



ENRICH

EUROPEAN NETWORK OF RESEARCH AND INNOVATION CENTRES AND HUBS, CHINA

EU-China Cleantech Scale-up Delegation 2018

May 21th – 22nd 2018 | Wuhan

Guide



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1.

Introduction

1. Introduction

ENRICH - European Network of Research and Innovation Centres and Hubs, China, is a centre to offer unique services to European research, technology and business organisations, connecting them to the Chinese market. ENRICH was just launched in October in China and it is ready to trigger all the scientific and technology collaborative potential of the Chinese market for the benefit of European research organisations and technology based companies including start-ups and SMEs. ENRICH's headquarters is hosted by the EU SME Centre in Beijing and the first regional Hub is in Chengdu.

Within the context of ENRICH in China, the project team is supporting the 1st EU-China Cleantech Scale-up Delegation from May 21st to 22nd in the city of Wuhan. The event will bring together 10-20 EU greentech companies and investors with local Chinese investors, corporates and research institutions in the sector.

Wuhan is located in Central China and is the capital of the Hubei province. As an important industrial base, Wuhan has a solid foundation in both hi-tech manufacturing industry and traditional manufacturing industry. At present, a new economic growth belt featuring the integration of hi-tech and traditional manufacturing industries has taken shape, including a series of industrial clusters such as Optical Valley of China, Dongfeng Peugeot Citroen Auto Town, Taiwan Enterprises Development Zone and Yangluo Development Zone. Wuhan boasts abundant intellectual and human resources, there are 52 regular institutions of higher learning in Wuhan with over 700,000 students, 736 scientific and design institutes, 10 state key laboratories, 59 Academicians of China Academy of Science and China Academy of Engineering as well as 450,000 technicians of various kinds. The East Lake Development Zone in Wuhan is the 2nd largest intellectual-intensive area only inferior to Zhongguancun in Beijing, playing a leading role in terms of science and technology development nationwide in the following 5 fields: communication, biological technology, laser, microelectronic technology and new materials.

This welcome pack document provides the whole programme of the business tour, detailed agenda of each activity and other practical information for the participants.

This event is co-organized by:

- European Network of Research and Innovation Centres and Hubs (ENRICH)
- China Science and Technology Exchange Centre (CSTEC)
- Department of Science and Technology of Hubei Province
- Hubei International Science and Technology Cooperation Center
- Institute of New Energy, Wuhan
- TechTour
- EU Project Innovation Center (EUPIC)



2.

List of Participants

2. List of Participants

Nº	Organisation	Person	Website	Country
1	AIXaTECH GmbH	Volker Sinhoff	www.aixatech.com	Germany
2	ARENA-INNOVATION	Hans Marius Schuster	www.arena-innovation.com	Germany
3	BeOn energy	Michelle	www.beonenergy.com	Portugal
4	ENRICH/SPI	Richard Deng	china.enrichcentres.eu www.spi.pt	China
5	Evonik Venture Capital	Erning Cao	venturing.evonik.com	Germany
6	G-ray Industries SA	Patrick Scherrer	www.g-ray.ch	Switzerland
7	Make Bulgaria Ltd	Lilly Chureshka		Bulgaria
8	SABIC Ventures B.V.	Howard Huang	ventures.sabic.com	Netherlands
9	Tech Tour	Mihal Kambarev	www.techtour.com	Bulgaria
10	Tech Tour	Mashrukh Talukder	www.techtour.com	Switzerland
11	University of Oulu	Jiehan Zhou	www.oulu.fi	Finland



3.

Agenda

3. Agenda

Dates: May 21st – 22nd

Venue

Conference room A05, 3rd Floor, Build. G3, Future City New Energy Centre, No.999 GaoXin Avenue, Wuhan East Lake High-tech Zone, Wuhan city

Date	Activity
Sunday, May 20 th	Airport Pick-Up
Monday, May 21 st	Roadshow and Matchmaking (Project Roadshow and B2B Meetings)
	Roadshow and Matchmaking (Project Roadshow and B2B Meetings)
Tuesday, May 22 nd	Business Visits to Future City and Museum of Hubei Province
	Airport Drop Off

Roadshow and Matchmaking (May 21st)

Time	Activity
9:00	Opening Speech by S&T Provincial Leader
9:05	
9:05	Opening by Representative from ENRICH in China
9:10	
9:10	Speech by Leader of East Lake Hi-Tech Zone
9:15	
9:15	Policy Briefing of East Lake High-Tech Zone
9:25	
9:30	Project Roadshow (5-6 Projects)
11:30	
11:30	Lunch Buffet
13:00	
13:00	Project Roadshow (5-6 Projects)
15:00	
15:00	Coffee Break
15:20	
15:20	B2B Meeting
17:00	

Note:

All European companies will have chance to present their companies / projects and around 5 projects from China side will also be presented. 15-20 enterprises in new energy sector from Hubei province and 8-10 investment companies will be invited to join the event



4.

Accommodation

4. Accommodation

The ENRICH in China Partner in Wuhan will provide the accommodation to participants for free. Please find below hotel information in Wuhan:

Wish Boutique Hotel

Address: No. 999 Gaoxin Avenue, Donghu New technology Development Zone, Jiangxia District, Wuhan, China



6.

Organisations Profiles

6. Organisations Profiles

6.1. AIXaTECH GmbH - Volker Sinhoff

The **AIXaTECH GmbH**, based in Baesweiler (Germany), is technology provider for the LED, electronics and photovoltaics industry. Aluminium nitride (AlN) start layers, which are grown with the company's novel low temperature epitaxy process on sapphire and silicon wafers, secure customers cost reductions of 30% versus the conventional process chain in the MOCVD reactor. Functional advantage for WBG electronics is the avoidance of parasitic channels at the interface of silicon and AlN. With the prospective extension of the technology towards gallium nitride (GaN) layers the cost reduction for LED and HEMT reaches values of 80%, a major step of GaN towards price parity with silicon. Moreover indium gallium nitride layers with high indium content generated with the low temperature epitaxy allow the cost-efficient manufacture of tandem solar cells with expected efficiencies beyond 30%. AIXaTECH's patent protection guarantees customers an utmost freedom with respect to product design.

Volker Sinhoff holds a degree in mechanical engineering of RWTH Aachen, Germany. After completing the PhD thesis, Mr. Sinhoff worked as general manager of the Fraunhofer IPT, before starting 2001 his own business in the field of refractive micro-optics and diode laser systems - INGENERIC GmbH. In 2013, Mr. Sinhoff sold his shares of INGENERIC GmbH to the TRUMPF group. From 2013 to 2015, Mr. Sinhoff acts as strategic advisor and business angel for young high-tech companies. In 2015 Mr. Sinhoff joined AIXaTECH GmbH as CEO. With its patented low-temperature deposition technology AIXaTECH supports customers active in the LED and power electronics business to reduce manufacturing costs, to increase their yield and to save production capacity. Moreover AIXaTECH enables customers to enter the trendsetting GaN-on-Si market.

6.2. ARENA-INNOVATION - Hans Marius Schuster

ARENA-INNOVATION is an innovation strategy consulting company based in Stuttgart, Germany. It provides technical expertise and high quality programme implementation for infrastructure, research and innovation projects in the fields of transport, energy and telecommunications - from seeking customer insights to developing and testing new prototypes, as well as designing new products.

6.3. BeOn energy - Vicente Gavidia

BeOn energy is a company developing cutting edge solar technologies. It is the first company in the world developing and producing PV panel integrated controllable micro inverters, specially designed for energy self-consumption and smart energy management solutions.

BeOn energy has developed a SOLAR KIT, composed of a solar panel, micro inverter, installation structure and accessories capable of making the domestic energy even cheaper than energy from the grid, thanks to:

- “Do it yourself” simple assembly and socket connection (from the box to the socket and production of energy in less than 15 minutes).
- Low price when compared to market price of energy;
- Only company with safely socket connection patent and same long guarantee for the solar panel as well as for electronics.

BeOn’s KIT is available for 1€/W, being at the range of the biggest PV power plants in the world (MW). The KIT includes the installation structure. It allows you to install the system anywhere the client sees fit (e.g. balcony, terrace, roof and even in air conditioning systems).

6.4. Evonik Venture Capital – Erning Cao

Evonik Venture Capital is the venture capital group of Evonik, one of the world’s leading specialists in chemicals. Evonik Venture Capital GmbH plans to invest a total of €100 million in highly promising startups with break-through technologies and leading specialist venture capital funds. These investments will focus on Europe, the US and Asia. Investment activities focus on high-growth megatrends; health & nutrition, resource efficiency and advanced materials. Partnering with innovative startups supplements Evonik’s approach of open innovation and creates excellent opportunities for accelerating the development of new businesses and opening up future growth fields. As an active investor and reliable partner, Evonik supports the successful growth of its portfolio companies not only financially, but also with technical expertise and strategic insight.

Erning Cao studied Economics in Shanghai University of Finance and Economics with a master degree on business administration and CPA qualification. After graduation in 1995 Mr. Cao worked in various finance, business administration functions for Alstom and Siemens in China and Singapore, and as CFO for Siemens JV businesses in China. Mr. Cao joined Evonik in 2008 as Regional Controller for Greater China. Thereafter he took responsibilities as Asia Controller for Business Unit, Global Controller for Business Lines in Germany. Since early 2018 Mr. Cao joined Evonik Venture Capital team as investment director for North Asia.

6.5. G-ray Industries SA – Patrick Scherrer

G-ray Industries SA develops the ultimate X-ray particle detector: the latanium detector is a patented monolithic X-ray detector allowing the building of images with an unprecedented resolution, at an affordable price. The latanium detectors family can be assembled to construct flat-panels to be used in a variety of applications including medical applications (mammography, navigation systems, interventional radiology), Aerospace/Defense (Non-destructive Testing, Industry 4.0), Automotive sectors (LiDAR), and high-Energy physics markets. The company has assembled a powerful network of technology partners, including CERN, CSEM, ETH/Empa, EV

Group, among others. The company has established its own industrial-scale clean-room to master the core aspects of this detector manufacturing: it has also developed very sophisticated proprietary equipment allowing the construction of semi-conductor which was out of reach, in particular Silicon-Germanium structures and low-temperature covalent bonding.

Patrick Scherrer graduated in economics from Univ of Neuchatel (Switzerland), and began his career at DEC (today HP) in Geneva, in 1982. During his 13 years at DEC he developed successful innovation initiatives including world-wide corporate programs. Mr. Scherrer was appointed Technical Director, Corporate Strategic Alliances, in 1992. He joined AT&T, in 1995, as Director, Strategy & New Business Development: creation of AT&T - Unisource. In 1998, Mr. Scherrer co-founded the European Tech Tour association: the first Tech Tour President (Swiss Tech Tour 98). Mr. Scherrer joined Venture Partners, a private equity firm, in 1998, as Investment Partner until 2003. In 2004, joined as CEO Widmann Associates: co-lead transactions including Endoart, immatics, Sensimed, Symetis, Evolva and Anergis. In 2012, Mr Scherrer launched SwissInno+, an advisory firm active in healthcare and ICT. Currently Mr. Scherrer is an active Board member of G-ray Switzerland, G-ray Industries, Seismo Earth, ValAct Fondation and La Muse Fondation.

6.6. Make Bulgaria Ltd – Lilly Chureshka

Make Bulgaria is a growing energy efficiency company that has built and patented technology for production and application of thermal insulation for buildings and industry, and offers an innovative insulation service.

MAKEiS is an insulation technology that presents a completely new approach to production and installation of thermal insulation in roofs, walls, cavities, floors, exterior and interior application in buildings. MAKEiS consists of four key innovations, each of which has been successfully patented in EU and Russia:

- An insulation product the MAKE PU panel;
- The process for manufacturing the insulation product;
- The method of application of the insulation product; and
- The equipment necessary for manufacturing the insulation product the MAKE mobile machine.

The insulation product is a thermal insulation composite panel based on a rigid polyurethane or polyisocyanurate foam covered with fibre glass fabric or thin layer of polymer, depending on where the panel will be used. The panel has tongue and groove that is placed on four sides so they can attach to each other easily.

The process of manufacturing is unique in that the production is carried out with a mobile machine *in situ* and that also allows production of the panels at the exact needed sizes. Make Bulgaria has designed two mobile machines with different capacity: 100 sq. meters and 300 sq. meters per day. The process of insulation with other known methods requires 8 or more operations, MAKEiS is done in 3 operations glue panel, glue tappet and pint, that provides significantly higher productivity.

Lilly Chureshka grew up in an entrepreneurial family, where creativity and risk-taking were highly encouraged. Mrs. Chureshka made a strong business case for spinning the technology out of the parent company, and building it into an independent venture. Together with her team, Mrs. Chureshka shaped MAKE to be a place where innovations and ideas happen, where social impact drives technology, and where being a young woman in tech just makes sense.

6.7. SABIC Ventures B.V.Ltd – Howard Huang

From making cars and planes more fuel-efficient, to helping conserve the world's water supply and enabling colourful smartphone cases, **SABIC Ventures B.V.Ltd** finds solutions to the challenges of today to help their customers achieve their ambitions and build a better tomorrow.

SABIC Ventures B.V.Ltd businesses are grouped into Chemicals, Polymers, Agri-Nutrients, Metals and Specialties. The company manufactures on a global scale in the Americas, Europe, Middle East and Asia Pacific.

SABIC Ventures B.V.Ltd has more than 40,000 employees worldwide and operates in more than 45 countries. Fostering innovation and a spirit of ingenuity, the company has filed over 10,000 patents and has significant research resources with 19 dedicated Technology & Innovation facilities.

SABIC Ventures B.V.Ltd combines a rich track record of doing what others said to be impossible, with a deep understanding of their customers. But the true impact is as a partner who can help the customers achieve their ambitions. SABIC Ventures B.V.Ltd calls this Chemistry that Matters™.

Howard Huang, Senior Technology Manager of SABIC Ventures, based in China. SABIC Ventures explores opportunities with innovative companies with the goal of helping these companies accelerate their growth while at the same time building value for SABIC.

Howard Huang has 14 years of experience in the chemicals and advanced materials industries in Venturing, R&D, business development and innovation management roles. Mr. Huang graduated from Tsinghua University with a PhD of physics.

6.8. Tech Tour – Mashrukh Talukder and Mihal Kambarev

The **Tech Tour** is an organization committed to the development of emerging and growth technology companies from Europe.

Tech Tour's contribution to the high tech industry is through the development of European regional Tech Tours and Vertical Industry Summits that bring together the entire technology ecosystem of local and global players.

Mashrukh Talukder manages the International Venture Club (www.iventureclub.com) and is also engaged in the business development of Tech Tour and Europe Unlimited™ (www.e-unlimited.com) ICT and clean technology initiatives. Prior to this, Mr. Talukder worked on short-term consultancy projects with Umea Biotech Incubator and Uminova Innovation. Mr. Talukder is an innovation and start-up enthusiast and has a passion for effective communication. Mr. Talukder holds a MSc in International Business from Umea University, in Sweden, and has also been to Copenhagen Business School and University of Aberdeen for exchange studies.

6.9. University of Oulu – Jiehan Zhou

The **University of Oulu** is usually ranked in the top two per cent of all the 17,000 universities of the world. Our strong point is our publishing activity, such as citations and publications in Nature and Science. Among the fields of science, we rank well in clinical medicine, medicine, dentistry, life sciences, biology, information technology and data processing, electrical engineering, ecology and geography.

There are 8 faculties in the University of Oulu: Faculty of Biochemistry and Molecular Medicine, Faculty of Education, Faculty of Humanities, Faculty of Information Technology and Electrical Engineering, Faculty of Science, Faculty of Medicine, Faculty of Technology, Oulu Business School. Oulu Mining School and Oulu School of Architecture combined to the Faculty of Technology in 2018.



7.

Contacts

7. Contacts

Please find below a list of relevant contacts:

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