <p>东长安街 1 号东方广场</p> <p>北京, 中国, 100738</p> <p>Tel: +86 10 8518 1234</p> <p><a href="http://beijing.grand.hyatt.com/en/hotel/home.html">http://beijing.grand.hyatt.com/en/hotel/home.html</a></p>	<p><b>Grand Hyatt Shanghai</b> 上海金茂君悦大酒店</p> <p>Jin Mao Tower, 88 Century Avenue Pudong, Shanghai 200121</p> <p>上海市浦东世纪大道 88 号金茂大厦 邮政编码 200121</p> <p>Tel: +86 21 5047 1234</p> <p><a href="http://www.shanghai.grand.hyatt.com/en/hotel/home.html">http://www.shanghai.grand.hyatt.com/en/hotel/home.html</a></p>

## The Tour Program – The Day by Day Walkthrough

### Saturday January 24<sup>th</sup> – Possible Arrival day

From Beijing Airport, we would recommend taking a taxi to the hotel. **Only take official taxis.** There will be many persons offering taxi services. It should cost you approx. RMB100-150.

You will need to show the driver the name/address in Chinese on the hotel sheet.

As people are arriving at all kind of times please just check-in and get some rest – it will be a tough week!

There is NO organized tour dinner on this day.

### Sunday January 25<sup>th</sup> – Breaking the Ice & Beating Off Jet Lag

Some delegates may choose to arrive on this day instead. Instructions as above.

For those of you who have arrived in time and who have indicated that you will join us (**see list below as your reminder of what you are expected for**), we will organize two activities on this day, as icebreakers:

1. A Hutong Tour
2. The Opening Night Tour dinner

#### The Opening Night Tour Dinner (1830)

**Meet in the lobby of the Hotel at 1810 (note: we lose the table/private room if we are not there by 6.30pm)**

The previous two tours have kicked off in this restaurant – so hopefully it is a good luck omen. It is about 15 mins walk from the hotel.

**Beijing Si Ji Min Fu** (“where Peking Duck is a must”)

东城区灯市口西街 32 号东华饭店 1 楼  
Dongcheng qu deng shi kou xi jie 32 hao dong hua fan dian 1 lou  
Jiugulou  
+86 10 6513 5141

## Monday January 26<sup>th</sup> – Getting Oriented

### MORNING

#### Breakfast at the Hotel

#### 0830 – Depart from the Hotel (Meet in the Lobby at 0825)

#### 0900-0915 – Arrive at the offices of Morrison Foerster (our venue for the whole day)

22<sup>nd</sup> Floor, China Central Place Tower 3, 77 Jianguo Road, Chaoyang District, Beijing 100025

北京市建国路 77 号华贸写字楼 3 座 22 楼，美富律师事务所

#### 0930-1200 Getting Grounded - Setting the Scene

**Objective:** This first session is designed to help get us all set for the week and will provide, from a private sector viewpoint, the opportunity to test out your views on China as a potential market, with some ‘friends’ of Cleantech Group.

In the past, we have had the benefit of someone from the [China Greentech Initiative](#) (CGTI), now part of the Paulson Institute, to provide a summary of their latest annual report on “China Greentech”. Unfortunately, none of the senior people are available on this particular Monday morning, so what we will do is:

- Cleantech Group will make a summary of the key points and numbers from the 2014 report. Our first guest (Alan Beebe, see below) can no doubt, given that he used to be a Managing Director of CGTI, help us answer some of the questions that may arise from our synopsis.
- Ellen Carberry, a founder of CGTI and now a Managing Director at the Paulson Institute, will join us for dinner on Tuesday night so she can elaborate further on the report and her views on the ever-changing world of “China Greentech”.

Back to this morning, we will benefit from the time and input of 2 guests providing us with their perspectives, analysis and experiences of the China market today, as it pertains to clean and green technologies.

Alan Beebe, formerly Managing Director, China Greentech Initiative (CGTI) but now Executive Director, Cleantech Advisory Services, Ernst & Young China – will help us understand some of the key policy developments and drivers of the cleantech market landscape in China, as well as provide us with insights from his recent work into renewable energy financing.

Will Latta, CEO LP Amina (our Global Cleantech 100 Asia-Pacific Company of the Year 2014) will provide his perspective from his wearing of two hats – **one, of a foreign technology CEO who has been living and operating in China for 9 years; the other as someone heavily involved in the [US-China Energy Co-operation Program](#)**. He will provide his views on China’s technology and innovation roadmap and its stage of development, and the project opportunity as he sees it, for foreign technology in China today. In addition, he will be addressing what he sees as some of the key lessons he has learned along the way as the CEO of a young company in China and will give you some advice/pointers on what to expect and what it might take.

Will Latta is the Managing Director of **LP Amina**. Will has nearly 20 years of experience in power generation. Prior to founding LP Amina, he worked for Alstom Power, a global leader in conventional power generation equipment. In addition, he is Co-Chair of the Clean Coal Working Group for the US-China Energy Cooperation Program (ECP), organization established to promote commercially viable project development work in clean energy and energy efficiency, and support the sustainable development of the energy sectors in both countries. He is a

Professional Engineer and has a Bachelor's Degree in Mechanical Engineering from the Georgia Institute of Technology and a MBA from Duke University.

### 1200 – Walk over for Lunch at a Japanese Restuarnt (at 1215)

### 1400 – Arrive back at Morrison Foerster (for the Beijing Showcase)

### The Beijing Showcase (1430-1830) – hosted by Morrison Foerster

In both Beijing and Shanghai, we will be holding half-day events where our touring CEO's and investors (representing companies) will be given the opportunity to present themselves, their company and their objectives (in China) to a select audience (of 40-60 guests), representing companies and investors interested in western clean technology (generally) and in (some of) the companies on the tour, specifically.

**Those presenting ventures should be prepared to present for no more than 7 minutes.** Make sure to cover the basics of who you are, what your company does, and what are you doing in China. Slides can be used.

Each person presenting a company or companies will have a 10-minute slot. As the emcee, **I will have to be strict on time to ensure we preserve the networking time** for the benefit of all of you and all of our China guests. That means:

- My iphone will first go off at 6 minutes – as a warning – and again at 7 minutes (at which point, if you have not finished, you should wrap us as fast as you can)
- At 8 minutes I will cut you off – to allow for a bit of time for a couple of questions..

**Other tour party members will also be encouraged to introduce themselves** and their interests to the room – as there will be plenty of people relevant for you to meet too. **The expectation here is that you will spend a maximum of 5 minutes explaining who you are, why you are in China and who you would be most interested to meet** (in the networking that will follow). You could use 2-3 slides, if you so wished.

Time will also be planned within this event format to allow for networking, spontaneous meetings, and possibly even pre-arranged one2one meetings (if any have been requested ahead of time). The expected running order is:

1430 – 1445 Guests arrive for showcase – coffee, tea, etc

1445-1700 Showcase – the tour party present

1700-1830 – Cocktail, Networking

1845 – Tour dinner

**Objective of the Showcases:** To give the tour party broad exposure to some of China's more relevant operating companies and investors, interested in western technology companies. To allow for both serendipitous and some pre-planned meetings between tour party members and guests.

Also invited to come meet you will be:

1. Representatives of foreign multi-national corporations, including those acting for their corporate's venturing arm.
2. A few specialist intermediaries, known to us and qualified by us, who make it their business to help companies with their expansion into China. These range from a global name like Deloitte to individuals.

**Objective:** All are well-connected and have relevant experience to share with you. Large foreign companies provide a possible route to access China; intermediaries can provide preliminary thoughts for each of you and, if needed and desired, specialist services beyond the tour.

**In Appendix 1 you will see who has so far accepted our invitation to attend the two showcases. I consider this list to be extremely strong – and that is mainly down to the efforts and networks of: Silicon Valley Bank (and SPD-SVB, its joint venture in Shanghai), Cleantech Group and its strategic partner in China, Everest Cleantech Advisors.**

### 1845 Tour dinner – with our associate tour members (NexSteppe, TEVA Motors and Vecor)

This venue is walkable from Morrison Foerster. **Please note that we will expect you all for all tour meals unless you advise me different (and please do so to avoid waste and empty seats!).** In past tours they have proved to be invaluable time to share thoughts and build relationships.

**South Beauty** <http://www.southbeauty.com/en/?list-1210.html>

**Address:** 1/F of tower 17 at China Central Place, Chaoyang District, Beijing

**Phone:** (+8610) 65331879

## Tuesday January 27<sup>th</sup>

### MORNING

Breakfast at the Hotel

0830 – Depart from the Hotel (Meet in the Lobby at 0825)

0930 – Arrive at Tsing Capital (our morning venue)

Unit B23-B, Universal Business Park, No. 10 Jiuxianqiao RD, Chaoyang District, Beijing 100015

中文地址：北京市朝阳区酒仙桥路10号恒通商务园 B23 楼 B 座

### MORNING MEETING (0945-1200)

In the morning we will be hosted by Tsing Capital, China's longest-running, and arguably best-known and best-connected, cleantech venture investor.

**Tsing Capital** Established in 2001, Tsing Capital is the fund manager of China Environment Fund. With its affiliation to the distinguished Tsinghua University through Tsinghua Holdings, Tsing Capital utilizes local management plus international capital and technology to maximize financial returns while achieving important environmental and social benefits. Tsing Capital has built a successful track record with strong expertise to become the pioneer and leader in Cleantech investment in China, and has been recognized via a series of distinguished awards, including the 2008 Corporate Citizenship Award by the 21st Century News Group, the 2008 Cleantech Leadership Award and the 2005 Pioneer Award by the Cleantech Group.

From 09.45, we will hear Tsing's perspective on the changing cleantech landscape in China, and where the opportunities lie (for foreign companies).

We will be hosted by Larry Zhang, Partner - [http://www.cefund.com/team\\_larry\\_zhang.html](http://www.cefund.com/team_larry_zhang.html)

Approx 10.45. We will then split into 2 groups to present the clean technology companies represented by members of the tour party and to discuss with investment managers your particular companies and the kind of questions you have on your mind.

**Objective:** mentoring. You get China's most experienced cleantech investor asking questions and answering yours, and to comment on your China-readiness, on your plans, and to provide candid feedback and advice.

#### Depart at 1200

#### LUNCH – back at the hotel or somewhere nearby (to be advised) – possibly here:

云海肴 Yun Hai Yao

东城区王府井大街 301 号新燕莎金街购物广场 6 楼(近东方新天地)

6th Floor of the New Yansha Golden Street Shopping Mall, Wangfujing Street No. 301, Dongcheng District

#### AFTERNOON (1400-1700)

The Tuesday afternoon has been set aside as time for potential individual/special meetings. Most of you have set up a couple of things up yourselves. It will be useful to let me know on Sunday or Monday what and when, so that we can adapt the logistics (including the timing of dinner), as needed

#### Tour dinner – with special guest (Ellen Carberry, MD, Climate Change and Air Quality Program, The Paulson Institute)

As per above (Monday morning), Ellen Carberry, a founder of CGTI and now a Managing Director at the Paulson Institute, will join us for dinner on Tuesday night so she can elaborate further on the CGTI 2014 report and her views on the ever-changing world of "China Greentech".

As Managing Director of the China Office and of the Institute's Climate Change and Air Quality Program, Ellen works in tandem with the Chief Representative to lead daily operations and workflows of the China team in support of the Institute's mission. For the Climate Change and Air Quality Program, she leads the program's strategy and execution, originating the program in China and later expanding it into the U.S.

### **Dinner Venue – to be confirmed**

**Meet in the Lobby at 1845 (unless advised differently in the run up)**

**Please note that we will expect you all for all tour meals unless you advise me different (and please do so to avoid waste and empty seats!).** In past tours they have proved to be invaluable time to share thoughts and build relationships.

## **Wednesday November 6<sup>th</sup> – Heading South Day!**

### **MORNING**

**Early Breakfast at the Hotel**

**0715 – Depart from the Hotel (Meet in the Lobby (having checked-out) at 0710)**

**1030 – Catch Air China 1531 from Beijing Airport (PEK) Terminal 3**

**1235 – Land at Shanghai Hongqiao Airport (SHA) Terminal 2**

### **AFTERNOON**

**1400 – Arrive at Dorsey Whitney (our afternoon venue).**

Dorsey & Whitney, Suite 807 - 808, Kerry Parkside, No. 1155 Fang Dian Road, Pudong.

上海浦东芳甸路 1155 号浦东嘉里城 807-808 室。

Direct from the airport, we will head to Dorsey & Whitney's offices for a "how to" clinic and interactive workshop, where Peter Corne (a highly experienced lawyer in China, well-known to, and respected by, Cleantech Group) will share his experiences (good and bad) of small, foreign technology companies coming to China, but more importantly will try to address your specific questions, wherever they be on IP or structuring partnerships and JVs or anything else you care to have covered.

The questions/issues you have provided to me will be sent to Peter in advance, of course.

**Objective:** You are all evolving your ‘Access China’ strategies. You have a unique chance to open up with your issues and concerns and get some (relatively!) objective input from people who have seen many people in your kind of position.

**Peter Corne, Partner, Dorsey & Whitney.** Peter is the managing partner of Dorsey & Whitney LLP, Shanghai Office. Qualified to practice in England & Wales, Hong Kong SAR and Australia, Mr. Corne has specialised in the area of Chinese corporate, commercial and regulatory practice for many years and is recognised as a leading practitioner in the fields of mergers and acquisitions, corporate restructuring, and equity and asset acquisitions of foreign –invested enterprises and State-owned enterprises. He is a pioneer in the area of anti-trust in China, and has developed a robust clean energy and sustainability practice in China focusing on CDM, M&A and new projects and collaborations with Chinese Parties. He is listed in International Who’s Who of Professionals, and Euromoney’s Asia Leading Lawyers, and is currently vice-chair of the Energy Working Group of the European Chamber in Shanghai. Peter speaks fluent Chinese and Japanese.

### Tour dinner – with special guests (Everest Cleantech Advisors)

#### Meet in the Lobby at 1840 (for a walk to dinner) – Welcome to Shanghai!

La Verbena, Shop E, North Bin Jiang Da Dao, Lu Jia Zui, PuDong, Shanghai – booked via Steven Zhou ( mobile 13816798401)the restaurant manager

浦东新区陆家嘴西路 2967 号 021-58789837

This evening – and indeed, the Friday “field trip” to Changzhou – we will spend in the company of **Cleantech Group’s strategic partner in China, Everest Cleantech Advisors** (a group led by Fred Chang). Through Everest Cleantech Advisors’ on the ground capacity and capabilities, Cleantech Group offers foreign companies market-entry and implementation services in China – [see here for more details](#).

We have been working, for example, for a past tour company from the US for over a year now. That work has led to the recent signature on a memorandum of understanding with two very large and high profile SOE’s (State-Owned Enterprises), a step towards a full commercial agreement if the pilot works well.

Based in Shanghai, as the Cleantech Group’s China Senior Advisor, Fred assists Western and Chinese companies address China’s energy, environmental and sustainable resources challenges and opportunities. He comes at this subject from a deal-making, transactional perspective. He played an instrumental role, for example, in brokering the original deal between Lanzatech and Baosteel, as adviser to LanzaTech when they first came to China. He holds strong views that good deals can get done in China for in-bound foreign technology companies, but it requires particular attention to structuring (to achieve IP protection, to achieve the costs and/or revenues upside you are looking for).

**Objective:** This is what this evening will be focused on. As part of the evening program, we will hear from Fred and 1-3 of his colleagues some views on China Cleantech and some of their observations on the companies they have worked with, in trying to ‘Access China’.

**Fred Chang, MD Everest Cleantech Advisors,** is a Chinese national based in Shanghai. With over 20 years of professional work experience as a management consultant, entrepreneur, and PE/VC investor in the United States and Greater China, Fred has uniquely integrated consulting, financial advisory and business execution services to help Western and Chinese companies excel in China to succeed globally. Fred started his career in McKinsey & Company’s Greater China offices participating in China

market entry studies, due diligence and strategy work for private equity firms, as well as a 30-year Energy and Environmental Policy for the Taiwan government. Fred later worked at GE Equity in the US headquarters and Silicon Valley before returning to China to pursue entrepreneurship where he led two VC-backed companies. Fred then returned to the investment side where he launched and led the China office of Intellectual Ventures, a US-based intellectual property investment fund, and global cleantech VC firm Chrysalix Clean Energy Capital

**Please note that we will expect you all for all tour meals unless you advise me different (and please do so to avoid waste and empty seats!).** In past tours they have proved to be invaluable time to share thoughts and build relationships.

## Thursday January 29<sup>th</sup>

### MORNING

#### Breakfast at the Hotel

**0850 – Depart from the Hotel (Meet in the Lobby at 0845)**

**0900 – Arrive at Qiming Venture Partners (our morning venue)**

Room 3906, Jinmao Tower, 88 Century Boulevard, Shanghai, China 200121

#### MORNING MEETING 1 (0900-1030)

In the morning we will be hosted by Chivas Lam, co-founder and Managing Partner, MNL Partners and formerly Venture Partner, Qiming Venture Partners. MNL Partners develops energy and environmental projects in global markets, with a focus on China. Qiming Venture Partners is one of the leading names in China Venture Capital, investing in media and internet, IT, consumer and retail, healthcare, and clean technology companies.

The focus of the session will include Chivas' views on what works for foreign cleantech companies coming to China, drawing on real-life case studies to illustrate.

**Chivas Lam** operationalizes partnerships between large Chinese enterprises and western technology innovators. He works on-the-ground in China to execute market entry strategies with breakthrough technology companies. Chivas has 30 years' operational experience in building and re-engineering companies in Asia/Pacific as well as executing investments in the region.

Prior to MNL, Chivas was a venture partner at Qiming Ventures, a leading Chinese venture capital firm with \$1.6 billion under management. At Qiming, Chivas led a pioneering cross-border investment in the New Zealand-based waste-to-fuel company LanzaTech, where he joined the company as its China COO, formed its Chinese WFOE, created two joint ventures with Baosteel and Capital Steel. Chivas also drove Qiming's investments in U.S. battery company Powergenix and Chinese advanced materials company Beiterui.

Before Qiming, Chivas was President of Morgan Crucible Carbon Asia, the Asia/Pacific unit of Morgan Advanced Materials (LSE:MGAM). Chivas carried P&L responsibility for 11 legal entities with 750 employees across the region and managed two joint ventures in China. During his tenure he re-engineered the business including multiple integrations and spinoffs, and sharply increased its profitability. Prior to Morgan Crucible, Chivas was General Manager for South China at power generation company GEC Alstom and Project Lead Engineer at Hong Kong Electric Power. Chivas holds a Master's degree in Engineering from Sydney University and a BS in Engineering with first honors from the University of Hong Kong. He has served as an advisor and expert

panelist to the China Greentech Initiative and the Cleantech Group. He is based in Shanghai and has lived and worked in China for 18 years.

#### 1045 – Transfer to our host for the rest of the day:

SPD Silicon Valley Bank, 2-3 Floor, Building A, North America Plaza, 518, Kunming Road, Shanghai

上海市昆明路 518 号北美广场 A 座 2-3 楼, 200082

#### MORNING MEETING 2 (1115-1245)

In the time I have been travelling to China, I have been hearing more and more about incubators emerging to help young companies (foreign and domestic) in China. There are a number of examples in development and a few up and running.

We have invited 3 examples to come and briefly introduce themselves and have lunch with us: each will make a brief introduction/presentation of their incubator (say 10 minutes) – and we will have the opportunity to carry on the conversations with them during a buffet lunch and maybe on the bus (as all are coming to attend the showcase event).

**Zvi Shalgo (or Arie)** will talk to us under the title, “*China Untold: Entry Mistakes of Foreign Firms and the Advantages of the Incubator Model*”. He has invested in several companies in Hong Kong and China forming what has now become PTL Group. PTL Group acts as a sales incubator in China for foreign SME clients. The group provides management solutions and ready-made infrastructure for companies in different stages of penetration in China from setting up local sales and distribution, building factories and production lines to restructuring and turning around underachieving operations. They operate a factory incubator (CI3) less than an hour from Shanghai, which has supported the growth of manufacturing operations for 7 clients since 2012.

**Kenny Liu**, formerly with Cleantech Group and now with the Asia Development Bank, and **Allen Zhang** of Hunan Innovative Low Carbon Center will tell us about the program they have going where the ADB is partnering with the Hunan Innovative Low Carbon Center (HILCC) to pilot a new way to stimulate and to accelerate the introduction and financing of low carbon solutions (what we would refer to as clean technology) into China, in this case into Hunan province specifically. We understand that the project envisages the set-up of a new fund to invest in early/growth-stage companies as well as the establishment of an incubator, as part of the support package.

**Carl Geng** will tell us about Shanghai Cleantech Incubator, the cleantech accelerator they are building to bring foreign cleantech technologies into China and help them to industrialise and commercialise these technologies in China.

#### 1255-1355 – Lunch (nearby)

## 1400-1430 – A Case Study

SPD- Silicon Valley Bank are inviting a foreign technology company who is now based in the YangPu district to tell us what the local government provided by way of a support package, as an example of what local governments in China can do to support in-bound companies (which fit their strategic directive)

It should add colour to what we will have heard in the morning.

## The Shanghai Showcase (1430-1830) – hosted by SPD-Silicon Valley Bank

In the afternoon, we will run **The Shanghai Showcase** which will take the same form as the Beijing equivalent – albeit the attendees will be different. In collaboration with Silicon Valley Bank and SPD-SVB (the local JV), we will bring together a strong representation of the innovation ecosystem interested in foreign cleantech companies – investors, a few large Chinese industrials wherever we can, local innovative companies or experts interested in your fields.

The format will be the same as in Beijing – see Monday afternoon for a re-cap.

**See Appendix 1 for the latest on the acceptance lists for the two showcases.**

Note that at the showcase events there are two private rooms available for pre-arranged and spontaneous meetings (if the rooms are free).

## Tour Dinner: the Final Supper (1900) and the Official Welcome to Shanghai (Yang Pu)

**Please note that it is especially important we are ALL at this dinner, out of respect to our afternoon host and our partner on the Tour more generally – SPD-Silicon Valley Bank. They are inviting some high-ranking officials of the Yang Pu District to join us for dinner, to make an official welcome to Shanghai.**

**If you really cannot make it, please let me know in advance – so at least we don't have empty seats on the night. Thank you for your consideration!**

## Friday January 30th – Get out of the Tier 1 Cities & See and Feel where it all really happens!

We could not leave China without venturing outside of the two most international cities. We need to see some of real China and from a business perspective, to visit one of the famed **science technology and industrial parks (STIPs)**

These parks are part of China's national program of innovation and are a key lever for government to develop the industry and the economy it wants, for fostering technology development that is strategic to China's future (as set out in the 12<sup>th</sup> Five Year Plan).

There are 54 national STIP's, but hundreds (maybe even thousands) of regional and local government ones, some of which have very definite industrial focuses. For example Donghu in Wuhan specializes in optoelectronics, Zhangjiang

in Shanghai focuses on integrated circuits and pharmaceuticals, Tianjin on biotech and new energy, Shenzhen on telecommunications and Zhongshan on medical devices and electronics.

The critical thing to understand about these parks is that they are not just physical spaces. They have the power to help a foreign company get set up (tax breaks, subsidies, access to funding) and are connected to both the ruling party and to the Chinese Academy of Sciences, critical players for technology companies in China. If you have a technology that is strategic to China, these parks and the potential for strong government blessing and financial support of government, access to market, etc. can represent an excellent vehicle for foreign technology companies to enter China. (One of our 2012 companies is in talks right now about a grant from a local government to help them get a toe-hold into China). In and around Shanghai (say, within 2 hours), there are many such parks – for example, in Suzhou, Wuxi, and Yixing to name but a few.

Fred Chang of Everest Cleantech Advisors (see Wednesday) is arranging this **day trip to one of the parks**. He will educate us during the day on the parks and how to view them within your ‘go to China’ strategy and how they can fit in. The plan is to visit Changzhou in Jiangsu province, one of the highest GDP areas in China. Changzhou is home to Trina Solar, for example.

**Changzhou National Hi-Tech District (CND) is a state-level high-tech industrial development zone.** More than 1,300 foreign companies and over 5,000 local industrial enterprises have been registered within the district of which around 40% are from European and American countries. Industries encouraged include engineering machinery, transformer & transmission equipment, automotive, locomotive & locomotive components, parts, precision machinery, biotechnology, pharmaceuticals, photo-voltaic (PV) and new materials, chemicals, garment and textiles production, computer software and research & development.

At the park we will meet some relevant industry players, see what such a park really looks like, and be hosted by the local government for a typical Chinese business lunch (the kind of which you’d have to get used to if you are to be successful here!)

## Timings

### Breakfast at the Hotel

#### 0700 – Depart from the Hotel (Meet in the Lobby at 0655)

We will be catching a fast train (1 hour) to Changzhou from Shanghai Railway Station; and will be outside of Shanghai all day.

#### 0900 – Arrive at Changzhou

We will present ourselves to a group assembled by the city’s Industrial Park, looking for best matches between what our companies do and what they do.

We will have a lunch, and then be shown round the MOST (Ministry of Science and Technology) incubator.

We will catch a train back – estimating to be back at the hotel between 6 & 7pm.

## Dinner

The tour has officially ended by this point and so there is no pre-organized tour dinner for this night. In the past, most of the “survivors” (those still in the Tour Hotel) have got together and had dinner somewhere local.

## Appendix 1 – Acceptances to our Two Showcase Events

The names below have accepted an invitation to the **Monday January 26<sup>th</sup> Beijing showcase event** (correct as of January 22). It includes our own people.

Name	Company
Yiyang SHEN	ADB
Fang Yuan	Aster Capital
XINGMAO ZHAO	Autodesk
Peter FAN	Baosteel Metal
Yinhu Li	Beijing Know Power Consulting Company
Jos Peeters	Capricorn Venture Partners
Weiyang WANG	CECEP Industrial Energy Conservation Co., Ltd.
Bingyan LIU	CECEP Industrial Energy Conservation Co., Ltd.
Mike Kiang	CHC Capital
Zheng Feng/郑峰先生	China Association for Low Carbon Economy/中国低碳经济发展促进会
Robert Li	China New Energy Chamber of Commerce 全联新能源商会
Sabrina SHI	China New Energy Chamber of Commerce 全联新能源商会
Roselin Qu/瞿桂林	CITIC PE
Aniruddha Sharma	Clean Carbon Solutions
Richard Youngman	Cleantech Group
Yixi Zhang	Cleantech Group
Alex Yang	Climate Wedge LLC / Abatement Capital LLC
Jensen Zhao	Deloitte
Karen Guo	Dow Chemical
Maggie FENG	DSM
Wei Fu	E. J. McKay & Co., Inc
Cheng Zhao	E. J. McKay & Co., Inc
Philippe Ringenbach	Electranova Capital
Tao Liu	ENN Group
Ning	FairyLand
Alain Bechtel	GDF Suez
Peng Chengyao 彭澄瑶	GE Power & Water
Chen Ye	Goldwind
Staffan Hillberg	Heliospectra
Robert Liu	Huaneng Invesco WLR
Bondy Lau	Huaneng Invesco WLR
Julia Xia	Huaneng Invesco WLR
David Liu	Huaneng Invesco WLR
Julien MIALARET	Idinvest
Peter Cook	IFC Venture Capital
Nicolas du Cray	Iris Capital
Anders Forsberg	Juno Capital
Bao Hongxuan	Juno Capital
Ren He	Juno Capital
Feng Ze	Juno Capital
Jim Mahoney	Kachan & Co.
Eric Tao	Keytone Ventures

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Name	Company
Steven Feng/冯杰	Leaguer Venture/深圳力合创业投资有限公司
Brian Liou	Lippo Tsinghua Fund
Peter Chiu	Lippo Tsinghua Fund
Jerry Wu	Lippo Tsinghua Fund
Will Latta	LP Amina
Michelle Hua	Mingwu New Energy Fund
Richard Cui	Mitsui Global Investment
Charles Huang	New Horizon
Anna Rath	NexSteppe
Paul Twine	NexSteppe
Joe Dalum	Odyne Systems LLC
Wayne Byrne	Oxymem
Cindy JIANG	Paulson Institute
Yu ZUO	Pionovasion
Guoqing ZHANG	Pionovasion
Zhenyua Yu	Ray Power
Alex Shoer	Seeder
Carolyn Chen	SPD-Silicon Valley Bank
Ruby Shen	SPD-Silicon Valley Bank
Matthew Maloney	SVB
Andreas Stubelius	Swedish Energy Agency
Christopher Walden	Swedish Energy Agency
Xinyi LIU	TEDA Eco-Center
Yu WANG	TEDA Eco-Center
戴必远	TekoNet线上技术转移平台负责人
Asher Bennett	TEVA Motors
Shalom Tang	TEVA Motors
Changwa Wu	The Climate Group
Judy Zhu	VantagePoint Capital Partners
Han Zhang	VantagePoint Capital Partners
Alex Koszo	Vecor
Alex Koszo	Vecor
Sean Peng	WI Harper
朱志平 Zhiping Zhu	中国政法大学 China University of Political Science and Law
杨阳 Yang Yang	中国民营经济国际商会高新技术中心 High-tech Center of China International Chamber of Commerce for the Private Sector
鞠仁 Ren Ju	中国民营经济国际商会高新技术中心 High-tech Center of China International Chamber of Commerce for the Private Sector
孙唯娜 Weina Sun	中国民营经济国际商会高新技术中心 High-tech Center of China International Chamber of Commerce for the Private Sector
郑凯杰 Kaijie Zheng	中国民营经济国际商会高新技术中心 High-tech Center of China International Chamber of Commerce for the Private Sector
潘琦琦 Qiqi Pan	中国民营经济国际商会高新技术中心 High-tech Center of China International Chamber of Commerce for the Private Sector
韩璐	北京科技金融促进会
周海祥	国际绿色经济协会
Rongguang ZHANG	易能源
刘润 Run Liu	有色金属院 General Research Institute for Nonferrous Metals
李黎	湖南省联创低碳经济发展中心
柏寒	融恩资本

The names below have accepted an invitation to the **Thursday January 29<sup>th</sup> Shanghai showcase event** (correct as of January 22). It includes our own people.

Name	Company
Wang Yingxia/王莹霞	Applied Materials China
Roy Zhu	Applied Materials China
Xiaoyu (Kenny) Lu	Asian Development Bank
XINGMAO ZHAO	Autodesk
Jos Peeters	Capricorn Venture Partners
CAO Shuyang	Cathay Capital
Simon Dong	cer Energy
Nicole Chen	China Power Equipment Inc
Jacky Xie	Citic Capital
Aniruddha Sharma	Clean Carbon Solutions
Andy Klump	Clean Energy Associates (China) Limited
Richard Youngman	Cleantech Group
Yixi Zhang	Cleantech Group
Wei Jingjing	Cowin Capital
Lawrence Ling Yun Jin	Deloitte
Leon Jiang	Dow Chemical - Corporate Venture R&D
Zhebo Ding	Dow Chemical Asia Pacific
Sean Zhuang	DT Capital
Luke Sun/孙晓路	DT Capital
Johnny Browaeys	Dupont
Elbert Zhou	E.J. McKay & Co., Inc.
Marvin Luo	E.J. McKay & Co., Inc.
Philippe Ringenbach	Electranova Capital
Alex Sun	Envision
ChunGuang Wang	Equota
Yuan Xiao	Equota
Fred Chang	Everest Cleantech Advisors
Zhao Zihui	Far Eastern Leasing
Michael Chen	Fosun Capital
Alain Bechtel	GDF Suez
Yann Marvin	GDF Suez China
Staffan Hillberg	Heliospectra
Edward Zhu	HFG China
Allen Zhang	Hunan Low Carbon Innovation Center
Antony Yu/俞信华	IDG
Julien MIALARET	Idinvest
Fred Yang	Infinity
Alex Banh	IPV
Winnie Huang	IPV
Ray Lu	IPV

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<b>Name</b>	<b>Company</b>
Stephen Scoones	Khars International
Chivas Lam	MNL Partners
Anna Rath	NexSteppe
Paul Twine	NexSteppe
Joe Dalum	Odyne Systems LLC
Wayne Byrne	Oxymem
Michael Wilder	PTL Group
Andrea Cristancho	PTL Group
Rachel Wang	Qiming VC
Peter Yin	Qiming VC
DEAN COOPER	Quintalpartners
Robert Li	rothschild
Alvin Liu	SBCVC
John Guo	SBCVC
Li Zhao	SBCVC
Carl Geng	Shanghai Cleantech Incubator
Yu Jian Wei	Shanghai Energy Efficiency Center (Shanghai Energy Conversation Service Center)
Vincent Chan (陳鎮洪)	Spring Capital (天泉投資)
Matthew Maloney	SVB
Andreas Stubelius	Swedish Energy Agency
Christopher Walden	Swedish Energy Agency
Jiang Bo	TD Growth
Asher Bennett	TEVA Motors
Shalom Tang	TEVA Motors
Lucia Shen	Transist China Energy Incubator
YU Xiaolu	Tsing Capital
Rong Xu	Umore Consulting
Xu Rong	Umore Group
Weiguo Zhou	United Crystal Technology Limited
Alex Koszo	Vecor
Bo Zhang	Zhejiang Jinggong New Material Technology Co., Ltd.
Yousheng Gong	Zhejiang Jinggong New Material Technology Co., Ltd.
Yejun Zhu	Zhejiang Jinggong New Material Technology Co., Ltd.
Kaibing Xu	Zhejiang Jinggong New Material Technology Co., Ltd.
陈业钢	上海东硕环保科技有限公司
夏冬林	上海君屹工业自动化有限公司
董辉	上海攀业氢能源科技有限公司
凌超	余海集团
熊健	宝莲华新能源集团
罗星	宝莲华新能源集团
Di Shi	海通证券
Adam Li	深圳前海大一新能源投资基金
俞建中	百菲特环保
宋海旭	融恩资本
李玮	赛领资本
张蒙	赛领资本
郝一丁	赛领资本