



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
ENERGY SOLUTIONS
MADE IN GERMANY

Project Development Programme (PDP)

Peter Förster

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 emerging markets.

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

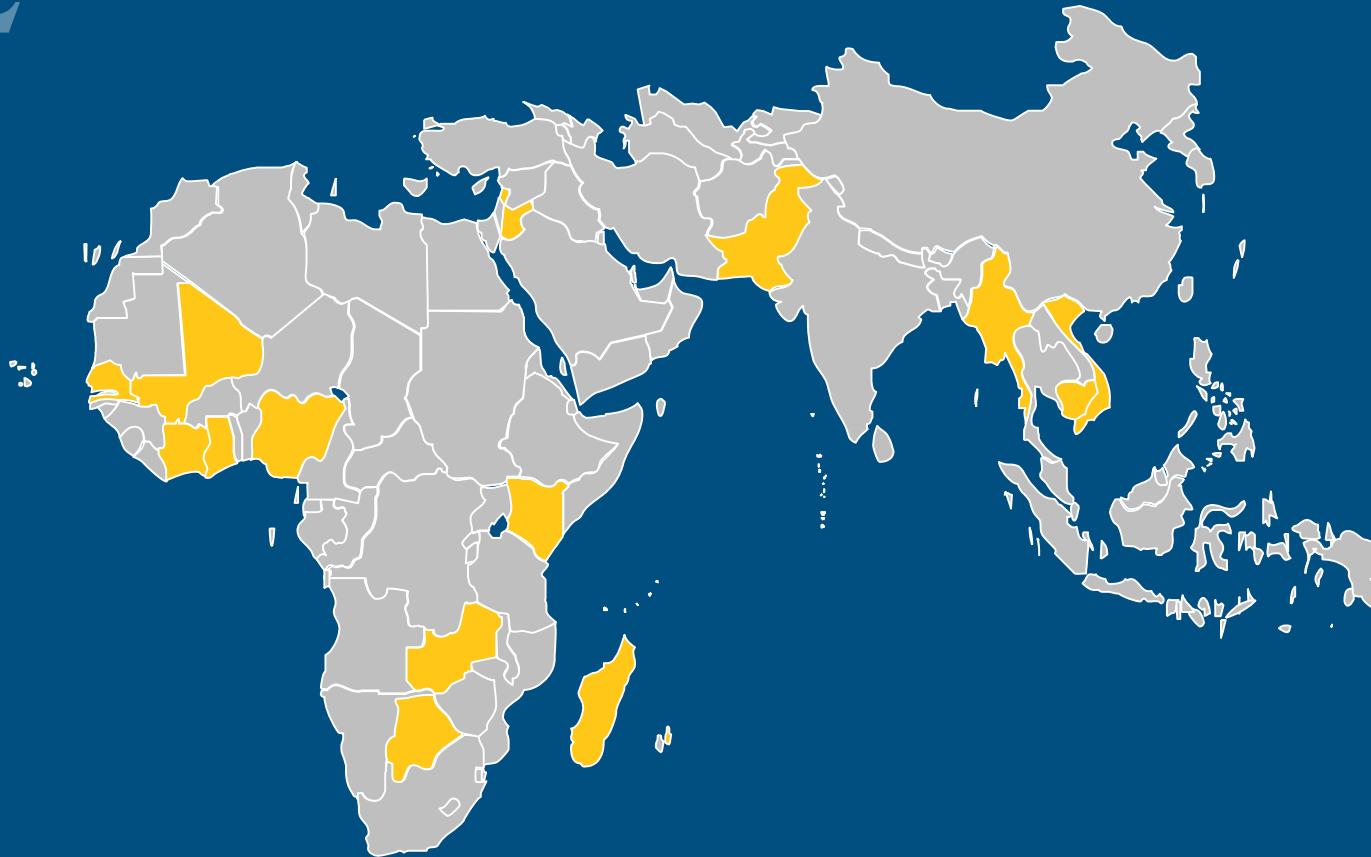


Deutsche
Auslandshandelskammern



Deutscher
Industrie- und Handelskammertag

2 Target Countries



Facilitator

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

**Project
Development**

**Business
Development**

**Market
Development**



Business
Development

Evaluation and compilation of market
information

AHK-business trips

Delegation trips to Germany

„made in Germany“



Market Development

Political consultancy

Collaboration with business
associations

Participation in conferences and
trade fairs

Capacity development
(technical and project development
trainings)



Project Development

Analysis of countries, sectors and Key Accounts

Identification of commercially viable and scalable projects

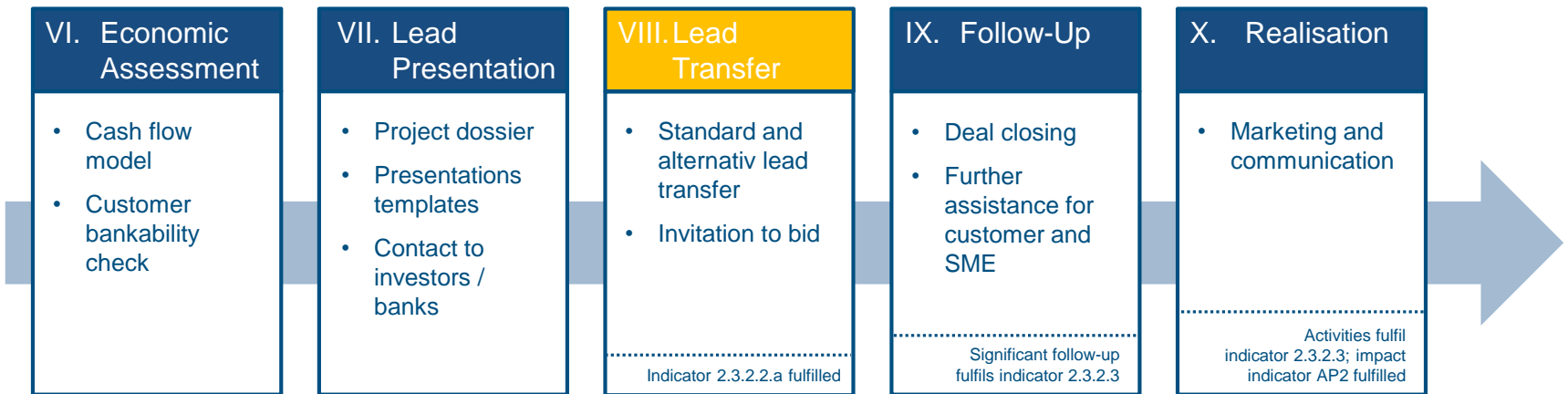
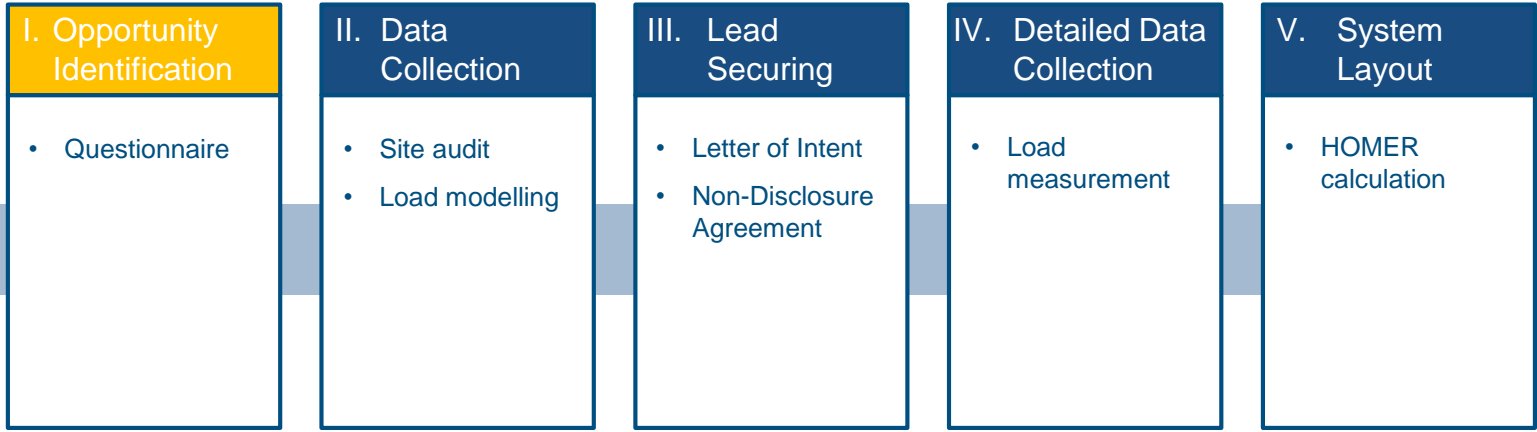
Evaluation of economic, political and technical risks

Lead of project opportunities forwarded to German SME

Pipeline Steps



Lead Generation





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Thank you for your attention

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<https://www.giz.de/en/worldwide/14915.html>

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