



# Cleantech Group's 2013 China Tour, November 3-8 2013

**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



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and



Cleantech Group Advisory Board Member

## Introduction

We are 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 you with an up to date view on the program for our China Cleantech Tour 2013, November 3-8 – its objectives, the meetings schedule, and the participants.

## Objectives of the Tour

The 2013 China Cleantech Tour, November 3-8, 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 will be supplemented by two half-days allocated to match-making meetings, 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 two 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 recent 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.



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 October 31st, 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 foundations 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 – as I will need to have final copies the night before.**

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.

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

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



## The Tour Party

There are 13 confirmed participants on the 2013 tour – not including the two Cleantech Group people.

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.

### 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) – represented by Julien Mialaret, Idivest Partners, an investor in the company
- 4) [NexSteppe](#) (USA) – Anna Rath, CEO
- 5) [Solexant](#) (USA) – Brad Mattson, CEO
- 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

## 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 ff the tour program.

All meals from Sunday November 3<sup>rd</sup> 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, consider the difference in average temperatures between Beijing and Shanghai (°F). See below Although it could be pleasant in both Beijing and Shanghai, it is certainly worth having a warm jacket in case (e.g. for our tourist excursion).

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>Regent Hotel</b>            北京麗晶酒店            99 Jinbao Street, Dongcheng District, Beijing            100005            北京东城区金宝街 99 号.北京丽晶酒店            Tel: +86 10 8522 1888  <a href="http://www.regenthotels.com/EN/Beijing">http://www.regenthotels.com/EN/Beijing</a></p>	<p><b>Grand Hyatt Shanghai</b>            上海金茂君悦大酒店            Jin Mao Tower, 88 Century Avenue Pudong,            Shanghai 200121            上海市浦东世纪大道 88 号金茂大厦 邮政编码            200121            Tel: +86 21 5047 1234  <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 November 2nd – 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. RMB100-120.

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 tour dinner on this day.

### Sunday November 3rd – 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, we will organize two activities on this day, as icebreakers:

1. A guided walking tour of the Forbidden City and Jingshan Mountain (**meet in the lobby at 1330**).
2. The opening night tour dinner (**meet in the lobby of the Regent Hotel at 1840**)

**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 November 4<sup>th</sup> – Getting Oriented

### MORNING

#### Breakfast at the Hotel

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

0900-0915 – Arrive at Haworth's (our morning venue)

Parkview Green, No.9 Dongdaqiao Road, Chaoyang District, Beijing;

北京市朝阳区东大桥路9号 侨福芳草地 B座9层 905室

#### 0930-1145 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.

We will benefit from the time and input of 2 guest speakers providing us with their perspective and analysis and experiences of the China market today, as it pertains to clean and green technologies.

Alan Beebe, Managing Director, China Greentech Initiative (CGTI) – will provide **an analysis and overview of the china cleantech market**, drawing on CGTI's 2013 Greentech Report, entitled "[China at a Crossroads](#)". CGTI will provide us with a first introduction to what the opportunity sets looks like and why, where innovation and technology is most needed and what policy is driving and what direction it looks like it might be taking, with the China's new leadership now 1-year in.

**The China Greentech Initiative (CGTI)** is a collaborative platform of Chinese and international organizations focused on deploying integrated greentech solutions to help China achieve its sustainability objectives. Built on two cornerstones, strategic market research and a community of over 1,000 industry experts, CGTI provides participating organizations with market insights to enable better decisions, meaningful relationships that lead to business opportunities, and thought leadership and education that position participants at the forefront of China's greentech markets. The 2009 China Greentech Report, which was first released at the World Economic Forum, and has now been followed by the 2011-2013 editions, has established CGTI as the authority on China's rapidly evolving greentech markets. Now in its sixth year, CGTI will expand its focus to include greentech project intelligence by categorizing, assessing and ranking greentech projects in China to bridge the gap between buyers and sellers. <http://www.china-greentech.com/Home>

Will Latta, CEO LP Amina 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 – Depart



## WORKING LUNCH (1230-1400)

### 1230 – Arrive at Morrison & Foerster (our afternoon venue)

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

Morrison & Foerster will provide us with a sandwich lunch and **an introduction to the legal environment in China**. The session will be hosted by:

**Paul McKenzie** is Managing Partner of the firm's Beijing office. His practice focuses on a broad range of corporate transactions and regulatory compliance matters in China. Mr. McKenzie advises international and Chinese corporations on a diverse range of matters, including acquisitions and divestitures, real estate development projects, resource development projects, strategies for licensing and distribution of software products, structures for sale and distribution activities in China, and regulatory compliance strategies. Mr. McKenzie has practiced in Hong Kong and Beijing since 1993.

**Thomas Man** is a partner in Morrison & Foerster's Beijing office. He has extensive experience representing both foreign investors in China and Chinese enterprises investing abroad. His practice focuses on complex crossborder transactions involving mergers and acquisitions, strategic alliances, joint ventures and other corporate and commercial transactions. He advises international clients on their mergers and acquisitions, greenfield investment, joint ventures, corporate finance, private equity, regulatory compliance (including anti-trust and FCPA investigations) and other general commercial matters in the PRC. He also acts for Chinese companies on their offshore investments, acquisitions as well as resolution of disputes in foreign jurisdictions or international arbitral tribunals. Mr. Man has advised clients in the energy (including oil, gas and renewable energy), technology, manufacturing, life science, financial services, real estate, chemical and services industries

## AFTERNOON (1430-1800)

### The Beijing Showcase

In both Beijing and Shanghai, we will be holding half-day events where our touring CEO's will be given the opportunity to present their company and their objectives (in China) to a select audience (of 30-40 guests, say), representing companies and investors interested in western clean technology (generally) and in (some of) the companies on the tour, specifically.

**CEO's should be prepared to present for no more than 7 minutes.** Slides can be used. That would allow for a bit of time for a couple of questions. 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.

**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 3 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 – 1500 Guests arrive for showcase – coffee, tea, etc

1500-1700 Showcase – the tour party present

1700-1830 – Cocktail, Networking

1830 – 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.**

#### 1900 Tour dinner – potentially with some additional guests

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 November 5<sup>th</sup>

### MORNING

#### Breakfast at the Hotel

0845 – Depart from the Regent Hotel (Meet in the Lobby at 0840)

0940 – 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 (1000-1200)

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

Approx 10.45. We will then split into 2 or 3 smaller 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 – at the hotel

### AFTERNOON (1400-1700)

The Tuesday afternoon has been set aside as time for potential individual/special meetings.

These are time blocks where we (CTG, with our partners – especially Silicon Valley Bank and Everest Cleantech Advisors) have been reaching out to our networks to identify 1 or 2 meetings/company that are more specific to you (guided by the input you have given us). Some of you have also set a couple of things up yourselves. And 1 or 2 of you have indicated a preference for a bit of down time.



#### Tour dinner – with special guest

At tonight's dinner we are joined by Ms Wu, CEO Scinor Water, a new entrant this year onto the Global Cleantech 100.

Huajia Yiyuan, level 3 of Macao Center, No 8 Wangfujing EAST street.

花家怡园 王府井东街 8 号澳门中心商场 3 楼

Tel 86-10-51283326

**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!

**Apologies for this early start**, but I was offered a potential meeting at Shanghai Electric in the morning, and the only way that that could possibly happen was for me to commit us all to one of the first flights of the day.

**0445 – Depart from the Regent Hotel (Meet in the Lobby (having checked-out) at 0440)**

**0700 – Catch China Eastern Airlines (MU 5138) from Beijing Airport (PEK) Terminal 2**

**0910 – Land at Shanghai Hongqiao Airport (SHA) Terminal 2**

#### MORNING

The Wednesday and Friday itinerary is being worked on **in collaboration with Cleantech Group's strategic partner in China, Everest Cleantech Advisors** (a group led by Fred Chang).

**Fred Chang, MD Everest Cleantech**, is now a senior Advisor and strategic partner to Cleantech Group; indeed, together, we have been engaged by one of the 2012 companies to continue to help them in China and are close to a mandate to work with a second one. The kind of services provided are set out on the next page.

Fred is a Chinese national based in Shanghai, who will come 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). Fred uniquely combines the skills of a management consultant, an entrepreneur, and a PE/VC professional leveraging his bi-cultural background. Fred's professional experiences span the USA and Asia starting his career in 1992 in McKinsey & Company's Greater China offices where he participated in a broad range of consulting projects, including China market entry studies for MNCs and due diligence and strategy work for private equity firms, as well as a 30-year Energy and Environmental Policy & Program for the Taiwan government. After his MBA from the Wharton School in 1997, Fred joined GE Equity's Technology & Communications Group in the USA, but later returned to Asia to help a Hong Kong conglomerate IPO its technology subsidiary and to launch its venture capital arm where he led an international team with offices in Hong Kong, Beijing, Shanghai and Silicon Valley making cross-border investments. Fred later joined international PE/VC firms Intellectual Ventures and Chrysalix Clean Energy Capital to launch their China offices.

For the first meeting on this day we are still hoping to confirm a meeting at Shanghai Electric, near the airport

cleantech.com



### 1030 – Meet at Shanghai Electric

**Objective:** Whilst Shanghai Electric may seem more relevant to some of you than others, given what they do, the common interest will be to get a perspective from a SOE on how they look at the potential to work with foreign technology companies. This will provide some insights into the realities of working with SOE's and their importance in the ecosystem.

Shanghai Electric is engaged in the design, manufacture and sale of products including power generation equipment, power transmission and distribution equipment, transformers, switchgear, circuit breakers, transport equipment, machine tools, elevators, packaging and print machinery and environmental protection equipment. It is the world's largest manufacturer of steam turbines.

### WORKING LUNCH (1230-1500)

#### 1230 – Arrive at Dorsey Whitney (our afternoon venue). A sandwich/working lunch will be provided.

The second meeting of the day will be at Dorsey & Whitney's offices for a "how to" clinic and interactive workshop, where Fred Chang (as above) and Peter Corne (a highly experienced lawyer in China, well-known to, and respected by, Cleantech Group) will share their experiences (good and bad) of small, foreign technology companies coming to China, but more importantly will try to address your specific questions, wherever they can on IP and structuring partnerships and JVs.

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。

**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.

We are also planning to complement the clinic by looking at the LanzaTech and BaoSteel case study – through meeting a representative of BaoSteel (see below)

**Objective:** To hear first-hand how a young, foreign clean technology company, namely Lanzatech, became active in China, which provides a great case good study of how a small, pre-revenue, pre-commercialisation, company came to China and has, through what it has done here, accelerated its worldwide path to full commercialisation in a way that, frankly speaking, wouldn't have happened in the West. Its partnership with an SOE (namely, Baosteel) has proven (to date at least) a major success and a major accelerator of its global growth plans. Baosteel took a risk and funded the demo plant of LanzaTech, thereby solving that classic "catch 22"

(Note: In 2012 Baosteel was present at this meeting and, despite some tour party members' worries about relevance to them because LanzaTech/Bao operate in very different worlds to their own, this session was the highest-rated of all the non-showcase meetings, for what they learned from the case study about how an early, pre-revenue company can get accelerated in China)



#### Tour dinner – potentially with some additional guests

Lost Heaven on the Bund

near Sichuan Nan Lu, 17 Yanan Dong Lu, Huangpu district

黄浦区延安东路 17 号,近四川南路

**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 November 7<sup>th</sup> – Silicon Valley Day in Shanghai!

Today we are hosted by Silicon Valley Bank, who are leveraging their strong connections to the innovation ecosystem to help us invite key contacts to this day in Shanghai, as well as assisting in the outreach to people in Beijing too.

[Silicon Valley Bank](#) is one of the Tour's premium supporters and the official U.S. partner. Silicon Valley Bank (SVB) provides commercial banking services to emerging growth and mature companies in the technology, life science, cleantech, and private equity industries. In 2012 SVB launched a joint venture with Shanghai Pudong Development (SPD) Bank to become the first technology-focused bank in China.

#### MORNING

The Thursday morning has been set aside (like the Tuesday afternoon) as time for potential individual/special meetings.

These are time blocks where we (CTG, with our partners – especially Silicon Valley Bank and Everest Cleantech Advisors) have been reaching out to our networks to identify 1 or 2 meetings/company that are more specific to you (guided by the input you have given us). Some of you have also set a couple of things up yourselves. And 1 or 2 of you have indicated a preference for a bit of down time.

#### AFTERNOON

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 Beijing – where each company will have the chance to make a short presentation of the company and what they are seeking in China, to stimulate some Q&A and some offline informal interactions. See above (in the Beijing section) for more on the Showcases.

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

Advice for now? **I strongly advise you to look through Appendix 1 (the names of people who have registered for the showcase events) for names that are of high interest to you.** We can discuss the Shanghai list a bit at Wednesday night dinner – who is who (where we know that)



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

The day will end with a a Tour dinner when we will be received at an official dinner by the Vice-Mayor of Yang Pu district.

## Friday November 8<sup>th</sup> – 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) will be 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!)



We will be outside of Shanghai all day, returning for 5pm, in time for people to catch flights home that night (for departures after 8pm) or to spend another night in Shanghai (and take their plans from there in the morning).

For what it's worth, I will be waiting for the direct London flight from Shanghai on Saturday morning, rather than going indirect on Friday night.

## **Appendix 1 – Acceptances to our Two Showcase Events**



The names below have accepted an invitation to the **Monday November 4<sup>th</sup> Beijing showcase event** (correct as of October 31).

Name	Title	Company
Fang Yuan	Associate	Aster Capital
Stephen Terry	Director	Azure International
Bocken Hu		Beijing Know Power Consulting Company
Yinhu Li		Beijing Know Power Consulting Company
Eric Tu	COO	Boston Power
Jason Qiao	VP	Camco Clean Energy
Haoming LIU	General Manager	CECEP
Zheng Feng/郑峰先生	VP	China Association for Low Carbon Economy/中国低碳经济发展促进会
Junda LIN	Senior Analyst	China Greentech Initiative
Bingshun Zhang/张秉顺	VP	China Venture Capital Corporation
Yongbin He/何勇斌	MD	CITIC PE
Roselin Qu/瞿桂林		CITIC PE
Mason Zhou	Head of China	CLSA Capital Partners
Guan Bo / 关博		Cowin Capital
Karen Guo	Sustainability Leader, Asia Pacific	Dow Chemical
Maggie FENG	Senior Strategy Manager	DSM
Jian HU	VP of Strategy	DSM
Heng Li		DT Capital
Cai Maolin/蔡茂林	Chairman	Ecoso/爱社科技
Fabien Nilsson	Open Innovation Asia Director	EDF - Asia Pacific Direction
Cui Qi		EDF - Asia Pacific Direction
Zhou Tao		EDF - Asia Pacific Direction

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Name	Title	Company
LinJi QIAO		ENN Group
Tao Liu		ENN Group
Qiyong Cao	Engagement Director	Everest Cleantech Advisors
Bob Song/#宋搏	Senior Investment Manager	Fosun Group/复星集团
Chengyao Peng		GE Power & Water
Liu Hai/刘海	VP	GSR Ventures
Jingquan SHEN	CTO	Guodian Zhongneng Xinyuan New Energy
Yuting HUANG	Financial Project Specialist	Hanergy
Helen ZHANG	VP of Solar Division	Hanergy
Dongyang PENG	Project Manager	Hanergy
Lixiang ZHANG	Director	Harbin EPA
Robert Liu	Partner	Huaneng Invesco WLR
Marshall Zhu	VP Investment	Huaneng Invesco WLR
Allen ZHANG	Chair	Hunan Innovative Carbon Center
Tina ZHANG		Hunan Innovative Carbon Center
Sybase史煜	Partner	iDTech VC
Qinglong Meng	Climate Business Department - Cleantech Investments	IFC
Xiaomin Mou	Climate Business Department - Cleantech Investments	IFC
Peter Cook		IFC Venture Capital
He Ren	CEO Assistant	Juno Capital
Hongxuan Bao	CEO Assistant	Juno Capital
Anders Forsberg	Vice President	Juno Capital
Eric Tao	Partner	Keytone Ventures
Steven Feng/冯杰	Deputy GM	Leaguer Venture/深圳力合创业投资有限公司
Xue Long/薛龙	VP	Legend Capital
Shimin Chen/陈世民		LIGHTENING AFRICA
Gary Guo	SVP	Nature Elements Capital
Joel Ong	Business Development Manager	New Climate Group
Simon Littlewood		New Climate Group
HUANG He/黄河	VP	NLVC
John Leggate	Partner	Quintal Partners
Xiaoyu (Kenny) Lu	Clean Technology Expert	Regional and Sustainable Development Department/Asian Development Bank
Bocken Qin	Technology Innovation Manager	Science & Technology, BP China
Xiangyang MIAO	Principle Engineer	Shandong Qilu Petrochemical Engineering
Lilly Huang	Director, Global Gateway	Silicon Valley Bank
Andy Tsao	Managing Director	Silicon Valley Bank
Liu Zheng/刘铮	General Manager	SinoWyde/惠德时代能源科技(北京)有限公司
Arman Zand	Head of Technology Finance, Early Stage	SPD Silicon Valley Bank
Elly Gilbert		SPD Silicon Valley Bank
Hao Wu	Director	SVB Capital
Ivan Dominguez	Coordinator.	
Ivan Dominguez	Asia Pacific Division	Tecnologico de Monterrey
Zheng Tao/郑涛	Partner	Vangoo Capital
Pan Luwei/潘璐祎	VP	Vangoo Capital
Junfeng Chen/俊峰 陈	投资副总监 Deputy Investment Manager	日本三井物产环球投资株式会社 北京代表处
Hongwei Zhu/宏炜朱	投资经理 Investment Manager	Mitsui Global Investment 青云创投 Tsing Capital



The names below have accepted an invitation to the **Thursday November 7<sup>th</sup> Shanghai showcase event** (correct as of October 31).

Name	Title	Company
Alan Song	Partner	SBCVC
Alex Shoer		Seeder
Alfred Chu	Partner	IPV
Andy Tsao	Managing Director	Silicon Valley Bank
Arie Schreier	VP Sales and Marketing	PTL Group
Arman Zand	Head of Technology Finance	SPD Silicon Valley Bank
Bin Li	Investment Officer	Business Sweden
Chen Xiong/陈雄	Investment Manager	中科昂森创业投资
Cheng Haimin/程海民	VP	SIG VC
Chivas Lam	Managing Partner	MNL Partners
Claire Zhang/张以蕾	Associate	Matrix
Daniel Zhu	Venture Partner	Tsing Capital
David Jiang		Independent Angel Investor
Elly Gilbert		SPD Silicon Valley Bank
Hao Wu	Director	SVB Capital
Helen Xu	Senior Project Manager	Business Sweden
Jack Wu	Director of China Operations	Orangefield ICS Limited
James Liang	Associate	Sequoia Capital
Jason Li/李鹏	CFO	iDTech VC
Jessica Hu		cer Energy
Ji Xiaopeng/姬晓鹏	Founder	Wincloud Network
Joanne Wood	Chairman	Capital Eight
Kevin Li		Fosun Capital/复星资本
Lawrence Ling Yun Jin	Partner	Deloitte
Leon Jiang		Dow Chemical - Corporate Venture R&D
Lilly Huang	Director, Global Gateway	Silicon Valley Bank
Liu Chunsong	VP	NCE
Lu Feng		Prax Capital
Luan Yucheng/栾玉成	Chairman	Uninano/优纳科技
Luke Sun/孙晓路	Partner	DT Capital
Nicolas Froissart	Founder	Ecosource Ltd
Niu James	Managing Director	Maxwin Media

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Name	Title	Company
Patrick SCHULER		Idinvest Partners
Qi Yang	China Manager	Bunge Environmental Markets
Qun Deng		GE Global Operations
Richard Jiang/蒋位	Deputy General Manager	Shenzhen Capital Group
Robbiem Huang		HaloSource
Rodger Shi		Delta Capital
Roy Zhu	Strategy and Business Dev	Applied Materials China
Ryan Li		Delta Capital
Sean Zhuang		DT Capital
Shannon Jiang		Prax Capital
Shi Jianwei/史建伟	Deputy General Manager	Suzhou Venture Group (Oriza Holdings)
SHI SHUQUAN/石书权		Baosteel
Silvano D'Agostino	Managing Director	PIC-W
Simon Dong		cer Energy
Song Yang/宋阳	Investment Manager	小牛基金
Sun Dongni/孙冬妮		DSM
Vince Qiu	Associate	Tsing Capital
Vivian Yuan	Partner	South River Capital
Wang Peijun/王培俊	Partner	OFC
WANG Yan /王岩	Director	Leaguer Tsing-Yuan
YANG Xi	Partner	DFJ Compass
Ying Shuchang/应书昶	Investment Director	上海财金产业投资有限公司
Yu Jian Wei		Shanghai Energy Efficiency Center (Shanghai Energy Conversation Service Center)
Yu Ming/于明		DSM
Yuan An/安元	Vice President	New Energy Synergy
Yun Huang	General Manager	Ocean Master Information Technology Co., Ltd
Zhang Haitao		Formation 8
Zhang Yoa/张耀	Partner	小牛基金
Zhebo Ding	Associate Director	Dow Chemical
Zhongcheng Tang/唐忠诚	Partner	Cowin Capital
Zhou Wei		Shanghai LVMING Environmental Technology Co.,Ltd
Robin Weir		Dorsey
Peter Corne		Dorsey
Fred Yang	Senior Associate	Infinity
Li Zhao	VP	SBCVC