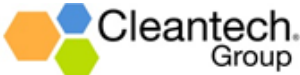


Cleantech Tour of  
NOVEMBER 3-8, 2013  
**China**

Descriptions of the tour party  
路演企业介绍

**The tour is led by:**

Richard Youngman  
MD, Europe & Asia  
Cleantech Group  
[richard.youngman@cleantech.com](mailto:richard.youngman@cleantech.com)



**Assisted by its strategic partner in China:**



**This Tour is supported by:**



European Tour Partner



U.S. Tour Partner



Legal Tour Partner

**And**



Cleantech Group Advisory Board Member



2013 Cleantech Tour of China 3-8 November

## Introduction

Cleantech Group is excited to be bringing another tour party for a week in China, following our highly-rated 2011 and 2012 tours. And we are delighted to do so, with the support of our key partners, Idinvest Partners and Silicon Valley Bank, and, new for this year, Dorsey Whitney. This tour represents the 6<sup>th</sup> year of our event series in China.

This document provides a description of the people and companies in our 2013 tour party, and their objectives with regards to China.

## Objectives of the Tour

The 2013 China Cleantech Tour, November 3-8, is a two-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 clean technology 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 or sales, 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 will be supplemented by two industry match-making sessions, a number of great learning meetings, and rounded out by the Friday site visit to an industrial park.

We hope there are people and companies here who you will find benefit from meeting and working with. We appreciate you making the time to come to meet them.

A handwritten signature in black ink that reads "Richard Youngman".

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

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## 简介

清洁技术集团在 2011 年和 2012 年大受好评的中国巡访活动后，将再一次带领一个新的团队前往中国，举办为期一周的巡访及企业介绍活动。我们很荣幸能获得 Idinvest Partners、Silicon Valley Bank 和今年新加入的 Dorsey Whitney 等合作伙伴对此活动的支持。这次的中国巡访代表着本公司第六届中国系列活动。

这份文档提供了 2013 年中国巡访的公司和代表介绍，以及他们对中国市场的目标。

## 巡访目标

2013 年中国清洁技术巡访活动（11 月 3 日至 8 日）会访问两个城市，主要目标是帮助西方清洁技术公司了解及体会当今中国清洁技术的行情，同时也能借此机会会见中国投资者和商业合作伙伴，发展他们的中国市场战略。根据我们广泛的人事关系，此活动也很适合投资者和国际公司高管的企业目标。

中国成为一个关键的原材料提供商或生产厂家已有一段时间。对于清洁技术产品领域，中国已经迅速地成为一个终端市场，许多公司在中国经历比世界其它市场更快的销售周期。另一个明确的趋势出现在中国投资商（公共和私有）对提供西方清洁技术公司融资呈现越趋开放的态度，成为他们“前往中国”计划的助力。

这次巡访的重点之一**专注在投资及商业协助/咨询/合作伙伴关系（包括制造或销售，或两者）之间的交集**。星期一和星期四在北京和上海的两个展示活动将提供巡访公司向中国投资商和企业宣传其公司的机会。此外，活动还包括两个行业匹配战略会谈，一些交流会议，最后以周五的工业园区实地考察活动作结。

我们希望认识这次来访的团队会对您的工作和事业有所受益。我们感谢您拨冗与他们会面。



Richard Youngman, 清洁技术集团欧洲与亚洲常务董事

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### The Tour Party

The greater part of the tour party is comprised of private growth cleantech companies, principally CEO's from USA and Europe. In addition to the company CEO's, in the tour party we also have a select few investors, both financial and strategic.

Descriptions of each of these people and companies are provided in the pages that follow.

### The Cleantech Companies who will be presented in the showcases:

- 1) [Advenira Enterprises](#) (USA) – Dr. Elmira Ryabova, CEO/CTO
- 2) [Bowman Power](#) (UK) – Dr Toby King, CEO
- 3) [Enlighted](#) (USA) – presented by Julien Mialaret, Idivest Partners, an investor in the company
- 4) [NexSteppe](#) (USA) – Anna Rath, CEO
- 5) [SiVa Power](#) (USA) – Brad Mattson, CEO (the company was formerly called Solexant)
- 6) [Sol Voltaics](#) (Sweden) – Dave Epstein, CEO
- 7) [sunfire](#) (Germany) - Carl Berninghausen, CEO & Nils Aldag, Manager Finance & IR
- 8) [Van Dyne Superturbo](#) (USA) – Ed Van Dyne, CEO

### The other tour party members are:

- 9) [E.ON](#) - Susana Quintana-Plaza, VP Innovation Scouting & Co-investments
- 10) [Electranova Capital](#) - Pierre Devillard, Principal
- 11) [Generation Investment Management](#) - Lila Preston, Partner
- 12) [Idivest Partners](#) - Julien Mialaret, Investment Manager
- 13) [Silicon Valley Bank](#) - Matt Maloney, Head of Cleantech
  
- 14) [Cleantech Group](#) – Richard Youngman, Managing Director, Europe & Asia, and Leo Zhang, Analyst

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## 巡访团队

大部分的巡访团队主要是美国和欧洲私营清洁技术公司行政总裁。除了公司代表以外，巡访团队还包括一些财务和战略投资商。

具体的公司介绍和公司描述信息在随后的页面中提供。

## 参加展示活动的清洁技术公司：

- 1) [Advenira Enterprises](#) (美国) – Elmira Ryabova, 博士, 执行总裁/技术总裁
- 2) [Bowman Power](#) (英国) – Toby King, 博士, 执行总裁
- 3) [Enlighted](#) (美国) – 由 Julien Mialaret 介绍, Idinvest Partner, 公司投资商
- 4) [NexSteppe](#) (美国) – Anna Rath, 执行总裁
- 5) [SiVa Power](#) (美国) – Brad Mattson, 执行总裁 (前称为 Solexant)
- 6) [Sol Voltaics](#) (瑞典) – Dave Epstein, 执行总裁
- 7) [sunfire](#) (德国) - Carl Berninghausen, 执行总裁及 Nils Aldag, 财务及国际关系经理
- 8) [Van Dyne Superturbo](#) (美国) – Ed Van Dyne, 执行总裁

## 其他巡访团队成员：

- 9) [E.ON](#) - Susana Quintana-Plaza, 副总裁, 创新探勘及投资合作
- 10) [Electranova Capital](#) - Pierre Devillard, 董事
- 11) [Generation Investment Management](#) - Lila Preston, 合伙人
- 12) [Idinvest Partners](#) - Julien Mialaret, 投资经理
- 13) [Silicon Valley Bank](#) - Matt Maloney, 清洁技术主管
- 14) [Cleantech Group](#) – Richard Youngman, 欧洲及亚洲常务董事及 Leo Zhang 分析师

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## Advenira Enterprises



**Contact Name:** Dr. Elmira Ryabova      **Title:** CEO/CTO

**Email:** [elmira.ryabova@advenira.com](mailto:elmira.ryabova@advenira.com)      **Website:** <http://www.advenira.com/>

**Street Address:** 788 Palomar Avenue, Sunnyvale, CA 94085, USA

**Attendee’s Short Bio:** Dr. Elmira Ryabova is the CEO/CTO and founder of Advenira Enterprises. Dr. Ryabova is an industry expert with many years of experience in material science and technology applications for the metallurgical, semiconductor, photovoltaic and biometric industries. She has authored over 25 scientific papers and presentations, in addition to more than 15 patents. Dr. Ryabova acquired extensive expertise working with novel materials and methods during her tenures at a number start-ups and corporates across the globe.

**Purpose of the Trip & View on China:** Advenira would like to initiate early engagement in China with potential users of its technology either by investing or partnering. In addition to customer-type engagements, Advenira would like to develop supply chain opportunities and strategic vendors network with Chinese companies. Advenira’s coatings have great relevance to companies and potential partners in the following areas: solar (PV panels); semi-conductors; glass (buildings and auto); food packaging; and flat panel displays. One question on Advenira’s mind is which of these areas in China it should prioritize. Desired meetings called out by the company include: polycarbonate manufacturers and/or users like aircraft and automotive windows, specialty glasses, etc.; and glass manufacturers to discuss possible access to technology under JDAs (Joint Development agreements).

**Sector:** Advanced Materials (Nanocomposite)      **Development Stage:** Shipping Product/Pilot

**Year Founded:** 2008      **Num. of Employees:** 23

**Capital Raised to Date:** US \$21M      **Revenue (last 12 months):** Pre-Revenue

**Company Description:** Advenira is a provider of proprietary liquid-based protective, optical and functional nanocomposite coating materials and coating equipment. The company’s technology has the breakthrough ability to deposit films on large and/or complex objects of any materials using fluid precursors synthesized on an industrial scale enabling many applications for various market segments. Advenira’s go-to-market strategy encompasses penetration of the most critical market segments using strategic partnerships/alliances following "printer-cartridge" business model. Some market verticals can be spun-off and exclusively licensed out or sold. Through the management team’s prior experience, Advenira has deep ties to the global semiconductor capital equipment market. In this market, Advenira’s coating materials offer not only a clear value proposition, but the need for the company’s advanced coating materials is increasingly highlighted by the inadequacies of existing technologies. As a result, Advenira has been able to gain the most traction in this initial market.

**Principal Investors**

- 1. RUSNANO Corporation

**Current Customers (under NDA)**

- 1. Major Semiconductor OEMs
- 2. Major Semiconductor IDMs
- 3. Major Glass Manufacturers

**Competitors**

- 1. Arkema
- 2. Von Arden
- 3. CoorsTek
- 4. Praxair

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## Advenira Enterprises



**联系人:** Elmira Ryabova 博士

**职务:** 执行总裁/技术总裁

**Email:** [elmira.ryabova@advenira.com](mailto:elmira.ryabova@advenira.com)

**公司网址:** <http://www.advenira.com/>

**通讯地址:** 788 Palomar Avenue, Sunnyvale, CA 94085, USA

**参加者简介:** Elmira Ryabova 博士是 Advenira Enterprises 的创始人，执行总裁，及技术总裁。Ryabova 博士是全球著名的专家，有多年材料科学和技术的经验，分别应用在冶金，半导体，光伏，及生物识别领域。她曾发表过 25 篇科学论文，并有 15 个专利发明。Ryabova 博士在一系列的初创公司和全球企业的工作任期内获得了广泛的新型材料专业知识。

**此行目的 & 中国看法:** Advenira 想通过投资或者合作方式来开始跟中国潜在用户的初步接触。除了客户形态的接触，Advenira 也想与中国公司拓展供应链机会和战略供应商网络。Advenira 的涂料对太阳能（光伏电池板）、半导体、玻璃（建筑和汽车）、食品包装、及平板显示器等领域的潜在客户和合作伙伴非常相关。Advenira 的主要问题是考虑哪些领域应为其在中国市场的优先发展方向。该公司期待与下列对象进行会谈以商讨在联合开发协议下可能的技术取得途径，包括：聚碳酸酯制造商和/或飞机和汽车窗户及特制玻璃等用户，以及玻璃制造商。

**所属行业:** 高级材料（纳米复合材料）

**发展阶段:** 产品研发和中试

**成立时间:** 2008

**员工人数:** 23

**已融资金额:** 2100 万美元

**最近一年营收:** 尚未盈利

**公司简介:** Advenira 是专有液体性防护、光学和功能性纳米复合涂层材料和涂层设备的供应商。该公司的技术有突破创新能力，使用流体前兆在任何材质的各种大型和/或复杂的物体上镀膜，可应用于多个细分市场。

Advenira 的市场战略借鉴“打印机墨盒”的商业模式，包括以战略合作伙伴/联盟的方式来渗透细分市场。对于一部分垂直市场可以分拆上市及独家专营或出售。通过管理团队的多年经验，Advenira 在全球半导体设备市场已建立的深厚的关系。在这个市场上，Advenira 的涂层材料不仅提供明确的价值定位，而且日渐突显现有技术的不足之处。因此，Advenira 已经能够在此初级市场上获得最大的牵引力。

### 主要投资人

1. RUSNANO Corporation

### 现有客户(非披露协议)

1. 各大半导体原始设备制造商
2. 各大半导体集成设备制造商
3. 各大玻璃制造商

### 主要竞争对手

1. Arkema
2. Von Arden
3. CoorsTek
4. Praxair

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## Bowman Power

**Contact Name:** Toby King**Title:** CEO**Email:** tking@bowmanpower.com**Website:** <http://www.bowmanpower.com>**Address:** Ocean Quay, Belvidere Road, Southampton, SO14 5QY, **United Kingdom**

**Attendee's Short Bio:** Toby joined Bowman Power as CEO following the successful sale of his previous business, Insensys Limited, to Moog Inc. At Insensys, Toby was COO and then CEO. His background is in bringing high quality, innovative, technical products to market, in both the medical and cleantech sectors. Over the last 15 years, Toby has worked for a variety of hi-tech startups in the UK and in Silicon Valley, USA. Toby has a BA, MA and a PhD in Electromechanical Engineering from the University of Cambridge and is a Fellow of the Institution of Mechanical Engineers

**Purpose of the Trip & View on China:** Bowman Power would like to identify and meet with some key Chinese stakeholders during the China Trip in order to understand the size and nature of the Chinese market for its products, as well as supply chain opportunities in China. This means: potential customers (engine OEMs, genset packagers or end users of diesel gensets); potential distributors for its technology; and potential suppliers. The company is also looking to understand the potential for future equity or debt investment in Bowman from Chinese investors.

**Sector:** Transportation, Energy Efficiency    **Development Stage:** Wide Commercial Availability

**Year Founded:** 2004

**Num. of Employees:** 70

**Investment Capital to Date:** US \$31M    **Capital to be raised in next 2 years:** US \$5-10M

**Revenue (last 12 months):** US \$10M    **Revenue Projection (2014):** US \$15M

**Company Description:** Bowman Power develops systems to recover energy from waste heat with applications in power plants and vehicles. Products are based on the company's Turbogenerator technology, designed to extract power from the exhaust of a traditional reciprocating gas or diesel engine, achieving typical fuel efficiency improvements of 5-8% and a payback time around 12-18 months.

From the company's base in Southampton, UK, Bowman develops and markets a continually expanding range of turbo generators for large diesel engines, serving both the power generation and heavy vehicles sectors. Eight years after its inception, Bowman serves an international customer base and has forged strategic links with OEMs in both key markets. Bowman also engages in R&D work on complementary energy recovery technologies to further its growth.

### Principal Investors

1. Fjord Capital
2. Octopus Ventures
3. WHEB Partners
4. Jon Moulton
5. I2BF
6. Clerville

### Current Customers

1. Kalgoorlie Power Systems
2. SCHNELL
3. Burkhardt
4. Seva
5. NEK
6. Wartsila
7. Cummins

### Competitors

1. Calnetix
2. Controlled Power Technologies
3. Electrathern

Supported By Tour Partners:





## Bowman Power



**联系人:** Toby King

**职务:** 执行总裁

**Email:** tking@bowmanpower.com

**公司网址:** <http://www.bowmanpower.com>

**通讯地址:** Ocean Quay, Belvidere Road, - Southampton, SO14 5QY, **United Kingdom**

**参加者简介:** Toby 成功的把他以前的企业—Insensys—出售给 Moog Inc 后，加入了 Bowman Power 的团队，担任其公司执行总裁。在 Insensys, Toby 担任过执行总裁和营运总监的职位。他的职业背景专注于医疗和清洁技术领域的高品质及创新技术科技的市场推向。在过去的 15 年里，Toby 在英国和美国硅谷多间高科技初创公司就任。Toby 拥有剑桥大学机电工程的学、硕士、和博士学位、并且为资深的机械工程师学会会员。

**此行目的 & 中国看法:** Bowman Power 希望在此中国巡访期间与中国一些关键的利益相关者认识和见面来了解中国市场的规模和性质，以及在中国的供应链机会，意即：潜在客户（发动机原始设备制造商（OEMs）、发电机制造商及柴油发电机组终端用户）、其技术的潜在分销商以及供应商。该公司还希望了解中国投资者对 Bowman 未来的股权或债券投资的投资潜力。

**所属行业:** 交通，节能

**发展阶段:** 大规模商业化

**成立时间:** 2004

**员工人数:** 70

**已融资金额:** 3100 万美元

**未来 2 年计划融资金额:** 500 – 1000 万美元

**最近一年营收:** 1000 万美元

**2014 年预计营收:** 1500 万美元

**公司简介:** Bowman Power 在开发余热回收系统，可应用在能源发电厂和汽车领域。产品是基于该公司的汽轮发电机组（Turbogenerator）技术，可从传统的往复式气体或柴油发动机的排气获取电能，实现提高燃料效率 5-8%，投资回收期大约在 12-18 个月之间。

从该公司在英国南安普敦的基地，Bowman 开发和销售一系列大型柴油发动机的汽轮发电机，利用在发电和重型车辆行业。成立 8 年以来，Bowman 服务多位国际客户，并已经在这两个关键市场跟原始设备制造商建立了战略合作关系。Bowman 还从事能量回收技术研发，以促进公司成长。

### 主要投资人

1. Fjord Capital
2. Octopus Ventures
3. WHEB Partners
4. Jon Moulton
5. I2BF
6. Clerville

### 现有客户

1. Kalgoorlie Power Systems
2. SCHNELL
3. Burkhardt
4. Seva
5. NEK
6. Wartsila
7. Cummins

### 主要竞争对手

1. Calnetix
2. Controlled Power Technologies
3. Electratherm

Supported By Tour Partners:



## Enlighted



**Contact Name:** Julien Mialaret

**Title:** Investor in Enlighted (Idinvest Partners)

**Email:** [jmt@idinvest.com](mailto:jmt@idinvest.com)

**Website:** <http://www.enlightedinc.com/>

**Street Address:** 930 Benecia Ave., Sunnyvale, CA 94085, USA

**Attendee's Short Bio:** Julien Mialaret joined Idinvest Partners in 2011. He is a member of the Cleantech team and conducts investments in early stage companies in Europe and China. See page 30 for more.

**Purpose of the Trip:** Enlighted would like to identify partners (Energy Service Companies, Distributors, and Light fixture manufacturers) who are interested in commercializing their lighting controls product and building sensor network solutions for China's commercial and industrial real estate markets.

**Sector:** Energy Efficiency

**Development Stage:** Shipping Product in 9 countries

**Year Founded:** 2009

**Number of Employees:** 100

**Investment Capital to Date:** US \$50M

**Capital likely to be raised in next 2 years:** US \$0M

**Capital to Date Revenue:** US \$9M

**Revenue Projection (2014):** US \$15M

**Company Description:** Enlighted is one of the largest manufacturers of wireless lighting controls and building sensor network solutions for commercial and industrial buildings. Enlighted is headquartered in California, USA and has offices in Singapore and India. In addition to reducing lighting energy usage by 50 – 75%, the Enlighted system enables “people-smart” buildings by providing software applications based on the real-time occupancy, temperature and power information at every fixture. By providing Enlighted data to building management systems (BMS), Enlighted enables services such as HVAC control strategies, Security, and Space Utilization applications.

**Company Strategy:** Enlighted works with Energy Services Companies and Architectural, Engineering, and Construction firms to bring our system to Fortune500 companies around the world. In coordination with our partners the Enlighted system has been installed in 9 countries including several installations in China and Singapore. Enlighted trains our partners on the sales, design, installation and commissioning processes and provides the sales, marketing and technical support for our partners to be successful in their market.

### Principal Investors

1. IdInvest Partners
2. KPCB
3. DFJ
4. Rockport Capital
5. EDBI
6. DraperNexus

### Current Customers

1. (50+ Fortune500 customers)
2. Intel
3. HP
4. Google
5. LinkedIn
6. Flextronics
7. Interface Global
8. JDSU

### Competitors

1. Lutron
2. Wattstopper
3. Panasonic

Supported By Tour Partners:



## Enlighted



**联系人:** Julien Mialaret

**职务:** Enlighted 投资人 (Idinvest Partners)

**Email:** jmt@idinvest.com

**公司网址:** <http://www.enlightedinc.com/>

**通讯地址:** 930 Benecia Ave., Sunnyvale, CA 94085, USA

**参加者简介:** Julien Mialaret 在 2011 年加入了 Idinvest Partners。他是该公司清洁技术部门的一位成员，对美国、欧洲及中国位于初期阶段的公司进行投资。详细介绍请看第 31 页。

**此行目的:** Enlighted 希望寻找在有兴趣在中国工商业房地产市场对照明控制产品和楼宇传感器网络进行商业化的合作伙伴（节能服务公司、分销商及灯具制造商）。

**所属行业:** 节能

**发展阶段:** 9 个国家产品中式

**成立时间:** 2009

**员工人数:** 100

**已融资金额:** 5000 万美元

**未来 2 年计划融资金额:** 0 美元

**至今营业额:** 900 万美元

**2014 年预计营收:** 1500 万美元

**公司简介:** Enlighted 是一家商业及工业建筑的无线照明控制和无线传感器网络制造商。Enlighted 公司总部设在美国加州，在新加坡和印度设有办事处。Enlighted 除了能降低 50 – 75% 的照明能源使用量，该系统透过提供实时使用率、温度及能源消耗的软件，使「智能化」建筑成为可能。在楼宇管理系统（BMS）里应用 Enlighted 系统，用户即可使用 HVAC 控制系统，安全系统，及空间利用等服务。

**公司战略:** Enlighted 与各大能源服务公司、设计、建筑及工程公司合作，给全球财富 500 强公司提供 Enlighted 的系统服务。在与合作伙伴们的配合下，Enlighted 系统已安装在 9 个国家，包括中国和新加坡。Enlighted 负责培训合作伙伴所有的销售、设计、安装过程，并且提供销售、传销及技术支持。

### 主要投资人

1. Idinvest Partners
2. KPCB
3. DFJ
4. Rockport Capital
5. EDBI
6. DraperNexus

### 现有客户

1. (50+ Fortune500 customers)
2. Intel
3. HP
4. Google
5. LinkedIn
6. Flextronics
7. Interface Global
8. JDSU

### 主要竞争者

1. Lutron
2. Wattstopper
3. Panasonic

Supported By Tour Partners:



## NexSteppe

**Contact Name:** Anna Rath**Title:** CEO**Email:** arath@nexsteppe.com**Website:** <http://www.nexsteppe.com/>**Address:** 400 East Jamie Court, Suite 202, South San Francisco, CA 94080, USA

**Attendee's Short Bio:** Anna Rath is a pioneer in the development of the dedicated energy crop industry. She was formerly Vice President of Commercial Development for Ceres, where she built and managed all commercial functions including the launch of the world's first dedicated energy crop brand (Blade®) in 2008. Prior to this, Rath was a consultant with McKinsey focused on corporate strategy, assessment of new business initiatives and business building in various technology sectors. She holds a JD from Yale Law School.

**Purpose of the Trip:** NexSteppe would like to begin to ascertain the best way to enter the Chinese market and, in the process, meet some useful contacts to collaborate on the company's China market strategy. The most important opportunities include any state owned enterprises or private companies working in biofuels and particularly related to the development of technology or projects on cellulosic or sweet sorghum biofuels. Some examples are: CNPC and Shanghai Zhongfu. Further contacts that would be beneficial are agricultural related state owned enterprises; an example would be COFCO.

Generally, any contacts who are able to clarify the biofuels, bio-power, and bio-based product markets in China would be very helpful to NexSteppe – chiefly on strategy and industry activities overall. The contact opportunities available will hopefully include investors who would be able to assist in educating NexSteppe on the best route to address possible opportunities in China.

**Sector:** Biofuel & Biochemical, Agriculture    **Development Stage:** Wide Commercial Availability

**Year Founded:** 2010

**Num. of Employees:** 30

**Company Description:** NexSteppe is dedicated to pioneering the next generation of scalable, reliable, cost-effective feedstock solutions for the biofuels, biobased product and biopower industries.

NexSteppe is a direct seller of seed to growers or vertically integrated producers of biofuels, bio-power and bio-based products in the U.S. and Brazil. The company just announced the launch of its first products in April of 2013 and is now in the process of taking its first orders, which the company will begin fulfilling in August. As NexSteppe looks to additional potential markets, the company's approach could be direct sales from the U.S., use of a distribution partner, creation of a strategic partnership or joint venture or establishment of domestic operations.

### Principal Investors

1. Braemar Energy Ventures
2. CYM Ventures
3. Terawatt Ventures
4. Zygote Ventures
5. DuPont Ventures

### Company Relationships

1. DuPont / Pioneer

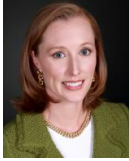
### Competitors

1. Ceres
2. Monsanto
3. Chromatin

Supported By Tour Partners:



## NexSteppe



**联系人:** Anna Rath

**职务:** 执行总裁

**Email:** arath@nexsteppe.com

**公司网址:** <http://www.nexsteppe.com/>

**通讯地址:** 400 East Jamie Court, Suite 202, -South San Francisco, CA 94080, USA

**参加者简介:** Anna Rath 是一位能源农作物产业的先锋。她曾任 Ceres 公司商业发展副总裁，建立并管理所有商业活动，包括在 2008 年推出了世界上第一个能源农作物品牌 (Blade®) 产品。在此之前，Rath 在 McKinsey 担任顾问，专注于企业战略，评估各种技术领域的新业务计划和建设。她持有耶鲁大学法学院法学博士学位。

**此行目的:** NexSteppe 此行想开始分析进入中国市场最好的方式，并在这个过程中会见一些有益的伙伴一起合作开发中国市场战略。最重要的目标包括任何在生物燃料领域的国有或私营企业，特别是有关纤维素或甜高粱生物燃料技术或项目的发展。一些例子包括：中国石油天然气集团公司和上海中孚。另外，农业相关的国有企业也会有很大的帮助，例如中粮集团。

一般来说，任何在中国生物燃料、生物电、生物基产品市场里的联系会对 NexSteppe 有非常大的帮助 – 主要是对整体战略和产业活动方面。希望在会谈中有机会认识能协助指导 NexSteppe 进入中国市场最佳途径的投资者。

**所属行业:** 生物燃料及生化, 农业

**发展阶段:** 大规模商业化

**成立时间:** 2010

**员工人数:** 30

**公司简介:** NexSteppe 在致力于开拓下一代可扩展、可靠并兼具成本效益的生物燃料、生物基产品和生物电力原材料。

NexSteppe 在美国和巴西直销生物能源种子，专注于种植者或垂直整合生产厂家。该公司在 2013 年 4 月刚刚宣布它的第一个产品，而且现在接受第一批订单，预计在 8 月开始供货。随着 NexSteppe 着眼其它潜在市场，该公司的商业模式可以从美国直销、使用分销合作伙伴、建立战略伙伴或合资结构或在国内建立国内业务中心。

### 主要投资人

1. Braemar Energy Ventures
2. CYM Ventures
3. Terawatt Ventures
4. Zygote Ventures
5. DuPont Ventures

### 现有客户

1. DuPont / Pioneer

### 主要竞争对手

1. Ceres
2. Monsanto
3. Chromatin

Supported By Tour Partners:



## SiVa Power



**Contact Name:** Brad Mattson

**Title:** CEO

**Email:** brad.mattson@sivapower.com

**Website:** <http://www.sivapower.com>

**Address:** 2385 Bering Dr. San Jose, CA 95131, United States

**Attendee's Short Bio:** Brad Mattson is a renowned entrepreneur from the semiconductor industry. Starting at Applied Materials, he later founded and scaled both Novellus and Mattson Technology, to date the only founder of two publicly traded semiconductor equipment firms. Novellus was recently acquired for \$3.3 billion, while Mattson Technology remains public and is approaching \$100 million in revenues.

Most recently, Mr. Mattson was a Partner at Vantage Point Venture Partners working in the cleantech area, leading the solar sector, but also focusing on lighting, transport and scaling. Mr. Mattson holds 12 patents in semiconductor technology, and in 2005 he was listed as one of the top 50 most influential people in the Semiconductor Industry. He has received the Entrepreneur of the Year Award in 1998 from Ernst & Young, the Distinguished Alumni Award from San Jose State University in 1999, the Founders Award for Innovation and Entrepreneurship from Santa Clara University in 2008.

**Purpose of the Trip & View on China:** To meet potential investors and partners: PV companies, manufacturers in the supply chain, and other intermediaries who could be helpful in funding the next level of development and in building a High Volume Manufacturing line in China.

**Sector:** Solar

**Development Stage:** Ready to build Pilot Line; pre-revenue

**Year Founded:** 2006

**Num. of Employees:** 20

**Investment Capital to Date:** US \$60M **Capital likely to be raised in next 2 years:** \$40-50M

**Company Description:** SiVa has developed the lowest cost thin film PV technology in the world, less than \$0.40/watt. It accomplishes this with the world's only gigawatt factory design (only 4 production lines yield > 1GW capacity) and utilizes the world's highest efficiency thin film technology, co-evaporated CIGS. Only this combination of technologies results in the lowest cost PV devices.

**Company Strategy:** Utilizes the world's leading experts in CIGS, equipment design, and HVM factories to achieve the result no one has achieved yet in solar. Uses the global skill sets of innovation from Silicon Valley and low cost manufacturing from China to build the thin film factory of the future and become the leading PV panel manufacturer in the gigawatt world of Solar 2.0.

### Principal Investors

1. Medley Partners
2. Trident Capital
3. Firelake Capital
4. Acero Capital
5. DBL Investors
6. Birchmere Ventures
7. X/Seed Capital

### Company Relationships

1. NREL
2. PVMC
3. SEMI

### Competitors

1. First Solar
2. Solar Frontier
3. TSMC
4. Stion
5. all c-Si companies

Supported By Tour Partners:



## SiVa Power



**联系人:** Brad Mattson

**职务:** 执行总裁

**Email:** [brad.mattson@sivapower.com](mailto:brad.mattson@sivapower.com)

**公司网址:** <http://www.sivapower.com>

**通讯地址:** 2385 Bering Dr. San Jose, CA 95131, United States

**参加者简介:** Brad Mattson 是一位半导体行业著名的创业家。在 Applied Materials 开始, 他随后创立并壮大了 Novellus 和 Mattson Technology。迄今为止, 他是唯一一位身为两家上市的半导体设备公司的创始人。Novellus 公司最近以 30 亿美元被收购, 而 Mattson Technology 仍然是个上市公司, 年营业额接近 1 亿美元。

近期, Mattson 先生为 Vantage Point Venture Partners 的合伙人, 在清洁技术领域工作, 领导公司太阳能产业的发展, 同时也专注于照明和交通方面的发展。Mattson 先生在半导体技术拥有 12 项专利, 并在 2005 年被列为半导体产业前 50 位最有影响力的人之一。他曾获得 Ernst & Young 1998 年创业家年度奖, San Jose State University 1999 年杰出校友奖, Santa Clara University 2008 年创新与创业的创办人奖。

**此行目的 & 中国看法:** SiVa Power 希望与潜在的投资商和合作伙伴会面, 包括: 光伏公司、供应链制造商及其它有助于下一阶段发展投资和在中国建立大批量生产线的中介机构。

**所属行业:** 太阳能

**发展阶段:** 就绪建立试验工厂; 尚未盈利

**成立时间:** 2006

**员工人数:** 20

**已融资金额:** 6000 万美元

**未来 2 年计划融资金额:** 4000-5000 万美元

**公司简介:** SiVa 已开发出世界上成本最低的薄膜光伏技术, 成本低于 \$0.40/瓦。公司能够实现低价生产的主要原因是在于拥有世界上唯一的千兆瓦厂房设计 (只有 4 条生产线, 效率 > 1GW 产能), 并利用世界上效率最高的薄膜技术和共同蒸发 CIGS 的方式。只有这样的科技组合能达到最低价格的光伏设备。

**公司战略:** 采用世界领先的 CIGS 专家、设备设计及 HVM 工厂来实现太阳能产业尚未实现的结果。使用美国硅谷的创新能力及中国的低成本生产能力来建立未来薄膜制造工厂, 并成为太阳能 2.0 吉瓦世界里的领先光伏面板制造商。

### 主要投资人

1. Medley Partners
2. Trident Capital
3. Firelake Capital
4. Acero Capital
5. DBL Investors
6. Birchmere Ventures
7. X/Seed Capital

### 商业合作伙伴

1. NREL
2. PVMC
3. SEMI

### 主要竞争对手

1. First Solar
2. Solar Frontier
3. TSMC
4. Stion
5. all c-Si companies

Supported By Tour Partners:



## Sol Voltaics

**Contact Name:** David Epstein**Title:** CEO**Email:** [dave.epstein@solvoltaics.com](mailto:dave.epstein@solvoltaics.com)**Website:** <http://www.solvoltaics.com>**Address:** Scheelevägen 17, Ideon Science Park, Lund, SE-223 70, Sweden

**Attendee's Short Bio:** Dave has deep executive operational experience starting, managing, investing in, and helping high tech companies grow for 30 years. Dave joined Sol Voltaics in 2012. Previously, as a General Partner at Crosslink capital, a \$1.2 Billion private and public equity firm in San Francisco, Dave spent 7 years focusing on Cleantech and Semiconductors. Prior to that, Dave was Interim CEO at AdaptiveRF, President and CEO of XStream Logic, founding CEO of Raycer Graphics, Vice President of Engineering at NexGen and VP of Engineering at Kendall Square Research.

**Purpose of the Trip & View on China:** Sol Voltaics would like to understand how, when and who to work with in the Chinese PV market. Sol Voltaics has recently raised money for taking the company's first product Solink® to pilot production. The company is prepared to invest time and effort in building relationships with Chinese strategic joint development partners to ensure long term success. Sol Voltaics is primarily interested in meeting: top PV companies, OEM manufacturers in the supply chain, other advanced materials companies and investors who could be strategically helpful in thinking about the best way for Sol Voltaics to address market entry opportunities in China.

**Sector:** Advanced Materials, Solar**Development Stage:** Product Development, Pre-revenue**Year Founded:** 2008**Num. of Employees:** 23**Investment Capital to Date:** US \$26M  
(inc debt and R&D grants)**Capital to be raised in next year:** US \$5M

**Company Description:** Sol Voltaics is an advanced materials company that was founded by world renowned nanotechnology expert Lars Samuelson in 2008 in Lund, Sweden, with the focus to improve the efficiency of energy capture, generation and storage using miniscule amounts of novel nanomaterials. Using novel nanomaterials, Sol Voltaics enable profitable grid-parity pricing by dramatically increasing the efficiency of silicon and thin film modules. Sol Voltaics supply the solar industry with material to deliver abundant renewable energy to the world.

Efficiency creates value. The only place to improve the economics is in efficiency is to produce more power per panel. Sol Voltaics is making an active ink of gallium-arsenide (GaAs) nanowires that can boost a 17 percent efficient solar module to 22 percent. Commercial production of enhanced modules will begin in 2015 and move into volume production in 2016. The nanowires can capture light very effectively using a phenomenon called wave-concentrated photovoltaics (WCPV).

**Principal Investors/Funding**

1. Industrifonden
2. Foundation Asset Management
3. Provider Ventures
4. Teknoinvest
5. Nano Future Invest
6. Scatec

**Company Relationships**

1. Lund University
2. Lund Nano Lab
3. Nanometer Structure Consortium
4. Fraunhofer Institute

**Competitors**

1. Solexel Nanotechnology
2. Alta Devices

Supported By Tour Partners:





## Sol Voltaics



**联系人:** David Epstein

**职务:** 执行总裁

**Email:** [dave.epstein@solvoltaics.com](mailto:dave.epstein@solvoltaics.com)

**公司网站:** <http://www.solvoltaics.com>

**通讯地址:** Scheelevägen 17, Ideon Science Park, -Lund, SE-223 70, Sweden

**参加者简介:** Dave 拥有资深的执行营运经验，其创始、管理、投资及帮助高科技公司成长已 30 年。Dave 在 2012 年加入了 Sol Voltaics 的团队。在此之前，Dave 在 Crosslink Capital（旧金山的一个 12 亿美元股权投资公司）担任普通合伙人。Dave 用了 7 年的时间，专注于清洁技术和半导体领域。在此之前，Dave 是 AdaptiveRF 的临时执行总裁、XStream Logic 的总裁兼执行总裁、Racer Graphics 的创始人兼执行总裁、NexGen 的工程副总裁和 Kendall Square Research 的工程副总裁。

**此行目的 & 中国看法:** Sol Voltaics 想了解应该如何、何时以及跟谁一起参与中国光伏市场的开发。Sol Voltaics 最近已筹集资金，为公司第一个产品（Solink®）开始试验生产。该公司准备投入时间和精力与中国战略伙伴共同建设关系，以确保长期的成功。Sol Voltaics 主要希望跟以下公司会谈：各大光伏公司、供应链中的原始设备制造商、其它新材料公司和可以战略性帮助 Sol Voltaics 进入中国市场的投资者。

**所属行业:** 新材料，太阳能

**发展阶段:** 产品研发阶段; 尚未盈利

**成立时间:** 2008

**员工人数:** 23

**已融资金额:** 2600 万美元 (包括债务融资和研发补助金)

**未来 2 年计划融资金额:** 500 万美元

**公司简介:** Sol Voltaics 是一家新材料公司，在 2008 年由世界著名的纳米技术专家 Lars Samuelson 在瑞典 Lund 成立。该公司着重于利用纳米技术来提高能源采集、发电和储能的效率。Sol Voltaics 利用纳米技术能将大幅增加硅和薄膜模块的效率，达到盈利状态。Sol Voltaics 供应关键材料给太阳能产业，使整个产业得以提供丰富的可再生能源至全世界。

效率创造价值。唯一能提高经济效率的方法就是在每个太阳能电池板上生产更多的电力。Sol Voltaics 在研发一个砷化镓（GaAs）的纳米线，可提高 17% 的高效太阳能电池组件到 22%。商业化生产会在 2015 年开始，并在 2016 年进入批量生产。该纳米线利用一种 WCPV 技术，可以非常有效地捕捉光线。

### 主要投资人

1. Industrifonden
2. Foundation Asset Management
3. Provider Ventures
4. Teknoinvest
5. Nano Future Invest
6. Scatec

### 商业合作伙伴

1. Lund University
2. Lund Nano Lab
3. Nanometer Structure Consortium
4. Fraunhofer Institute

### 主要竞争对手

1. Solexel Nanotechnology
2. Alta Devices

Supported By Tour Partners:



## sunfire GmbH



**Contact Name:** Carl Berninghausen      **Title:** CEO

**Email:** [info@sunfire.de](mailto:info@sunfire.de)

**Website:** <http://www.sunfire.de/en>

**Address:** Gasanstaltstraße 2, 01237 Dresden, **Germany**

**Attendee's Short Bio:** Carl studied business administration at EBS University and economics at the University of Frankfurt/ Main before going on to become a successful family businessman and founder of various companies. He is responsible for strategic management at sunfire.

**Purpose of the Trip:** sunfire would like to first understand the market potential in China and how to access the Chinese market. The company is active in South Korea and Japan, relying on sales partners to manage customer relationships and building long-term cooperation, with the possible aim to license the technology to the partners in the future. A similar approach could also be applied to China; but development partners to ensure the products fit China would be a necessary first step. But is that the right one? Top of mind to meet would be: players in the auto/truck industry; manufacturers of heat and cooling systems; oil and gas companies, operators of refineries; aviation companies; and investors and other intermediaries who could be strategically helpful in thinking about the best way for us to address market entry opportunities in China.

**Sector:** Energy Storage, Fuel Cells

**Development Stage:** Shipping Product / Pilot

**Year Founded:** 2010

**Num. of Employees:** 53

**Investment Capital to Date:** US \$19M

**Capital likely to be raised in next 2 years:** US \$5M

**Revenue (last 12 months):** US \$5M+

**Revenue Projection (2014):** US \$10M+

**Company Description:** sunfire is developing technologies for a closed carbon cycle. This includes the conversion of regenerative electricity to synthetic, liquid fuels (Power-to-Liquids) or gas (Power-to-Gas). The Gas-to-Power technology enables a decentralized and efficient conversion of natural gas back into electricity and heat. At the heart of sunfire's processes lies the solid oxide cell stack used as an electrolyzer (SOEC) or a fuel cell (SOFC).

**Company Strategy:** sunfire is active in two market sectors: Gas to Power and Power-to-Gas/Power-to-Liquids. The company is building a demonstration plant for the production of synthetic fuel and preparing for market entry. sunfire will offer its core component, SOEC, as well as basic engineering for power plants. sunfire's strategic partner, Bilfinger Industrial Technology, is responsible for detailed engineering, balance of plants and general contracting. In the Gas-to-Power sector, sunfire addresses three markets: the booming micro combined heat and power market (1 to 25 kW), the off-grid market (oil & gas, telecom stations) and the electricity generator market (100 to 500 kW). All those markets have strong market drivers and could represent billions of euros in the next decade.

### Principal Investors/Funding

1. Steinbrügge & Berninghausen GmbH
2. Bilfinger Venture Capital GmbH
3. KfW ERP-Startfonds

### Current Customers

1. ThyssenKrupp Marine Systems
2. Vaillant

### Competitors

1. Convion
2. Watt Fuel Cell
3. Bloom Energy
4. Topsoe Fuel Cells
5. CFCL
6. ETOGAS

Supported By Tour Partners:



## sunfire GmbH



**联系人:** Carl Berninghausen

**职务:** 执行总裁

**Email:** info@sunfire.de

**公司网站:** <http://www.sunfire.de/en>

**通讯地址:** Gasanstaltstraße 2, 01237 Dresden, Germany

**参加者简介:** Carl 在 University of Frankfurt/Main 学习经济学, 然后在 EBS 大学攻读工商管理学。毕业后, 他成为一个成功的家住企业商, 并成为一系列公司的创始人。他负责 sunfire 的战略管理。

**此行目的:** sunfire 首先想了解中国市场的潜力以及如何进入中国市场。该公司已活跃于韩国和日本, 透过销售伙伴来管理客户关系和建立长期合作, 并有可能把技术授权给当地的合作伙伴。类似的方法也可以适用于中国, 但需要合作伙伴确保产品符合中国市场。然而, 这是正确的方式吗? sunfire 主要希望跟以下公司会谈: 汽车/卡车行业、加热和冷却系统制造商、石油和天然气公司、炼油厂、航空企业和其他能战略性地协助 sunfire 制定进入中国市场最佳计划的投资及中介机构。

**所属行业:** 能量存储, 燃料电池

**发展阶段:** 产品研发和中试

**成立时间:** 2010

**员工人数:** 53

**已融资金额:** 1900 万美元

**未来 2 年计划融资金额:** 500 万美元

**最近一年营收:** 500 万美元+

**2014 年预计营收:** 1000 万美元

**公司简介:** sunfire 在开发一个封闭式碳循环技术, 这包括再生电力转换到合成液体燃料(电转液)或气(电转气)。该公司的电转气技术可有效地把天然气转换成电力和热能。sunfire 的核心技术在于其固体氧化物电池堆, 可用于电解槽(SOEC)或燃料电池(SOFC)。

**公司战略:** sunfire 活跃于在两大市场领域: 气转点和电转气/电转液。该公司正在在建立一个生产合成燃料的示范工厂, 并准备进入市场。sunfire 将提供其核心组成部分, SOEC, 以及发电厂的基本工程设计。sunfire 的战略合作伙伴—Bilfinger Industrial Technology—会负责详细的工程设计及承包业务。在气转电领域, sunfire 着重于三个市场: 红火的微热电联产和电力市场(1 到 25 千瓦)、离网市场(石油, 天然气, 电信站)和的电力发电机市场(100 到 500 千瓦)。这些市场都有强大的市场驱动力, 并可能在未来十年内代表数十亿欧元。

### 主要投资人

1. Steinbrügge & Berninghausen GmbH
2. Bilfinger Venture Capital GmbH
3. KfW ERP-Startfonds

### 现有客户

1. ThyssenKrupp Marine Systems
2. Vaillant

### 主要竞争者

1. Convion
2. Watt Fuel Cell
3. Bloom Energy
4. Topsoe Fuel Cells
5. CFCL
6. ETOGAS

Supported By Tour Partners:



## VanDyne SuperTurbo

**Contact Name:** Ed VanDyne**Title:** CEO**Email:**

Ed.VanDyne@VanDyneSuperTurbo.com

**Website:**<http://www.vandynesuperturbo.com/>**Address:** 3755 Precision Drive, Suite 170, Loveland, Colorado, USA

**Attendee's Short Bio:** Ed VanDyne is the Founder, Chairman, and Chief Executive Officer of VanDyne SuperTurbo. Mr. VanDyne is a successful inventor, entrepreneur, and engineering manager, bringing more than 25 years of experience in automotive innovation and industry sales to the company. Mr. VanDyne was the Founder and President of Adrenaline Research, Inc., a venture-backed spin-out from the Massachusetts Institute of Technology, based on the SmartFire technology he invented and developed. The Company was sold to Woodward in 2004.

**Purpose of the Trip:** VanDyne SuperTurbo would like to gain an understanding about the best timing, overall cost, and value that can come from the company's entry into the Chinese market. Specifically, the company is looking for customers, investors, and manufacturers that would license VanDyne SuperTurbo's technology for commercial production. Of particular interest to meet would be state-owned bus companies, and any car or truck or bus company or construction equipment manufacturer that makes their own engines. VanDyne is also interested in natural gas generator engines.

**Sector:** Transportation**Development Stage:** Product Development**Year Founded:** 2009**Num. of Employees:** 19**Investment Capital to Date:** US \$16M**Capital likely to be raised in next 2 years:** US \$25M**Revenue (last 12 months):** US \$0-2M**Revenue Projection (2014):** US \$1.1M

**Company Description:** VanDyne SuperTurbo's technology can reduce soot and CO2 emissions, eliminate turbo lag, increase torque, improve fuel economy, enable natural gas engines, decrease engine size and weight, and boost horsepower. The company is a spinoff of Woodward, a publicly traded industrial products company that invested over \$4.5 million in the technology. In connection with the spinout, Woodward assigned the intellectual property on the SuperTurbo to VanDyne. Since the spinout, the company has raised over \$16 million in additional capital to develop its technology. The SuperTurbo is a turbocharger with its own small dedicated CVT transmission connected to the engine.

**Company Strategy:** The SuperTurbocharger replaces existing turbocharger, which makes packaging and installing it as a retrofit kit easy on a truck or bus. The SuperTurbo's ability to turbocompound will produce efficiency gains on natural gas (6% average) and on diesel fuel (3-4% average) truck engines. As a result, the company's near term strategy aims to target fuel savings through its truck and bus retrofit kit product, then license the technology for high volume production for any piston engine in the long term.

**Principal Investors**

1. Northwater Capital
2. Infield Capital
3. Woodward Corp

**Current Customers**

1. United States Army
2. A Japanese truck manufacturer

**Competitors**

1. Integral Powertrain
2. Borg Warner
3. CPT

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## VanDyne SuperTurbo



**联系人:** Ed VanDyne

**职务:** 执行总裁

**Email:**  
Ed.VanDyne@VanDyneSuperTurbo.com

**公司网址:**  
<http://www.vandynesuperturbo.com/>

**通讯地址:** 3755 Precision Drive, Suite 170, Loveland, Colorado, USA

**参加者简介:** Ed VanDyne 是 VanDyne SuperTurbo 的创始人、总裁兼执行总裁。VanDyne 先生是一位成功的发明家、企业家和工程经理，带来 25 年汽车创新和销售的经验。VanDyne 先生曾是 Adrenaline Research, Inc. 的创始人和总裁。该公司根据他所发明的 SmartFire 技术，由风险投资支持，从麻省理工学院衍生出来，在 2004 年出售给 Woodward。

**此行目的:** VanDyne SuperTurbo 希望了解进入中国市场的最佳时机、整体成本和价值。具体来说，该公司正在寻找客户、投资者和应用 VanDyne SuperTurbo 科技进行商业化生产的制造商。特别希望会见的单位包括国有公交集团、任何汽车或卡车或巴士公司或建筑设备起动机制造商。VanDyne 也对天然气发电机组发动机感兴趣。

**所属行业:** 交通

**发展阶段:** 产品研发阶段

**成立时间:** 2009

**员工人数:** 19

**已融资金额:** 1600 万美元

**未来 2 年计划融资金额:** 2500 万美元

**最近一年营收:** 0-200 万美元

**2014 年预计营收:** 110 万美元

**公司简介:** VanDyne SuperTurbo 的技术可以减少烟尘和二氧化碳排放量、消除涡轮迟滞、增加扭矩、提高燃油经济性、启用天然气发动机、降低发动机的体积和重量及提升马力。该公司是 Woodward (公开上市公司，在科技领域投资超过 450 万美元) 的分拆单位。Woodward 将 SuperTurbo 的知识产权转让给 VanDyne。分拆以来，该公司已募集了超过 1600 万美元的额外资金来发展其技术。SuperTurbo 是一个小型的涡轮增压器，自带一个专用的 CVT 变速器。

**公司战略:** SuperTurbocharger 能取代现有的涡轮增压器，这使得它可以简单地包装或安装成一个卡车或客车的改装套件。SuperTurbocharger 在天然气卡车发动机可以达到平均 6% 的效率收益，在柴油卡车发动机能达到平均 3-4% 的效率收益。因此，该公司的短期战略目标在于改装套件的节油能力，长期目标则是活塞发动机的批量生产技术许可。

### 主要投资人

1. Northwater Capital
2. Infield Capital
3. Woodward Corp

### 现有客户

1. United States Army
2. A Japanese truck manufacturer

### 主要竞争者

1. Integral Powertrain
2. Borg Warner
3. CPT

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**E.ON – Susana Quintana Plaza, VP, Innovation Scouting & Co-investments**

Headquarters Location: Dusseldorf, Germany

**Website:** [E.ON Innovation Scouting & Co-investments](#)

**Strategic Focus of this Team in E.ON:** Under its “cleaner & better energy” strategy, E.ON’s drive to retail distributed and novel energy technologies and business models will be supported by venture-capital activities for strategic partnerships. They are designed to find the next big energy propositions that will improve E.ON’s offer to its millions of customers around Europe via its global and regional businesses.

The best new businesses will be selected for collaboration and commercialization opportunities and equity investments. The investments will focus on strategic technologies and business models that enable E.ON’s desire to lead the move to distributed, renewable and disruptive energy propositions. Customers can be offered the best energy choices for their needs. And new technology companies benefit from early scale while E.ON accesses cutting edge innovations and participates in the value created.

Areas of greatest interest include: Distributed Generation and Energy Storage; Renewable Energy Sources; Smart Grid and Customer/Data solutions

To date, three investments have been announced. Two have been direct investments - in Bloom Energy, the US provider of solid-oxide fuel cells for on-site power generation and Orcan Energy, the German waste heat recovery company, and one indirect, in The Westly Group’s Fund II.

**Attendee’s Bio:** Susana joined E.ON in 2009 in its Climate & Renewables division. Since, 2011 she has taken over the role of Vice President of Innovation Scouting & Co-investments for the E.ON Group where she leads the team in search of new trends and innovations that will impact the energy world. She has over ten years of work experience in aerospace and energy industries with Boeing, Booz & Co and GE. She holds an MBA from Harvard Business School and Bachelor and a Masters in Aerospace Engineering from the University of Washington. Susana lives in Cologne. In her free time she loves to spend time with her husband and two children and travel the world.

**Purpose of the Trip:** As a first-time visitor to China, to gain a first impression of the clean technology and innovation scene in China and to meet some Chinese start ups, and leading investors who know about the innovation/start-up scene. To get a sense of, and a read on, indigenous Chinese innovation for their local needs, distinct from innovation and technology that is imported from Europe or North America.

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**E.ON – Susana Quintana Plaza**, 副总裁, 创新探勘及投资合作

总公司地点: 德国杜塞尔多夫

公司网址: [E.ON Innovation Scouting & Co-investments](#)

**E.ON 团队战略重点:** 根据其“清洁和更佳能源”战略, E.ON 的新能源技术和商业模式进展将得到风险投资活动和战略伙伴关系的支持。他们的目标是去寻找下一个大型能源事业, 以通过 E.ON 的全球性和区域性业务来提高 E.ON 对欧洲各地百万多位客户的服务。

最佳的新事业将选定为合作、商业化机会和股权投资的目标。这些投资将专注于战略技术和商业模式, 使 E.ON 成为分布式、可再生及有颠覆性能源的领导者。客户可以根据他们需求选择最佳的能源来源。新技术公司可以在早期受益于 E.ON 的尖端创新技术和的价值。

最感兴趣的领域包括: 分布式发电和储能、可再生能源、智能电网和客户/数据解决方案。

至目前为止, 三项投资已被公布。两项为直接投资— Bloom Energy, 一家美国固体氧化物燃料电池提供商, 和 Orcan Energy, 一家德国余热回收公司。还有一项间接投资在美国 Westly 集团基金 II。

**参加者简介:** Susan 在 2009 年加入了 E.ON 的气候及可再生能源部门。从 2011 年起, 她担任 E.ON 集团创新探勘及投资合作副总裁职位, 带领她的团队去寻找创新科技和发展趋势。她拥有超过 10 年的航天及能源行业工作经验, 曾在波音、Booz & Co 及通用电器就职。她拥有哈弗商学院工商管理学士学位及华盛顿大学航天工程学士和硕士学位。Susana 居住在 Cologne。在她空闲时间, 她喜欢陪她的丈夫和两个孩子, 然后一起在世界各地旅行。

**此行目的:** 此行为首次访问中国, 希望亲自了解中国清洁技术和创新的, 也想会见一些创业公司和领先投资商。最后, 想了解有别于引进自欧洲及北美的技术和创新, 由中国为本土需求开发的独特科技创新。

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**Electranova Capital – Pierre Devillard, Principal****Headquarters:** Paris, France**Website:** [Electranova Capital](http://Electranova Capital)

**Organisation description:** Electranova Capital is a venture capital fund launched in May 2012 with EDF's sponsorship and managed by Idinvest Partners, with a mandate to invest in early and growth stage companies. Areas of greatest interest are: Renewable power generation (solar, wind, biogas, marine power); energy storage and digital power (smart grid, intelligent power systems); energy and resource efficiency; environmental technologies (the preservation of natural resources, waste management, emissions reduction).

Their aim is to work closely with entrepreneurs in Europe, North America and North-East Asia (China, Korea, and Japan) to help them accelerate the growth and scale of their companies. They believe that by partnering with large corporations they will make them succeed faster. This explains why Electranova's industrial sponsor is EDF (Electricite de France) – they can provide the business partnerships, technological collaborations and sales references that are critical to entrepreneurs at every stage of their development.

To date, three investments have been announced – Actility, a French company providing smart grid and "Internet of Things" applications, Forsee Power Solutions, a French battery manufacturer, providing optimal systems (electrochemistry and battery management system) to mobile and stationary energy storage markets; and Seatower, a Norwegian company providing self-installing foundations for deep water offshore wind projects.

**Attendee's Bio:** Pierre joined Electranova Capital in 2012 after six years at the Boston Consulting Group (BCG) and two years at EDF Energies Nouvelles. His main areas of expertise are energy storage, renewable energies (wind, solar, marine) and energy efficiency.

As a Project Leader at BCG, Pierre developed a strong expertise in the energy and cleantech sectors, working for multiple players along the value chain (OEM, utilities, developers, public organizations), both in France and in the US. At EDF EN, Pierre was responsible for the public building integrated photovoltaics activity and worked closely with many innovative solar technology start-ups, developing a strong expertise in the field.

Pierre holds a Master's Degree from Mines ParisTech in Science and Executive Engineering with a major in Energy Systems. Pierre also studied and worked as a research assistant in the Mechanical Engineering department of the Massachusetts Institute of Technology (MIT).

**Purpose of the Trip:** As a first time visitor to China, to gain a first impression of the clean technology and innovation scene in China and to meet leading companies and investors active in the cleantech community in China, especially the ones who wish to connect and collaborate with foreign technology companies.

*Supported By Tour Partners:*







**Electranova Capital – Pierre Devillard, 负责人**

**总公司地点:** 法国巴黎

**公司网址:** [Electranova Capital](http://Electranova Capital)

**公司简介:** Electranova Capital 成立于 2012 年 5 月, 由 EDF 赞助的风险投资基金, 通过 IdInvest Partners 来管理, 拥有投资于早期和成长期公司的任务。最感兴趣的领域包括: 可再生能源 (太阳能, 风能, 沼气, 海洋电)、能量存储和数字电源 (智能电网, 智能电源系统)、节能和资源效率、环保技术 (自然资源保护, 废物管理, 减排)。

公司主要目标是紧密地与欧美及东北亚 (中国, 韩国, 和日本) 合作, 加速公司的成长和规模。该公司相信通过与大型企业合作可以让创业公司更快的取得成功。这就解释了为什么 EDF (Electricite de France) 是 Electranova 的工业赞助商—他们可以提供业务伙伴关系、技术合作和销售目标, 都属于创业公司每一个阶段发展的关键。

至目前为止, 该公司已宣布三项投资—Actility, 一家法国智能和“物联网”应用程序提供商, Forsee Power Solutions, 一家法国电池制造商, 提供最佳的系统 (电化学和电池管理系统) 给移动和固定储能市场; 还有 Seatower, 一家挪威深水海发电项目的自行安装平台提供商。

**参加者简介:** Pierre 在 2012 年加入了 Electranova Capital。此前, 他在在波士顿咨询集团 (BCG) 工作了 6 年, 在 EDF Energies Nouvelles 工作了两年。他的专业领域在能源储存、可再生能源 (风能, 太阳能, 海洋能) 和节能。

在 BCG 担任项目主管时, Pierre 得到了很强的能源和清洁技术领域的专业知识, 同时与法国及美国各个价值链的伙伴进行合作 (原始设备制造商、电力提供商、开发商及公映机构)。在 EDF EN, Pierre 负责公共建筑光伏一体化活动, 与许多创新太阳能科技企业密切地合作, 并且在该领域获得很强的专业知识。

Pierre 拥有 Mines ParisTech in Science and Executive Engineering 的能源系统硕士学位。Pierre 也曾担任麻省理工学院 (MIT) 机械工程系的研究助理。

**此行目的:** 此行为首次访问中国, 希望了解中国清洁技术及创新领域, 也想会见在清洁技术领取活跃的各大公司及投资者, 特别是希望和国外公司连接、合作的企业。

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**Generation Investment Management – Lila Preston, Partner, Climate Solutions Strategy**

Headquarters Location: London, UK

Website: <http://www.generationim.com>

**Organisation description:** Generation Investment Management is an independent, private, owner-managed partnership with offices in London and New York. The firm was co-founded in 2004 by Al Gore and David Blood. Generation's investment approach is based on the idea that sustainability factors will drive a company's returns over the long term and that, by integrating sustainability issues with traditional analysis, superior investment returns will be provided. Today Generation has \$8.6bn in assets under management.

In 2007 Generation launched the Climate Solutions Strategy, which seeks to invest in businesses that create value by enhancing resource productivity while reducing pollution, waste and emissions, in the context of a transition to a low carbon sustainable economy. The Climate Solutions Strategy seeks to make predominantly minority equity investments, with an emphasis on European and North American businesses. The strategy entails investing in growth-stage businesses which have demonstrated commercial traction, investing in both private and listed growth stage companies. Portfolio companies include Harvest Power, Nest and TerraLUX.

Key sectors of focus include, but are not limited to: Agricultural and Forestry Solutions; Behaviour Change; Bio-based Fuels, Plastics and Chemicals; Building Efficiency; Consumer Solutions; Efficient Power Storage and Distribution; Industrial Efficiency; IT and Data Efficiency; Recycling, Re-use and Resource Sharing; Renewable Energy; Sustainable Mobility; Smart Water Solutions

**Attendee's Bio:** Lila first joined Generation in 2004 and principally works with the firm's Climate Solutions Strategy where she leads the team's research on natural resources (biomass, sustainable agriculture, water, waste, natural gas, and ecosystem services). Prior to working with the Climate Solutions Strategy, Lila worked on Generations' Global Equity Strategy as an investment professional on the Consumer team and led the firm's thematic research into issues like climate change, water, poverty, pandemics, demographics and urbanization. Before joining Generation she worked with American Express and Bridges Ventures while studying for her MBA. Prior to 2003, she worked as a Director of Finance & Development at VolunteerMatch in San Francisco, and also as a consultant for clients such as Save the Children (YouthNoise). From 1998-2000, Lila served as a Fulbright Fellow in Southern Chile where she worked on community-based forestry and conservation projects. Lila graduated from Stanford University with a B.A. (Honors) in English and Latin American Studies

**Purpose of the Trip:** As a first time visitor to China, to gain a first impression of the clean technology and innovation scene in China and to meet leading companies and investors active in the cleantech community in China, especially the ones who wish to connect and collaborate with foreign technology companies.

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**Generation Investment Management – Lila Preston, 合伙人, 气候方案战略**

总公司地点: 英国伦敦

公司网址: <http://www.generationim.com>

**公司简介:** Generation Investment Management 是一家独立、私营、业主管理的投资公司, 在伦敦和纽约设有办事处。该公司在 2004 年由 Al Gore 和 David Blood 共同创立。Generation 的投资理念基于可持续发展因素可推动公司长期回报, 以及结合可持续的议题与传统的分析可带来优越的投资回报。至今, Generation 旗下管理的资产达到 86 亿美元。

在 2007 年, Generation 在低碳可持续经济的背景下推出了气候方案战略, 专注于投资减少污染和废物排放的创业公司。该气候方案战略侧重于欧美业务, 以少数股东权益投资为主。此投资战略对展现商业牵引力的成长阶段公司进行投资, 包含上市和私营公司。投资公司包括: Harvest Power、Nest 和 TerraLUX。

重点产业包括但不限于: 农业和林业、行为改变、生物燃料、塑料及化学品、建筑节能、消费者产品、高效电力储存和输配、工业效率、IT 和数据效率、回收、再利用和资源共享、可再生能源、可持续交通、智能水科技。

**参加者简介:** Lila 在 2004 年加入 Generation, 主要在公司的气候方案战略部门带领小组对自然资源(生物质能、可持续农业、水、废物、天然气和生态系统)进行研究。在气候方案战略之前, Lila 曾在 Generation 的国际股权战略部门作为投资专家, 带领其团队对气候变化、水资源、贫穷、流行病、人口和城市化领域进行研究。在 Generation 之前, 她在 American Express 和 Bridges Ventures 工作, 同时攻读 MBA。2003 年之前, 她曾担任旧金山 VolunteerMatch 的财务总监及私人顾问(客户包括 Save the Children/YouthNoise)。1998-2000 年, Lila 在智利南部担任富布赖特的研究员, 从事以社区为基础的林业和生态建设方面的项目。Lila 从斯坦福大学毕业, 获得美语和拉丁美洲研究的学士学位。

**此行目的:** 此行为首次访问中国, 希望了解中国清洁技术及创新领域, 也想会见在清洁技术领取活跃的各大公司及投资者, 特别是希望和国外公司连接、合作的企业。

Supported By Tour Partners:



**Idinvest Partners – Julien Mialaret, Investment Manager**

Headquarters: Paris, France

Websites: <http://www.idinvest.com> <http://www.electranovacapital.com>

**Organisation description:** Idivest Partners (former Allianz PE) is a European-based private equity fund with €4 billion under management, amongst which €900 million is dedicated to venture capital investments in high-growth technology companies. Idivest is one of the most active VC investors in Europe, with over 140 investments completed to date, primarily in ICT, Cleantech, and Health. Idivest typically invests between €2 million and €10 million per round and up to €15 million over the entire financing cycle of company. In 2012, Idivest in partnership with EDF, the world's third largest Utility, launched Electranova Capital, a global cleantech fund covering Europe, the US and China.

Idivest Partners' private equity offering extends beyond venture capital. It includes equity investments in buyout deals for both midsize and young European companies; primary investments in European private equity funds focusing on the middle market segment; secondary investments (acquisitions of positions in private equity funds); and mezzanine investments in Europe (direct investments, secondary, primary).

Idivest's most "China-relevant" investments to date are: Recupyl, whose main focus is on the recycling of lithium-ion batteries and the resale of their high-value metal content as well as Enlighted Inc., one of the most innovative Building Energy Management companies in the US, boasting a stellar range of Fortune 500 clients including Google, HP, AT&T, LinkedIn.

**Attendee's Bio:** Julien Mialaret joined Idivest Partners in 2011. He is a member of the Cleantech team and conducts investments in early stage companies in the US, Europe and China. His work focuses mainly on resource and energy efficiency, digital energy (smart grid, intelligent power systems) and web-based energy and environmental services. Prior to joining Idivest Partners, Julien provided strategic advisory to clean technology start-ups in the Chinese market. He started his career at EDF (Electricité de France) in China where he was responsible for the performance management of the EDF's thermal power fleet and later joined the China development team to invest and acquire thermal and renewable power projects in the Mainland. Julien holds a Masters in Management from ESCP Europe School of Management and a B.A in Chinese Studies from the French School of Oriental Studies. He is a fluent Mandarin speaker.

**Purpose of the Trip:** Two main objectives : (1) To further extend his reach and network in the Chinese cleantech community, i.e. leading investors, industrials, start-ups, government and NGOs. (2) To introduce foreign technology companies to China and keep building a technology bridge between China and Europe.

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**Idinvest Partners – Julien Mialaret, 投资经理**

总公司地点: 法国巴黎

公司网址: <http://www.idinvest.com> <http://www.electranovacapital.com>

**公司简介:** Idinvest Partners (原 Allianz PE), 是一所欧洲的私募股权基金, 拥有 40 亿欧元管理基金, 其中 9 亿欧元专门用于高成长科技公司的风险投资。Idinvest 是欧洲最活跃的一家风险投资商, 已完成 140 个投资项目, 主要在信息和通信技术、清洁技术和医疗领域。Idinvest 通常每轮投资 200 万到 1000 万欧元, 对一个公司整个融资周期最高达到 1500 万欧元。在 2012 年, Idinvest 与 EDF (世界第三大供电商) 合作, 共同推出了 Electranova Capital, 一所全球清洁技术基金, 专注于欧美及中国的投资。

Idinvest Partner 不仅提供私募股权及风险投资, 其它投资包括欧洲初级和中型公司的收购。首要投资重点放在欧洲中间市场, 次要投资私募股权基金收购及欧洲夹层投资 (直接投资, 次要投资, 首要投资)。

Idinvest 至今「与中国相关」的投资: Recupyl, 其主要重点是锂离子电池的回收及高价值金属的转售。Enlighted Inc., 一家美国最具创新性的建筑节能管理公司, 其财富 500 强客户包括谷歌, 惠普, AT&T, 和 LinkedIn。

**参加者简介:** Julien Mialaret 在 2011 年加入了 Idinvest Partners。他是该公司清洁技术部门的成员, 对美国、欧洲及中国进行早期阶段的投资。他的工作主要集中在资源与节能领域、数字能源 (智能电网, 智能电源系统) 和基于网络的能源与环境服务。在加入 Idinvest 之前, Julien 提供战略咨询服务给中国市场上的清洁技术初创公司。他在 EDF (Electricité de France) 的中国办事处开始了职业生涯, 在那里负责 EDF 火电系统管理, 后来加入中国开发团队在国内进行再生能源的投资及收购项目。Julien 持有 ESCP Europe School of Management 的管理硕士学位, French School of Oriental Studies 的中国研究学士学位。他能说流利的普通话。

**此行目的:** 两个主要目标: (1) 为进一步扩大他在中国清洁技术领域的关系网, 例如各大投资商、工业集团、初创企业、政府机构和非政府组织。(2) 向中国引进国外技术公司, 并持续建立中欧之间的技术桥梁。

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**Silicon Valley Bank - Matt Maloney, Head of Cleantech Practice**

Headquarters: California, USA

**Website:** <http://www.svb.com/>

**Organisation description:** Since its establishment in 1983, Silicon Valley Bank (SVB) has been uniquely focused on being a specialist financial partner to innovative companies and to investors backing private companies. Now operating in the US, Europe, Israel, India and China, SVB, with \$23 billion in assets and more than 1,600 employees, is the clear leader in providing commercial, international and private banking services to innovation companies and entrepreneurs.

SPD Silicon Valley Bank (SSVB) is the first technology and innovation bank in China and the first joint venture bank in China since 1997. Officially founded in December 2012 and headquartered in Shanghai, SSVB is a joint venture between Shanghai Pudong Development Bank Co., Ltd. and Silicon Valley Bank which seeks to be the model bank for innovation in China.

**Attendee's Bio:** Matt Maloney leads Silicon Valley Bank's Cleantech Practice. The practice extends to SVB's national and global presence with hundreds of clients across the spectrum of cleantech innovation, ranging from early stage technology development to large public companies.

Matt has over 20 years of experience investing in the technology industry. He joined SVB in 2002, and before establishing SVB's Cleantech Practice in 2008, he held various senior management positions leading relationship management and sales in California that covered the span of SVB's niche practices.

Prior to joining Silicon Valley Bank, Matt co-founded Enflexion Capital, a specialty debt provider for alternative communications companies. From 1989 to 2000, Maloney held a variety of business development and senior management positions in GATX Capital's Technology Services group where he developed, structured and managed numerous technology investment joint ventures, spearheaded strategic acquisitions and founded the company's Telecom Investments group. Matt earned an AB from Guilford College and an MBA from Northwestern's Kellogg Graduate School of Management.

**Purpose of the Trip:** To extend further his knowledge and network in "China Cleantech" and to meet leading companies and investors active in the cleantech community in China, especially the ones who wish to connect and collaborate with foreign technology companies. And to assist SVB's young joint venture in China establish its position in the world of cleantech innovation.

Supported By Tour Partners:



**Silicon Valley Bank - Matt Maloney, 清洁技术主管**

总公司地点: 美国加州

公司网址: <http://www.svb.com/>

**公司简介:** 自从 1983 年成立以来, Silicon Valley Bank (SVB) 是一家专注于新兴企业和投资者的金融合作伙伴。现在在美国、欧洲、以色列、印度和中国有 230 亿美元的资产及 1600 多名员工, 作为一个提供商业、国际和私营银行服务给创新公司和企业家的供应商。

SPD Silicon Valley Bank (SSVB) 是自 1997 年以来第一笔转为技术创新及合资性的中国银行。2012 年 12 月在上海成立总部, 为上海浦东发展银行与美国 Silicon Valley Bank 合资的机构, 其目标在成为中国合资银行的模型。

**参加者简介:** Matt Maloney 带领着 Silicon Valley Bank 清洁技术业务活动。该部门业务拥有数百家清洁技术客户群, 从早期科技发展公司到大型上市公司。

Matt 拥有 20 多年的技术投资经验。他在 2002 年加入了 SVB, 并在 2008 年建立了 SVB 的清洁技术部门。在此之前, 他曾在一系列的加州关系管理和销售公司担任过各种高级管理职位。

在加入 Silicon Valley Bank 之前, Matt 共同创立了 Enflexion Capital, 一家给备用通信公司提供放贷服务公司。从 1989 年到 2000 年, Maloney 在 GATX Capital 的科技服务部门担任一系列的高级管理职务, 在那里他开发、组织并管理各种科技合资企业及战略收购项目, 最终创办了该公司的电信投资部门。Matt 在 Guilford College 获得学士学位, 在西北大学凯洛格管理学院获得工商管理硕士学位。

**此行目的:** 此行希望进一步扩大他对「中国清洁技术」的知识和人际网络。另外也希望会见各大清洁技术公司及投资商, 特别是想与国外技术公司合作的同行进行交流。另一目标是来帮助 SVB 的合资企业在中国建立清洁技术的平台。

Supported By Tour Partners:



**Cleantech Group - Richard Youngman, Managing Director, Europe & Asia**

Headquarters: San Francisco, USA

**Website:** [www.cleantech.com](http://www.cleantech.com)

**Organisation description:** Cleantech Group helps clients accelerate sustainable innovation. The company's i3 platform allows subscribers to discover companies and explore cleantech trends strategically with proprietary real-time data. Cleantech Forums bring together thought leaders and innovators in the cleantech and sustainability ecosystem. The company's advisory services leverage expertise in designing and executing corporate strategies for sustainable growth and innovation sourcing.

**Attendee's Bio:** Richard Youngman is the tour leader. He is responsible for driving the growth of the Cleantech Group's activities outside North America, especially in Europe and Israel, and Asia. He is based in Cleantech Group's office in London.

Richard has more than five years' experience researching cleantech innovation, venture capital markets, and start-ups across Europe and globally. He is a regular keynote speaker at major cleantech events and is the driving force behind the annual Global Cleantech 100, a list of the World's most promising private cleantech companies. Additionally, he authors blogs and periodic reports such as The Rise of the Corporation in Cleantech.

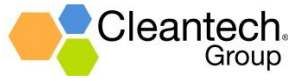
Previously, Richard was Vice President of Research & Operations at Library House, where he ran the Library House Research team, which discovered and collected information about high-growth companies that underpinned that company's data, analytical, and event services. Before Library House, Richard ran his own advisory firm conducting research and consulting on the measurement and evaluation of intangible assets and intellectual capital for organizations such as the European Commission. This followed nine years building a broad-based finance and research background with leading financial institutions such as ABN AMRO, Barclays Capital and BZW in the City of London. His work was centered on the debt markets and revolved around financing M&A deals and advising clients on achieving alignment between their financial and strategic plans. Richard has an MA from Cambridge University and an MBA from Theseus International Management Institute, Sophia Antipolis, France.

**Purpose of the Trip:** To continue Cleantech Group's work in connecting global innovation. Specifically, Cleantech Group is providing strategic market entry services to western companies looking to get operational and potentially funded in China. Given the importance of this cross-border technology theme in cleantech today, Cleantech Group works with strategic partners here in China to arrange an annual tour (and other customised visits), and to provide ongoing implementation services. On this tour, specifically, Richard is here to help this tour group achieve their objectives of the week and to extend further his knowledge and network in "China Cleantech" and to meet leading companies and investors active in the cleantech community in China, especially the ones who wish to connect and collaborate with foreign technology companies.

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2013 Cleantech Tour of China 3-8 November



**Cleantech Group - Richard Youngman, 欧洲与亚洲常务董事**

总公司地点: 美国旧金山

公司网址: [www.cleantech.com](http://www.cleantech.com)

**公司简介:** 清洁技术集团协助客户促进可持续科技创新发展。该公司的 i3 数据平台用实时数据让用户搜索创新企业及市场发展趋势。清洁技术论坛汇集世界思想领袖及清洁技术创新者。该公司的咨询服务利用其企业战略知识来协助客户达到可持续增长及科技创新。

**参加者简介:** Richard Youngman 是该活动的领队。他主要负责清洁技术集团欧洲，以色列，及亚洲的业务增长。他在清洁技术集团在伦敦办公室工作。

Richard 拥有五年以上的清洁技术创新，风险投资市场，及全球创新企业的研究经验。他经常被邀请为各大清洁技术论坛主讲嘉宾，并且是 Global Cleantech 100（全球最创新 100 家私营企业）的主要作者。此外，他还定期的发表博客及市场报告，包括 The Rise of the Corporation in Cleantech。

此前，Richard 曾是 Library House 的研究和业务副总裁，带领了该公司研究部门调查了高成长性公司的数据。在 Library House 之前，Richard 建立了他自己的咨询公司，主业务在无形资产和智力资本的评估。该公司运行了 9 年，主要提供客户合并及收购咨询业务。Richard 在英国剑桥大学获得硕士学位及法国 Theseus International Management Institute 工商管理硕士学位。

**此行目的:** 继续清洁技术集团的全球创新链接业务。具体来说，清洁技术集团提供市场进入战略咨询服务，帮助西方公司打进中国市场。因为跨国界科技技术的重要性，清洁技术集团与中国的战略伙伴合作，共同主办年度中国访问活动（及其它的定制访问）及不断的实施服务。

在这次巡演中，Richard 会帮助访问团队达到它们的访问目标，并且进一步扩展自己的“中国清洁技术”知识和关系网络。另外也希望会见各大清洁技术公司及投资商，特别是想与国外技术公司合作的同行进行交流。

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**Cleantech Group – Leo Zhang, Analyst**

On this tour, Richard will be supported throughout the week by **Leo Zhang**.

**Attendee's Bio:**

At Cleantech Group, Leo is a member of the Research team and works primarily on the company's i3 platform, a definitive source of company and investor intelligence for the cleantech industry. His work focuses mainly on the biofuels & biochemicals, transportation and recycling & waste sectors. Specifically, Leo conducts innovation sourcing, market trends analysis, and venture capital investments tracking for the i3 platform and external client requests. Most recently, Leo has authored a white paper titled *China's Cleantech Ecosystem: What You Need to Know*, which provides a comprehensive analysis of China's cleantech activity since 2007.

Leo earned a B.S. in Biotechnology with a minor in Technology Management from the University of California, Davis and a M.S. in Bioenergy from the University of Illinois, Urbana-Champaign. He was born in the City of Chengdu, China and immigrated to the U.S. at the age of twelve. He is fluent in Chinese.

**Cleantech Group – Leo Zhang, 分析师**

在这次巡演中，Leo会将协助Richard的各业务活动。

**参加者简介:** 在清洁技术集团，Leo是一名研究小组成员，主要在公司i3信息平台工作。他的工作主要侧重于生物燃料及生化，运输和回收及废物管理领域。具体来说，Leo研究清洁科技创新，市场走势分析，及风险投资调查。最近，Leo撰写了一份中国清洁技术自2007年进展的白皮书，标题为 *China's Cleantech Ecosystem: What You Need to Know*。

Leo 在 University of California, Davis 获得了生物科技学士学位，在 University of Illinois, Urbana-Champaign 获得了生物能源硕士学位。他出生于四川省成都市，在12岁时移民到美国。他能说流利的普通话。

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