

Technology & Business Model Innovation to Promote Green Equity Investments

*U.S.-China Green Fund Case Study for
MOST-UN Forum*



**U.S.-China Green Fund
December 5, 2017**

Green Financing Mechanisms for Developing Country Projects

U.S.-China Green Fund

Green Financing

Green Bonds



Green Equity



Infrastructure Grants



U.S.-China Green Collaboration: From Potential To Our Mission And Vision



Tackle

China's environmental pollution
and reduce emissions

Introduce

Advanced U.S. technology
and resources to China

Obtain

Policy and capital support in
China market

Create

Green jobs and growth in
U.S. and China

Improve

U.S.-China bilateral relationship

Mission: Greenergize China through investments and U.S.-China cross-border innovative collaborations in finance, green technologies, and business models

Vision: Become the best-in-class green equity fund and the commercial implementer of U.S.-China green collaboration

U.S.-China Green Collaboration: Opportunities, Challenges, and Solutions



Tech



- Innovative but demonstrated green technology
- Proven business model

1. Adapt technology to local market know-how and supply chain
2. Develop viable local business model

- Opportunity: Sustainable development needs do not match local technical capacity
- Challenge: foreign models cannot adapt to the current changes in the Chinese market

Product



- Green consumer products and services
- High quality brands

1. Access to or control of sub-sector market channels
2. Collaborate with government to facilitate cross-border channels for green products

- Opportunity: Market potential to influence green consumption
- Challenge: foreign brands cannot efficiently enter the market

Energy

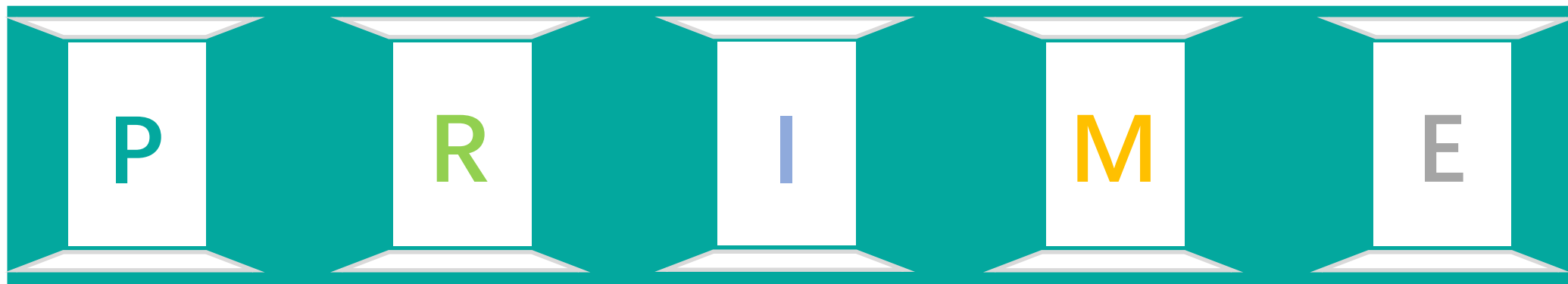


- Low cost and abundant reserves of gas resources
- Open market, good export facilities

1. Expertise in US market, industry, policy, and regulatory environment
2. Building a value chain for investment platform penetration

- Opportunity: Demand for natural gas grows with price arbitrage
- Challenge: A monopolized infrastructure prevents fair market and value chain distribution

An Innovative Green Fund Business Model “P.R.I.M.E.” Verified by Chinese Market



Under policy guidance, through the integration of “capital + technology,” support the best execution management teams to fulfill the mission of “Invest · Greenergize China”

Policy

- Obtain U.S.-China central government policy guidance
- Work with local governments to establish partnerships and concrete policy support

Research

- Green Technology Research Institute supports investment team to conduct applied research on tech commercialization
- Assist overseas greentech and equipment to adapt to China market

Integration

- Integrates U.S.-China greentech and provides comprehensive solutions
- Improve green standards through the successful integration of technology and business models across the value chain

Money

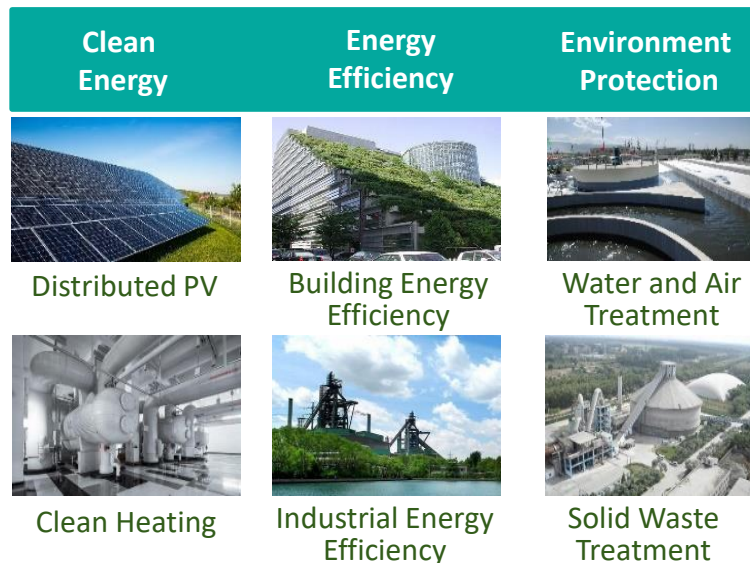
- Provide capital support to companies and projects
- Utilize innovative financing to reduce capital costs

Execution

- Select locally viable business models in leveraging a private equity investor’s perspective
- Fund and support strong industry management teams

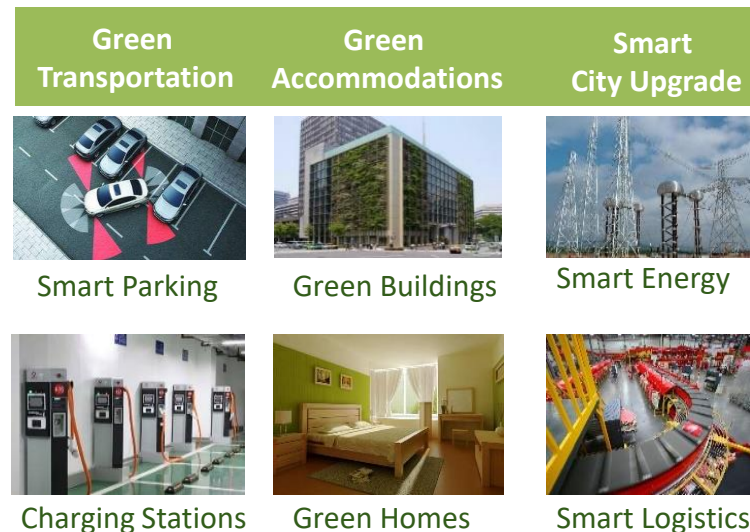
Our Growth Fund Focuses on Green Project Execution & Green Product Penetration into China

Green 1.0 : Green Energy and Environmental Protection



~\$750mm
invested
and
committed
in 2017

Green 2.0 : Green Smart Cities and Villages



Completed Investments:

Capital Heat: recovers waste heat to provide district heating

Trina Distributed PV: distributed photovoltaic platform

East Low Carbon: energy savings for commercial buildings

Cooling Co: data center energy efficiency with water cooling

Green Supply Chain: industrial energy savings, environment enhancements

Four Rivers Steel Restructuring Fund : restructure the balance sheet, operations and environmental impacts for Chinese steel companies

Completed Investments:

Parking Co: smart parking technology to address congestion

Hos Joy: comprehensive smart and energy efficient home servicing

New Starting Point: green blue-collar dorms and housing

Baoye JV: green buildings through pre-fabrication and smart control

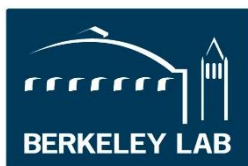
Rural Co: leading distribution channel for green products to rural markets across China (GMV more than RMB 100 billion)

Launching Cross-Border Dual-Currency Green Technology VC Fund



Leverages Strong Partnerships with Technology and VC Partners

U.S. and China Research Institutions and Tech Partners



U.S.-China Green Investment Alliance Network



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