



NexStar 2026 – Collaboration Opportunities with

Chengdu New Energy Companies

What is NexStar?

Established in 2018 by the City of Melbourne in partnership with the Australia-China Association of Scientists and Entrepreneurs (ACASE), NexStar is an entrepreneurship program that connects international students with technology companies to support global business expansion and cross-border collaboration.

Each NexStar program focuses on a specific country or region. Through industry mentoring, student-led market research, and close collaboration with participating businesses, the program helps companies gain a deeper understanding of target markets and develop practical market-entry strategies. At the same time, it provides international students with valuable opportunities to work on real-world business projects, strengthening their cross-cultural communication skills and international business capabilities while creating mutual value for both businesses and future talent.

Since 2022, NexStar has focused on supporting companies entering the Australian market. By leveraging the City of Melbourne's innovation ecosystem, industry mentors, universities, and local business networks, the program provides participating companies with market insights, partner matching, and product localisation recommendations, helping businesses establish meaningful connections and build pathways for long-term collaboration in Australia.

Since its inception, NexStar has built a striving alumni network of 400+ students from 35 countries and 60+ innovative companies, creating a vibrant international network that continues to foster cross-border collaboration between industry, academia and government.

NexStar 2026 – Chengdu New Energy Companies Innovation Soft Landing and

Business Expansion Program

NexStar 2026 welcomes a new city partner — **Chengdu, China**. In recent years, exchanges and cooperation between Chengdu and Melbourne have continued to deepen, with achievements across economic, education and cultural sectors, further strengthening the longstanding friendship between the two cities.



As an innovation program connecting technology companies with international students to explore overseas markets, this year's NexStar will focus on the international expansion needs of **three leading companies from Chengdu**, providing targeted research and support to help them explore and establish a presence in the Australian market.

1. Chengdu Environment Group

Chengdu Environment Group is a leading state-owned enterprise with 80 years of experience in the water and environmental protection sector. The Group has 135 subsidiaries, more than 8,000 employees and total assets exceeding RMB 100 billion. Its overall industry scale ranks among the leading companies in Western China and at the forefront nationally. The Group holds a domestic AAA credit rating and controls A-share listed company Xingrong Environment (000598).

The Group's business operations are based in Chengdu and extend across China. Its core business portfolio covers five major sectors: water services, solid waste treatment, new energy, equipment manufacturing, and digital intelligence industries. Within its solid waste treatment business, the Group focuses on waste-to-energy generation, waste transfer and hazardous waste treatment.

The Group is implementing its “One-Four-Five-Five” development strategy, promoting the transformation of its businesses towards resource recovery, energy recovery, low-carbon development and digitalisation. Through initiatives focused on technology-driven and manufacturing-driven development, the Group is strengthening its capabilities across the full lifecycle of solid waste management, with a particular focus on waste-to-energy technology development, project operations and technology commercialisation.

Key Strengths

(1) Large-scale capacity and leading industry scale

The Group has a total waste-to-energy processing capacity of 12,000 tonnes per day, ranking among the leading operators in Western China and nationally.

The Group operates a number of benchmark projects. The first and second phases of the Wanxing Environmental Protection Power Plant have a combined processing capacity of 5,400 tonnes per day, while the Longfeng Environmental Protection Power Plant has a capacity of 1,500 tonnes per day.

The third phase of the Wanxing Environmental Protection Power Plant, currently under development, is the largest single integrated waste co-incineration project in Asia. It is designed to process 5,100 tonnes of municipal solid waste per day, together with 800 tonnes of food waste and 800 tonnes of sludge per day. Its



large-scale operating model helps reduce unit processing costs and provides strong potential for project replication and deployment.

(2) Proprietary core technologies with strong adaptability

With support from China's National Key Research and Development Program, the Group has developed core technologies for solid waste incineration and resource recovery under complex operating conditions.

Its proprietary food waste treatment equipment has been specifically developed for high-impurity food waste in China, achieving a 90% improvement in processing efficiency compared with conventional equipment. The technology fills a gap in China's integrated equipment for the biorefining of food waste.

Compared with general-purpose overseas technologies, the Group's solutions are highly adaptable to complex solid waste treatment conditions in both domestic and international markets, offering strong practical and commercial applicability.

(3) Full-chain operational capabilities and proven project experience

The Group has full-cycle capabilities covering waste collection, transfer, incineration, power generation and resource recovery. It also has supporting capacity of 7,230 tonnes per day for waste transfer and nearly 150,000 tonnes per year for hazardous waste treatment, forming an integrated solid waste management ecosystem.

With extensive experience in waste-to-energy projects, the Group has accumulated practical expertise across large-scale infrastructure development, stable operations and maintenance, grid connection and power generation, and ultra-low-emission management. Its projects demonstrate strong performance in terms of stability, safety and environmental compliance.





Australia Market Entry Needs

(1) Australian market research and understanding

The Group seeks to understand Australia's market access requirements, environmental and emissions standards, and electricity grid connection requirements for waste-to-energy projects. The objective is to optimise existing technologies, technical solutions and equipment specifications to meet local regulatory requirements.

The Group also seeks to understand Australia's solid waste composition and operating conditions, and to optimise technologies for the co-incineration of multiple waste streams and energy recovery from food waste for local market adaptation.

(2) Business and industry connections

The Group is seeking to connect with:

Australian environmental regulatory authorities, solid waste treatment companies, energy investment companies and urban infrastructure operators, to identify opportunities for investment, upgrading and new waste-to-energy projects;

Australian water authorities and water meter sales channels;

Australian research institutions and environmental technology teams for cross-border technical exchange and joint R&D, and to optimise waste-to-energy technologies for the Australian market;

Engage and exchange with leading industry companies, such as Cleanaway Waste Management Limited, Bingo Industries and Veolia, to explore integrated environmental solutions in the areas of water, waste and energy management.

2. Chengdu XEAZON Vehicle Manufacturing Co., Ltd.

Founded in 2017 and headquartered in Longquanyi District, Chengdu, XEAZON Vehicle is an innovative technology company specialising in intelligent connected new energy commercial vehicles.

The company focuses on three core areas — “zero carbon, intelligent and efficient” — and has established a comprehensive product portfolio covering new energy heavy-duty trucks, buses and specialised commercial vehicles, based on both pure electric and hydrogen energy technology pathways.



XEAZON Vehicle is developing three intelligent manufacturing bases in Chengdu, Datong and Anyang, equipped with advanced flexible production lines. Through intelligent equipment and modular manufacturing processes, the company enables mixed-model production across multiple vehicle types. By leveraging digital technologies, the company has established end-to-end quality traceability systems and aims to become a globally leading intelligent connected new energy commercial vehicle company.

In July 2024, XEAZON Vehicle successfully completed the restructuring of Zhongzhi Yike Chengdu Automobile Co., Ltd. and obtained full vehicle manufacturing qualifications for buses, strengthening its capabilities in new energy commercial vehicle manufacturing in Southwest China.

As of August 2026, the company holds 440 core patents, including 28 invention patents, 325 utility model patents, 87 design patents and 8 software copyrights. It has established strong technological capabilities in commercial vehicle drive systems, vehicle integration, intelligent connectivity and chassis innovation.

From 2023 to 2025, XEAZON Vehicle achieved rapid growth, with sales of its sanitation vehicles and buses doubling year-on-year and its market share ranking among the leading companies in the sector.

Its sanitation vehicle business has experienced significant growth in both scale and orders, generating more than RMB 300 million in 2023, RMB 900 million in 2024 and RMB 1.8 billion in 2025, with more than 1,000 vehicles delivered.

Its new energy heavy-duty truck business has also experienced rapid growth, with more than 2,000 battery-swapping heavy-duty trucks delivered in 2025, quickly establishing a major manufacturing base in Northern China and entering the industry's first tier.

Key Strengths

(1) Four core technology capabilities

- Integrated electric drive technology:
The company integrates motors, reducers and control modules into an integrated drive system, breaking away from conventional mechanical transmission structures. Its fully distributed electric drive solution reduces operating energy consumption of sanitation vehicles by 15%, increases loading space by 10%, and reduces vehicle weight by more than 10%. Its in-wheel drive technology supports metro-style buses, enabling a fully flat low-floor design and improving space utilisation by 20%.



- **Skateboard chassis technology:**
Through modular vehicle architecture and technological innovation, the company has developed an advanced intelligent steer-by-wire skateboard chassis platform for new energy trucks, offering significant advantages in energy consumption, lightweight design, adaptability for modification and vehicle styling.
- **Intelligent connected cloud management technology:**
The company applies artificial intelligence to enable full-chain management of people, vehicles, goods and operations, helping customers improve operational efficiency and reduce costs.
Its proprietary “Urban Smart Manager” platform integrates seven major urban management scenarios and uses a centralised data platform and intelligent decision-making engine to enable cross-departmental coordination and multi-level collaboration. It has improved management efficiency by 60% and reduced coordination costs by 40%.
The company also provides scenario-based intelligent driving solutions for commercial vehicles, integrating autonomous operation with intelligent driving and control to enable unattended operations.
- **High-efficiency electronic control technology:**
Using a central computing platform, the company integrates vehicle control, driving and cabin control functions to accelerate the development of software-defined vehicles.
Its dual-motor integrated intelligent electronic control system for sweeping vehicles can intelligently match operating strategies according to road conditions, improving sweeping efficiency by 15% compared with conventional hydraulic drive systems.
The company's multi-in-one intelligent control system for vehicle-mounted equipment integrates multiple traditionally independent controllers, reducing energy consumption and maintenance costs by more than 15%.





(2) Three major new energy commercial vehicle product lines

- New Energy Buses

The company offers fully electric buses ranging from 5.4m to 12m, covering a wide range of public transportation scenarios. Through modular customisation, it provides integrated solutions combining vehicles, intelligent systems and services to enhance both operational value and passenger experience.



- New Energy Heavy-duty Trucks

The product range covers multiple scenarios, including urban short-haul logistics, long-haul transportation, port operations and engineering applications. Products include battery-swapping tractor trucks, hydrogen-powered tractor trucks and 4x2 cargo trucks.

The lightweight skateboard chassis supports higher legal payloads, while both charging and battery-swapping options are available. High-efficiency three-electric systems help significantly reduce total lifecycle operating costs.





- **New Energy Mining Trucks**

The company offers fully electric mining trucks ranging from 95 to 160 tonnes, featuring a proprietary high-load power system and a heavy-duty chassis designed for demanding mining environments and long uphill operations.



- **New Energy Sanitation Vehicles**

More than 30 models are available, ranging from 1.5-tonne autonomous street sweepers to 32-tonne waste transfer vehicles, covering street sweeping, washing and sweeping, waste transfer and road maintenance.



Australia Market Entry Needs

(1) Distribution and channel partners

- Build sales and service networks for heavy-duty trucks, buses, sanitation vehicles and mining trucks. Identify local distributors with commercial vehicle sales



networks and fleet resources covering long-haul logistics, public transport, municipal sanitation and open-pit mining.

- Explore dealership, exclusive distribution and regional distribution arrangements, while assessing partners' after-sales service, maintenance, spare parts storage and leasing capabilities. Understand local fleet procurement practices and channel margins to adapt commercial policies accordingly.

(2) Local automotive companies

- Explore KD assembly, Australian compliance certification and project financing. Investigate opportunities for KD assembly, local contract manufacturing and joint manufacturing, and assess the feasibility of establishing manufacturing operations in Australia.
- Identify resources for right-hand-drive heavy-duty trucks, buses, sanitation vehicles and mining trucks, as well as ADR certification and local vehicle modification, to facilitate market entry.
- Explore production line investment and project financing, including potential joint ventures and shared manufacturing capacity.

(3) Technology partners / industry experts

- Connect with industry experts familiar with Australian public transport and new energy commercial vehicles.
- Identify experts with practical experience in vehicle manufacturing, KD facilities and ADR certification to provide guidance on regulatory standards and operating conditions.
- Collect product optimisation feedback for battery-swapping heavy-duty trucks and electric buses in long-haul logistics and public transport scenarios.
- Support connections with local companies, government agencies and industry associations to facilitate market entry and project implementation.

(4) Investment institutions

- Connect with Australian and international investors, as well as local investment institutions, specialising in new energy and commercial vehicles.

3. Chengdu Juna New Materials Technology Co., Ltd.

Founded in 2019 and officially commencing operations in 2022, Juna Technology is a National High-Tech Enterprise and a Shanghai “Little Giant” specialised and innovative enterprise.



The company focuses on innovation in metal electrochemical materials and their industrial applications in water electrolysis and green hydrogen production, with the ambition of becoming a leading provider of green hydrogen electrode technologies.

Juna Technology has received more than RMB 2 billion in investment from institutions including Lenovo Capital, Yangtze River Innovation and CATL. The company has established an operational footprint with its headquarters in Shanghai, an R&D centre in Suzhou, and production and operations in Chengdu.

The company has developed a digitalised manufacturing facility using digital twin technology and proprietary production equipment design to improve manufacturing intelligence and efficiency. It has also established a next-generation testing platform for key components used in hydrogen energy equipment, supporting product testing and validation and strengthening its R&D, manufacturing and industry collaboration capabilities.

Going forward, Juna Technology will continue to focus on core green hydrogen materials and work with upstream and downstream industry partners to build a sustainable hydrogen energy ecosystem.

Key Strengths

(1) Strong technological barriers

Juna Technology is one of the few companies globally capable of simultaneously developing and mass-producing electrodes for three major water electrolysis technologies: ALK, PEM and AEM. The company has developed proprietary processes for 12,000 A/m² high-current-density alkaline electrodes, breaking the technological dominance of overseas suppliers.

Its proprietary technologies cover the full process, including catalyst formulation, electrode forming and continuous tunnel-furnace production. The Group has applied for more than 240 patents, including multiple PCT international patents and proprietary technologies. Chengdu Juna alone has applied for more than 80 patents, with 45 granted, and more than 60% of granted patents being invention patents. The patents cover core technologies including catalyst formulations, electrode manufacturing processes, large-scale equipment and testing methods.

(2) Product advantages

In 2023, the company launched its JA Series alkaline electrodes. Designed for high-current-density applications, the series supports current densities of up to 12,000 A/m² and completed a 4,300-hour continuous operation test in an industrial electrolyser at 6,000 A/m², demonstrating strong operational stability. The products provide key material support for the development of high-current-density alkaline



water electrolysis systems and have already been delivered to multiple 1,000 Nm³-class alkaline electrolyzers.

In 2024, the company launched its JP Series PEM hydrogen production membrane electrodes, featuring low catalyst loading, high consistency, large active areas and customisation capabilities. The JP20000 series, developed for applications including hydrogen health-related scenarios, achieves platinum loading as low as 0.35 mg/cm² on the cathode and iridium loading as low as 0.5 mg/cm² on the anode, helping reduce material costs while maintaining stable performance.

In 2025, the company launched its JE Series AEM electrodes. At 60°C, the JE Series can achieve performance of >3.0 A/cm² at 2V, and has demonstrated stable operation at 1.0 A/cm² and a cell voltage of 1.7V for more than 5,000 hours, demonstrating low degradation characteristics. The products have already been delivered to multiple first-of-a-kind projects.



All three electrode product lines offer a high degree of customisation. The JA Series supports customisation of dimensions, up to approximately 1,900 × 1,900 mm, and substrate materials including nickel foam, nickel mesh and nickel felt. The JP Series supports customisation of dimensions, catalyst loading, proton membrane thickness and other parameters, with a maximum active area of 3,000 cm². The JE Series anode can be customised up to 1m × 1m, with substrate options including carbon paper, nickel felt and nickel foam. The minimum order quantity (MOQ) is one piece, making the products suitable for universities, research institutions and start-ups requiring small-batch and multi-specification procurement during R&D and validation stages.

(3) Cost and supply chain advantages

With fully integrated proprietary manufacturing processes and large-scale domestic production capacity, Juna Technology offers significant cost advantages compared with overseas electrode suppliers. Its strong domestic production capacity also



enables rapid response to bulk orders from electrolyser manufacturers in China and international markets.

Australia Market Entry Needs

(1) Three key customer groups

- University laboratories, e.g. The University of Sydney and Monash University;
- Research institutions and platforms, e.g. CSIRO;
- Electrolyser companies and start-ups, e.g. Hysata (ALK), Endua (PEM) and GreenRen Power (AEM).

(2) Australian market access and localisation

- Juna Technology seeks to systematically understand market access requirements and entry barriers in Australia's hydrogen energy sector and develop a localised market-entry strategy, focusing on:
- Regulatory and standards compliance: identify relevant standards and certification requirements and clarify the product compliance pathway;
- Compliance and intellectual property: assess Australian patent regulations and technology export control requirements;
- Business model and partnership design: explore localisation pathways based on Australian market resources and potential partners.

Interested in Exploring Collaboration Opportunities?

If you are interested in exploring collaboration opportunities with the three Chengdu companies, we welcome you to get in touch with us.

 hello@acase.org.au



NexStar 2026 成都企业出海澳洲需求一览

一、什么是 NexStar?

NexStar 创立于 2018 年，由墨尔本市政府与澳中科学家创业协会（ACASE）联合举办，是一个连接科技企业与国际学生、共同开拓海外市场的创新合作项目。

每期 NexStar 聚焦一个特定国家或地区，通过导师指导、学生调研和企业协作，深入分析目标市场环境，制定切实可行的市场进入策略，为科技企业拓展国际市场提供专业支持。同时，项目也为国际学生提供参与真实商业项目的实践机会，提升跨文化沟通能力和国际商业视野，实现企业发展与人才培养的双赢。从 2022 年开始，NexStar 聚焦澳大利亚市场，为亚太地区企业开拓澳洲市场提供市场洞察、合作伙伴匹配和本地化建议，助力企业顺利迈向国际市场。

截至目前，NexStar 已举办 9 届系列活动，共有来自 35 个国家及地区的 400 余名学生及 60 个创新型企业参与，形成了一个遍布全球的活力社群。

二、NexStar2026 成都新能源企业出海创新落地项目

NexStar 2026 将迎来新的合作城市伙伴——中国·成都。近年来，成都与墨尔本之间的交流合作日趋紧密，不仅在经济、教育和文化等多个领域取得了成果，更为双方结下了深厚的友谊之花。

NexStar 作为一个连接科技企业与国际学生、共同开拓海外市场的创新合作项目，本次将聚焦三家来自成都的大型企业的出海需要，为其成功进驻澳洲市场提供卓有成效的调研与辅助。

1、成都环境集团

成都环境集团有限公司是深耕水务环保产业 80 年的国有龙头企业，整体实力位居西部领先、全国前列。集团体量规模雄厚，下辖 135 户子公司，在职职工超 8000 人，总资产突破千亿元，主体信用评级为国内 AAA 级，控股 A 股上市公司兴蓉环境（000598），依托集团与上市公司双 AAA 资本平台，可通过政府专项



债、绿色债、中期票据等多元金融工具实现高效产融结合，是区域标杆型国有环保企业。

集团业务布局立足成都、辐射全国。核心业务涵盖水务、固废处理、新能源、装备制造、数智产业五大矩阵，其中固废处置板块重点布局垃圾焚烧发电、垃圾中转、危废处置等领域。

集团践行“一四五五”发展战略，全力推进产业资源化、能源化、低碳化、智慧化转型，依托科技强企、制造强企等五大行动，聚焦固废全周期管理，深耕垃圾焚烧发电技术研发、项目运营与技术输出。

项目优势

（一）规模化产能优势，行业体量领先

集团垃圾焚烧发电总规模达 12000 吨/日，产业规模位居西部领先、全国前列。拥有多个标杆性标杆项目，其中万兴环保发电厂一、二期总处理规模 5400 吨/日，隆丰环保发电厂规模 1500 吨/日；重点建设的万兴环保发电厂三期项目，为亚洲最大垃圾协同焚烧处置单体项目，设计垃圾焚烧处理能力 5100 吨/日，可协同处置厨余垃圾 800 吨/日、污泥 800 吨/日，规模化运营有效摊薄单吨处理成本，具备极强的项目复制与落地能力。

（二）核心技术自主可控，适配性极强

依托国家重点研发计划专项支撑，攻克国内复杂工况下固废焚烧、资源化利用核心技术，自主研发的厨余垃圾处理装备专为国内高杂质厨余垃圾定制，处理效率较传统设备提升 90%，填补国内厨余垃圾生物炼制成套装备技术空白，相比海外通用技术更适配国内外复杂固废处理场景，技术实用性、落地性优势突出。

（三）全链条运营体系，落地经验成熟

具备垃圾收运、中转、焚烧、发电、资源化利用全周期闭环运营能力，同步配套 7230 吨/日垃圾中转、15 万吨/年危废处置配套产能，形成完整固废处理产业生态。深耕固废发电项目多年，积累了大型园区建设、稳定运维、并网发电、超低排放管控的全流程实战经验，项目稳定性、安全性、环保性达到国内顶尖水平。



△建筑垃圾资源化产线

出海需求

（一）海外市场了解与调研

了解澳大利亚垃圾焚烧发电行业准入标准、环保排放标准、电力并网规范，针对性优化现有技术方案与装备参数，适配当地政策要求；调研澳洲固废品类、处理工况特点，优化多固废协同焚烧、餐厨垃圾资源化发电技术，实现本地化适配升级。

（二）海外市场对接需求

- 重点对接澳大利亚当地环保主管部门、固废处理企业、能源投资企业、城市基建运营商，获取澳洲垃圾焚烧发电项目投资、改造、新建项目资源
- 对接澳大利亚当地水务部门，水表销售渠道等
- 对接澳洲本地科研机构、环保技术团队，开展跨境技术交流、联合研发，优化海外适配版垃圾发电技术
- 与行业内企业对接交流，例如 Cleanaway Waste Management Limited、Bingo Industries 及 Veolia 等，与其讨论在水、废弃物及能源管理领域的综合环境解决方案



2、犀重汽车

犀重汽车成立于 2017 年，总部位于成都龙泉驿区，是一家专注于智能网联新能源商用车领域的创新型科技企业，聚焦“零碳、智能、高效”三大核心产业发展，以纯电+氢能双技术路线为核心，率先构建“全域覆盖、技术双驱”的新能源重卡、客车、专用车三大商用车产品矩阵。

犀重汽车在成都、大同、安阳规划布局三大智能化生产基地，设有国内领先的柔性产线，通过智能化装备和模块化工艺实现多车型混线生产。依托数字技术建立全流程质量追溯体系，致力于成为全球顶尖的智能网联新能源商用车企业。

2024 年 7 月，犀重汽车成功重整中植一客成都汽车有限公司，正式取得完整客车整车生产资质，补齐西南地区新能源商用车整车制造关键短板。

截至 2026 年 8 月，公司核心专利数量 440 件，包含发明专利 28 件、实用新型 325 件、外观设计 87 件，软著 8 件。在商用车驱动技术、整车集成、智能网联、底盘创新等领域构筑稳固技术壁垒，技术实力稳居行业前列。

2023-2025 年，犀重汽车实现跨越式高速增长，环卫、客车销量连年翻倍，市场占有率稳居行业前列，成为新能源客车领域快速崛起的中坚力量。

环卫车板块规模与订单同步激增，23 年 3 亿+、24 年 9 亿+、25 年 18 亿+，交付量突破千台，在城市新能源环卫装备赛道形成强劲竞争力。

新能源重卡更是爆发式增长，2025 年批量交付超 2000 台换电重卡，快速建成北方核心制造基地，跻身行业第一梯队。

项目优势

（一）四大硬核技术实力

集成电驱技术：打破传统机械传动的重重束缚，将电机、减速器与控制模块深度融合，打造出一体化集成驱动系统；全分布式电驱动方案实现环卫产品作业能耗降低 15%，装载空间提升 10%，整车自重降低 10%以上用率提 20%；轮边驱动技术助力地铁巴士打造，实现公交全平低地板设计空间利用率提升 20%。

滑板底盘技术：通过模块化定义和技术革新，打造领先的新能源卡车智能线控滑板底盘平台，产品在电耗、轻量化、改装性、造型力等方面具有明显竞争优势。



智能网联云管理技术：应用人工智能技术，为人、车、物、事等全链路管理赋能，助力客户向精细化运营转型，实现降本增效；首创“城市智管家”平台，整合城市管理 7 大场景，依托全域数据中台与智能决策引擎，实现跨部门协同与多层级联动，突破“信息孤岛”，驱动城市管理从“分散治理”向“一网统管”升级，管理效率提升 60%，协同成本降低 40%；实现商用车场景化智能驾驶，融合自主作业，打造智驾及智控一体化解决方案，实现无人值守作业。

高效电控技术：以中央计算平台为载体，实现舱驾、舱控、驾控深度融合，快速实现软件定义汽车。打造扫刷专用的双电机集成一体化智能电控，可针对道路场景智能精准匹配作业策略，扫刷效率相比传统液压驱动提升 15%。行业独创上装专用多合一智能电控，填补行业空白，集成传统分散的多个控制器于一体，降低能耗及维护成本 15% 以上。



（二）三大新能源商用车产品布局

新能源客车

覆盖 5.4m-12m 全尺寸纯电车型，实现公共出行全场景覆盖。通过模块化定制模式，为城市出行场景提供车辆、智能系统与服务的全生态方案，实现运营价值与乘客体验双重升级。





新能源重卡

面向城市倒短物流、干线运输、港口转运、工程作业等多元场景，布局底置换电牵引车、氢能牵引车、4×2 载货车等全系车型。轻量化滑板底盘实现合规多拉，支持充电 / 换电双补能，高效三电系统大幅降低全周期运营成本。



新能源矿卡

覆盖 95T-160T 全吨位纯电动矿卡，自研动力魔方重载系统，军工级车架适配矿山长坡道重载。





新能源环卫

30 余款车型覆盖 1.5 吨无人清扫车至 32 吨转运车，涵盖清扫、洗扫、垃圾转运、路面养护。



出海需求

（一）渠道合作商

搭建重卡、客车、环卫车、矿卡销售服务网络；寻找手握商用车分销、车队资源的本地经销商，覆盖货运干线物流、公交、市政环卫、露天矿场场景；洽谈经销、独家授权、区域分销，核查售后维保、配件仓储、租赁配套能力；调研本地车队采购习惯、渠道利润，适配经销商商务考核政策。

（二）本地汽车企业

KD 建厂、澳洲合规认证、产业融资；探讨 KD 散件组装、本地代工、联合制造，评估澳洲建厂可行性；对接右舵重卡、客车、环卫车、矿卡 ADR 认证，打通市场准入；研讨产线设备投入与项目融资，探索合资建厂、产能共建合作模式。

（三）技术合作方/行业专家

熟悉澳洲公交、新能源重卡的商用车行业专家；对接具备整车、KD 工厂、ADR 认证实操经验专家，输出政策标准、工况适配咨询；针对换电重卡、电动客车，收集干线物流、公交场景产品优化意见；协助对接本地企业、政府及行业协会，推动项目落地。

（四）投资机构



专注新能源、商用车领域的澳洲及国际资本或本地资本。

3、莒纳科技

莒纳科技成立于 2019 年，并于 2022 年正式投入运营，是国家高新技术企业和上海市专精特新企业，**聚焦金属电化学材料科技的创新与产业应用，致力于成为绿氢电极技术的领跑者**。累计获得来自联想之星、长江创新、宁德时代等机构的超 2 亿元投资。目前公司已形成以上海为总部、苏州为研发中心、成都为生产与运营中心的布局。

公司打造了数字化工厂，采用数字孪生技术并自主设计产线设备，实现生产过程的智能化与高效化；同时建设了新一代氢能装备核心组件检测平台，面向关键部件开展测试与验证，持续提升研发、制造与产业协同能力。未来，莒纳科技将持续聚焦绿氢核心材料领域，携手产业链上下游伙伴，共建可持续发展的氢能生态体系。

项目优势

（一）技术壁垒优势

全球稀缺同时布局 ALK/PEM/AEM 三条电解水技术路线电极研发与量产；掌握 12000A/m² 高电流密度碱性电极全套自主工艺，打破海外厂商垄断；自主研发催化剂配方、电极成型、隧道炉连续制备全套核心工艺。

集团累计申请专利 240 余项，包含多项 PCT 海外专利与技术秘密；其中成都莒纳申请专利 80 余项，45 项获得授权，授权专利 60%以上为发明专利；专利覆盖催化剂配方、电极制备工艺、大型化装备、检测方法等核心领域。

（二）产品优势

2023 年，公司推出旗下 **JA 系列碱液电极**。该系列产品面向高电流密度工况开发，最高电流密度可达 12000 A/m²，并在 6000 A/m² 工况下完成 4300 小时工业电解槽连续运行测试，展现出良好的运行稳定性，为碱性电解水制氢装备向高电密方向升级提供了关键材料支撑，目前已交付多台千方级碱性电解槽。

2024 年，公司推出 **JP 系列 PEM 制氢膜电极**，具备低载量、高一致性、大尺寸及定制化等特点，其中，面向氢健康等应用场景推出的超低成本 JP20000 系



列产品，阴极 Pt 载量低至 0.35 mg/cm^2 ，阳极 Ir 载量低至 0.5 mg/cm^2 ，在保障性能稳定性的同时有效降低了材料成本。

2025 年，公司推出 JE 系列 AEM 电极，JE 系列电极在 60°C 条件下可实现 $>3.0 \text{ A/cm}^2 @2\text{V}$ 的性能表现，并在 1.7V 小室电压下实现 1.0 A/cm^2 稳定运行 ($>5000 \text{ h}$)，展现出良好的低衰减特性。目前，该电极产品已交付多个首台套项目。



△产品展示

三款电极产品均具备高度灵活的定制化能力。JA 系列支持尺寸（最大约 $1900 \times 1900 \text{ mm}$ ）及基底材料（泡沫镍、镍网、镍毡等）定制；JP 系列支持尺寸、催化剂载量、质子膜厚度等全参数定制，最大活性面积可达 3000 cm^2 ；JE 系列阳极最大可定制至 $1\text{m} \times 1\text{m}$ ，基底材料覆盖碳纸、镍毡、泡沫镍等多种选择。

最低起订量（MOQ）为 1 片，充分满足高校实验室、科研机构及初创企业在研发验证阶段的小批量、多规格采购需求。

（三）成本与供应链优势

全流程自主工艺 + 本地规模化量产，相较海外电极具备显著价格优势；国内产能充足，可快速响应海内外电解槽厂商批量订单需求。

出海需求

（一）聚焦对接三类核心客户

莒纳科技希望对接以下三类客户：

- 高校实验室（eg. 悉尼大学、莫纳什大学）



- 科研机构/平台 (eg. CSIRO)
- 电解槽企业/初创 (eg. Hysata (ALK)、Endua (PEM)、GreenRen Power (AEM))

(二) 澳洲市场准入与本地化方案

莒纳科技需要系统了解澳大利亚氢能市场的准入要求与准入门槛，并设计一套本地化的准入方案，重点包括以下维度：

- 法规与标准准入：梳理相关标准和认证要求，明确产品合规路径；
- 合规与知识产权：评估澳洲专利法规及技术出口管制
- 合作模式设计：结合本地资源，探索本地化落地路径

如果您对本次参与 NexStar 的三家企业感兴趣，欢迎您联系我们合作：

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