



The Company Showcases: descriptions of featured companies 路演企业介绍

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Alphabet Energy



Contact Name: Dr. Matthew Scullin

Title: CEO

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Attendee's Short Bio: Matt is a waste-heat recovery and thermoelectric product visionary. He is one of the world's leading experts on both subjects, and has combined innovations in the once disparate fields of product marketing and lean business practices with semiconductor manufacturing, power generation technology, and industrial energy equipment. His past experience includes work at GM, IBM, and in venture capital. He holds a B.S. from University of Pennsylvania and an M.S. and Ph.D. from University of California, Berkeley.

Purpose of the Trip: Matt is looking to make a first assessment of where China should fit into Alphabet's go-to-market strategy, as it looks for its future international channel partners and customers.

Sector: Energy Efficiency (Waste-heat recovery)

Development Stage: Product Development

Year Founded: 2009

Num. of Employees: 27

Capital Raised to Date: US \$15M

Capital Being Raised: Not Disclosed

Revenue (last 12 months): Pre-Revenue

Revenue Projection (2012):

Company Description: Alphabet Energy is commercializing a patented silicon-based system to turn waste-heat into electricity. The company is preparing its first product launch and aims to deliver a turnkey solution for utilities and manufacturers in the ceramics, steel, aluminium, and glass industries. The technology was initially developed at the Lawrence Berkeley National Laboratory. In addition to developing silicon-based thermoelectric materials, the company's engineers have developed full, modular thermoelectric products that turn wasted heat into electrical power. The proprietary approach is the only on the market that lends itself to massive scale. The output range of power generation systems incorporating the company's thermoelectrics can range from microwatts to megawatts.

Company Strategy:

Alphabet is preparing its first product launch for industrial exhaust at temperatures above 300°C. The company plans to deliver a turnkey solution for waste-heat-to-electricity to oil & gas, steel, ceramics, aluminum, and glass manufacturers for furnaces and engines.

Principal Investors

1. CalCEF Angel Fund
2. Claremont Creek Ventures
3. TPG Biotech
4. Hercules

Company Relationships

1. United States Air Force
2. United States Army
3. Undisclosed joint development agreements

Competitors

1. GMZ Energy

With Partners:



Alphabet Energy



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职务: CEO

Email: matt@alphabetenergy.com

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路演者简介: Matt 是全球著名的余热处理和热电产品的专家。他在这两个领域拥有很多经验并且成功将各自领域内的基于半导体和发电技术的产品研发创新综合在一起。他曾经在通用电气、IBM 和创投基金工作，拥有宾州大学学士学位，加州大学伯克利分校硕士和博士学位。

此行目的: Matt 此行是为了评估其公司市场策略在中国的定位，公司有计划在中国寻找其未来的渠道合作伙伴和客户。

所属行业: 节能 (余热回收利用)

发展阶段: 产品研发阶段

成立时间: 2009

员工人数: 27

已融资金额: 1500 万美金

计划融资金额: 不详

最近一年营收: 尚未盈利

2012 年预计营收: 不详

公司简介: Alphabet Energy 致力于用一种专利硅基系统把余热转换成电能的技术。公司正在准备发布第一代产品并且期望在以后可以为水泥、钢铁、制铝和玻璃行业提供“交钥匙”整体解决方案。该技术最初来自于美国劳伦斯伯克利国家研究室。除了研发这种硅基热电转换材料，公司的工程师们还研发了一整套模块化的热电转换产品。这是目前市场上唯一的能够大规模进行热电转换的产品。整个发电系统的输出功率可以覆盖从几微瓦到几兆瓦的范围。

公司战略:

Alphabet 目前正在准备发布第一代产品，该产品适合操作温度高于 300 摄氏度的工业环境。公司下一步计划为油气、钢铁、水泥、制铝和玻璃制造企业提供适合他们的锅炉和发电机的余热回收和转化整体解决方案。

主要投资人

1. CalCEF Angel Fund
2. Claremont Creek Ventures
3. TPG Biotech
4. Hercules

业务合作伙伴

1. United States Air Force
2. United States Army
3. Undisclosed joint development agreements

主要竞争对手

1. GMZ Energy

With Partners:



Aquiloz



Contact Name: Geir-Arne Mo

Title: Founder & CEO

Email: gam@aquiloz.no

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

Street Address: Fantoftvegen 38

City, Postal Code, Country: 5072 Bergen, Norway

Phone: +47 55 61 44 00

Fax:

Attendee's Short Bio: Geir-Arne Mo has 15 years of work experience in the European energy industry, including six years as head of Nordic ICAP. He holds an Executive MBA from Griffith University in Australia.

Purpose of the Trip: Aquiloz is building up a stand-alone business to cover the growing Chinese market. They are looking for a Chinese partner that can provide a combination of funding, market knowledge and customers relations. Establishment of a joint venture is an option.

Sector: Wind

Development Stage: Shipping Product/Pilot

Year Founded: 2011

Num. of Employees: 5

Capital Raised to Date: US \$2.1 M

Capital Being Raised: US \$4 M

Revenue (last 12 months): US \$0 M

Revenue Projection (2012): US \$0.1 M

Company Description: Aquiloz is a provider of wind power prediction and trading information systems, providing a platform for market information to be shared and traded by consumers and producers of wind power. The wind prediction system uses Numerical Weather Predictions (NWP) and Computational Fluid Dynamics (CFD) combined with production forecasting and risk assessment.

Company Strategy: Aquiloz installs local software applications and licenses software to customers, for a daily fixed fee for every MW install capacity. The company is creating value for customers by increasing the accuracy of wind power predictions reducing errors both in level and phase. Key customers include owners and operators of wind farms (portfolio managers) who are required to give accurate figures of how much power will be produced. In addition both Wind Turbine Manufacturers and operations systems providers and grid operators are also potential customers. Currently the company has the potential to expand into any country with a developed or developing wind power market.

Principal Investors

1. Sarsia Seed
2. Founders

Company Relationships

1. EGL Iberia
2. EGL Nordic
3. Scottish & Southern Energy
4. WindSim

Competitors

1. Meteo Group
2. Eurowind
3. Meteologica
4. AWS

With Partners:



Aquiloz



联系人: Geir-Arne Mo

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5072 Bergen, Norway

职务: 公司创始人兼 CEO

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路演者简介: Geir-Arne Mo 在欧洲能源行业拥有 15 年的工作经验，其中六年是作为 Nordic ICAP 的负责人，他拥有澳大利亚 Griffith 大学的 MBA 学位。

此行目的: Aquiloz 目前正在构建专门针对中国市场的商业计划。他们在寻找能够提供给他们融资帮助、市场经验和客户关系的合适的中国合作伙伴。公司愿意考虑在中国建立合资企业。

所属行业: 风能

发展阶段: 产品研发和中试

成立时间: 2011

员工人数: 5

已融资金额: 2100 万美金

计划融资金额: 400 万美金

最近一年营收: 尚未盈利

2012 年预计营收: 10 万美金

公司简介: Aquiloz 是提供风能预测和信息交换系统的公司。它所提供的市场信息平台是为风能使用者和发电企业共享和交换信息用的。这个风能预测系统使用的是数字化天气预测 (Numerical Weather Predictions) 和计算机流体力学 (Computational Fluid Dynamics) 两种方法一起来做预测和风险分析。

公司战略: Aquiloz 为其客户安装本地软件应用客户端，根据其装机功率来每天收取固定的费用。公司的价值体现在为客户提供更加准确的风能预测减少风相和风能大小上的误差。主要目标客户为风场的运营商和风场主，他们需要更准确的数据来了解能够发多少电。除此之外，风叶制造企业和风机系统供应商还有电网运营企业也是公司潜在的客户。目前公司在准备在所有发展风能发电的国家进行业务扩张。

主要投资人

1. Sarsia Seed
2. Founders

业务合作伙伴

1. EGL Iberia
2. EGL Nordic
3. Scottish & Southern Energy
4. WindSim

主要竞争对手

1. Meteo Group
2. Eurowind
3. Meteologica
4. AWS

With Partners:



Atmosphere Recovery



Contact Name: Ronald R. Rich

Title: President & CEO

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Attendee's Short Bio: Mr. Rich's undergraduate degree is from Princeton University (Aerospace and Mechanical Engineering) and his Master's from Stanford University (Civil and Environmental Engineering). He was Honeywell's first Solar Systems Engineer and the State of Minnesota's first Alternative Energy Manager. He worked as an environmental and energy consultant and as CEO for his two earlier renewable and environmental startups. In 1994 Mr. Rich founded ARI to develop a membrane-based gas separation and recovery technology for automotive heat-treating. In 2005, he successfully pivoted the company to focus on the unique analyzer system developed for the membrane process control.

Purpose of the Trip: ARI would like to establish relationships with potential Chinese private & public sector investors and develop additional partnerships and joint ventures with large corporate customers

Company Description: ARI develops, manufactures, and sells Raman spectroscopy-based gas analysis systems that: enhance manufacturing and renewable energy process control; enable conservation of energy and raw materials; and produce lower cost, higher quality products more sustainable. ARI sells its products globally to both traditional industrial and energy sectors and for improved alternative energy conversion processes only possible using its unique technologies.

Sector: Energy Efficiency & Renewables **Development Stage:** Wide Commercial Availability

Year Founded: 1994

Num. of Employees: 11

Investment Capital to Date: US \$300K

Capital Being Raised: US \$2.5M to \$10M

Revenue (last 12 months): US \$1.2M

Revenue Projection (2012): \$1.6M

Company Strategy: ARI sells directly and through agents to both end-user and OEM equipment manufacturers. It has already sold over 80 systems for production control and advanced R&D in the U.S., China and Saudi Arabia. ARI's accurate and reliable analyzer technologies replace older gas monitoring methods in established industries and enable development and operation of new industrial and renewable energy production technologies not possible before. Most of ARI's current customers are large corporations with steel, oil & gas drilling, pipeline and refining operations or any type of biomass-to-fuel conversion. ARI plans to rapidly expand into major and specialty industrial/energy markets where improved gas analysis is economically and environmentally beneficial. The current demand for ARI's products by word-of-mouth and internet alone exceeds ARI's production capability. More rapid growth requires investment and/or joint venture funding.

Principal Investors/Funding

1. Dana Corporation (JV)
2. U.S. DOE (R&D Grant)
3. Friends & Family (Investment)
4. State of Minnesota (R&D)

Current Customers

1. US Steel (US)
2. Sinopec/Fuyuan (PRC)
3. Lanzatech (NZ/PRC)
4. Saudi Aramco (KSA)

Competitors

1. Agilent Technologies
2. Thermo Scientific
3. Applied Instrument Tech.
4. ABB

With Partners:



Atmosphere Recovery



联系人: Ronald R. Rich

职务: 总裁兼 CEO

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路演者简介: Rich 先生拥有普林斯顿大学空间与机械工程学学士学位和斯坦福大学土木和环境工程硕士学位。他是霍尼韦尔公司首位太阳能系统工程师和美国明尼苏达州首位可替代能源经理。他曾经作为环保和能源顾问及 CEO 创办过两家可再生能源和环保企业。Rich 先生在 1994 年创立了 ARI 公司为汽车热处理行业来研发一种膜基的气体分离和回收技术。在 2005 年，他成功的将公司的业务转型为为膜处理控制过程提供分析系统的企业。

此行目的: ARI 愿意与中国潜在的投资者建立联系并且同大企业客户建立商业合作或者合资企业。

公司简介: ARI 研发制造和销售基于拉曼光谱技术的气体分析系统，该系统可以改善可再生能源生产过程控制；节约能源消耗和原材料；更可持续的生产低成本高质量的产品。ARI 为传统工业企业和能源企业提供产品，通过他们独特的技术来提高可替代能源转换过程的效率。

所属行业: 节能和可再生能源

发展阶段: 大规模商业化

创立时间: 1994

员工人数: 11

已融资金额: 30 万美金

计划融资金额: 250 万到 1000 万美金

最近一年营收: 120 万美金

2012 年预计营收: 160 万美金

公司战略: ARI 公司自己和通过代理销售产品给终端客户或者 OEM 生产企业。目前已经在美国、中国和沙特阿拉伯销售了 80 多套系统用于生产控制和高端研发。ARI 精准可信赖的分析技术替代了传统的气体监控方法使得在已有的工业生产过程中加入新的可再生能源技术成为可能。ARI 公司目前多数的客户集中在钢铁、石化、油气钻井输送和加工行业以及生物能源行业。ARI 计划快速扩张到更多的主流工业和能源行业来提供更经济和更绿色的气体分析方法。目前公司的产品已经供不应求，公司的快速成长需要进一步的投资或者合资。

主要投资人

1. Dana Corporation (合资)
2. U.S. DOE (研究经费支持)
3. Friends & Family (投资人)
4. State of Minnesota (研究经费)

主要客户

1. US Steel (US)
2. Sinopec/Fuyuan (PRC)
3. Lanzatech (NZ/PRC)
4. Saudi Aramco (KSA)

主要竞争对手

1. Agilent Technologies
2. Thermo Scientific
3. Applied Instrument Tech.
4. ABB

With Partners:



Daintree Networks



Contact Name: Danny Yu

Title: CEO

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Attendee's Short Bio: Danny has over 20 years of leadership and growth company experience in advanced controls, lighting, and enterprise information technology. Previously, Danny was Vice President of Marketing/Sales/Business Development at Philips Lumileds, a top global high-power LED lighting company where he led multiple start-up businesses, each achieving \$70-\$100M+ in revenues and market leading positions. Danny has also held senior roles in the venture capital industry including Managing Director at VantagePoint Venture Partners and Partner at Dynafund Ventures. He began his career in technical sales and engineering roles at HP and Apple. Danny holds a BS in Engineering from Stanford University and an MBA from the UCLA Anderson School.

Purpose of the Trip: 1) Better understand market potential and drivers in China; 2) meet potential Chinese channel partners in lighting services, building services, and energy services (ESCOs); and 3) meet potential Chinese investors (Strategic/Financial) for the company's final private financing round.

Sector: Energy Efficiency

Development Stage: Wide Commercial Availability

Year Founded: 2003

Num. of Employees: 33

Capital Raised to Date: \$24 M

Capital Being Raised: \$5-\$10M (final private round)

Revenue (last 12 months):

Revenue Projection (2012):

Company Description: Daintree Networks is the leader in wireless control solutions for smart commercial and industrial buildings. The company's ControlScope(TM) solution delivers dramatic energy and operational efficiency improvements in a simpler and more cost-effective way than ever before. ControlScope controls lighting and other select applications (e.g. plug loads, power meters, thermostats) typically resulting in 40-70% reduction in energy use. Daintree's customers include numerous medium-sized and Fortune 500 commercial and industrial companies across the United States.

Company Strategy: Daintree stresses the importance of open standards (specifically ZigBee) and interoperability to provide solution choice, longevity, and cost-effectiveness. The company has cultivated product partners supplying lighting fixtures, sensors, and other devices to ensure that ControlScope is compatible with best-in-class products. Daintree sells through channel partners such as value-added resellers, system integrators, and OEMs. Key channel partners include Philips and Osram/Sylvania. Osram/Sylvania.

Principal Investors

1. Jolimont Capital
2. Lend Lease Ventures

Company Partners

1. Philips
2. Osram/Sylvania

Competitors

1. Enlighted
2. Digital Lumens (indirect)

With Partners:



Daintree Networks



联系人: Danny Yu

职务: CEO

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路演者简介: Danny 在智能控制、照明和企业信息技术领域有超过 20 年的领导经验。他曾经作为副总裁供职于飞利浦 Lumileds 市场/销售/商业拓展部门。作为全球顶级的大功率 LED 照明企业，他在 Lumileds 曾带领多个初创业务单元取得过市场领先的 7 千万到 1 亿美金的销售业绩。Danny 还曾经在多家创投基金担任高级职位包括 VantagePoint Venture Partners 管理合伙人和 Dynafund Ventures 合伙人等。他最早曾在惠普和苹果公司担任技术销售和工程师职位。Danny 拥有斯坦福大学工程学士学位和加州大学洛杉矶分校 Anderson 学院 MBA 学位。

此行目的: 1) 更深入地了解中国的市场潜力和驱动力； 2) 在照明、建筑和节能服务业 (ESCOs) 领域寻找潜在的中国渠道合作伙伴； 3) 为公司最后一轮融资寻找潜在的中国投资者（包括战略投资人和机构投资者）。

所属行业: 节能

发展阶段: 大规模商业扩张

成立时间: 2003

员工人数: 33

已融资金额: 2400 万美金

计划融资金额: 500-1000 万美金 (最后一轮私募)

最近一年营收: 不详

2012 年预计营收: 不详

公司简介: Daintree Networks 是领先的为智能商业和工业楼宇提供无线控制解决方案的企业。公司的 ControlScope(TM) 解决方案能够以比传统方式更简单和更低成本的方式提供更高的能源效率。ControlScope 系统控制的照明系统和其他相关系统（例如插头负载、电表、温控器等）可以达到 40%-70% 的节能效果。Daintree 的客户包括全美众多中小企业和世界 500 强企业。

公司战略: Daintree 强调公开标准的重要性（尤其是 ZIGBEE 标准）和高质、长效和低成本共存的解决方案。公司和其他提供灯具、传感器和其他部件的合作伙伴一起合作使得 ControlScope 系统能够和行业中最好的产品相媲美。Daintree 通过有增值服务的分销商、系统集成商和 OEM 厂商等渠道合作伙伴来销售产品。主要渠道合作伙伴包括飞利浦和欧司朗/万年等。

主要投资人

1. Jolimont Capital
2. Lend Lease Ventures

业务合作伙伴

1. Philips
2. Osram/Sylvania

主要竞争对手

1. Enlighted
2. Digital Lumens (非直接竞争)

With Partners:



Echogen Power Systems



Contact Name: Tao Xie

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Presenter's Short Bio: Tao Xie has 18 years of experience in scientific research, product development & business development for power generators as well as a major appliance manufacturer. Tao holds a PhD degree in mechanical engineering.

Purpose of the Trip: Echogen would like to: 1) obtain an in-depth understanding of China's market potential, government policy and incentive programs for cleantech, 2) meet potential investors and partners of interest to discuss cooperative opportunities, and 3) access supply capability in China.

Sector: Energy Efficiency

Development Stage: Shipping Product/Pilot

Year Founded: 2007

Num. of Employees: 40

Capital Raised to Date: >\$15,000,000

Capital Being Raised:

Revenue (last 12 months):

Revenue Projection (2012):

Company Description: Echogen Power Systems is commercializing a waste-heat to power proprietary system, which uses a modified Rankine Cycle with supercritical carbon dioxide (ScCO₂) as the working fluid. ScCO₂ is environmentally benign, non-toxic, and has favorable heat and mass transport properties, allowing for an energy dense, compact thermodynamic system. Prospective clients include power generators and large energy-consuming industrials in sectors such as chemical processing, petroleum refining and iron/steel production. Echogen's target customers have significant waste heat recovery opportunities in their steam generating or direct-fired heating processes (e.g., furnaces, kilns, etc.).

Company Strategy: Echogen's target customer groups include power generation and large energy consumers in the industrial sector with waste heat recovery opportunities found in their respective steam generating and direct-fired heating processes (e.g., furnaces, kilns)

Principal Investors

1. Private Investors

Company Relationships

1.

Competitors

1.

With Partners:



Echogen Power Systems



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路演者简介: Tao Xie 先生在发电机和主流家电产品研发，制造和商业拓展领域有超过 18 年的经验。他拥有机械工程专业博士学位。

此行目的: Echogen 希望能够: 1) 获得对于中国市场潜力、政府对清洁技术企业政策支持等方面更深入的了解, 2) 寻找有兴趣合作的潜在投资人和商业合作伙伴 3) 了解中国的供应商能力。

所属行业: 节能

发展阶段: 中试

创立时间: 2007

员工人数: 40

已融资金额: 大于 1500 万美金

计划融资金额: 不详

最近一年营收: 不详

2012 年预计营收: 不详

公司简介: Echogen Power Systems 是专注于余热发电系统商业化的企业。它利用改良的朗肯循环系统采用超临界态的二氧化碳作为工作液体。超临界态二氧化碳作为一种对环境无害无毒并且具有良好的热性能和质量运输性能的介质能够应用于高能量密度和紧凑的热力学系统。目前客户包括发电企业和高能耗企业例如化工、石油加工和钢铁行业。Echogen 的目标客户在蒸汽发电和直接燃烧加热过程中（如燃烧炉和窑等）有巨大的余热回收空间。

公司战略: Echogen 的目标客户群包括发电企业和高能耗企业并且在他们的蒸汽发电和直接燃烧加热过程中有余热回收空间的企业。

主要投资人

1. Private Investors

商业合作伙伴

1.

主要竞争对手

1.

With Partners:



Emefcy



Contact Name: Eytan Levy

Title: Founder & CEO

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

Street Address: 7 Ha'eshel St, Caesarea Industrial Park

City, Postal Code, Country: Caesarea, Israel

Phone: +97246277555

Fax:

Presenter's Short Bio: Eytan began his career as a sales manager at Ormat, Israel's most successful alternative energy company. He continued his work in the power generation sector as Vice President of Infrastructure at Delta, a supplier of capital equipment for the power generation and environmental industries. In 2000, he co-founded AqWise, leading the company from inception to become a recognized leader in advanced biological wastewater treatment. Eytan holds a BSc (cum laude) in Chemical Engineering from the Technion, Israel Institute of Technology and an MBA in International Marketing from Bar-Ilan University.

Purpose of the Trip: Emefcy hopes to get a first-hand impression of the wastewater business potential in China, better understand the business culture in general and find partners for implementing Emefcy's technologies in China. Emefcy is also looking to source raw materials and meet potential sub-vendors, subcontractors and manufacturing partners as well as meet potential Chinese investors.

Year Founded: 2008

Num. of Employees: 25

Capital Raised to Date: >\$10M

Capital Being Raised:

Sector: Water & Wastewater

Development Stage: Shipping Product/Pilot

Revenue (last 12 months): Pre-Revenue

Revenue Projection (2012):

Company Description: Emefcy is a developer of Electrogenic Bioreactors (EBR) that treat industrial wastewater and generates renewable electricity and the Spiral Aerobic Biofilm Reactor (SABRE) that treats municipal wastewater. The Company's recent finance raise will go towards further development of both the EBR and SABRE units, and then towards production of the units to be deployed in order to reach the target date of deployment (mid 2012). Emefcy has a few pilot projects in Israel and one in Michigan, USA, all of which are being managed and supervised internally to follow units throughout the entire treatment cycle.

Company Strategy: Emefcy's EBR address the industrial wastewater treatment markets. Its industrial market segments are the food and beverage, pharmaceutical, and chemical industries with a yearly capital expenditure of \$1,300M, \$840M and \$133M, respectively. Emefcy expects to capture 3-4% of the addressable markets in the first five years of sales. The company aims to reach this market through a global network of reps, sales offices and subsidiaries.

Principal Investors

1. Energy Technology Ventures
2. Pond Ventures
3. Israel Cleantech Ventures
4. Plan-B Ventures

Company Relationships

1. GE

Competitors

1. Bylexis
2. Pilus
3. Cambrian Innovation

With Partners:



Emefcy



联系人: Eytan Levy

职务: 创始人兼 CEO

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路演者简介: Eytan 早期作为以色列最成功的可替代能源企业 Ormat 销售经理进入新能源行业。他后来还担任过 Delta 公司基础设施部门的副总裁。2000 年他联合创立了 AqWise 公司并且领导公司成为了一家领先的用生物法处理污水的公司。Eytan 拥有 Technion 以色列理工学院化学工程学士学位和 Bar-Ilan 大学 MBA 学位。

此行目的: Emefcy 希望能够获得第一手的关于中国污水处理市场潜力的信息, 更好的理解中国的商业环境及寻找适合能够在中国实践 Emefcy 技术的合作伙伴。Emefcy 同时想要寻找在华的原材料和其他部件的供应商、分销商、生产伙伴及潜在的投资人。

创立时间: 2008

员工人数: 25

已融资金额: 大于 1000 万

计划融资金额: 不详

所属行业: 污水处理

发展阶段: 中试

最近一年营收: 未盈利

2012 年预计营收: 不详

公司简介: Emefcy 是致力于电生物反应器 (EBR) 研发的企业用于处理工业污水并且同时发电, 同时公司还研发螺旋型好氧生物膜反应器 (SABRE) 来处理市政污水。公司融资目的是用来进一步研发两种反应器并且计划年内量产。Emefcy 在以色列有几个试点项目并且在美国密歇根州有一个试点项目, 全部采用整体水处理系统。

公司战略: Emefcy 的电生物反应器 (EBR) 专用于工业污水处理行业, 主要目标市场为食品和饮料行业、制药行业和化工行业。相应年投入为 13 亿美金、8.4 亿美金和 1.33 亿美金。Emefcy 期望能够在 5 年内占领 3%-4% 的市场份额。公司希望能够通过其在全球布局的代表处、销售网店和子公司达到以上的市场目标。

主要投资人

1. Energy Technology Ventures
2. Pond Ventures
3. Israel Cleantech Ventures
4. Plan-B Ventures

商业合作伙伴

1. GE

主要竞争对手

1. Bylexis
2. Pilus
3. Cambrian Innovation

With Partners:



Fluitemc



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Fax:

Attendee's Short Bio: Mr. Magnotti was founder of Comverge (NASDAQ:COMV reaching a market cap of \$780MM and implementing over 6 GW of power demand reduction) and President of the Company's Alternative Energy Resources Group before joining Fluitemc in 2010. Frank began his career at AT&T Bell Labs and held research, program management, strategic planning and general management positions before founding the Utility Solutions group. He was Chairman of the Demand Response and Advanced Metering Coalition (DRAM) and chaired China's Second Annual Smart Grid conference. He holds a Master's Degree of Mechanical Engineering from Cooper Union and completed executive management programs in telecommunications and business from USC and Penn State.

Purpose of Trip: Fluitemc would like to gain a deeper understanding of the Chinese cleantech investment community and have discussions with potential strategic investors or partners that can help expand the company's current business in the Chinese market. Fluitemc has offices in Fuzhou and Singapore.

Sector: Energy Efficiency

Development Stage: Wide Commercial Availability

Year Founded: 1994

Num. of Employees: 42

Capital Raised to Date: \$18M

Capital Being Raised: \$10-\$25M

Revenue (last 12 months): \$6M

Revenue Projection (2013):\$15M

Company Description: Fluitemc sells condition monitoring equipment, proprietary chemical filtration consumables, and advanced data mining analytical services to the power generation, industrial gases, petrochemical, aerospace, steel, and wind industries. Fluitemc's roots stem from technology purchased from the US Military to detect and trend anti-oxidants in lubricants to predict its health and fluid life in helicopters and now has customers in 40 countries.

Strategy: Fluitemc has an annual growth rate of over 60% in the last 5 years. Growth will continue through geographical expansion and product expansion into biofuels monitoring and cleaning. The company aims to develop technologies that allow lubricants to be used for the life of a plant without change (more than triple the life) based on its anti-oxidant and chemical filtration technologies. Its data analytic services provide more accurate failure predictive models for wind turbines that reduce O&M costs by reducing unplanned outages. Fluitemc's strength is to combine chemical technology and expertise and existing oil analysis data to existing mechanical operational data. Fluitemc has won multiple Cleantech awards and recently the Castrol's Employee Choice award.

Principal Investors

1. Fjord Capital (London)
2. Cinmar BV (Netherlands)
3. Sopon SA (Belgium)
4. NJ Economic Development

Current Customers

1. Siemens
2. Air Liquide
3. ExxonMobil
4. EPDR (partially owned by CTG, a Chinese Company)

Competitors

1. Donaldson
2. Pall
3. Spectro

With Partners:



Fluitec



联系人: Frank Magnotti

职务: CEO

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传真:

路演者简介: Magnotti 先生是纳斯达克上市公司 Comverge 的创始人 (公司市值曾达 7.8 亿美金, 完成过超过 6GW 的能源需求减排量), 在 2010 年加入 Fluitec 公司前曾是该公司可替代能源组的主席。Frank 最早在 AT&T 的贝尔实验室工作, 在创建 Utility Solutions 公司前担任过科研, 项目管理, 战略规划和企业管理工作。他曾担任过需求响应和先进仪表联盟主席和中国第二届智能电网大会主席。他拥有 Cooper Union 的机械工程硕士学位并完成过南加州大学和宾州州立大学电信和商业管理专业项目课程。

所属行业: 节能

发展阶段: 大规模商业推广

此行目的: Fluitec 希望能更深入的了解中国清洁技术行业投资的环境和潜在的投资人或商业合作伙伴交流, 希望能够帮助公司拓展在华业务。目前 Fluitec 在福州和新加坡有设立办公室。

创立时间: 1994

员工人数: 42

已融资金额: 1800 万美金

计划融资金额: 1000-2500 万美金

最近一年营收: 600 万美金

2013 年计划营收: 1500 万美金

公司简介: Fluitec 从事状态监测设备、专用化学过滤耗材和先进数据采集分析设备的研发销售, 主要服务于发电行业、工业气体行业、石油化工行业、航空航天、钢铁和风能行业。Fluitec 最基础的技术购买于美国军方用于检测和分析润滑油中的抗氧化剂含量来预测直升机中润滑剂的使用寿命和健康状况。目前客户分布在全球 40 多个国家。

公司战略: Fluitec 的业绩在过去的 5 年中增长率超过了 60%。通过业务的全球拓展和在生物燃油监控和清洁行业的渗透公司业绩有望持续增长。公司致力于利用其抗氧化剂和化学过滤技术使得润滑剂的使用寿命和设备寿命达到一致, 即终身不用更换润滑剂 (意味着达到传统润滑剂寿命的三倍)。公司的数据分析设备能够为风叶制造企业提供更准确的故障预测模型通过减少故障率来降低运营和管理成本。

Fluitec 公司的强项是能够把化学技术和专长及液体分析数据应用于已有的机械运营数据中。公司以此方面的创新和成就获得过许多清洁技术奖项和最近颁发的 Castrol's Employee Choice 奖。

主要投资人

1. Fjord Capital (London)
2. Cinmar BV (Netherlands)
3. Sopon SA (Belgium)
4. NJ Economic Development

目前客户

1. Siemens
2. Air Liquide
3. ExxonMobil
4. EPDR (partially owned by CTG, a Chinese Company)

主要竞争对手

1. Donaldson
2. Pall
3. Spectro

With Partners:



Nualight



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Fax:

Attendee's Short Bio: Alexander is a clean tech investment professional with 15 years of experience in private equity, M&A and corporate finance. During the past seven years, he has been active in the "clean technology" sector, with a particular focus on LED lighting and the solar space. Prior to joining Nualight, Alexander was part of the Climate Change Capital Private Equity team, a leading clean tech expansion capital investor. He has an MSc in Environmental Technology and an MSc in Financial Economics.

Purpose of the Trip: Nualight hopes to meet potential strategic partners, both existing lighting players and strategic investors with strong ties to the industry. This would ideally include market, operational synergies and investment interest.

Specific partners sought are: (1) Chinese lighting or LED component companies interested in partnering with Nualight to access its EU/ US markets and channels; and (2) channel partners interested in bringing Nualight's expertise and brand in retail display and specialty projects to China or other Asian markets.

Sector: Energy Efficiency

Development Stage: Wide Commercial Availability

Year Founded: 2004

Num. of Employees: 210

Capital Raised to Date: \$28.5 M

Capital Being Raised: possible strategic investment

Revenue (last 12 months): \$34 M

Revenue Projection (2012):

Company Description: The Nualight group is a market driven LED technology business focused on leadership and differentiation through three brands: 1) Nualight, a leader in LED lighting for Food Retail (#1 market share) and Specialty Retail (jewelry, furniture, fashion); 2) Lumoluce, designing ambient lighting products and systems into projects for "smart" buildings, e.g. airports, and selling a full range of ambient products into its pan-European distribution network; and 3) Lumotech, selling feature-rich drivers with a high quality-to-value ratio to the top lighting manufacturers in Europe and North America. The company designs and manufactures LED fixtures and systems for its target markets, designing the optics, electronics and mechanics and working closely with component suppliers including LED package makers.

Strategy: The company strategically targets lighting applications in which it can differentiate itself as a leader and "own" market segments with a high barrier to entry. Across its three brands, the group reaps economies of scale and technology synergies. The group's growth strategy is to a) expand its product offering to existing retail display customers; b) expand into high-growth geographic markets and c) bring its strong commercial lighting and electronics products to new markets through the group's sales reach.

Principal Investors

1. Climate Change Capital
2. Novusmodus
3. 4th Level Ventures

Current Customers

1. Tesco
2. Sainsbury's
3. Schiphol Airport
4. IKEA

Competitors

1. Philips
2. GE
3. Zumtobel

With Partners:



Nualight



联系人: Alexander Hanrath

职务: 企业发展副总裁

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传真:

路演者简介: Alexander 在清洁技术投资领域包括股权私募、并购和企业融资领域有 15 年的工作经验。在过去的 7 年中, 他一直活跃在清洁技术领域尤其是 LED 照明和太阳能行业。在加入 Nualight 前, Alexander 曾经供职于气候变化资本的股权私募基金团队, 专门投资清洁技术行业成长期企业。他拥有环境技术专业和金融经济学专业的双硕士学位。

Purpose of the Trip: Nualight hopes to meet potential strategic partners, both existing lighting players and strategic investors with strong ties to the industry. This would ideally include market, operational synergies and investment interest.

Specific partners sought are: (1) Chinese lighting or LED component companies interested in partnering with Nualight to access its EU/ US markets and channels; and (2) channel partners interested in bringing Nualight's expertise and brand in retail display and specialty projects to China or other Asian markets.

所属行业: 节能

发展阶段: 大规模商业化

创立时间: 2004

员工人数: 210

已融资金额: 2850 万美金

计划融资金额: 寻找战略投资人

最近一年营收: 3400 万美金

2012 年计划营收: 不详

公司简介: Nualight 集团在 LED 领域拥有以下三个不同的领先的品牌: 1) Nualight, 是零售食品行业 (市场份额第一) 和特殊零售业 (珠宝、家具和时尚用品) 领先的 LED 照明系统供应商; 2) Lumoluce, 为智能楼宇项目设计环境照明产品和系统, 例如机场, 并且在全欧洲销售体系中销售全系列的环境照明产品 3) Lumotech, 为欧洲和北美的顶级照明制造企业提供高性价比的功能丰富的驱动程序。

公司还为其目标市场设计和制造灯具系统, 设计光学、电子和机械系统并且同组件供应商包括 LED 封装企业密切合作。

公司战略: 公司着重在能够占领领先地位的照明应用领域和有高准入门槛的领域做战略布局来以此差异化发展。在三个品牌下公司充分发挥规模经济和技术的协同作用。公司发展战略是 a) 拓展在已有的零售展示客户中的市场份额; b) 在高速增长的区域市场内渗透 c) 通过全球销售网络来向新兴市场销售公司强大的商业照明和电子产品。

主要投资人

1. Climate Change Capital
2. Novusmodus
3. 4th Level Ventures

目前客户

1. Tesco
2. Sainsbury's
3. Schiphol Airport
4. IKEA

主要竞争对手

1. Philips
2. GE
3. Zumtobel

With Partners:



SEE Algae Technology



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Phone: +431985980210

Fax: +43 1 9859802 99

Presenter's Short Bio: Prior to SAT, Joachim was the CEO of AMI Agrolinz Melamine International GmbH (a subsidiary of OMV AG, Austria) Before joining AMI Joachim was CFO of a big European paper & Packaging company and prior to that has worked for six years with an Austrian investment bank. Joachim holds a law degree from the University of Linz, Austria

Purpose of the Trip: SEE Algae Technology ("SAT") is already active in Brazil and wants to start exploring the China market, to understand where the opportunities might lie and what the issues might be. They wish to meet influencers and decision makers in the cleantech industry in China, and identify potential clients, and/or enablers for client contacts. SAT is at present raising funds for a Round B, The round is expected to be completed at the end of 2012.

Sector: Biofuels & Biochemicals

Development Stage: Wide Commercial Availability

Year Founded: 2007

Num. of Employees: 12

Capital Raised to Date: USD 2 M

Capital Being Raised: USD 25 M

Revenue (last 12 months): US \$ 0-2 M

Revenue Projection (2012): USD 1 – 2 M

Company Description: SAT designs, engineers and constructs production plants for algae-based compounds. The production facilities can range in size from 1-40ha and are sold via "Lump-Sum-Turn-Key" contract schemes. For fuel and chemical applications, the plants can utilize either natural or genetically modified algae strains; whereas, nutrition and animal feed applications are exclusively based on natural algae strains. The company just sold its first commercial 1 ha installation to a client in Brazil. At present SAT expects to close another two projects till end of 2012

Strategy: SAT is already active in Brazil and wants to start exploring the China market, to understand where the opportunities might lie and what the issues might be. The company wishes to meet influencers and decision makers in the cleantech industry in China, and identify potential clients, and/or enablers for client contacts. Further SAT is interested to meet potential investors which are interested to participate in the current Round B fund raising.

Principal Investors

1. Private Investors

Company Relationships

1. Energie AG Austria
2. Bavarian Optics
3. Algae Venture Systems

Competitors

1. Solazyme

With Partners:



SEE Algae Technology



联系人: Dr. Joachim Grill

职务: CEO

Email: jgr@seeholding.com

公司网站: <http://www.seealgae.com/>

通讯地址: Parkring 12
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传真: +43 1 9859802 99

路演者简介: 在加入 SAT 公司之前, Joachim 曾经是 AMI Agrolinz Melamine International GmbH 公司的 CEO(奥地利 OMV AG 公司的子公司) 在加入 AMI 之前, Joachim 曾经是一家欧洲的大型造纸和包装公司的 CFO。在此之前他曾经在奥地利投资银行工作过 6 年。Joachim 拥有奥地利 Linz 大学法律学位。

此行目的: SEE Algae Technology (“SAT”) 已经在巴西有业务并且希望能够开拓中国市场, 此行希望能够了解中国市场机会所在和问题所在。公司希望能够认识中国清洁技术行业的有影响力和决策权利的机构, 寻找潜在的客户和渠道合作伙伴。SAT 目前正在进行 B 轮融资, 希望能够在 2012 年底之前完成。

所属行业: 生物燃料和生化行业

发展阶段: 大规模商业化

创立时间: 2007

员工人数: 12

已融资金额: 200 万美金

计划融资金额: 2500 万美金

最近一年营收: 不到 200 万美金

2012 年预计营收: 100-200 万美金

公司简介: SAT 研究设计和建造藻类化合物生产设备。这些设备占地达 1-40 公顷, 通过 “Lump-Sum-Turn-Key” 合约方式销售。对于燃料和化学应用设备是采用天然的或者基因改良的藻株, 而对于营养和动物饲料应用设备则全部采用天然藻株。公司刚在巴西售出第一台占地一公顷的商业设备, 目前公司希望能够在 2012 年底之前再完成 2 个项目。

公司战略: SAT 已经在巴西有业务并且希望能够开拓中国市场, 此行希望能够了解中国市场机会所在和问题所在。公司希望能够认识中国清洁技术行业的有影响力和决策权利的机构, 寻找潜在的客户和渠道合作伙伴。公司也愿意认识对于其 B 轮融资感兴趣的潜在的投资人。

主要投资人

1. Private Investors

目前客户

1. Energie AG Austria
2. Bavarian Optics
3. Algae Venture Systems

主要竞争对手

1. Solazyme

With Partners:



Idinvest Partners



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Presenter'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. Prior to joining Idinvest Partners, Julien provided strategic advisory to energy and environmental technology start-ups in the Chinese market. Julien started his career at Electricité de France (EDF) 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 a Mandarin speaker.

During the showcases, Julien will be presenting both of the following two portfolio companies who are interested in China.

Company #1: Catalysair

Description: Catalysair has developed a process that optimizes and significantly improves the combustion of poly-fuels (heavy oil, coal, biomass, waste...) in industrial boilers and reduces emissions (NOx, SOx, CO, dust...). Through a catalytic gas, Catalysair's proprietary molecule boosts the reaction between oxygen and carbon, while increasing the combustion speed and favouring the release of heat over secondary emissions. The Catalysair technology is designed for fossil fuel power plants, especially heavy fuel, coal, lignite, biomass, household waste and fuel.

Strategy: Catalysair issues customized contracts based on the results of a 3-4 months trial period which validates efficiency gains of up to 8 % fuel consumption and significant emissions reductions (up to to 90% on SOx; 30 %on NOx; 70% CO²).The company installs and maintains equipment throughout the contract period and provides catalytic gas cartridges as service. See <http://www.catalysair.com/uk/> for more.

Company #2: Recupyl

Description: Recupyl offers end-to-end recycling solutions for batteries. The company has built a portfolio of patents based on a novel mechanico-chemical process which enables it to efficiently and eco-friendly recycle alkaline/zinc-carbon and lithium-ion batteries and recover their valuable materials. Recupyl's technology can also be applied to produce pigments out of electric arc furnace dust and solar panels.

Strategy: The company's main focus is on the recycling of lithium-ion batteries which is carried-out in company-owned R&D center (Grenoble area, France) or in joint-ventures (Singapore, Poland, Spain, USA). In this field, the company is active forming partnerships with battery and electric vehicle manufacturers all around the world to develop customized high-yield recycling processes in order to recover the metals they contain. Recupyl also works closely with the steel industry to produce pigments; it is a majority stakeholder in a joint venture called Recupac which specializes in this application. See <http://www.recupyl.com/> for more.

With Partners:



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路演者简介: Julien Mialaret 2011 年加入 Idinvest Partners。他作为清洁技术小组的成员，负责欧洲和中国早期企业的投资。在加入 Idinvest Partners 之前，Julien 在中国为能源和环境技术行业的初创企业提供战略咨询服务。Julien 最初在中国的法国电力集团 (EDF) 供职负责 EDF 热力部门的管理，其后在加入中国业务发展部门后负责中国大陆热力和可再生能源项目的投资和并购。Julien 拥有欧洲 ESCP 管理学院管理学硕士学位和法国东方研究院汉语研究学士学位。他能说一口流利的汉语。

在路演中，Julien 将会代表其基金投资的以下两家对中国感兴趣的企业演讲。

第一家公司: Catalysair

公司简介: Catalysair 发明了一种可以优化和改进多种燃料（石油、煤炭、生物质、废料等）在工业锅炉中燃烧过程的技术来减少污染物排放（包括氮氧化物、硫氧化物，一氧化碳，粉尘等）。通过一种催化气体，Catal' Air 分子加速了氧和碳的反应，同时也增加了燃烧速度并有利于二次排放时热量的释放。Catalysair 技术是专门为化石燃料发电机组设计的，尤其是重油、煤炭、褐煤、家居废料和燃料发电机组。

公司战略: Catalysair 根据能源审计结果、预期能效增加值和绩效考核来定制合同。在合同期内，公司负责安装和维护设备，能够达到最多 25% 的能效提高和高达 60% 的减排。更多信息参见公司网站 <http://www.catalysair.com/uk/>。

第二家公司: Recupyl

公司简介: Recupyl 拥有超过 10 多项专利技术来处理危险废物垃圾例如混合和锂电池、平板显示屏、固体废物焚化厂产生的飞尘、化学污染物和石棉等。公司有专门的技术来从回收过程中提取可以重复使用的物质，减少处理过程中的能耗和不向空气中排放气体和颗粒物。

公司战略: 公司业务重点是回收混合电池和锂电池。这些电池的回收是在公司所属的工厂中进行的，例如在多梅内的有处理所有类型电池资质的工厂。公司在新加坡有另外一家专门处理锂电池的工厂。对于先前提到的其他各种危险废弃物，公司也有处理资质并且为其他处理公司提供技术支持。更多信息请参见公司网站 <http://www.recupyl.com/>。

With Partners:



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Presenter's Short Bio: Apart from being a veteran VC, Bart is a seasoned and passionate entrepreneur and is renowned for his relentless drive (and lack of patience therein) to internationalise companies and help them become successful beyond Europe by conquering the US or Asia. A Dutch native, he has been a General Partner at Wellington since 2000. He primarily focuses on process technologies, in particular in the resource efficiency area. Before Wellington, Bart was an investment professional at HAL Investments and an Associate at McKinsey, working in Holland and South Africa. He started his career as a process control system and project engineer with Shell in Norway. Bart holds an MSc in Applied Physics from Twente University of Technology in the Netherlands and an MBA (with distinction) from INSEAD in France.

During the showcases, Bart will be presenting both of the following two portfolio companies who are interested in China.

Company #1: Agnion

Description: Agnion has developed a heat pipe-reformer technology, a process that combines biomass (wood pellets or wood chips) with water vapor to form a syngas consisting of approximately 30-40% hydrogen and 20-30% carbon monoxide. Parallel reactions also produce approximately 10-20% carbon dioxide, 5% methane, 20-30% water vapor and small amounts of hydrocarbons (tars). It is proposed that this process can achieve electric output of 360kW of available heat output.

Strategy: Agnion has three trial plants in operation at the Institute of Thermal Power Systems at the Technical University of Munich under an EU project. With the support of German and American investors, a company is being built that focuses primarily on de-central generation of Substitute Natural Gas (SNG) or Synthetic Natural Gas. See <http://www.agnion.de> for more.

Company #2: EnOcean

Description: EnOcean's battery-free sensors and communication platform operates as a single solution for building and home automation, lighting controls, automated meter reading, and environmental applications. Instead of batteries, EnOcean uses micro energy converters to supply power to wireless sensors, switches and controls. The technology enables a broad range of real-world applications - Integrators can install-and-forget sensors as they do a hardwired device; yet do so with flexibility and performance unique to wireless solutions (i.e., non-invasive installations, portability, scalability and adaptability to mutating floor plans). The resulting sensor networks are maintenance-free; yet yield measurable energy and cost savings.

Strategy: EnOcean energy harvesting and radio modules are sold to original equipment manufacturers (OEM's) who embed the EnOcean core in order to create self-powered wireless finished products to systems integrators, specifiers and contractors. Applications for EnOcean components include lighting and HVAC energy management – which is enabled by wireless switches, sensors, actuators, controllers and gateways. EnOcean components are now in use in more than 700 OEM products and 200,000 buildings. The company recently opened an office in China. See <http://www.enocean.com> for more.

With Partners:



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路演者简介: A 除了是一名经验丰富的创投人士, Bart 还是一位经验丰富和极富激情的创业家。他以冲劲十足(稍显缺乏耐心)来帮助企业国际化所为人熟知,帮助很多公司成长为走出欧洲迈向美国和亚洲的成功的企业。作为一名荷兰人,他从 2000 年开始在 Wellington 担任合伙人。他主要关注过程处理技术尤其是在资源效率领域。在加入 Wellington 之前, Bart 在荷兰和南非的 HAL Investments 和麦肯锡供职。他最初在挪威的壳牌担任过程控制系统和项目工程师。Bart 拥有荷兰 Twente 大学应用物理学硕士学位和法国 INSEAD MBA 学位。

在路演中 Bart 将会代表其基金投资的以下两家对中国感兴趣的企业演讲。

第一家公司: Agnion

公司简介: Agnion 发明了一种热管改造技术,其混合了生物质(木屑颗粒或者木片)和水蒸气形成一种由大约 30%-40%的氢和 20%-30%一氧化碳组成的合成气。平行反应同时还产生了约 10%-20%的二氧化碳,5%的甲烷,20%-30%的水蒸气和少量的碳氢化合物(焦油)。这个过程预计会产生相当于 360 千瓦发电量的热量输出。

公司战略: Agnion 在欧盟的一个项目下在慕尼黑理工大学的热力系统研究所有三个运行中的试验系统。在德国和美国投资人的支持下,公司将业务专注在代用天然气(SNG)或合成天然气的离散式发电领域。更多信息请参见公司网站 <http://www.agnion.de>。

第二家公司: EnOcean

公司简介: EnOcean 研发的不用电池的传感器和通信平台是为住宅和楼宇自动化、照明系统控制、自动化读表和环境应用设计的整体解决方案。EnOcean 利用微能量转换器而非电池来为其无线传感器、开关和控制系统提供能量。这种技术可以应用于诸多现实中的应用系统,如同有连接线的设备一样,集成商可以安装并且忘记传感器,同时这个技术可以使得无线解决方案更灵活并且有优异的性能表现(例如非侵入式的安装,移动式的,可扩展的和可自适应的多样楼层方案等)。这样设计的传感器网络不需要维护而且可以计量能耗和节约开支。

公司战略: EnOcean 的能量收集和无线模块卖给 OEM 厂商来作为主要部件制造自驱动的无线终端产品卖给系统集成商和分销商。EnOcean 制造的部件能够做成包括照明和暖通能源管理系统的产品,使得配备无线开关、传感器、执行器、控制器和网关。EnOcean 制造的部件目前在超过 700 中 OEM 产品和 20 万楼宇中有应用。公司刚在中国建立自己的办公室。更多信息参见公司网站 <http://www.enocean.com>。

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