



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
ENERGY SOLUTIONS
MADE IN GERMANY

Project Development Programme (PDP)

Peter Förster

Country Manager Botswana, Zambia and Nigeria

Facilitator

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As part of the German Energy Solutions Initiative (BMW i) PDP supports German small and medium-sized enterprises (SME) of the renewable energy sector to access markets in Sub-Saharan Africa, South East Asia and the Middle East.

We promote the cooperation with local companies and off-takers along RE projects, facilitating knowledge transfer and providing technical support.

Federal Ministry for Economic Affairs and Energy (BMWi)



PDP Team Berlin



PDP-colleagues in GIZ-country offices



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Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



Deutsche
Auslandshandelskammern



Deutscher
Industrie- und Handelskammertag

PDP Target Countries



Potentials

Rapidly growing economies with increasing energy needs

Insufficient energy supply

High electricity tariffs

Favourable geographic conditions for renewable energies (RE)

Local RE markets far from being saturated

PDP Target Countries

Small market sizes inhibit full market entry

Lack of market information

Lack of bankable projects

Limited access to (project) finance and insurance

Lack of qualified local partners and/or staff



Challenges

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Services by PDP

Market
Development

Business
Development

Project
Development



Market Development

Political consultancy

Collaboration with business
associations

Participation in conferences and
trade fairs

Capacity development
(technical and project development
trainings)



Business
Development

Evaluation and compilation of market
information

AHK-business trips

Delegation trips to Germany

Promotion of „made in Germany“



Project Development

Analysis of countries, sectors and Key Accounts

Identification of commercially viable and scalable projects

Evaluation of economic, political and technical risks

Lead of project opportunities forwarded to German SME



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Thank you for your attention

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