



**CLIMATE
TECH TOUR
2022**

Bringing investment-ready climate technology to the world

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Let's Start with The Why?

- Voters, consumer and investors have spoken – Sustainability is **NO LONGER OPTIONAL**
- Governments and corporations have committed to making **NET ZERO A REALITY**
- Capital markets have allocated **BILLIONS OF DOLLARS** for Climatech investment
- Innovators are creating **NEW TECHNOLOGIES** at a record pace
- But **EARLY STAGE** Climatech ventures **STILL CAN'T ACCESS** the **INVESTMENT** that they need and vice versa!
- Greenbackers **26ForCOP26** program proved that we need to **WORK EVEN HARDER** to solve this problem

Now for the What, Where & When?

What? Global SuperPitch tour of world's Climatech investment hubs

Where? Dubai, Glasgow, Amsterdam, USA, Egypt, Singapore

When? March 22 – Feb 2023

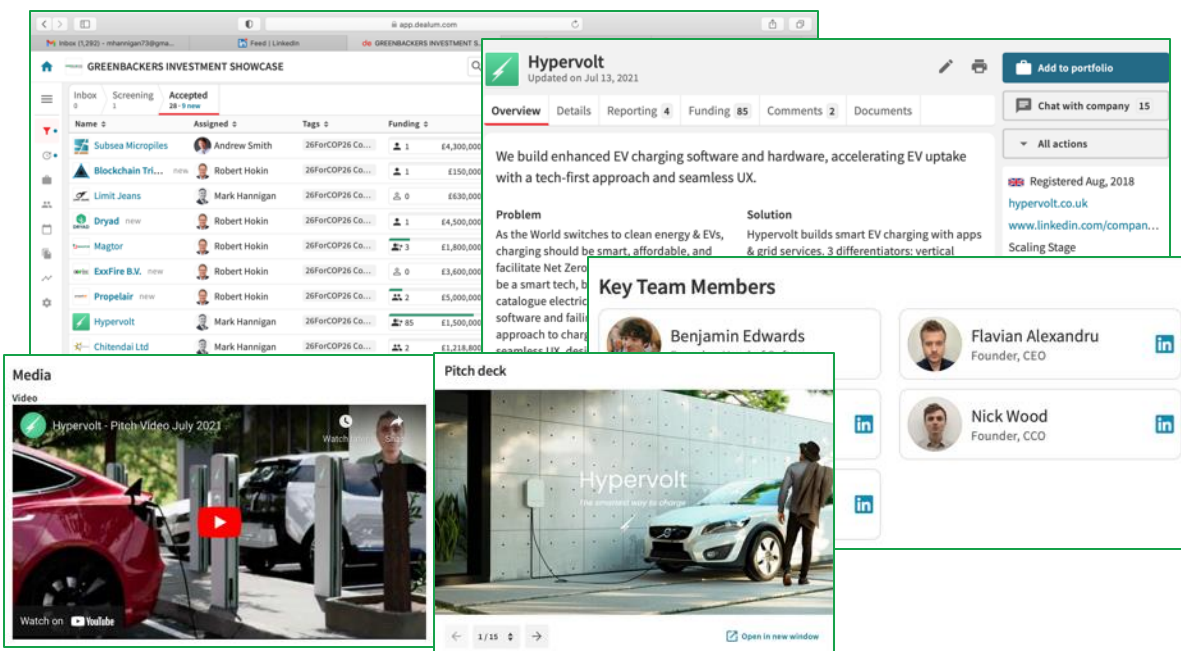


Here's the How?

(1) Dealroom



- Flagship platform: Greenbackers Investment Showcase, an investor-friendly online dealroom
- **280+ Funds currently participating**
- Ventures presented in mini-dataroom format
- Investors can browse and express interest
- Chat online with founders
- Concierge service for follow up engagement
- Consortium investing opportunities



(2) Climate TechTour

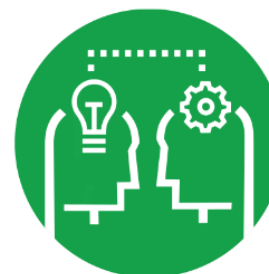


- High profile events
- Global locations

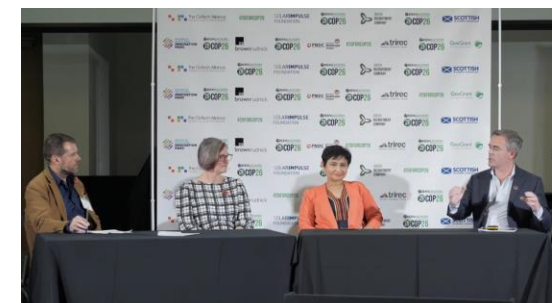


- International investors
- In-person live and via webinar

(3) Panels & Round tables



- Sector thematic
- Small groups



- Thought leadership
- Exclusive networking

More of the How?

Digital Screening

- Online questionnaire
- Completed by venture applicant
- Covers all basics
- Weeds out the chaff
- Application is scored for investment readiness
- Feedback report provided

Partner Screening

- Scores >50% progressed
- Partners conduct manual review
- Q&A conducted with venture applicant
- Assumptions tested and validated
- All partners complete multi criteria scorecard
- Highest scores invited to dealroom

Profile Creation

- Pitch Deck
- Video
- Business Plan
- Team Bios
- Case Studies
- Valuation
- Investment Ask

Investor Dealroom

- Snapshot summary
- Funding status
- Consortium option
- Chat function
- Add to favourites

Our “investment ready” screening process

And the Who?



Robert Hokin

Founder/Mng Director
Glasgow, UK



Robert has spent 30+ years in technology development and finance, with the last 15 focused on cleantech.

Born in Chicago, Robert developed and invested in technology at ABB, Worldcom and Marconi, served as Chair of ecoConnect, a UK green industry forum, is an advisor to Zero Carbon Capital and is a contributing member to Cambridge Cleantech, The Institute of Directors (IoD), The Scottish Business Network and The Scottish Hydrogen & Fuel Cell Association.



Andrew Smith

Executive Director
Glasgow, UK



Andrew in his 30-year tenure as a private sector lawyer has held various positions in the renewable energy realm.

Most recently he served as the head of Scottish Investment Bank's Renewable Energy Investment Fund.

Andrew is recognized as an expert on the Blue Economy and is a frequent speaker at international conferences.



Mark Hannigan

Executive Director
Houston, USA



Mark is a former industrial Private Equity CEO and EnergyTech venture founder, who has delivered across all stages of the investment cycle.

He operates in a nexus where private capital + industrial innovation = transformational growth and super returns, leveraging his exceptional, high level network to accelerate technology development & adoption.



John Steedman

Advisor
London, UK



With a 30-year international career with BP, John has held senior level positions in strategy development and R&D and across sales, marketing, and business management.

He has a BSc in Environmental Chemistry, PhD in Organic Chemistry, both from the University of Edinburgh, and an MBA from the Open University.



Sharon Leslie

Digital Design Manager
Capetown, SA



Rory Selvey

Associate
Glasgow, UK



Haseeb Usmani

Associate
Austin, USA



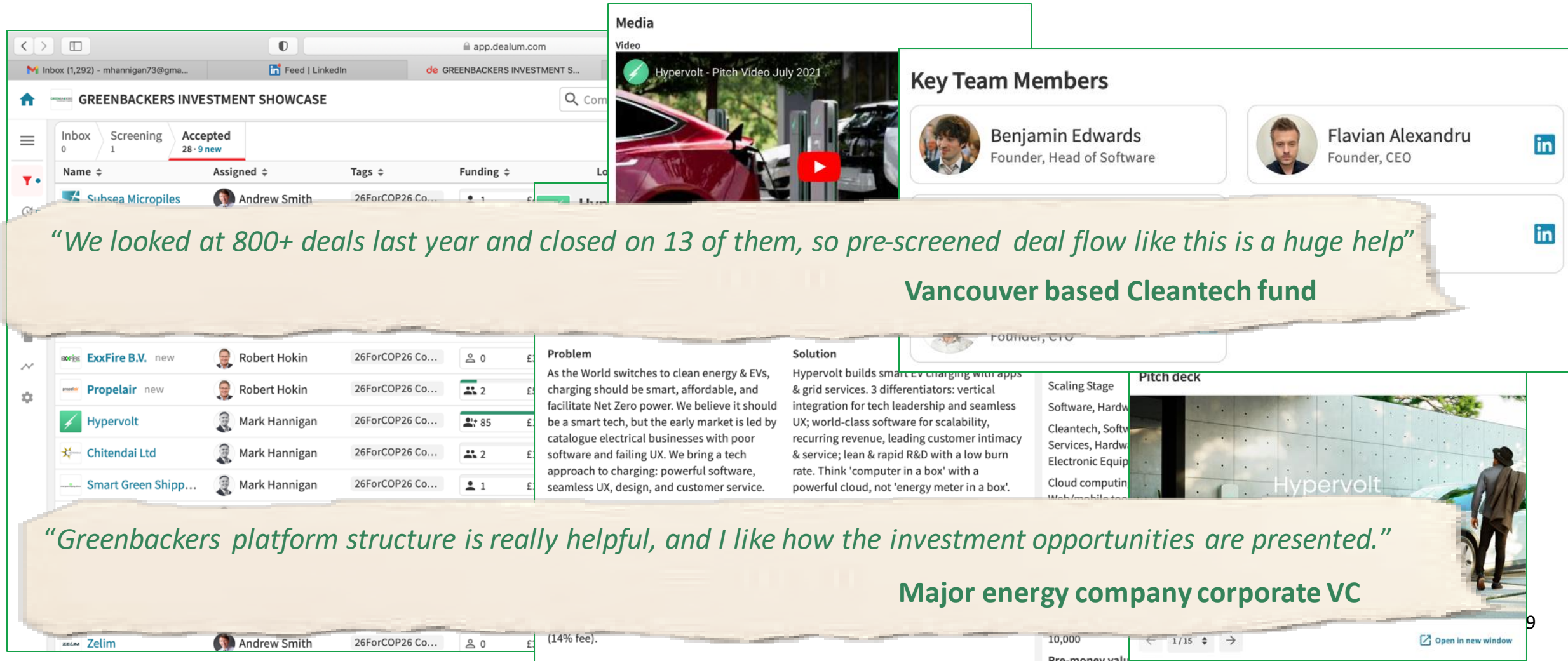
Jae Mather

Associate
Vancouver, Canada

We operate at the heart of the Climatech Ecosystem



Our 280+ Dealroom member funds want more dealflow



GREENBACKERS INVESTMENT SHOWCASE

Inbox 0 | Screening 1 | **Accepted 28 · 9 new**

Name	Assigned	Tags	Funding
Subsea Micropiles	Andrew Smith	26ForCOP26 Co...	1

Media

Video: Hypervolt - Pitch Video July 2021

Key Team Members

- Benjamin Edwards**
Founder, Head of Software
- Flavian Alexandru**
Founder, CEO

“We looked at 800+ deals last year and closed on 13 of them, so pre-screened deal flow like this is a huge help”

Vancouver based Cleantech fund

Company	Investor	Deal	Problem	Solution	Pitch deck
ExxFire B.V.	Robert Hokin	26ForCOP26 Co...	As the World switches to clean energy & EVs, charging should be smart, affordable, and facilitate Net Zero power. We believe it should be a smart tech, but the early market is led by catalogue electrical businesses with poor software and failing UX. We bring a tech approach to charging: powerful software, seamless UX, design, and customer service.	Hypervolt builds smart EV charging with apps & grid services. 3 differentiators: vertical integration for tech leadership and seamless UX; world-class software for scalability, recurring revenue, leading customer intimacy & service; lean & rapid R&D with a low burn rate. Think 'computer in a box' with a powerful cloud, not 'energy meter in a box'.	Scaling Stage Software, Hardw Cleantech, Softw Services, Hardw Electronic Equip Cloud computin Web/mobile app
Propelair	Robert Hokin	26ForCOP26 Co...			
Hypervolt	Mark Hannigan	26ForCOP26 Co...			
Chitendai Ltd	Mark Hannigan	26ForCOP26 Co...			
Smart Green Shipp...	Mark Hannigan	26ForCOP26 Co...			

“Greenbackers platform structure is really helpful, and I like how the investment opportunities are presented.”

Major energy company corporate VC

Zelim | Andrew Smith | 26ForCOP26 Co... | (14% fee).

10,000 | 1/15 | Open in new window

Our Venture cohort members want more investor access



“Taking part in the COP26 Superpitch was a highlight of Paua’s engagement with Greenbackers. Presenting alongside leaders such as Bertrand Piccard was incredible and inspiring. Greenbackers curated an audience of investors, academia, talented startups and climate leaders at the heart of the cleantech eco-system enabling Paua a voice on a global stage.”

Niall Riddell, CEO Paua

“The quality of the program is second to none. Where Greenbackers excel is on follow-up communications with investment leads after the Pitch. One such lead became our keystone investor who helped us secure our seed investment goals.”

Niall Houghian, CEO Lambda Energy



Program Contributors & Supporters



John Wood Group Plc
Aberdeen



SHFC
Stirling



CodeClan
Edinburgh



NetZero Tech Centre
Aberdeen



MSIP
Dundee



ORE Catapult
Glasgow



ZWS
Stirling



Scottish National Investment Bank
Edinburgh



European Marine Energy Centre
Stromness, Orkney



ECCI
Edinburgh



University of Strathclyde
Glasgow



CivTech Alliance
Edinburgh



Converge Challenge
Edinburgh



Solar Impulse Foundation
Accelerator/Support program



Censis
Glasgow



SEPA
Stirling



Scottish Edge
Glasgow



Unlocking Ambition
Glasgow



Business Network



Scottish Futures Trust
Edinburgh



Scottish Funding Council
Comhairle Maoineachaidh na h-Alba

Scottish Funding Council
Edinburgh



SCDI
Glasgow

Interface
Edinburgh



Business Network



Business Network

The Ask...

Ventures: Apply for program participation now

- **Option 1: Regional Tour**
- Profile featured on dealroom for 6 months
 - Middle East & UK events
 - 6-month subscription at **£699** per month
- **Option 2: Global Tour**
 - Profile featured on dealroom
 - All global events inc. USA
 - 12-month subscription at **£699** per month

Submit application via this link:

<https://bit.ly/35l8Q0M>

Sponsors: Applications now open for program sponsorship

- **Sponsorship package benefits:**
 - Brand association & amplification
 - Inside track on tech deals
 - Panel & guest speaker slots
 - Global event participation
- Global tour headline sponsor **£100k**
- Global tour partner sponsor **£50k**
- Regional tour headline sponsor **£60k**
- Regional tour partner sponsor **£30k**
- Event specific sponsor **£20k**

Contact Greenbackers team for custom package details and discovery call: <https://greenbackers.com/contact-us>



CLIMATE TECH TOUR 2022

(DETAILED INFO)

2022-23 Tour Dates



Dubai
23-25 March

Glasgow
11-12 May

Amsterdam
21-23 June

8 Cities
10-20 October

Sharm El-Sheikh,
Egypt
7-18 November

Singapore
TBC Feb 2023

Stage 1 - Dubai



Where	Dubai, UAE
When	23 rd March 2022
Event	Expo 2020
Venue	Scottish Pavilion
Host	Scottish Government
Format (Event)	Ministerial keynote, venture pitches & panel discussion.
Format (Venture)	5 Minute Pitch
In Room	100+ VIPs, regional investors, cleantech eco system members
Online	500+ Greenbackers dealroom members & investor contacts

Stage 2 - Glasgow



Where	Glasgow, UK
When	11/12 May 2022
Event	All Energy
Venue	SEC Glasgow
Host	All Energy/Decarbonize
Format (Event)	Ministerial keynote, venture pitches & panel discussion. Live & Streamed.
Format (Venture)	5 Minute Pitch
In Room	200+ VIPs, regional investors, cleantech eco system members
Online	500+ Greenbackers dealroom members & investor contacts

Stage 3 - Amsterdam



Where	Amsterdam, Netherlands
When	21-23 June 2022
Event	Decarb Connect EU
Venue	TBD
Host	Decarb Connect
Format (Event)	Live & Streamed
Format (Venture)	5 Minute Pitch
In Room	100+ VIPs, regional investors, cleantech eco system members
Online	500+ Greenbackers dealroom members & investor contacts

Stage 4 – North America



Where	USA/Canada
When	10–20th Oct 2022
Week 1: NYC, Boston, Washington DC, Houston	Week 2: San Francisco, Vancouver, Toronto, Chicago
Event	Various
Venues	Various, TBC
Hosts	Various, TBC
Format (Event)	Live & Streamed
Format (Venture)	5 Minute Pitch
In Room	100+ VIPs, regional investors, cleantech eco-system members
Online	500+ Greenbackers dealroom members & investor contacts

Stage 5 – COP27 (Egypt)



Where	Sharm El Sheik, Egypt
When	7-18 Nov 2022
Event	COP27
Venue	COP27 Blue zone*
Hosts	TBC
Format (Event)	Live & Streamed
Format (Venture)	5 Minute Pitch
In Room	100+ VIPs, regional investors, cleantech eco system members
Online	500+ Greenbackers dealroom members & investor contacts

Stage 6 – Singapore



Where	Singapore
When	Q1 2023
Event	TBC
Venue	TBC
Hosts	TBC
Format (Event)	Live & Streamed
Format (Venture)	5 Minute Pitch
In Room	100+ VIPs, regional investors, cleantech eco system members
Online	500+ Greenbackers dealroom members & investor contacts

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