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**ACEF 2022 Finance**  
**Increasing Private Sector Investment**

***Closing the NDC Fund Gap:***  
***Private-Public Cross-Border Venture Capital***

**June 14-17, 2022**





# Overcoming the Obstacles of Cross-Border Low Carbon Innovation & Financing

— An Intellectual Property-Driven Approach

## Three Major Challenges

- 1. Technology Innovation** – Uncertain, Expensive and Long Lead Times
- 2. Financing** – Need for Innovation in the Financial Sector to fund Cleantech 2.0
- 3. Cross-Border Barriers** – Dissemination, Distribution and Deployment Challenges



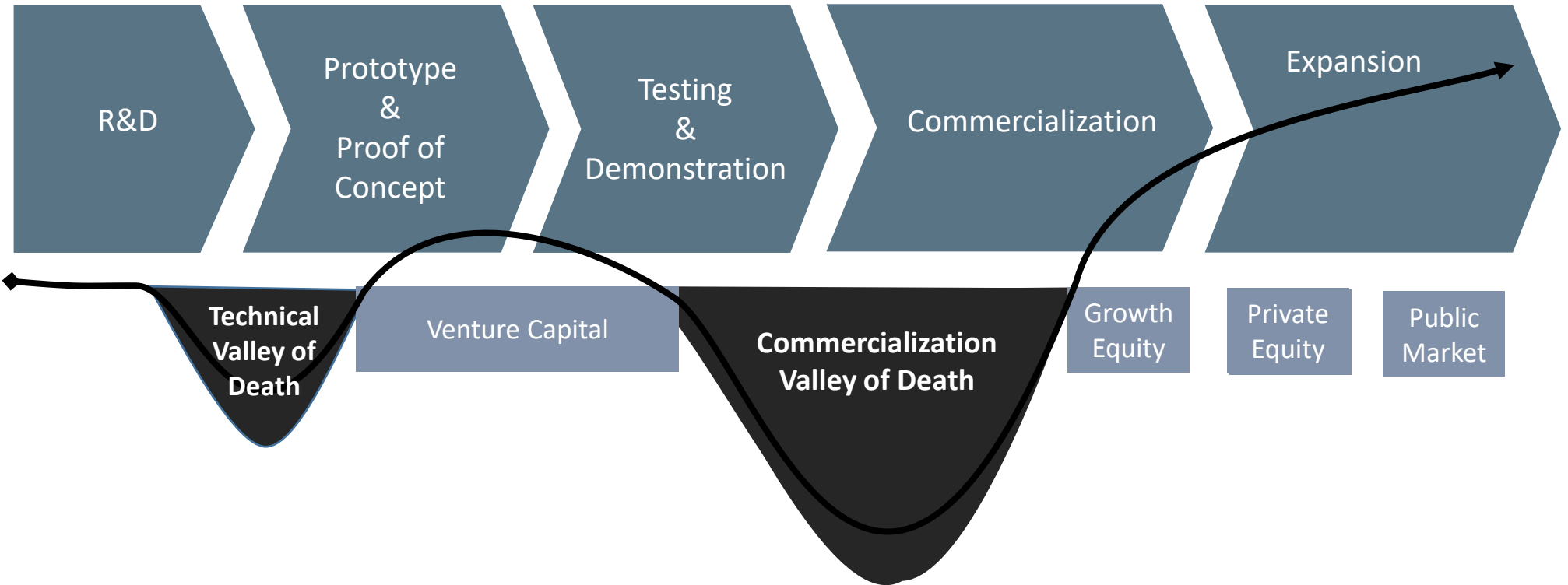
**Leveraging  
Private-Public Sector  
financing in APAC for  
commercialization of  
global clean energy  
technologies**



# Cleantech Innovation Commercialization Challenges

— Not just One, but TWO “Valleys of Death”

## Industrial Tech Development and Commercialization Cycle





# Global Cleantech Financial 'Plumbing' System – 'Missing Layer'

## Level I

Multi-Billion /  
Trillion

Pension funds and  
institutional investors

## Level II

Multi-Billion

Fund of Funds

## Level III

Hundreds  
of Millions

**Cross-Border  
PE / VC Funds**

**Lack cross-border focused  
cleantech funds, especially for  
Asia where they are urgently  
needed.**

## Level IV

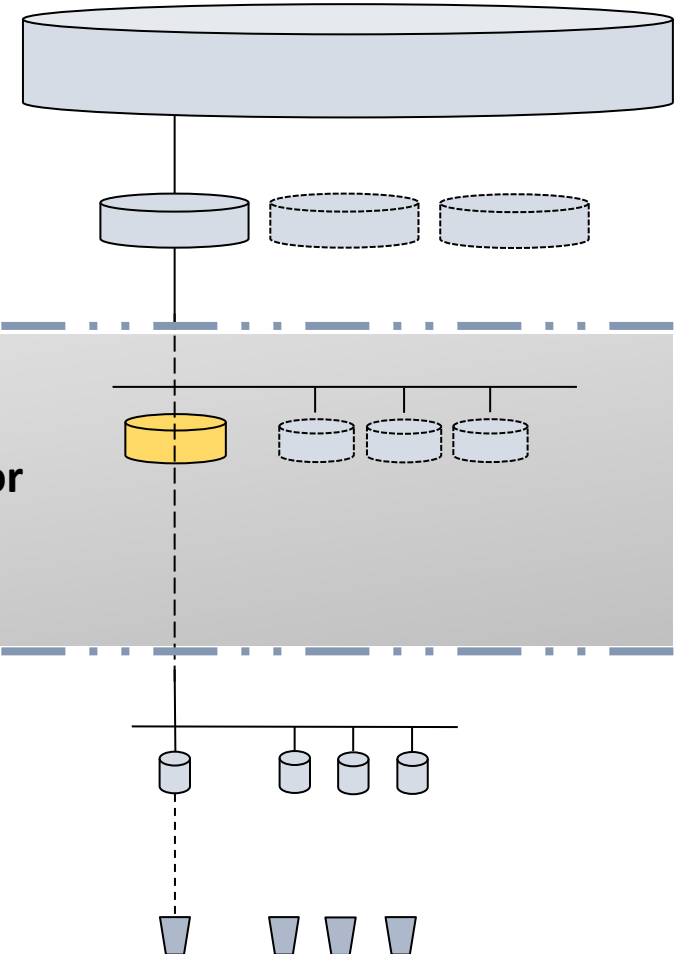
Tens of  
Millions

Early / growth  
Companies &  
Tech Innovators

## Level V

Millions

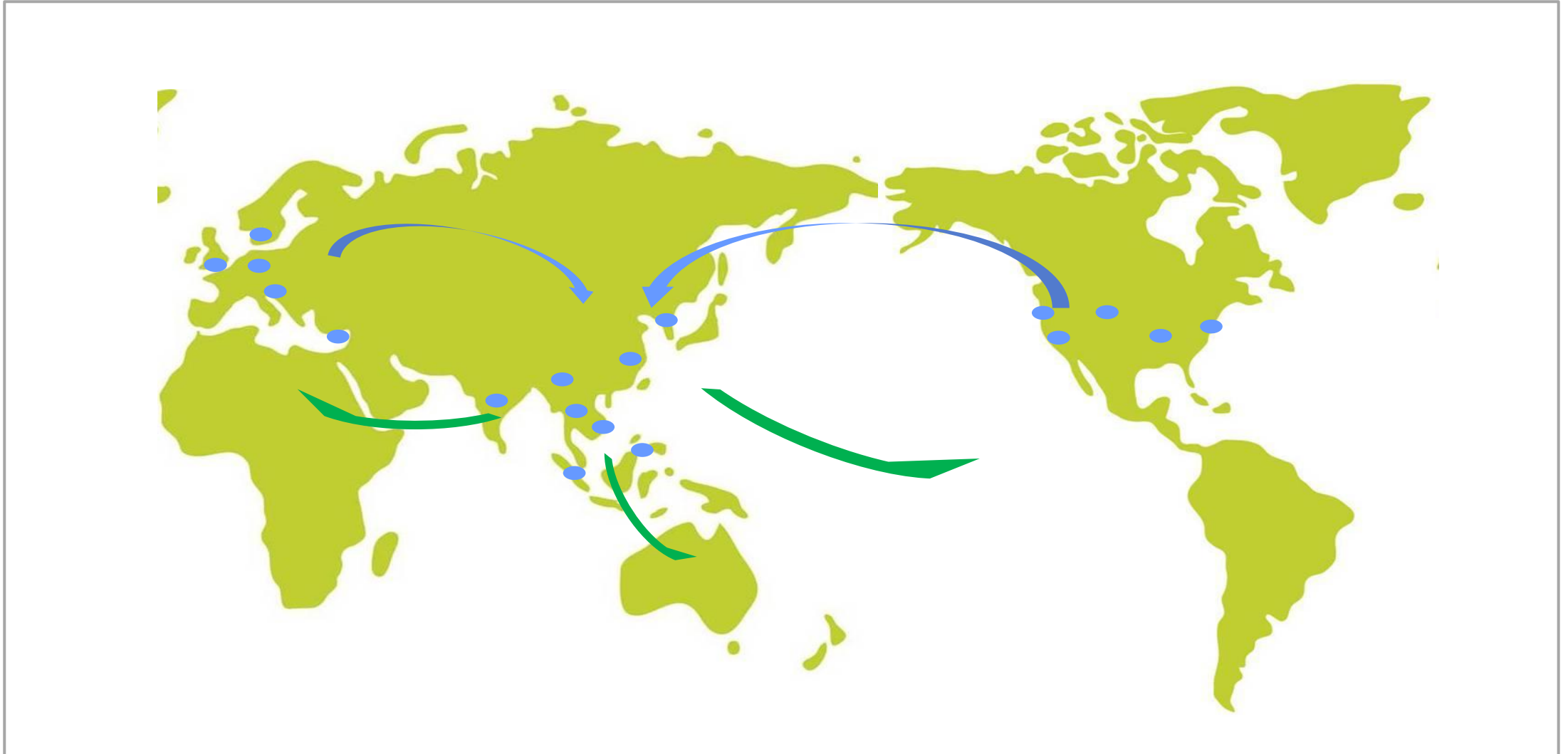
Project Financing





# Enabling Freer Flows of Technology Across Borders

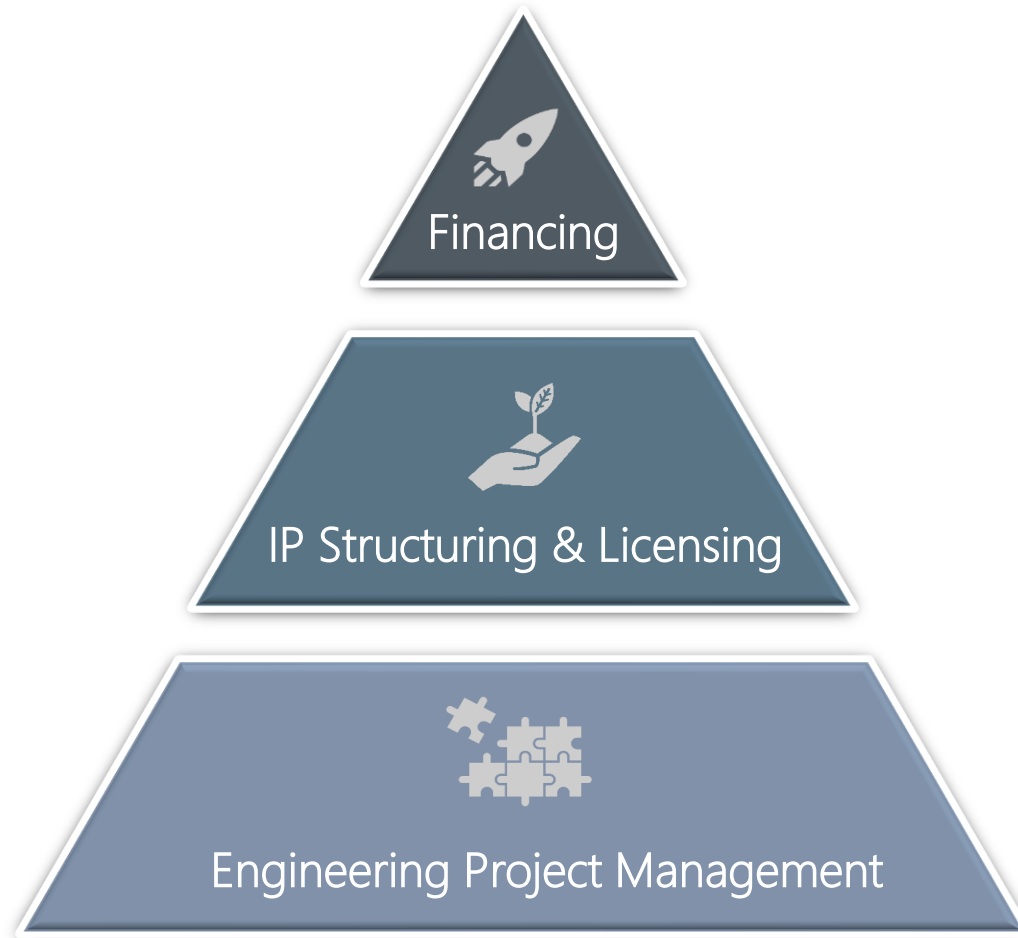
—— APAC Region as Early Adopter and Additional Markets to Accelerate Commercialization





# Key Building Blocks

— Cross-Border Dissemination and Deployment Requirements





# Success Cases / Case Studies

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# Case Study: Circular Economy Waste-to-Value Industrial Biofuels

## *Conversion of Industrial Waste Flue Gases into Ethanol*

### Lanzatech

Commercialized in Asia

IPO Exit on NASDAQ  
US\$2.5 BN



- **Tech Description:** A proprietary microbe fermentation technology converting industrial waste flue gases into ethanol and other industrial chemicals
- **Cross Border Financing:** New Zealand University Scientist sought VC funding and scale-up in USA, but was more successful in Asia
- **Impact:**
  - ✓ **IP Transaction:** Introduced to leading Chinese steel company to become strategic investor, licensee and co-commercialization partner, subsequently rolled out across Asia to Korea, India, Malaysia, etc.
  - ✓ **Financial Return to Stakeholders:** The steelmaker's ongoing IPO process was enhanced by this world-class technology deal.





# Case Study: Scaling-Up 'Hard'-Tech Automotive Technology

## European tech company Commercialization, Scale-up and Exit in Asia

### Punch Powertrain

Cleantech Group  
Deal of the Year 2017  
'Unicorn' €1 BN M&A Exit

Energy Efficient  
Automotive Powertrains



- **Tech Description:** Energy efficient conventional and EV powertrains
- **Cross Border Value:** Lacking growth in Europe, moved to China and quickly commercialized and scaled-up to become a Unicorn
- **Impact:**
  - ✓ **Public Sector:** With local government and industrial high tech zone policy support not available in home country, company quickly scaled-up using less capital.
  - ✓ **Financial Return to Stakeholders:** VC investors in Asia and Europe received exit multiples in the hundreds of millions.



# Private-Public Sector Collaboration

— Combined Resources of Private Sector (Venture Capital and Industrial Companies) with Support from Local Government Organizations

Qomo Capital Partners provides cross-border financing, commercialization and cross-border IP deal structuring and licensing.

IP Transaction & Financing



A global technology powerhouse, **Siemens** in China provides technical and engineering project management support in the energy, mobility, smart city industries.

Technical, Project Management, and Scaling Deployments

Lingang District of Shanghai and the Lingang Group manage the Shanghai Free Trade & Development Zone, which contains the world's largest container port and the Tesla GigaFactory. The Lingang Group also manages 200 industrial parks across China, home to 10,000+ enterprises,

Government Resources & Policies



# Qomo Collaboratory

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