

2024 Climate Fintech Accelerator Application Instructions

Priority application deadline:

Sunday, March 24, 2024

I. Application Questions

Startup Team

1. Startup name
2. Where is your startup headquartered? In which countries/regions are your leadership team members based?
3. Startup website or social media page (e.g. LinkedIn, Facebook, Instagram, Twitter, etc.)
4. How many full-time employees work at your company (do not include advisors, mentors, etc.)?
5. How many people are on the founding team?
6. How many female co-founders are in your company?
7. Primary contact's name
8. Primary contact's email address
9. Primary contact's title/role
10. What date was your startup founded?
11. What date was your startup incorporated?
12. Primary contact's LinkedIn page link

Startup Basic Information

13. Please identify your startup's sector focus with the following choices
 - a. Cross-Border Carbon Management
 - a. Web3 in Sustainability
 - b. Payments
 - c. Banking
 - d. Lending
 - e. Investing
 - f. Trading
 - g. Risk Analysis
 - h. Insurtech
 - i. Regtech

- j. Other, please specify
14. Please use a few keywords to describe the technology being applied (eg. AI, Blockchain, Big Data, GIS, IoT)
15. What stage would you describe your startup?
- a. Idea stage (you have an idea or prototype)
 - b. Startup Stage (You are testing and validating your solution with partners and customers)
 - c. Growth stage (Your solution has been market validated and you are looking to grow)
 - d. Scale stage (You are ready for exponential growth to new markets)
16. What Technology Readiness Level (TRL) would you describe your startup now?
- a. TRL0: Unproven ideal/proposal paper concept
 - b. TRL1: Basic principle formulated
 - c. TRL2: Technology concept formulated
 - d. TRL3: Experimental proof of concept
 - e. TRL4: Technology validated in lab
 - f. TRL5: Technology validated in relevant environment
 - g. TRL6: Technology demonstrated in relevant environment
 - h. TRL7: System prototype demonstrated in operational environment
 - i. TRL8: System completed and qualified
 - j. TRL9: System proven in operational environment
17. Which of the following best describes your legal status?
- a. Limited Liability Company
 - b. Not for Profit / NGO
 - c. Not incorporated
 - d. Other, please specify

Startup Details

18. Briefly describe the problem you exist to address and your innovation
19. What is your key differentiation from competitors or alternatives? Please name 2-3 of your competitors (they don't need to be exact analogs)
20. Briefly describe the business model for your innovation
21. Do you hold any intellectual property rights? Please specify the number of patents, trademarks, copyrights, etc.

Startup Market

22. Which countries/regions does your company currently serve/have customers?

23. Who is your target customer(s)?

- a. Consumer
- b. Business
- c. Industry
- d. Government
- e. Non-Profit/NGO/Foundation
- f. Other, please specify

Startup Progress

24. Have you hit your first commercial revenue (not including grants, loans, etc.)? If you did, roughly how much revenue have you already achieved in the last 12 months?

25. Have you received investment (including investors, grants, accelerators, and other forms of non-dilutive money) for this company? Please name the sources of funding and the financing amount

26. How much are you looking to raise next round?

27. If you are currently or will be making a capital raise, please select the stage

- a. Seed
- b. Series A
- c. Series B
- d. Series C
- e. Beyond Series C
- f. Not applicable

28. When do you anticipate your next raise to close?

- a. In 3 months
- b. In 6 months
- c. In 12 months
- d. In 24 months
- e. 24 months

29. Who are some of your primary customers/clients? Please briefly describe the nature and date of the relationship?

30. Are you interested in executing a pilot project? If so, what would be the cost estimate?

31. Do you plan to scale? Are you interested in expanding into international markets? If so, which ones?

Accelerator Program

32. Describe the main benefits you are hoping to get out of joining the Climate Fintech Accelerator

- a. Corporate pilots
- b. Fundraising
- c. Policy/legal insights
- d. Cohort/startup networking
- e. Technical capability support
- f. Human resource support
- g. Branding promotion
- h. Mentorship
- i. Other, please specify

33. How did you get to know New Energy Nexus?

- a. WeChat
- b. Weibo
- c. Website
- d. Facebook
- e. LinkedIn
- f. Online event
- g. In-person event
- h. News article
- i. Direct email
- j. Newsletter
- k. Word of mouth
- l. Other, please specify

Additional Information

34. Upload Co-Founders' CVs or LinkedIn

35. Upload your most recent pitch deck (Please attach a recent deck, 10-15 slides, pitching your product or service)

36. Upload your startup logo

37. Is there anything else you would like to share with us to differentiate your application?

Terms and Conditions

38. I would like to subscribe to the New Energy Nexus mailing list to keep up to date with the company and be considered for future programs, events, and competitions (You will be added to our newsletter)

- i. Yes
 - ii. No
39. New Energy Nexus collects information from applicants and participants before, during, and after programs, in order to understand and assess applicants, to measure the value created through our programs, collect feedback, and continuously improve the support services we provide. Specifically, we ask about your opinions as well as facts about the development of your venture. New Energy Nexus stores this data securely, and never passes data that can be identified with you to other organizations. We may share aggregate analysis of responses from multiple survey participants, and we may share anonymized data with program funders. If we plan to use any identifiable data we will seek your express permission first. By filling out this form you agree that we will process your data in this way. Do you give your consent and agree to fill out the form?
- i. Yes, I give my consent for my data to be processed in the way described above
 - ii. No, I do not give my consent for my data to be processed in the way described above
40. New Energy Nexus is committed to protecting and respecting your privacy, and we'll only use your personal information to administer your account and to provide the products and services you requested from us. From time to time, we would like to contact you about our products and services, as well as other content that may be of interest to you. You can unsubscribe from these communications at any time. For more information on how to unsubscribe, our privacy practices, and how we are committed to protecting and respecting your privacy, please review our Privacy Policy (<https://www.newenergynexus.com/privacy-policy/>).
41. I would like to join the New Energy Nexus Slack channel to connect virtually with thousands of clean energy entrepreneurs. To join the New Energy Nexus Network on Slack, please copy and paste the following link into your browser:
<http://bit.ly/JoinTheNetwork>.
42. If you experienced any challenges with the application process so far, please let us know so that we can continue to improve

II. FAQ

1. How can I learn more about New Energy Nexus?

You can follow New Energy Nexus on WeChat; or visit the official New Energy Nexus website (<https://www.climatefintech.cn/zh/>).

2. How does the 2024 Climate Fintech Accelerator work?

After 6 months of participation and at least two quarterly presentations, you will be automatically entered into the alumni community and will continue to receive long-term support from New Energy Nexus.

3. What are the costs associated with participating in the 2024 Climate Fintech Accelerator?

Startups are free to participate in the accelerator activities and training (The startup teams will need to cover the transportation and accommodation costs on their own for offline activities).

4. When is the registration deadline?

Applications are accepted on a rolling basis for the 2024 Climate Fintech Accelerator. If you would like to have the opportunity to attend the launch day and receive the resources provided by the Accelerator as soon as possible, please submit your application by the priority application deadline.

5. When will companies be notified?

We will notify selected startups by email on a rolling basis after interviews. You will hear back from us by March 29 if you submit your application before March 24.

6. Is our company founded outside of China eligible to join the Accelerator?

Warmly welcome! The 2024 Climate Fintech Accelerator is not only open to applications from companies in China but also welcomes active applications from growing and innovative companies around the world.

7. How many innovative companies will be selected for the 2024 Climate Fintech Accelerator?

There is no limitation on the number of companies that will be selected for the 2024 Climate Fintech Accelerator, we have a rolling shortlisting process and want to help as many companies grow as possible.

8. Who will be responsible for reviewing and selecting the finalists?

NEX will conduct initial due diligence for the applicant companies upon receipt of their application.

9. Will video interviews be required during the selection process?

Yes. We will contact each company representative to schedule a follow-up online video interview if selected.

10. If we don't have a product prototype, can we still apply?

Yes, but you should ideally have a proven concept and a product prototype, and be sure to describe in detail where you are in the process of developing your prototype and what challenges you are facing.

11. We are a well-established company, can we still register?

Yes. We encourage all climate fintech-related companies to register, so please emphasize your reason for registering when you do so.

12. Do we have to be a registered company to register?

Yes.

13. How long will the 2024 Climate Fintech Accelerator last?

The 2024 Climate Fintech Accelerator will not have a specific start date or end date. Business opportunities, industry events, training courses, company visits, roadshows, recruiting, community exchanges, etc. will be open to new participants.

14. Do I need to participate in all the activities during the 2024 Climate Fintech Accelerator?

We ask selected companies to participate in all activities during the program as much as possible. If you are unable to attend for any reason, we recommend that you attend the launch day, the monthly call, the quarterly demo day, and the annual summit.

15. Can we participate in other accelerators and incubators during the 2024 Climate Fintech Accelerator?

You can participate in other accelerators and incubators at the same time, but we want you to be sure to attend the events that we have planned for you.

16. Does the 2024 Climate Fintech Accelerator serve competing companies?

If there are companies in the Accelerator that compete with each other, we will work to ensure that no sensitive data is exchanged.

17. If I am selected for the 2024 Climate Fintech Accelerator, how does the Accelerator protect intellectual property?

2024 Climate Fintech Accelerator will treat the data of selected companies as confidential and will not ask you for "confidential information" or freely disclose it. We want to use our reputation as a guarantor on this issue. If you still have concerns about this, please contact us at su.zhang@newenergynexus.com for a non-disclosure agreement.

18. Does joining the 2024 Climate Fintech Accelerator guarantee a partnership program and/or investment?

The 2024 Climate Fintech Accelerator will maximize the ability of startups to access pilot projects and/or investments with our professional support and industry connections. Ultimately, however, it is up to the participating startups to make sure their projects are well received by investors.

19. What if my questions are still not answered?

If you have additional questions, you can contact us via the email below and we will respond as soon as possible. Luna Zhang, su.zhang@newenergynexus.com

III. Terms and Conditions

When you submit your application form to participate in the 2024 Climate Fintech Accelerator, your application, and if selected, participation in the program is subject to the following terms and conditions (Program T&Cs).

1. Definition

“Applicants” - entrepreneurs and professionals submitting an application for the 2024 Climate Fintech Accelerator, which may include project teams of research institutions, registered and non-registered businesses or companies.

“Finalist Candidates” - the Applicants who have been invited to interview for the 2024 Climate Fintech Accelerator, shall be referred to as “Finalists”.

“Participant” - an Applicant who has been selected to participate in the 2024 Climate Fintech Accelerator.

“Program” - the 2024 Climate Fintech Accelerator administered by the Program Manager.

“Program Manager” - New Energy Nexus.

“Program Partners” - partners who involve or partner with New Energy Nexus and the 2024 Climate Fintech Accelerator, such as investors, financial institutions, corporates, sub-national governments, education & research institutions, non-profits & NGOs & foundations, and professional associations.

“Commercial Relationships and Investment Opportunities” - the Program Partners and successful Participants may separately enter into commercial in-confidence negotiations for future commercial relationships and investment opportunities.

2. Eligibility Criteria

To be eligible to apply for the Program, an Applicant must address a critical challenge in at least one of the following areas pertaining to climate fintech:

- Cross-Border Carbon Management
- Web3 in sustainability
- Payments
- Banking
- Lending
- Investing
- Trading
- Risk Analysis

- Insurtech
- Regtech

Product and Technology:

- Have matured products, technologies, and solutions.
- Priority is given to solutions that combine cross-border carbon management and Web3 in sustainability.
- Industry focus areas include payments, banking, lending, investing, trading, risk analysis, insurtech, and regtech.

Investment and Customers:

- Have received one or more rounds of financing (no financing requirement for Web3 companies; early-stage Web3-related companies are welcome to apply even if they have not yet received financing).
- Have needs for industrial investment.
- The current products (solutions) have stable customers but need to expand the market or acquire more customers.

Company and Team:

- Company registration is complete.
- Have two or more full-time employees.

3. Selection in the Program and Indicative Schedule

- a. Applications meeting the minimum criteria outlined in these terms and conditions will be reviewed by Program Manager representatives for potential participation in the Program.
- b. Program Manager representatives will contact the Applicant if more information or clarifications are needed about their application materials at any stage during the selection process.
- c. The Finalist Candidates will be shortlisted to take part in a short video interview.
- d. Based on application materials and the video interview, Participants will be selected by the Program Manager for participation in the Program.

The decision of the Program Manager to determine successful Program Participants is final and at the sole discretion of the Program Manager.

The indicative schedule for the application and selection process is as follows:

Event	Date (Indicative Only)
Applications open	Jan 29, 2024
Applications close	Mar 24, 2024
Finalist candidates notice	Rolling after receiving applications and due diligence
Participants notice	Rolling after interviews
Launch day	Late April 2024

4. Application Submission and Closing Time

Your application must be submitted electronically via the application form at <https://airtable.com/appFi0kYMI5X8lLxH/pagmTBn2ct2A1JnZn/form> before the closing time for Applications on March 24, 2024. The Program Manager may, in their sole discretion, consider an application submitted after the Application closing time, but has no obligation to do so.

5. Selection Criteria and Evaluation

The criteria used, and how the criteria will be applied, will be decided by the Program Manager, and it may include our assessment of each Applicant's:

Innovative product concepts and prototypes: ideal applicant enterprises should have completed concept validation and product prototypes, accurately addressing customer pain points and building core advantages.

Rapidly growing business market potential: based on user profiles, accurately position rapidly growing markets, deepen competitive barriers, and plan to expand overseas.

Feasible and reliable business models: based on products and markets, refine a reliable and executable business model, deepen market expansion strategies, maintain growth rates, and generate business value.

Capability matching and growth-oriented team: the team should demonstrate sound professional knowledge and complementary capabilities in the field of climate finance

technology, and reflect learning ability, innovation ability, focus, execution ability, communication ability, etc.

6. Preparation of Application

The preparation of your application, and any risk or cost you incur in doing so, is your responsibility. Costs you incur at this stage cannot be attributed to Program Manager.

7. Conflict of Interest

You must identify and notify us of any actual, potential, or perceived conflict of interest that you have in relation to this application or your participation in the Program, especially as it relates to the Program Manager. If you fail to notify us, or you are unable or unwilling to resolve the conflict as required by us, your application may be excluded from further consideration.

8. Confidentiality

You agree to provide us with information about your assets, business or other affairs for the purpose of or in connection with:

- a. applying to participate in the Program;
- b. allowing us to assess your application;
- c. your participation in the Program; and
- d. allowing the Program Manager to identify and commence separate discussions about potential commercial or legal relationships between your start-up and the Program Partners, (Agreed Purpose).

The Program Manager each agrees to keep all information disclosed by Applicants and Participants for the Agreed Purpose (Confidential Information) secret and confidential. We will not disclose the Confidential Information to any person without your prior written consent or as otherwise expressly permitted in these Terms and Conditions. The Program Manager agrees to use the Confidential Information only for the Agreed Purpose, unless otherwise provided with prior written consent from Applicants or Participants or as is otherwise expressly permitted in these Terms and Conditions.

This undertaking of confidentiality does not apply to Confidential Information:

- a. which was known by the receiving party prior to the other providing the Confidential Information.
- b. which is or becomes available to the public (other than by unlawful means);

- c. which becomes available (other than by unlawful means) from a source other than the disclosing party and that source is under no obligation to the disclosing party to maintain the Confidential Information in confidence; or
- d. which is required to be disclosed by the receiving party by rule or law or by regulation of a Stock Exchange which has authority over a Program Manager or affiliate.

You acknowledge that the Program Manager may disclose the Confidential Information to their affiliates and to their, and their affiliates', respective directors, employees, and advisors for the Agreed Purpose, provided that such persons have first been made aware of the confidential nature of the Confidential Information and have agreed to comply with this confidentiality undertaking.

The Program Manager may request a Participant to allow sharing of Confidential Information with the staff of the Program Manager's affiliated entities and/or for further technology evaluation beyond the Agreed Purpose. If the Participants agree to such additional sharing of Confidential Information, the Program Manager shall furnish the Participant with an exhaustive list of whom the Confidential Information has been shared with outside of the Program Manager's staff and Agreed Purpose. Participant understands that withholding such an allowance may result in dismissal from the Program.

The obligations of confidentiality will continue for a period of 3 years from the closing time for applications.

9. Ownership and use of applications

All applications (including all material contained in, or included with, an application) become the sole property of the Program Manager upon submission. You must take all steps necessary or appropriate to give effect to, or perfect, the legal, and beneficial, ownership in your application (including all material contained in, or included with, your application) vesting with the Program Manager, including without limitation any necessary instruments of transfer, assignment, or license.

10. Intellectual Property Rights

By participating in the Program, the Participant confirms that the product or service solution is their own work and/or does not infringe or violate the rights of any third party, including but not limited to intellectual property rights.

You acknowledge that the management and protection of your intellectual property is your sole responsibility, both during the application phase and if selected as a Participant, during your participation in the Program.

11. Misleading Claims, Improper Assistance, and Anti-Competitive Conduct

In preparing your application and participating in the selection process you must not:

- a. make any false or misleading claims, statements, or other representations.
- b. engage in any collusion, anti-competitive conduct, or any other similar conduct with any other person.
- c. use the improper assistance of any Program Manager representative, or any improperly obtained information; or
- d. violate any applicable laws regarding the offering of inducements.

The prohibitions stated above also apply to Participants' conduct during the Program.

12. Program Manager Rights

The Program Manager reserves the right at any time and for any reason to do any of the following:

- a. suspend, vary, amend, or cease to proceed with the Program selection process or Program;
- b. vary or amend the application form or evaluation criteria;
- c. consider and accept or reject any application that is non-conforming or received after the closing time for Applications;
- d. vary or extend any time or date relevant to the selection process or Program;
- e. call for new applications;
- f. terminate participation in the selection process by any Applicant;
- g. allow any Applicant to change its application;
- h. publish or disclose your company name, logo, and brief description of your solution and activities, whether successful or unsuccessful; or
- i. take such other action that we, at our sole discretion, consider appropriate.

Any time or date in these Terms and Conditions is for our sole convenience and does not create an obligation on us to take any action by such time or date.

13. Benefits for successful applicants

- a. Participants will participate in the Program, subject to these Terms and Conditions, for the opportunity to receive benefits provided by the 2024 Climate Fintech Accelerator and for Commercial Relationships and Investment Opportunities.
- b. Participants must pay for any other costs or expenses incurred during required activities. Support on travel costs during the Program may be provided and if so you will be given prior notice.
- c. During or after the end of the Program, Participants may receive the opportunity to engage in a pilot project and/or receive strategic investments from the Program Partners; however, such opportunities are not guaranteed.
- d. Any Commercial Relationships and Investment Opportunities which you may be offered by the Program Partners are subject to separate negotiations and agreements with Program Partners. Not related to the Program.
- e. By participating in the 2024 Climate Fintech Accelerator, applicants agree to enter into good-faith negotiations regarding Commercial Relationships and Investment Opportunities with the Program Partners.
- f. Such negotiations may lead to further vetting and due diligence of the Participant, which the Participant may separately agree to with the Program Partners, where they have expressed interest to further invest in the Participant's startup.

14. Participation in the Program

Each Program Participant must:

- a. commit one representative to attend the required activities of the Program. The representative should be a C-Suite member to maximize the benefit of the Program to both the Program Manager and the Participant.
- b. consent to your business, company name, logo, and brand as well as any media collected during the program, including but not limited to photos, videos, and recordings, to be associated with this Program and used by the Program Manager to promote the Program or themselves;
- c. obtain the written consent of the Program Manager prior to issuing any press releases relating to participation in the Program, which may not be unreasonably withheld;
- d. share requested information about your company and products with the Program Manager, noting that all Confidential Information will be subject to the confidentiality undertakings set out in these T&Cs;

- e. commit to scheduling and attending periodic pre-module calls with startup peer Participants in the Program and with startup mentors (i.e. representatives of the Program Manager and potentially external parties who share an interest in the Program with the Program Manager) in the Program;
- f. actively participate in the module and inter-module discussions;
- g. participate in a Program evaluation after completion of the module.

15. Termination and variations

The Program Manager reserves the right to terminate a Participant's involvement in the Program at its sole discretion if:

- a. the Participant breaches these Terms and Conditions; or
- b. if the Participant's representatives, officers, or advisors engage in inappropriate (as determined by the Program Manager) or illegal behavior or are disruptive to overall group cohesion.
- c. Participants will be given prior notice before they are terminated from the Program.
- d. The Program Manager may also terminate or make changes to the Program, in each case for any reason at any time. Participants will be given notice of such termination or changes.

16. Acknowledgment, waiver, indemnity, and warranty

- a. Participants acknowledge that their participation in the Program is at their sole risk.
- b. Participants may withdraw from the Program at any time or make alternative arrangements for travel, accommodation, or meals (at their own cost).
- c. The Program Manager will have no liability to Participants or any of their respective affiliates, employees, officers, or advisors for any loss or damage arising in connection with the Program, including personal injury, however arising, including negligence, property damage, or economic loss (except in relation to a breach of the confidentiality undertaking in section one).
- d. Participants indemnify, hold harmless, and waive any rights to make a claim against the Program Manager for any loss or damage and will continually indemnify, hold harmless, and release, the Program Manager from and against any direct or indirect claim, loss, or damage.
- e. Each Participant further acknowledges, agrees, warrants, and represents that:

- i. by accepting these Terms and Conditions, you accept that all application decisions made by the Program Manager are final and that you will not challenge the outcome in public or otherwise;
 - ii. to the best of the Participant's knowledge and belief, no claim is being asserted and no proceeding is presently in progress, pending or being threatened against the Participant or any of its assets, and that it is not in default in relation to any contractual obligation, nor has the Participant done or omitted to do anything that could materially and adversely affect its position as a going business concern.
- f. The Participant has also not filed for nor is facing proceedings for winding up the business or for dissolution, insolvency, bankruptcy, or the appointment of a receiver, liquidator, administrator, or similar officer in relation to any of the Participant's assets or revenue;
- g. the Participant will immediately notify the Program Manager in writing when: (i) the Participant undertakes or commences any action or files any documents for its dissolution; applies for insolvency or bankruptcy, (ii) the Participant is administratively or judicially declared insolvent or bankrupt; placed under receivership, administration, rehabilitation or liquidation;
- h. The Participant has full capacity, authority, and relevant consent to execute and perform the obligations under these Terms and Conditions.

17. Other

- a. These terms and conditions are subject to change by the Program Manager when necessary. The Program Manager reserves the right to amend these terms and conditions without prior announcement.
- b. To the extent permitted by applicable law, the Program Manager and Participant hereby waive any provision of law that would render any clause of these terms and conditions invalid or otherwise unenforceable in any respect. In the event that a provision of these terms and conditions is held to be invalid or otherwise unenforceable, such provision will be interpreted to fulfill its intended purpose to the maximum extent permitted by applicable law, and the remaining provisions of these terms and conditions will continue in full force and effect.