

ACCELERATE ENERGY SUMMIT POST-EVENT REPORT



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SUMMIT OVERVIEW AND PURPOSE

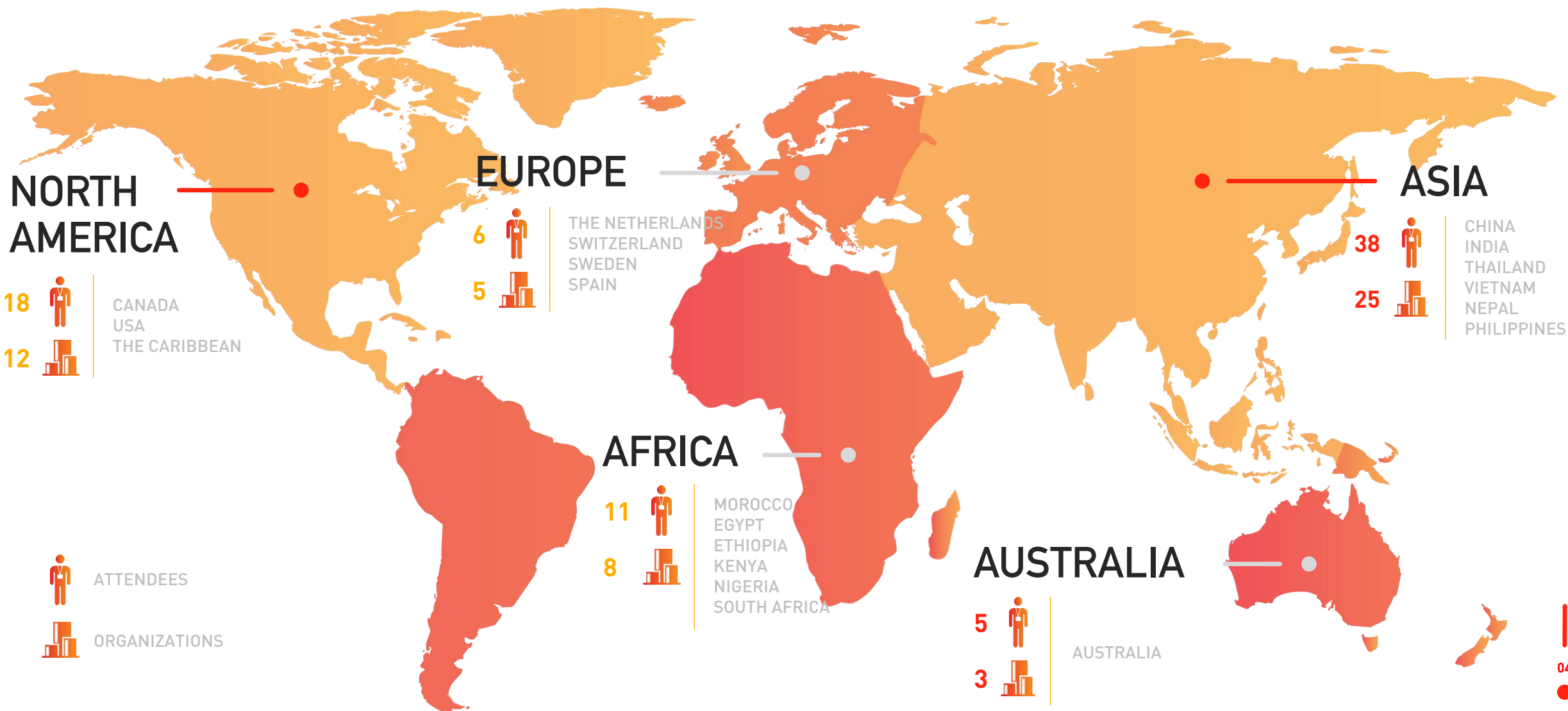
The Accelerate Energy Summit (AES) in Shanghai brought together 78 clean energy accelerators and incubators, industry leaders and investors from 53 organizations across 20 countries to discuss strategies for supporting the success of the next 100,000 clean energy startups.

New insights, tools and relationships from Accelerate Energy Summit will allow the clean energy community to be stronger, faster and significantly more effective in accelerating the change to a cleaner, more sustainable future.

The Accelerate Energy Summit is brought to you by New Energy Nexus in collaboration with IncubatEnergy, World Bank Group, Asian Development Bank (ADB), China Clean Tech Nexus and WWF's Climate Solver Network.

GLOBAL MAP OF ACCELERATORS AND INCUBATORS

78 INDUSTRY LEADERS
53 ORGANIZATIONS
20 COUNTRIES





| FIRESIDE CHAT

So in the early days, Suntech and myself spent so much effort to build up the [solar] industry in China. During the first five years, we ran free training courses on solar in Wuxi. [If] we help them, we help ourselves.

- **Dr. Shi Zhengrong, Founder of Suntech Power**

On Day 1, AES hosted a fireside chat with solar pioneer and Founder of Suntech Power Dr. Shi Zhengrong. Dr. Shi revolutionized the solar industry in 2001 and his company became the world's largest producer of solar panels with more than 2,000 MW of annual production which kick-started China's ascent to global solar domination.

During the fireside chat, Dr. Shi shared his journey from a solar scientist to businessman, how he was coined the "Sun King" and his unique approach to incubating his own supply chain during the early days of solar in China.

YANGPU GOVERNMENT VICE MAYOR TAN BING

Yangpu District in Shanghai was once a high powered industrial hub that cultivated China's first waterworks, textile mills and shipbuilding facilities.

Now, Yangpu District has fast become the center of innovation technology with a cradle of talent for international tech companies such as Oracle, Tencent and IBM and a proliferation of science parks and top tier universities.

The focus of Accelerate Energy Summit is clean technology which aligns with our vision of transforming Yangpu District into a technology hub for clean technology innovation and entrepreneurship. The timing of AES couldn't be better.

- Vice Mayor Tan Bing, Yangpu District, Shanghai



WHAT ARE THE CHALLENGES RELATED TO SUPPORTING CLEAN ENERGY ENTREPRENEURS?

FINANCIAL

- Mismatches and gaps
- Early stage cleantech is capex intensive
- Competition for resources
- Sector is not mainstream enough

BUSINESS MODELS

- Lack of business acumen
- Practical value propositions
- Talent acquisition
- Not solving real problems

ECOSYSTEM

- Lack of customer awareness
- Competing against other sexier sectors
- Climate tech too early stage

POLICY

- Slow to change
- Policy issues restrict market access
- Speed to market
- Lack of value chain innovation

SUPPLY CHAIN

- Lack of clarity
- Lack of infrastructure
- Lack of innovation

WORLD CAFÉ (cont.)

WHAT NEW OPPORTUNITIES ARE EMERGING IN SUPPORTING CLEAN ENERGY ENTREPRENEURS

FINANCIAL

- Blended and innovative finance structures
- Impact investing
- CSR - funding and awareness
- Corporate support for funding and market access
- Accelerators to educate investors
- Better business models to go to market

ECOSYSTEM

- Create international dialogue and partnerships
- Linking supply chain needs of established firms to global corporate supply chains
- Network and ecosystem linkages
- Talent building opportunities
- Building local ecosystems to advocate for policy changes
- Increase interest in utilities & corporates

POLICY

- International collaborations
- Create positive market mechanisms
- Global climate agreements
- Government commitment to climate change
- Partnering with utilities to create better regulations for startups
- Societal pressure on tackling climate change

TECH

- Smarter solutions
- Leveraging digital trends – such as IoT, AI, blockchain
- Mainstreaming smart tech
- Convergence of tech: software, cleantech, fintech
- Peer to peer & sharing economy
- Focus tech on infrastructure

WORLD CAFÉ (cont.)

WHAT ACTIONS CAN WE TAKE TO RESPOND TO THESE CHALLENGES AND OPPORTUNITIES?

FINANCIAL

- Co-develop innovative financing mechanisms
- Accelerators designed around financing models specific to them
- Diversification of funding sources
- Improve channels for identifying investment opportunities
- Confidence building through case studies
- Investment driven by real market needs

BUSINESS MODELS

- Link clean tech accelerators to other accelerators
- Create cross sector programs
- Applying pre-incubation modules to select better incubees
- Systematic incubation
- Accelerate business models, not just tech
- Apply new formats like ideation boot camps into programs

ECOSYSTEM

- Enhance partnerships with corporate players
- Cross-border partnerships
- Identify corporate pain points and have startups solve them
- Build a global ecosystem sharing best practices
- Platforms to share best practices
- Leverage existing networks
- Talent building
- Access to right skills

POLICY

- Professionalization of sector to lobby and create quality standards
- Geneva style European Council for Nuclear Research (CERN) around cleantech
- Test innovative services in real markets for 6 months (regulatory sandbox)
- Improve cross-border partnerships, trade and transactions through policy

TECH

- Networking tools
- Software push for clean energy - blockchain
- Data platforms linking accelerators and their startups to pipeline
- Knowledge sharing platforms
- Linking ecosystem players
- Investor databases

WHAT'S NEW IN CLEANTECH



Blockchain and Energy

Thomas Chrometzka

Director of Renewable Energy, GIZ

Examples of P2P energy trading startups include L03 Energy, Power Ledger, Grid+ and Grid Singularity.



Cleantech Entrepreneurship in Egypt

Farid Tadros

Senior Private Sector Specialist, World Bank Group

Understanding the stakeholders involved and the entire value chain is crucial to the success of an entrepreneur



China's Cleantech Ecosystem

Walter Ge

China Consultant, Asian Development Bank (ADB)

Significant development and investment in state-owned incubators and accelerators



Off-grid in Africa

Tehut Tesfaye

CEO, Ethiopia Climate Innovation Center

Prioritize sectors with potential to deliver climate solutions at scale



Utility Startup Collaboration

Beth Hartman,

Program Manager, IncubatEnergy at EPRI

Examples: Duke with Joules, ENEL with Elemental Excelsator, LADWP with LACI, National Grid with ACRE



Smart Energy Acceleration

Freerk Bisschop

Program Director of Smart Energy, Rockstart Accelerator

Over 300k euro seed investment for startups through traction, access and validation



CHINA CLEANTECH ECOSYSTEM

MOBIKE & ENVISION

MOBIKE:
Less pollution.
Less congestion.
More bikes.

7,500,000 smart bikes in operation globally:

9 countries
180+ cities
200,000,000 users
30,000,000 daily trips

In one year,
2.5 billion kms which is 3,300 times around the earth equivalent;
170,000 cars which is 1 year off the road equivalent;
4.6 billion liters saved gasoline equivalent.



ENVISION:
Energy IoT enables
Digital Transformation.

World's Largest Energy IoT platform,

Connecting 100GW Energy Assets.

Global Leading Smart Wind Turbine Company, Ranked #2 in China.

Integrator of Global Energy IoT & Smart City Ecosystem and Major Shareholders of Leading Energy Tech Companies: Sonnen, ChargePoint, AutoGrid.

| DATA SPEAKS

Richard Youngman, CEO, Cleantech Group: Enabling Accelerators

CTG (Cleantech Group) in collaboration with New Energy Nexus, as part of its wider mission to “chart the future, connect the globe”, wishes to put its 15 years of data and connections to help the accelerator community grow and thrive.

Help us help you and your fellow accelerator programs, by giving up a little bit of time in 2018 to help shape what it is we could do that would be most useful to this network of accelerators. We gave you our initial ideas, now we need to hear yours!

We have a few bites of interest; we need to have agreed the pilots by year end for this to go forward.

Contact: richard.youngman@cleantech.com



| BOOK SPRINT

Attendees participated in a book sprint exercise in groups of three where accelerators interviewed each other about their lessons learned, models, fundraising schemes, pipeline and recruitment, program design and leadership.

A field guide featuring these insights and findings will be available in April 2018.



UNCONFERENCE (CONT.)



Cross-Border Business Collaboration

Issues:

- How to get useful sources: where/who to trust
- Trade-offs: speed vs IP concerns
- How to quickly introduce new technologies into new countries? Social capital might have an important role
- How to identify local partners?

Action:

- Leverage existing networks
- Online roadshows/platform
- IP protection
- Demo project



Driving Innovation into Corporate Supply-Chain-Pilot Model

- The innovation supply tunnel (accelerators) could educate the corporates to develop innovation that meet their exact needs
- Corporates would bring more influence over big tier one suppliers and might have further cooperation with startups

Funding Sources

- How do we leverage existing donors?
- \$5k existing donors, \$10k crowd + cornerstone, \$100k corporates + angels, \$1m Funds



Sustainability of Running Cleantech Incubators

- Program design: attractive activities for frequent participation
- Resourceful in media, venture services, networking, mentors, funding services
- Offer membership package during the recruitment



Farid Tadros
Senior Private Specialist
World Bank Group

AES was a great success because of the time they put into designing it. They created a space where we were able to engage with people / institutions relevant to our work, using innovative techniques to share and learn from each other, ultimately building the foundation for partnerships to form and take action.

Nick Lake
CEO
EnergyLab Australia

The amount of information sharing is so strong. One aspect that was really useful, the digital content sharing platforms and some of the accelerators are using. As we are looking to expand, this will be incredibly important to us.

Jon Dogterom
Managing Director
MaRS Discovery District

We are all working together to build 100,000 cleantech companies.

Alec Guettal
Co-Founder
Orange Labs

I was really impressed with the geographic diversity and scale of the existing network, it was a lot more than I expected. Also, really impressed with the level of ambition in terms of what can be accomplished in the next couple of years.

Christy Lee
Associate
China Cleantech Collaboratory

We are from different parts of the world, we all face the same challenges, but different opportunities. This a great foundation for all of us to work together.

Thomas Chrometzka
Director of Renewable Energy
GIZ

AES set the standard on how efficient and fun workshops should be structured.



| STAY CONNECTED



At New Energy Nexus, we want to stay connected after the summit and we want to keep building connectivity between people and companies around the world.

Keep each other updated on accelerator deadlines, call for applications, relevant news or events.

Join the New Energy Nexus Accelerator Leaders mailing list today!

**Copy and paste the link
below into your browser to
join the mailing list**

<https://www.hylo.com/c/nexus-accelerator-leaders>

ACCELERATE ENERGY SUMMIT



ATTENDEES

Asian Development Bank (ADB)

Qiyong Cao
Consultant

Asian Development Bank (ADB)

Yongping Zhai
Chief, Energy Sector Group

Asian Development Bank (ADB)

X Suliya
Consultant

Austin Technology Incubator (ATI)

Richard Amato
Global Energy Lead

Bay Area Council

Jennifer Zou
VP of Global Initiatives,
Head of Operations China

Caribbean Climate Innovation Center

Tameka Lee
M&E Officer

Caribbean Climate Innovation Center

Carlinton Burrell
Project Manager

Center For Green Entrepreneurship

Wenjuan Wu
Secretary General

Center for Green Entrepreneurship

Xiaosong Li
Research

China Cleantech Collaboratory

Brandon Chi
Managing Director

China Cleantech Collaboratory

Christy Lee
Associate

China Impact Ventures

Alex Wang
Managing Partner

China Impact Ventures**Amanda Zheng**

Principal

Cleantech Arabia**Ahmed Huzayyin**

Co-Founder

Cleantech Group**Richard Youngman**

CEO

Climate KIC**Renato Galli**

Startup Community Manager

EarthX**Matt Myers**

Founder

EnergyLab Australia**Bridget McIntosh**

Director, Emerging Markets

EnergyLab Australia**James Tilbury**

Operation Director

EnergyLab Australia**Nick Lake**

Co-Founder

Ethiopia Climate Innovation Center**Tehut Tesfaye Sidelil**

CEO

GCIP CTO/ UNIDO**Kevin Braithwaite**

Vice President of Global Programs

GIZ Bangkok**Thomas Chrometzka**

Director of Renewable Energy

Green & Low-carbon**Development Foundation****Weizhi He**

Director

Greenpeace Powerlab**Yi Yang**

Climate and Energy Campaigner

IIM Ahmedabad's CIIE**Kunal Upadhyay**

CEO

Impact Hub Manila**Ces Rondario**

Co-Founder

InnoEnergy**Jordi Lopez,**

Corporate Business Creation Service Manager

InnoEnergy**Alexander Goos,**

Business Creation Officer

Harbin Institute of Technology**Jingwei Li,**

Chairman of the HIT Innovation and Business Incubator Center

Sino-Swiss Zhenjing Ecological**Industrial Park****Yao Hu**

Director of Integrated Innovation Department

Kenya Climate Innovation Center**Edward Mungai**

CEO

KX Innovation Center Thailand**Kris Chinosorn**

Education Innovator

MaRS Discovery District**Jonathan Dogterom**

Managing Director

Mekong Business Initiative**Hao Vu**

Consultant

Morocco Climate Innovation Center**Fatima El Khalifa**

CEO

Nepal Agribusiness Innovation Center**Bhushan Shah**

CEO

Non-Profit Incubator (NPI)**Ding Li**

Vice President

NYC ACRE**Joseph Silver**

Program Manager

Orange Labs**Alec Guettal**

Co-Founder

Powerlab**Ma Wen**

Community Organizer

Rockstart**Freerk Bisschop**

Program Director

Sangam Ventures**Starlene Sharma**

Principal & CEO

Shenzhen Open Innovation Lab**David Li**

Director

Silicon Climate**Andrea Skinner**

Executive Director

South Africa Climate Innovation Center**Ntombi Radebe**

Senior Project Specialist

South Africa Climate Innovation Center**Rethabile Bonang Melamu**

Manager

South Africa Renewable Energy**Business Incubator****Helmut Hertzog**

Manager

Startupbootcamp Melbourne**Trevor Townsend**

Managing Director

Suntech Power Co. Ltd**Zhengrong Shi**

Founder

The Egyptian National Cleaner**Production Center****Mohamed Elwazeer**

Head of Entrepreneurship Unit

TEDA**Xinyi Liu**

Vice Director

TEDA**Yuyan Song**

Director

Umore Cleantech Consulting**Rong Xu**

Founder & CEO

Umore Cleantech Consulting**Yonghai Chen**

Partner & Managing Director

Vietnam Climate Innovation Center**Hung Nguyen Van**

Project Coordinator

Vietnam Climate Innovation Center**Tien Nguyen**

Commercialization Expert

Wuhan East Lake High Tech Development Zone**Xiong Chang**

Vice Director of Public Service

World Bank Group**Farid Tadros**

Senior Private Sector Specialist

WWF Australia**Monica Richter**

Senior Manager – Low Carbon Futures

WWF China**Shasha Chen**

Senior Program Officer

WWF China**Ying Liu**

Senior Program Officer

World Bank Group**Jean-Louis Racine**

Senior Private Sector Specialist

World Bank Group**Marcin Piatkowski**

Senior Private Economist

California Clean Energy Fund**Danny Kennedy**

Managing Director

California Clean Energy Fund**Kenneth Alston**

Investment Manager

| ORGANIZING TEAM



Prosperity
Adam Molyneux-Berry
Facilitator



Tshimologong Precinct
Lesley Williams
Facilitator



New Energy Nexus
Ryan Kusher
Facilitator



WWF Sweden
Stefan Henningson
Senior Adviser
Climate, Energy & Innovation



World Bank Group
Jin Lee
Private Sector
Specialist



World Bank Group
Danqing Zhu
Analyst



IncubatEnergy Network
Beth Hartman
Project Manager



Asian Development Bank
Daniel Hersson
Team Leader



Asian Development Bank
Walter Ge
China Consultant



New Energy Nexus
Hendrik Tiesinga
Co-Founder &
Program Manager



New Energy Nexus
Andrew Chang
Director of Partnerships
Asia Pacific



New Energy Nexus
Lily Lu
Marketing Associate

| PARTNERS





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