

U.S.-CHINA
CLEANTECH CENTER
美中清洁技术中心

2020

**INTERNATIONAL HYDROGEN
AND FUEL CELL
BUSINESS DELEGATION
TO CHINA**



2020 International Hydrogen and Fuel Cell Business Delegation To China

It is no doubt that China is a complex and diverse market. An understanding of this market, including its varying demographic, economic and cultural characteristics, is crucial to any business' success.

The 2020 International Hydrogen and Fuel Cell Business Delegation to China provides enterprise decision makers with on-the-ground China experience and exclusive access to knowledge and insights about China's hydrogen and fuel cell industry.

Hydrogen and Fuel Cell Industry in China

Hydrogen energy is a green, efficient secondary energy source that is recognized worldwide and is called the "ultimate energy source" of the 21st century. In recent years, China is aggressively driving hydrogen and fuel cell development. In the first seven months of 2019, installed capacity of hydrogen fuel cells has increased six-fold.

According to the "White Paper on China's Hydrogen Energy and Fuel Cell Industry" released in June 2019, hydrogen energy will become one of the most important parts of China's energy system. It is estimated that by 2050, hydrogen energy will account for about 10% of China's energy system, of which hydrogen demand will be close to 60 million tons, and annual economic output value will exceed **10 trillion** yuan.

Ongoing national and regional policy support and massive capital resources have been committed to nurture the rapid development of the industry. China is no doubt has become one of the leading and biggest market of hydrogen and fuel cell in the world, which will advance tremendous opportunities for international companies in the sector.

The International Hydrogen and Fuel Cell Business Delegation to China will give global companies the knowledge and the contacts necessary to take your operation to the next level in China. Whether you are starting out and want to decide if China is right for you, or you have started business in China but want to review your strategy, this delegation will benefit your business by building valuable local connections.

About the Hydrogen and Fuel Cell Delegation

The 2020 International Hydrogen and Fuel Cell Business Delegation is a 5-days trip around the most important regions of hydrogen and fuel cell industry in China, jam-packed with business conferences, presentations, one-on-one matchmaking meetings with leading Chinese partners, investors, as well as industry executives that are hand-picked to fit international companies' needs and purposes. Besides, UCCTC's well-resourced staff can assist with arranging personal introductions and private meetings with businesses operating in China.

Delegates will meet with

- Officials from the local governments
- Market leaders and experts in the fields of:
 - Hydrogen production technologies and equipment
 - Hydrogen energy storage and transportation
 - Hydrogen refueling station
 - Fuel Cell related technology and equipment
 - Hydrogen energy and Fuel Cell vehicles
 - Electrocatalyst
 - Proton exchange membrane and other related materials and components
 - Other relevant technologies / products
- Leading institutional and private investors in China

Delegates will be able to

- Hear from and connect with experts and partners in Hydrogen and Fuel Cell industries in China
- Gain a better understanding of business environment, local legislation and regulatory affairs
- Attend exclusive site visits
- Attend presentations and meetings designed to give you a unique and valuable insight into the Chinese market
- Gain a valuable network to assist your business in China

UCCTC Recently Highly Reviewed Business Delegations to China

2019 International New Energy and New Materials Business Delegation to China

Nov. 11th – 15th, 2019 Shanghai, Guangzhou, Qingyuan, Jinan, Dongying



“ The trip far exceeded my expectations. I have to give the organizers a lot of credit and gratitude for pulling together such an interesting group of companies and such large and prestigious set of participants on the Chinese side. We were treated like royalty. There is no way we could have gotten such great exposure on our own. I came away with a greatly enhanced understanding of the Chinese market and real progress toward improving our marketing approach to this very large market.

Dr. Peter Lilienthal -- CEO, HOMER Energy (Boulder, Colorado, U.S.)

“ As a Canadian company, we felt particularly privileged to join an excellent group of Companies on this visit. I cannot imagine a more efficient way to present our value proposition to a wide audience of commercial and political entities in China. The trip was well planned down to the minute, and therefore very productive. Language differences were very well managed. Fortunately, the timing for growth in the hydrogen use in China was perfect, and we have made many useful contacts.

Walter Howard -- CEO, Next Hydrogen (Vancouver, Canada)

“ We participated in the UCCTC delegation held in November 2019, going from city to city and meeting with companies and individuals from different aspects of the Chinese market, pitching first and meetings after. As a startup company preparing itself for a Go-To-Market plan, this experience gave us a very good perspective of our technology that we are truly in the right direction. We finalized the delegation with a very good contacts to allow us a path to the Chinese market. The UCCTC team did a tremendous work so these meetings and the companies are the most relevant for us. KUDOS. The other aspect is the group we came with – American, European and Israeli companies – All of them with excellent technologies and with great people leading them, it is a friendship for the future.

Yaron Shenhav -- CEO, SolCold (Tel Aviv, Israel)

2018 US Cleantech Business Delegation to China

May 14th – 22th, 2018 Tianjin, Guangzhou, Foshan, Zhuhai, Shandong



“ UCCTC offers an excellent opportunity for entrepreneurs to meet with and speak to many stakeholders across China that is otherwise very difficult and expensive to create. The UCCTC staff are excellent at organizing many activities for each day so that you are sufficiently busy and timing the travels closely so there is little downtime. Thus it is very much worth the investment of your time and focus. The most important is that the UCCTC staff are very kind and thoughtful which helps in bridging the cultural and language divide between Chinese investors / stakeholders and U.S. Technology owners as well as their ability to create a fun and mutually supportive environment for everyone to find value. I also find that after two trips, some of the best relationships I’ve made are with those traveling and presenting in the UCCTC group alongside myself, which may be furthest from your mind in the beginning. I really enjoyed getting to know everyone and look forward to building on those same relationships over time. Many thanks to UCCTC!

Lowell Kessel -- General Manager, CERES Corporation (Marina Del Rey, California)

“ I really had no expectations for the UCCTC Cleantech Trade Mission other than I would be introduced to some potential investors and collaborators. I have to say I was blown away by the hospitality, the reach of the UCCTC organization, the openness of the businesses we met with and genuine desire by everyone to make China a more environmentally sound country. This trip required a significant amount of planning and hard work by the UCCTC staff and I can’t thank them enough. I came back with a whole new perspective as well as new business ideas. And last but certainly not least I had the pleasure of getting to know a sizable group of exceptional American entrepreneurs.

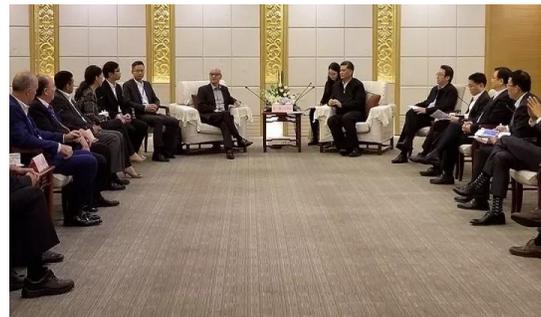
Zeke Maki -- CEO, FCG Chemical (Palm Beach Gardens, Florida)

“ The 2018 US China Clean Tech trade mission can be summed up in two words “Just Amazing”. The jam packed schedule to attend the conferences along with networking was just perfect. This is how business gets done. Site visits were eye opening and a tremendous learning experience. Met with companies and individuals I would have never been able to, if not for UCCTC. Thank you for such an outstanding program. Look forward to being part of future missions.

Manoj Patel – President, Sustainable Tech (Los Angeles, California)

2017 US New Energy and Intelligent Vehicle Business Delegation to China

Nov.6th – 10th, 2017 Shanghai, Changshu, Guangzhou, Huizhou



“ I joined this trade mission expecting to meet a dozen or so companies during the week. In fact I had the opportunity to meet over 50 valuable Chinese partners and get a view of the major Chinese centers, government focus and industrial players in my sector all within the short time of the trip. The trip was very well organized and far exceeded my expectation. The organizers did an amazing job of gathering very high level industrial and government representatives. Highly recommended and appreciated.

Afshin Partovi -- CEO, Mojo Mobility (Silicon Valley, California)

“ We were honored to join UCCTC's NEV trade mission in November. We met the right business and political officials from Shanghai, Jiangsu province, and Guangdong province, and the trip was so efficient that we are now closely negotiating with Qingyuan city to set up a JV. The JV being discussed will not be a simple factory, rather is will incorporate lithium-ion battery manufacturing, electric bus manufacturing, and a micro-grid. The JV will be fully funded by the local Chinese investor. We look forward to keeping you posted on the progress.

Jack Tian -- Executive Vice President, EnerBlü (Riverside, California)

“ Participating in the trade mission was a fantastic opportunity that allowed our small Atlanta Company to meet with many Chinese companies and government officials in a short period of time. The matchmaking opportunities in each city was a great way to find people that wanted to talk to us. The UCCTC staff was tremendously helpful and made the trip so much more smooth and enjoyable. The VIP treatment that we got was special and probably not available in many other places. Please sign us up for the next one!

Les Seagraves -- VP Product & Legal, Wheego Technologies (Atlanta, Georgia)

Key Information

Date

Mid-May 2020

Cost

For sponsorship qualified companies:

Registration fee: USD \$600.00, but only need to submit **\$300.00** deposit before the trip to secure your place in the Funding queue. UCCTC will cover all costs for your trip. *(Please contact UCCTC for detailed information regarding the sponsorship)*

For other participating companies:

Delegation fee: USD \$7,500.00

For both sponsorship qualified companies and other participating companies, package includes 5-star hotel accommodation, on the ground transportation, events, all business meals, translation, marketing materials printing, international airfares (economic class). Excludes visa processing, travel insurance and airport transfers or other personal expenses.

Expression of interest

Please contact Raining Bao, China Program Director to find out more about this delegation or your eligibility to take part.

Raining Bao

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2020 INTERNATIONAL HYDROGEN AND FUEL CELL BUSINESS DELEGATION TO CHINA ITINERARY*

Mid-May 2020

**This itinerary is just a draft and subject to changes.*

Sunday	Arrive at hotel in Shanghai
	Shanghai
Monday The 1 st Day	Shanghai International Hydrogen and Fuel Cell Business and Investment Cooperation Conference B2B Match Making with enterprises, investors and governments in Shanghai and nearby region Take flight to Chengdu in the evening.
	Chengdu, Sichuan
Tuesday The 2 nd Day	Chengdu International Hydrogen and Fuel Cell Business and Investment Cooperation Conference B2B Match Making with enterprises, investors, governments in Chengdu and nearby region Take flight to Wuhan during the night.
	Wuhan, Hubei
Wednesday The 3 rd Day	Wuhan International Hydrogen and Fuel Cell Business and Investment Cooperation Conference B2B Match Making with enterprises, investors and governments in Wuhan and nearby region Take flight to Wuhan during the night.

	Taiyuan, Shanxi
Thursday The 4th Day	<p>Global Cleantech and Energy Innovation Summit</p> <p>Industrial Forum, Exhibition and Panel discussion</p> <p>B2B Match Making with enterprises, investors, governments in Shanxi region</p> <p>Take bus to Datong in the evening.</p>
	Datong, Shanxi
Friday The 5th Day	<p>Shanxi International Hydrogen and Fuel Cell Business and Investment Cooperation Conference</p> <p>B2B Match Making with enterprises, investors, governments in Datong Region</p> <p>Site Visits</p>
	Jinan, Shandong
Saturday The 6th Day	<p>Shandong International New Energy and New Materials Business and Investment Cooperation Conference</p> <p>B2B Match Making with enterprises, investors, governments in Jinan region.</p> <p>End of the delegation</p>