

2016 Second-Half Year Progress Report on ACMFN in China

In the second half-year of 2016, the ACMFN China office mainly got involved in the capacity building of green SMEs and the matchmaking between the financial institutions and them. And the capacity building activities covers both the clean technology (CT) and the clean production (CP) SMEs. Among the activities, several field trips were conducted to provide advisory and mentoring services to these SMEs.

In August, a screening session was held and 20 CT SMEs went through a one-day screening process and 13 companies were selected to attend the capacity building service in 2016 covering a wide range of sectors including clean energy, energy efficiency, water resources management, pollution prevention and waste management.



In September, two capacity building events were held, one to CT SMEs and the other is to CP SMEs. The first one was held in Beijing and a total of 35 people attended the two-day workshop including 14 SMEs. The ACMFN experts focused on the topics of product development and how it fit the market demand. The second one was held in Wenzhou with 20 SMEs attending, all of which come from the traditional manufacturing industries like shoes manufacturing and glass manufacturing. The ACMFN experts focused on the innovation upgrading of traditional SMEs and discussed with them how to find a better way on green development under the growing stricter government regulations on environmental protection.





In October the capacity building workshop themed on innovation and talents was held to CT SMEs. A group of 34 people with 13 SMEs attended the workshop. The ACMFN experts shared their experience on innovation and some external experts from Apple and Shell were also invited to lecture on talents recruitment, team building as well as entrepreneurship.



In November two small workshops on financial literacy to SMEs were held separately; one to CT SMEs while the other to CP SMEs. The ACMFN experts lectured on how to prepare business plan and what funding was needed at the different stages of the development. External experts from banks and internet financial institutions were invited to share their criteria and selection process in providing funding to SMEs. A total of 22 SMEs attended the two workshops.



Also in late November and December, a series of 3 matchmaking events were held with a total of 50 SMEs attending. In November 18th, CEESTA joined hands with the Information Center of MIIT to launch a matchmaking event in the Third World Internet Conference. 81 people attended the event including 10 investors and 28 SMEs as well as representative from central and local governments. The majority of the SMEs are CP companies. One day after this event, another small-scale matchmaking event was held in Beijing with 14 CT SMEs pitched to four top-rank investors in the cleantech sectors. The third matchmaking event was a supplement to the first one where 8 selected SMEs were not able to attend. All the 50 SMEs provided their proposals and pitched on site to investors and financial institutions with some of them have started their follow-up negotiations for possible funding opportunities.





During all these capacity building services and matchmaking events, several field trips were held in Shanghai, Jiangsu province, Hebei province, Fujian province and Sichuan province to provide on-site instruction and advisory service to SMEs as well.