

NEW ENERGY NEXUS

# CHINA

# IMPACT REPORT 2020

# About New Energy Nexus

## VISION

An abundant world with 100% clean energy for 100% of the population, in the shortest time possible.

## PROBLEM

There are not enough diverse and thriving clean energy entrepreneurs to match the scale of the clean energy transition in China.

## MISSION

New Energy Nexus aims to support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy





# New Energy Nexus China in Numbers 2020

国家电网有限公司（以下简称“国家”）以投资建设运营电网为核心业务，是  
型国有重点骨干企业、全球最大的公用事  
业和能源行业唯一的国家双创示范基  
贯彻党中央、国务院推进创新  
决策，在国家发展改革委、  
领导下，按照“建基地、强  
效”的思路，大力实施  
营造良好创新创业生态

国网双创线上平台

国网双创  
科技成果孵化转化平台



700+

Participants engaged

25

Strategic Partners

25

Mentors Engaged

1

Reports or  
White Papers

2

Ecosystem  
Stakeholder Events

4

Pipeline  
Building Events

20

Startups Accelerated

3

Pilot Project  
Secured

2

Pilot Project  
in Discussion



# Question & Answer

with **Andrew Chang**

Program Director Climate Fintech, China,  
Energy Storage and Mobility

## What Is The Challenge That New Energy Nexus China Seeks To Address?

China is 25% of the problem and 25% of the solution – it is both the world’s largest polluter and the world’s leader in renewable energy investment and deployment. The challenge for clean energy startups today is how to accelerate their solutions to market and connect with strategic corporates. We are in a unique position to act as a conduit between the latest and greatest clean energy solutions, both domestic and abroad, to be adopted and scaled in the shortest time possible.

## What Is New Energy Nexus China’s Strategy To Address This Challenge?

Our strategy is to establish local partners with access to government and corporations, identifying technologies that can be integrated within the utilities and heavy industry and design accelerator models that best suit the local ecosystem.

## What Were Your Major Achievements Of 2020?

- Launched the Climate Fintech Report in English and Chinese, which was distributed to leading financial institutions such as Ping An Insurance Group and Southern Asset Management.
- Supported 20 companies through EXCEL Accelerator Cohort 1 (2020), with 3 pilot projects resulting.
- Hosted the annual Energy Internet Innovation and Entrepreneurship Summit (EIIES) since 2019.
- Launched the China Cleantech Podcast showcasing Chinese cleantech startups and reaching 100 listeners so far.

## How Can Others Join You In Accelerating The Clean Energy Transition In China?

- Check out the [Climate Fintech Report](#)
- Follow our WeChat Official Channel
- Nominate Chinese Cleantech startups for our [China Cleantech Podcast](#)
- Follow the [Energy Interest Innovation and Entrepreneurship Center](#)
- Get in touch with [andrew.Chang@newenergynexus.com](mailto:andrew.Chang@newenergynexus.com) if you are interested in connecting with leading climate fintech and clean energy startups

## What Are Your Goals For 2021?

New Energy Nexus will be building on the momentum of the Climate Fintech Report release to launch the first Climate Fintech Accelerator in China and Europe.

We are recruiting our second cohort for Excel Accelerator and hosting the third annual Energy Internet Innovation and Entrepreneurship Summit (EIIES). Our objective is to onboard several leading corporates to engage and adopt new and innovation clean energy solutions.

We will continue to grow the clean energy community through organising events, sharing knowledge and providing opportunities.



# Meet a Clean Energy Innovator: Rivtower

**Mission:**  
A **reliable** third-party to **empower the digital economy**

Rivtower's solution introduces blockchain to existing energy systems, applications and related business models. They offer smart billing solutions to consumers and power utilities, improved security for consumers, and ultimately, various automations to improve energy efficiency and reduce emission.

Through EXCEL Accelerator Program, Rivtower has received support for:

The Rivtower team had substantial expertise and a strong presence in the finance sector, but they were new to the energy sector. By participating in the EXCEL Accelerator, they were able to access support on both the technology and networking fronts, enabling them to quickly build a reputation in the industry and start exploring business opportunities that would usually take years to develop.

Rivtower's progress on the EXCEL Accelerator Program :

During the EXCEL Accelerator program, Rivtower successfully secured their next round of funding for millions of dollars and are in discussions with a corporate partner for a proof of concept project. These successes were born out of the program's strong network facilitation, including introductions to ambitious private corporations that set up and facilitated discussions.

Installed a Smart Energy Management System for 3MW distributed photovoltaics, resulting in:



**3,100** tCO<sub>2</sub>e  
reduced /year



**1,050** tonnes of coal  
saved /year



“

*The biggest gain from the EXCEL Accelerator was that the global and advanced vision obtained on the platform of the program helped better determine the direction of Rivtower's future strategy.*

*Rivtower CEO – Shawn Wang*



For more information about New Energy Nexus,  
please contact us by email:

[andrew.chang@newenergynexus.com](mailto:andrew.chang@newenergynexus.com)