



Federal Ministry  
for Economic Affairs  
and Energy



# Market opportunities for German Renewable Energy Companies in Iran

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Iran-Wind Group

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[www.renewables-made-in-germany.com](http://www.renewables-made-in-germany.com)



## Content

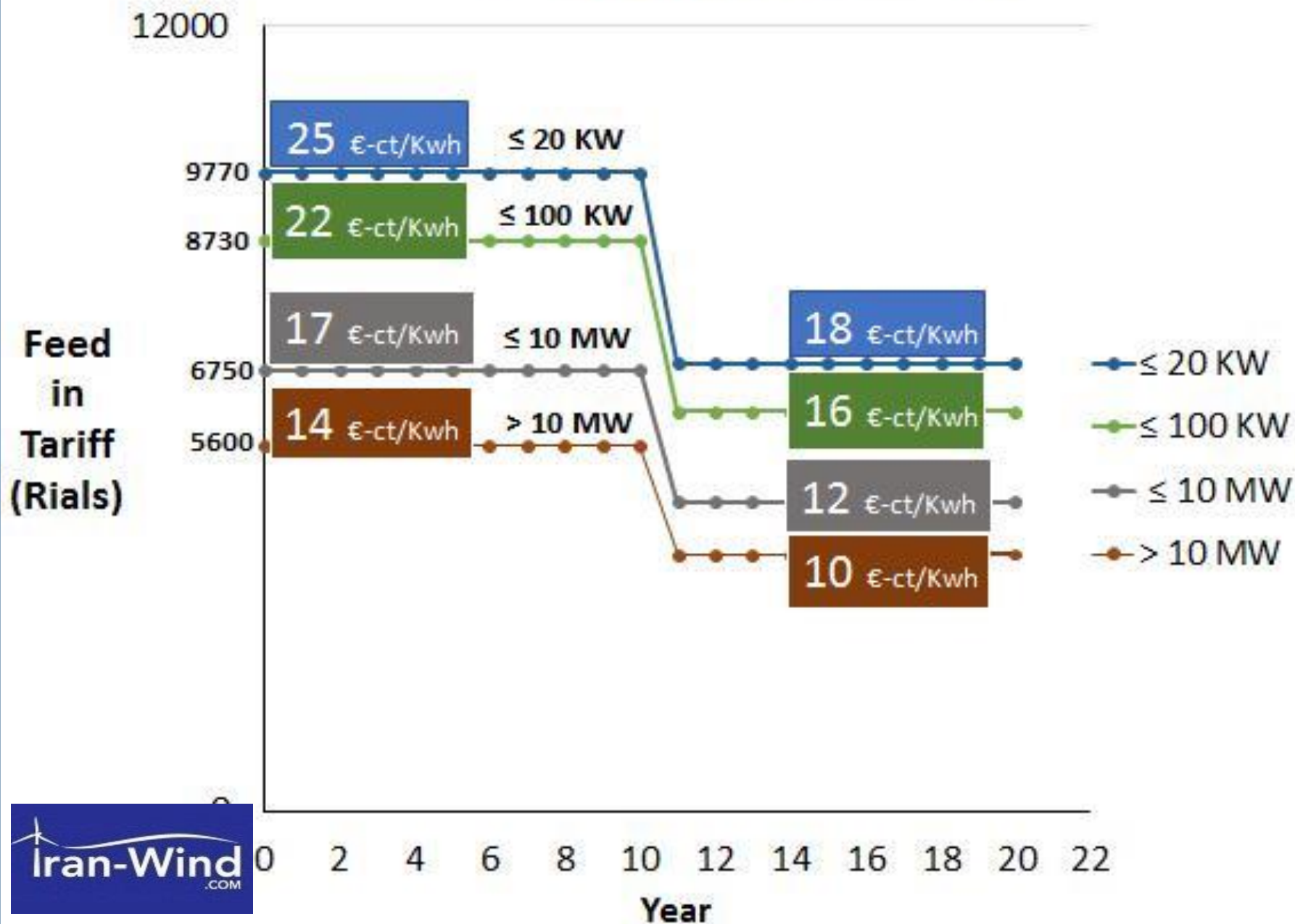
1. *New Feed-in tariffs in Iran*
2. Structure of the RE in the governmental and private sector in Iran
3. Main market players in the private sector
4. Local capacity/ Technical know-how
5. Identification of potential cooperation & partnership with German companies
6. Market Potential for German companies
7. Recommended policy
8. What are the steps for German Companies which want to build

# 2015 Feed in Tariffs in Iran (1394)

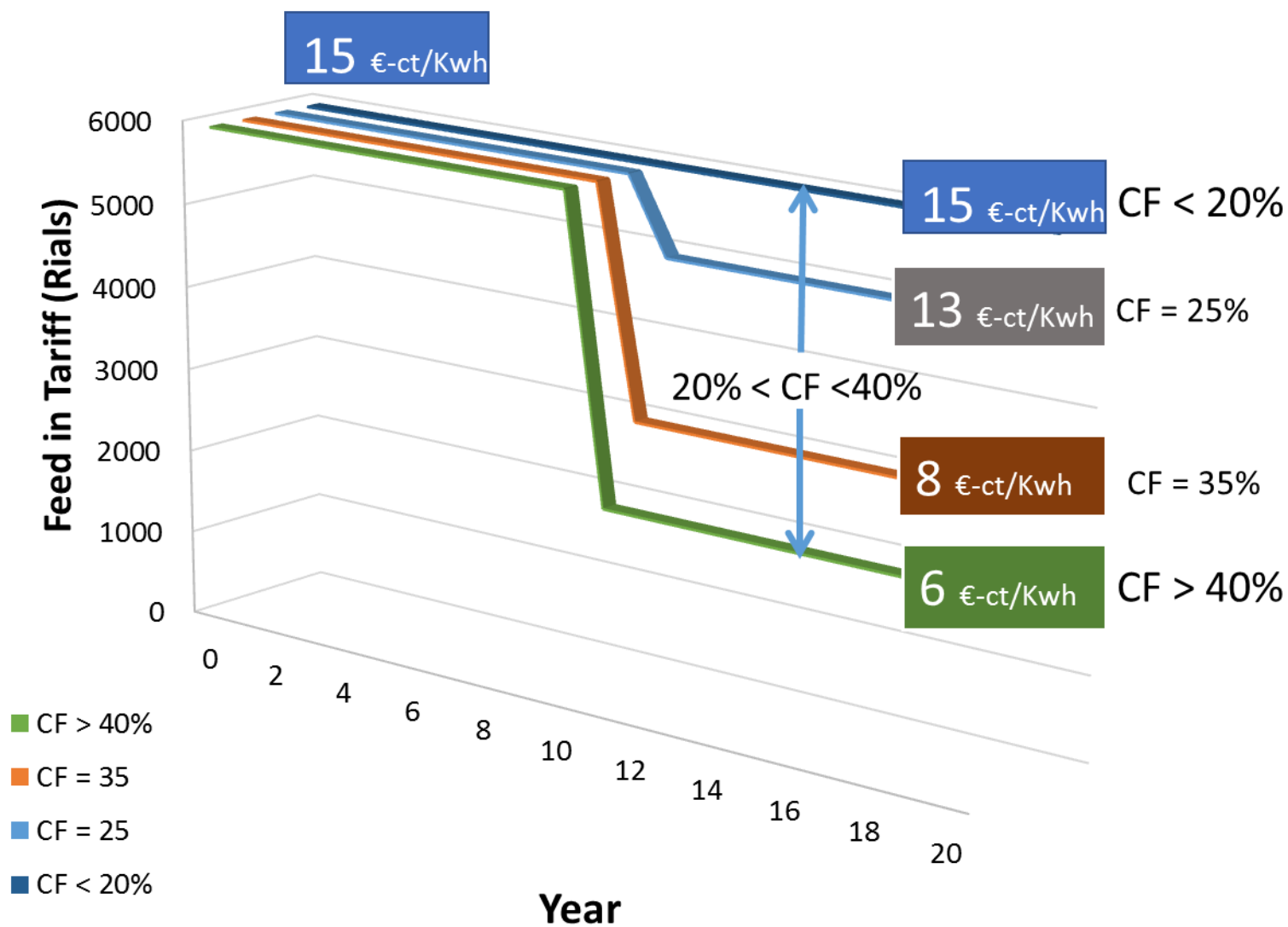
	Renewable Energy Source		Feed in Tariff	
			Rls/Kwh	€-ct/Kwh
1	Biomass- Landfill		2900	7
2	Biomass- Digestion		3150	8
3	Biomass- Incineration		5870	15
4	Wind	≤ 1 MW	5930	15
5		≤ 50 MW	4970	13
6		> 50 MW	4060	10
7	Solar	≤ 20 KW	9770	25
8		≤ 100 KW	8730	23
9		≤ 10 MW	6750	17
10		> 10 MW	5600	14
11	Geothermal (Drilling & Equipment included)		5770	15
12	Expansion Turbine		1800	5
13	Recycling losses in Industrial Process		3050	8
14	Small Hydropower less than 10 MW		3700	10
15	Other Renewable Sources except Hydropower		4873	13

Exchange rate: €1=39000 Rls

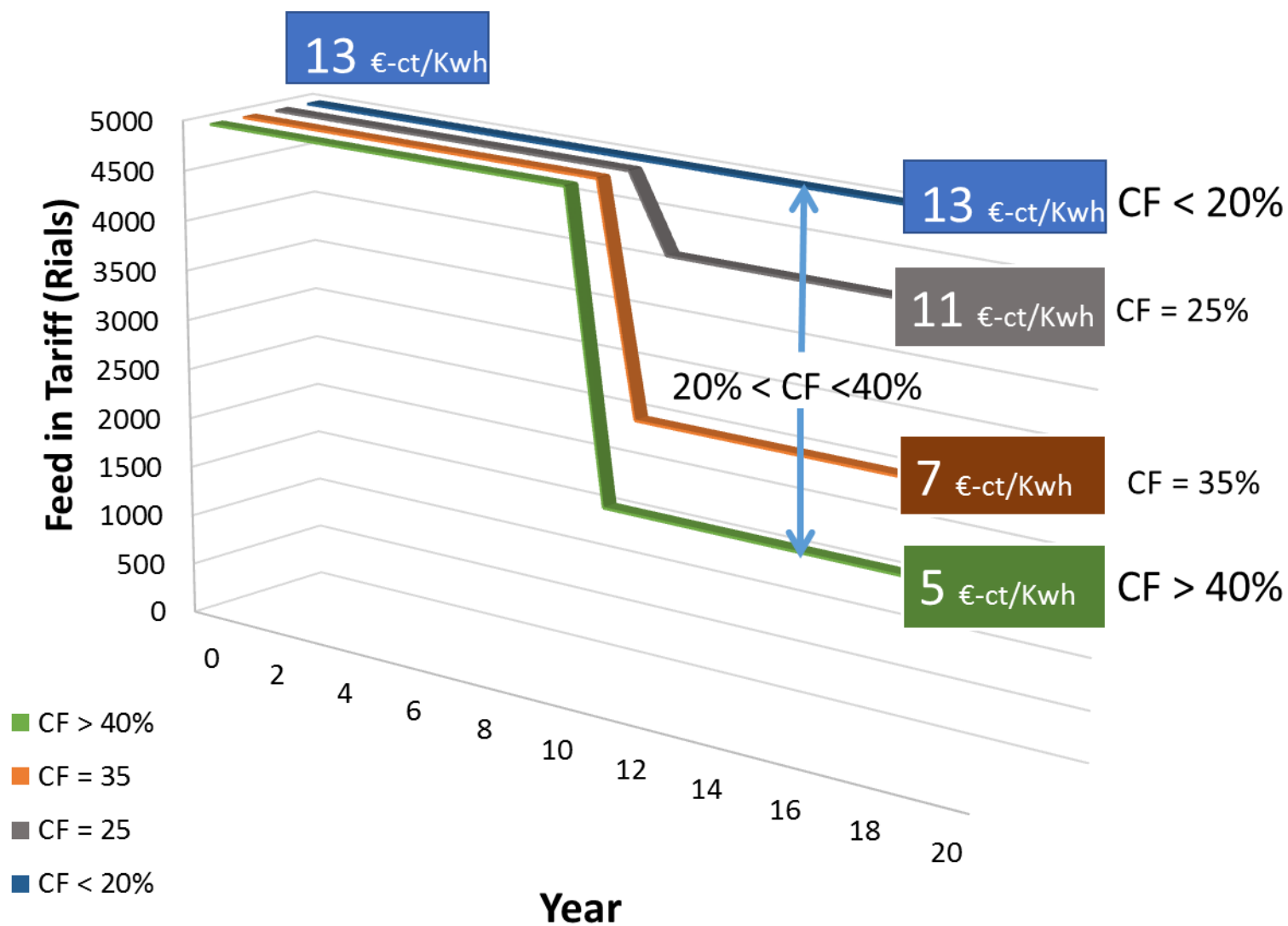
## Feed in Tariffs for PV (2015)



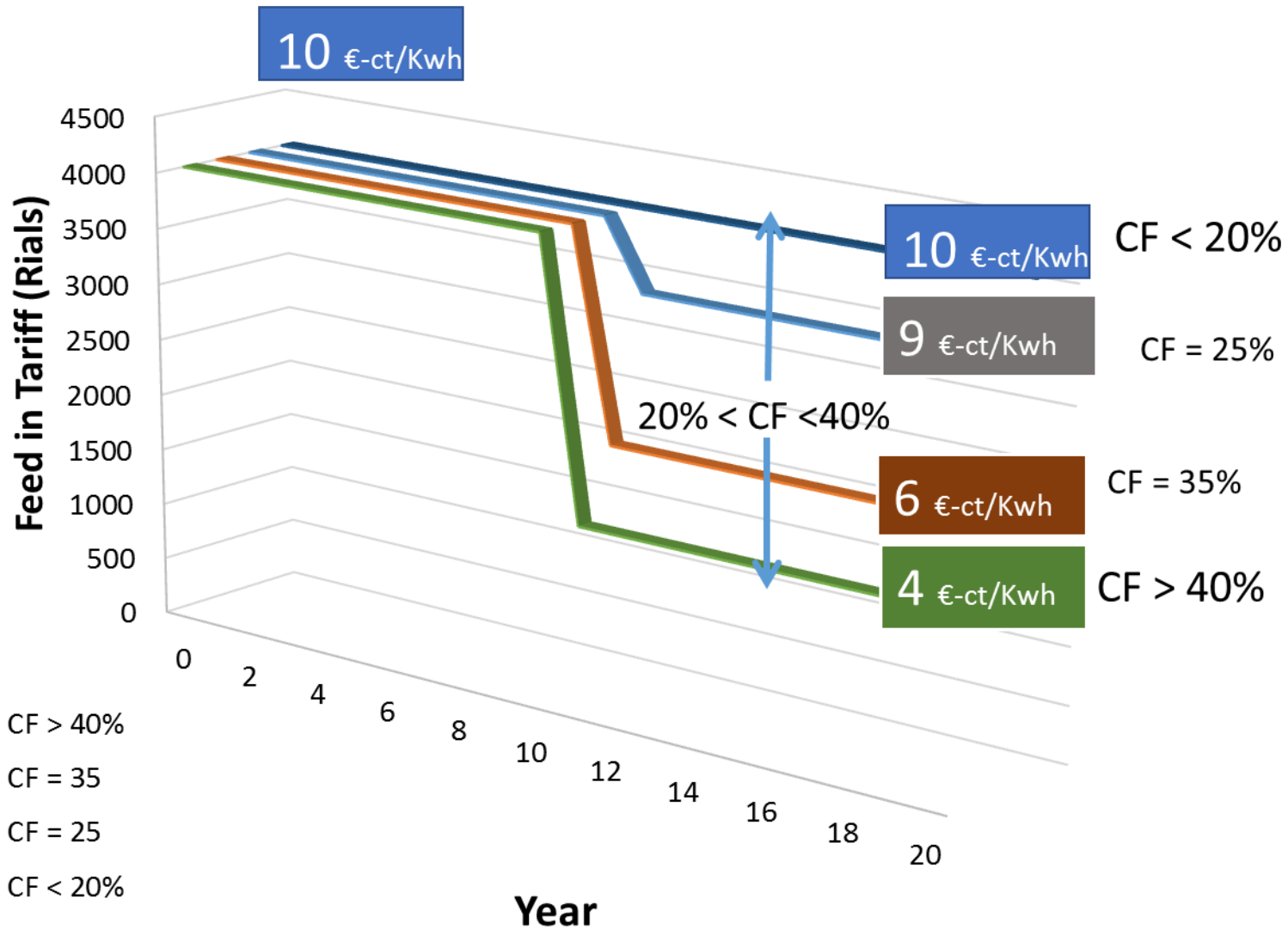
## Feed in Tariffs for Wind $\leq 1$ MW



## Feed in Tariffs for Wind $\leq 50$ MW



## Feed in Tariffs for Wind > 50 MW





## Some Points about Feed in Tariffs in 2015 (1394)

- 20 years contract
- Adjustment rate (inflation, exchange rate fluctuation)
- After the end of the contract: bilateral contracts, energy exchange, electricity market
- 18 months deadline for power plant deployment
- Decreasing feed in tariffs in the future in proportion with increasing installed capacities
- 15% bonus for domestic products





# Structure of the RE governmental & private sector in Iran



# Renewable Energy in Iran

## Private Sector

Solar

Wind

Geothermal

Biomass

## Parliament

Energy  
Committee

Parliament  
Research  
Center

Iranian Wind Energy Association

Solar Energy Scientific Society

Solar Energy Industry Association

Municipalities

University Experts

## Government

Department of  
Environment

Ministry of Oil

Ministry of Energy

Deputy  
Energy and  
Electricity

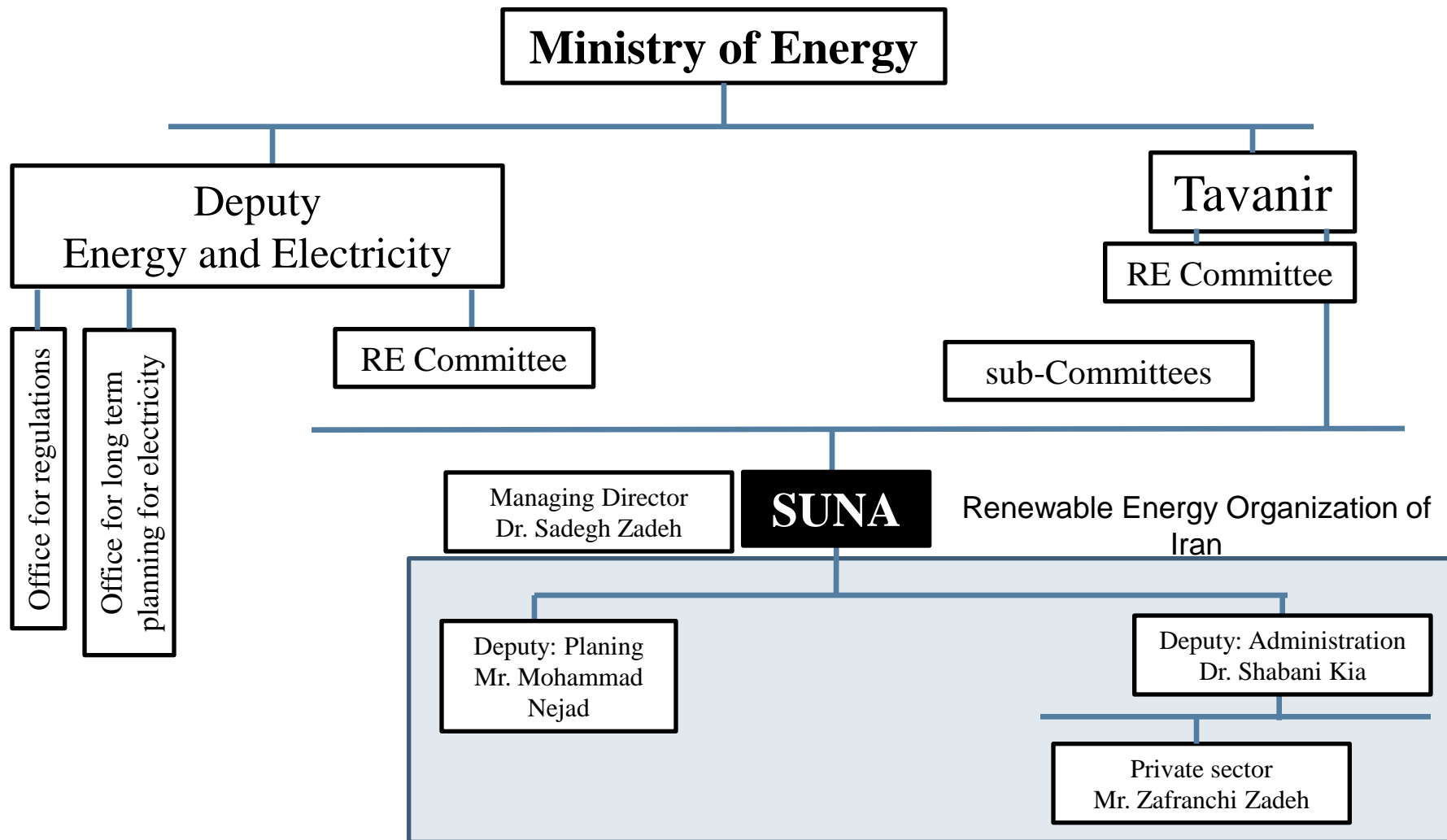
Tavani

Niroo Research Institute

Renewable Energy  
Organization of Iran

**SUNA**

Next  
slides





## Private Sector

### Wind Energy

#### Equipment Manufacturers

Mapna

Saba Niroo

#### Power Plant Developers

Mapna

Tavan Baad

Behin Ertebat

Pooya Gharb

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### Solar Energy

#### Equipment Manufacturers

Electronic  
Sazaan

Hedayat Noor

Atieh

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#### Power Plant Developers

Atrin  
Parsian

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### Geothermal

#### Equipment Manufacturers

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#### Power Plant Developers

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### Biomass

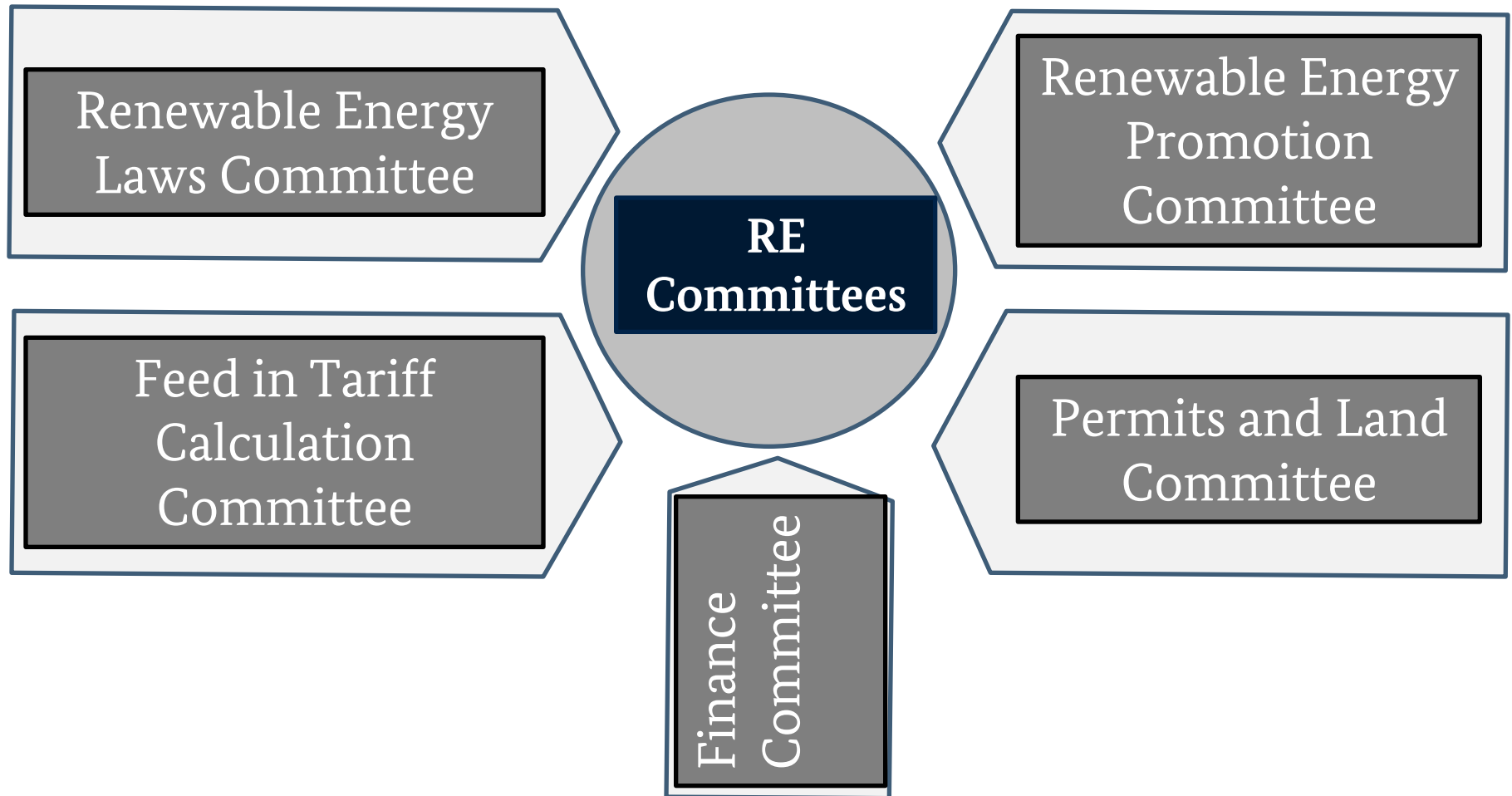


# Renewable Energy Committees of Iranian Companies

- Iran-Wind Group designed five committees for Iranian companies to discuss the challenges in the way of development of renewables.
- The conclusion of the groups have been delivered to the responsible governmental organizations.



# Renewable Energy Committees of Iranian Companies





4<sup>th</sup> session of the Finance Committee, in collaboration with “Organization for Investment, Economic & Technical Assistance of Iran”





2<sup>nd</sup> session of the “Law and Regulation Committee” in collaboration with Iranian Wind Energy Association (IWEA).





# Renewable Energy Committees of Iranian Companies

- We (Iran-Wind Group) are making a survey on Iranian Renewable Energy Companies!

Based on the

- previous projects,
- financial capabilities,
- human resources,
- their assets,
- the obtained land and permits

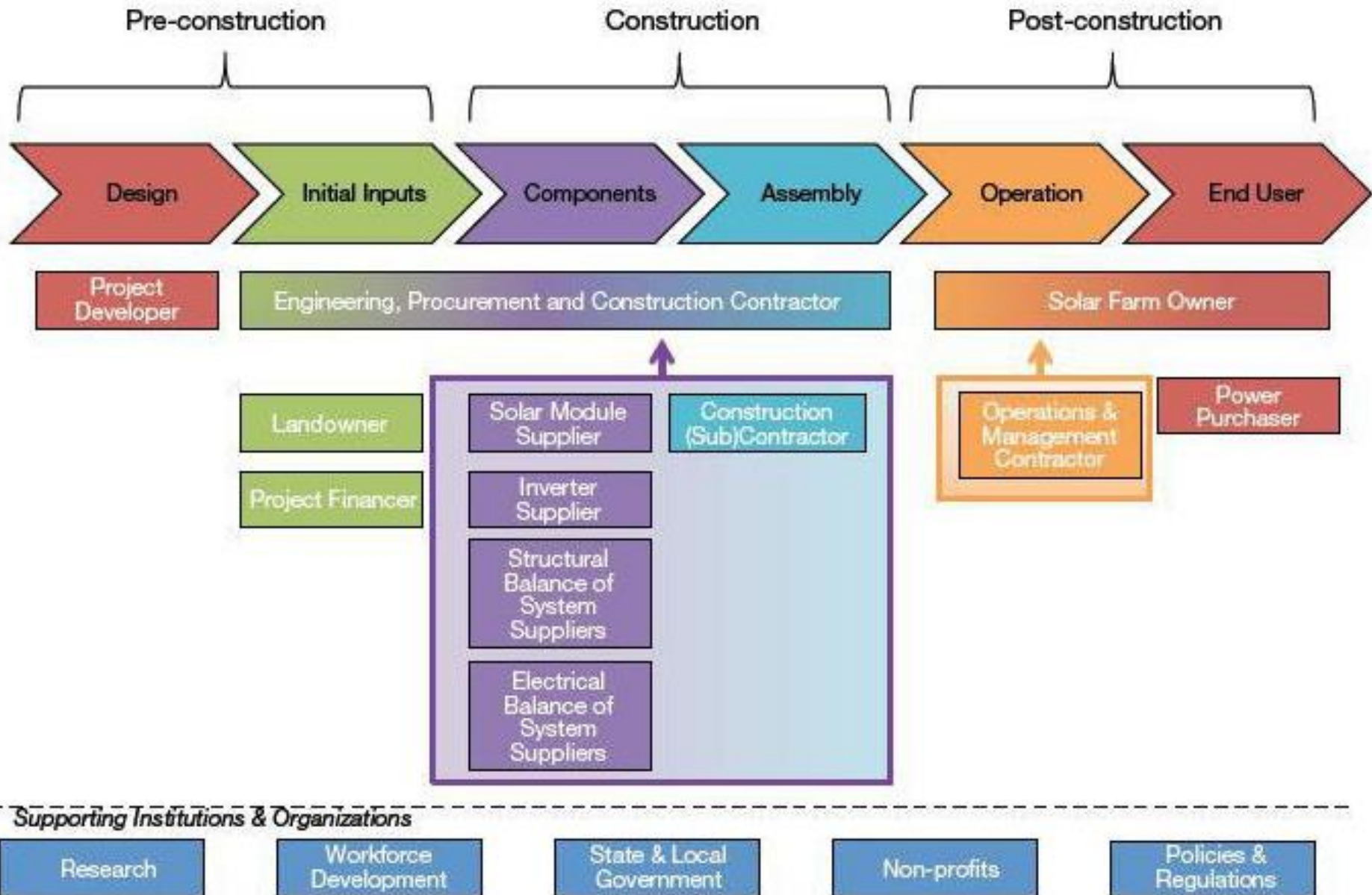


## Main market players in the private sector

- **Wind Energy**
- **Solar Energy**
- **Geothermal**
- **Biomass**

**Figure 9: Utility-Scale Solar PV Value Chain**

Solar Energy





# Main market players in the private sector

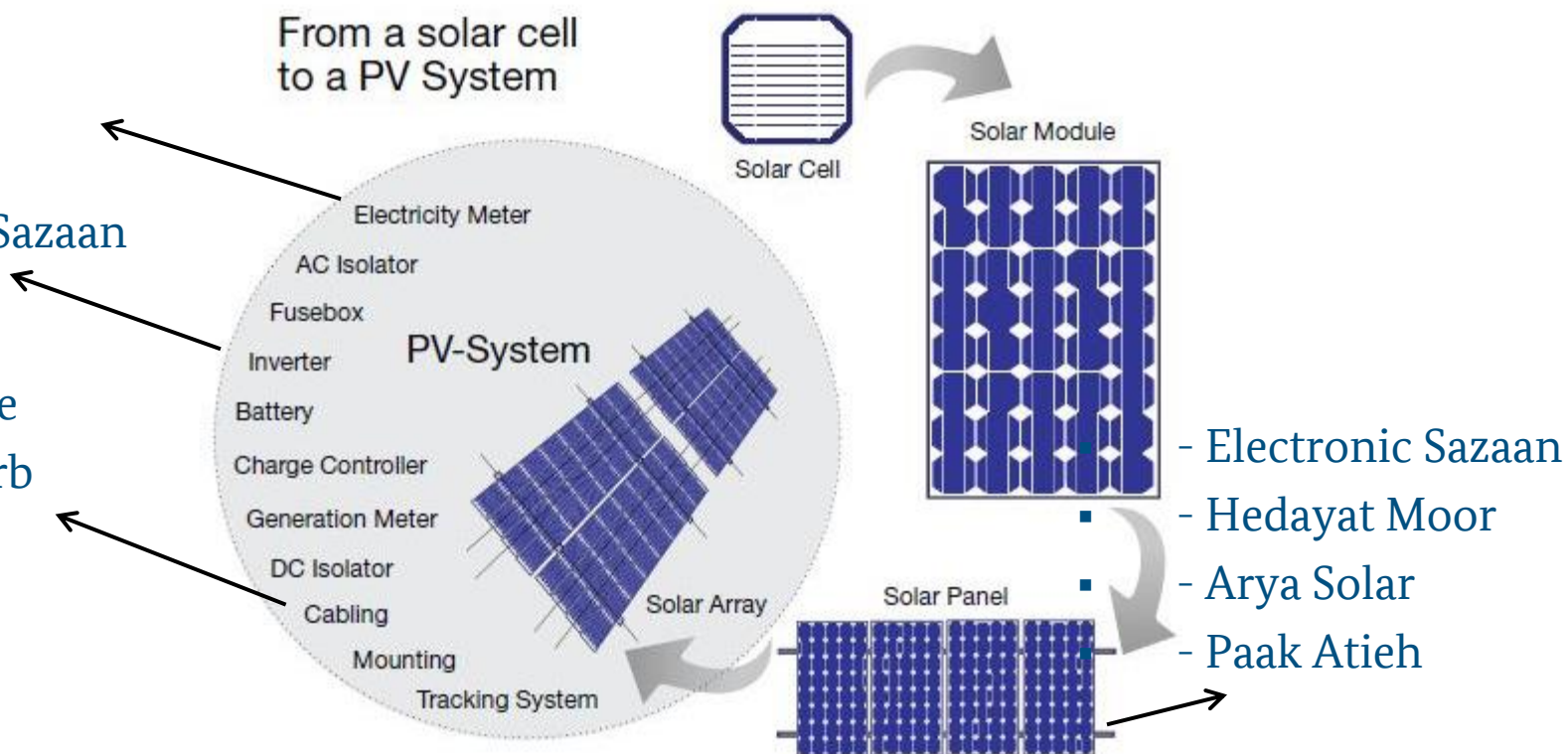
## Solar Energy Equipment Manufacturers

- Faran

- Electronic Sazaan

- Abhar Cable

- Pouya Gharb



Source: Wikipedia Commons



## Main market players in the private sector

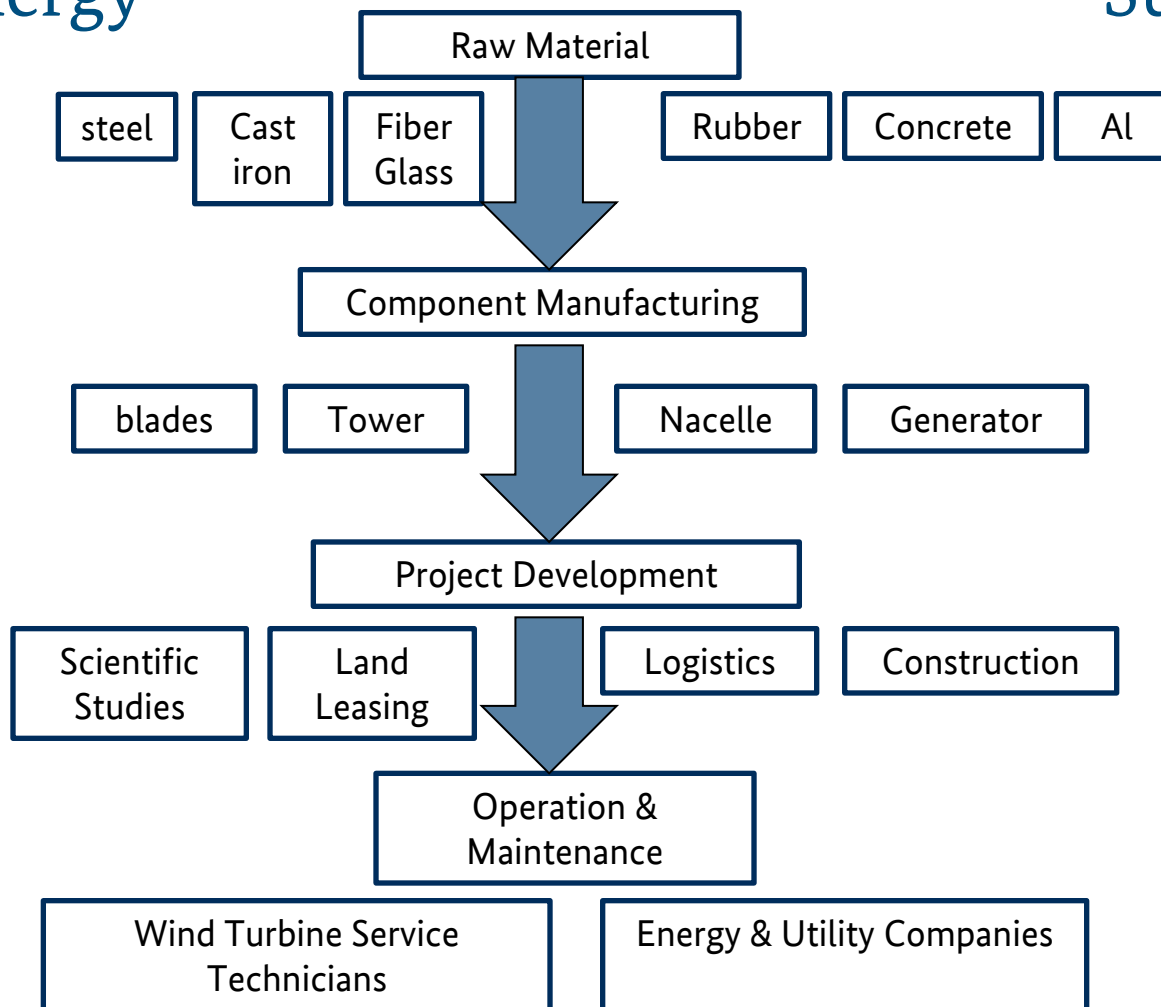
### Solar Farms

Company	Capacity	Status
Atrin Parsian	524 KW	Operating
Atrin Parsian	5 MW + 200 MW	In progress
Hedayat Noor	60 MW	In progress
Electronic Sazan	10 MW	In progress



# Wind Energy

# Supply Chain





# Main market players in the private sector

## Wind Energy Equipment Manufacturers

Company	Equipment
Wind Turbine	Saba Niroo Mapna
Tower	Saba Niroo STS
Blade	Saba Niroo Mapna
Generator	Fan Generator Pars
Gearbox	Ghaleb Saypa TUGA



# Main market players in the private sector

## Wind Farms

Company	Capacity	Status
Mapna Renewable Energy Generation Company	20 MW	Operating
Mapna Renewable Energy Generation Company	150 MW	In progress
Aryan Mah baad	31.5 MW	In progress
PEC: Pure Energy Company	60 MW	In progress
Behin Ertebat Mehr	100 MW	In progress
Green Energy	100 MW	In progress





# Main market players in the private sector

## Biomass

Company	Capacity	Status
Mashhad Municipal	600 KW	Operating
Tadbir Tose-e Salamat	3 MW	Operating
Tehran Province Water & Wastewater Co	4 MW	Operating
World Eco Energy	80 MW	In progress
Energy Paak Barsam	500 KW	In progress
Miyandoab Cooperative	2 MW	In progress



# Main market players in the private sector

## Geothermal

Company	Capacity
No Geothermal power plant yet	No capacity



# Identification of potential cooperation & partnership with German companies

## Recommended Policy

- Renewable Energy Potential in Iran
- Energy demand in Iran
- Human Resources in Iran
- Is the infrastructure prepared?
- Required Law?



# German and Iranian Companies: How to start cooperation? Recommended Policy

**What is the best way for German Companies to enter Iran Market?**

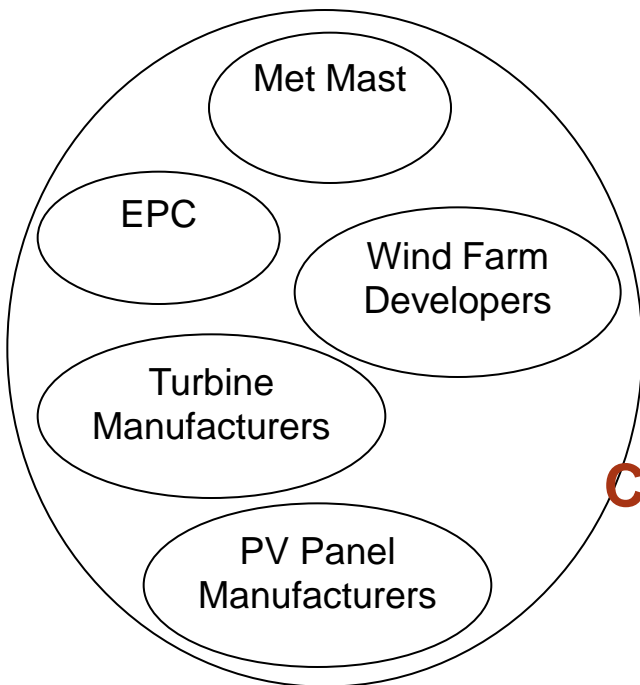
**What are the Pros and Cons of each?**

1. **Selling – Buying**
2. **Providing Consulting/ Engineering Service**
3. **Investing in renewable energy power plants**
4. **Investing in manufacturing factories (local production)**
5. **Making Joint Ventures with Iranian Companies**
6. **Financing renewable Energy Power Plants**

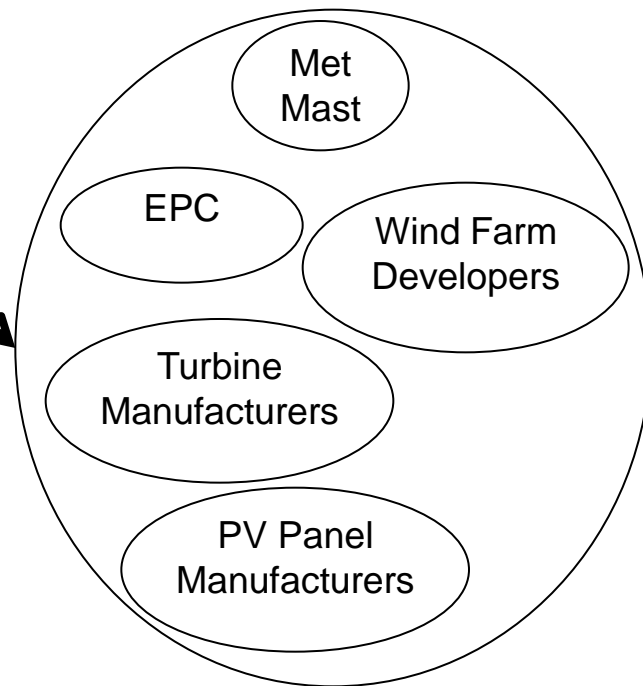


## Banks/ Insurance/ Finance

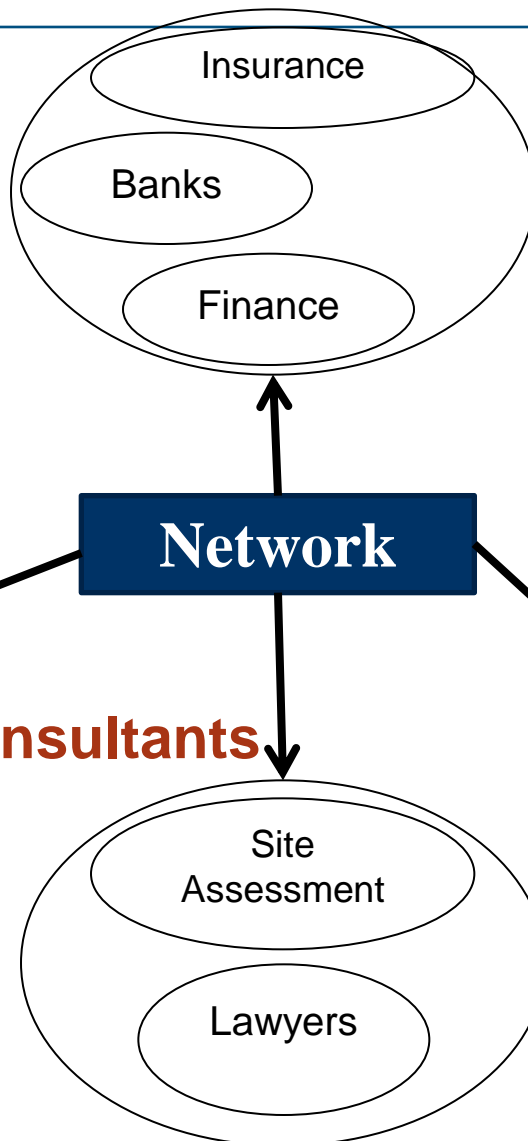
### Iranian Companies



### German Companies



### Consultants



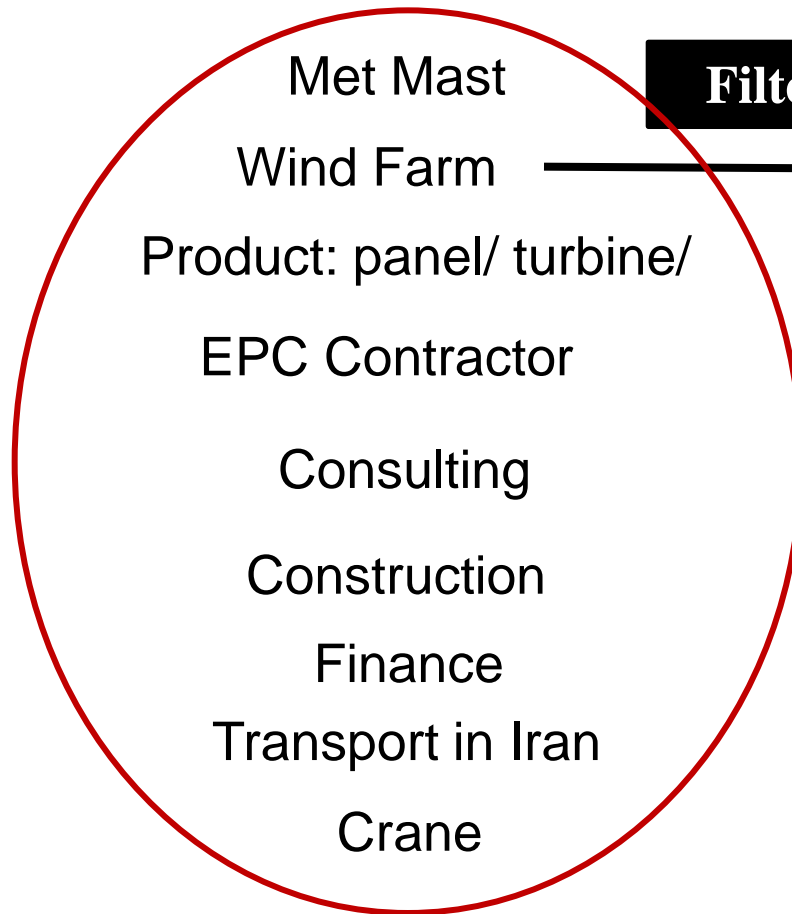


# Search

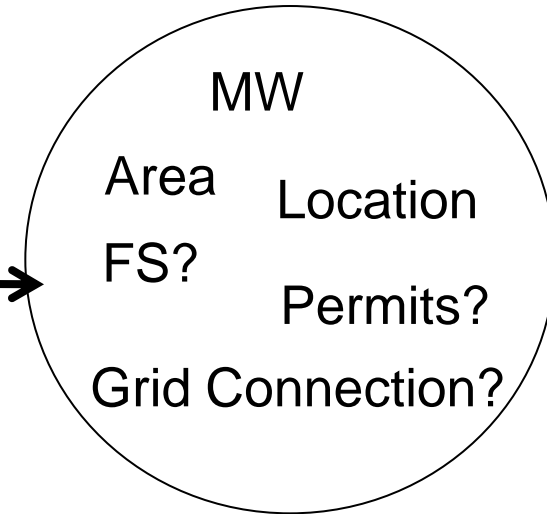


## Category

How to search  
for Iranian  
Companies?  
We need a  
search system.



## Filter





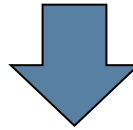
# What are the steps for German Companies which want to build RE Power Plants in Iran?

1. **Registration and acquiring Final Establishment Approval from SUNA**
2. **Gathering Approvals or Permissions including:**
  - Grid Connection Permit from TAVANIR,
  - Environmental Permit
  - Land Use Permit
3. **Signing Power Purchase Agreement with SUNA**
  - SUNA will monitor and generally supervise the activities,
  - Beginning of Operation of the Power Plant. SUNA will coordinate the grid connection tests & inspections via Grid Management Company of Iran.

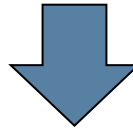


## Further steps?

Informationsveranstaltung



Geschäftsreise



Euler  
Hermes





## Any Question

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**Founder**

**Iran-Wind Group**





	Company	Family Name	First Name
1	Iran - Wind	Ghafouri	Mohammad H
2		Ahmad Abadiha	Monireh
3		Baradaran Khosroshahi	Narges
4	Monenco Iran	Zanganeh	Mohammadamin
6	Atrin Parsian Solar & Biomass Power Plants Co	Servativi	Farbod
7		Berenji Tehrani	Karim
8	Pak Atieh	Ghalishooyan	Ali
9	SANA Holding	Ahmadzadeh Pournaki	Mohsen
10		Nafarsefiddashti	Masoumeh
11	Faran	Mahdavi	Sara
12	Fanava	Ziazadeh	Seyed Mohammad
13	Tamin Energy Development Company	Makhdoomi	Mahmood
14	MAPNA Pars Generator	Ebrahimi	Bashir Mahdi
15		Goli Karimabadi	Mojtaba
16	Azar Mega Toos	Ghasemi Toosi	Mohammadreza
17	Mapna Renewable Energy	Adibfar	Akbar