



Federal Ministry  
for Economic Affairs  
and Energy



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**GLOBAL**  
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# Outlook activities for German SMEs integration in Bangladesh solar PV market

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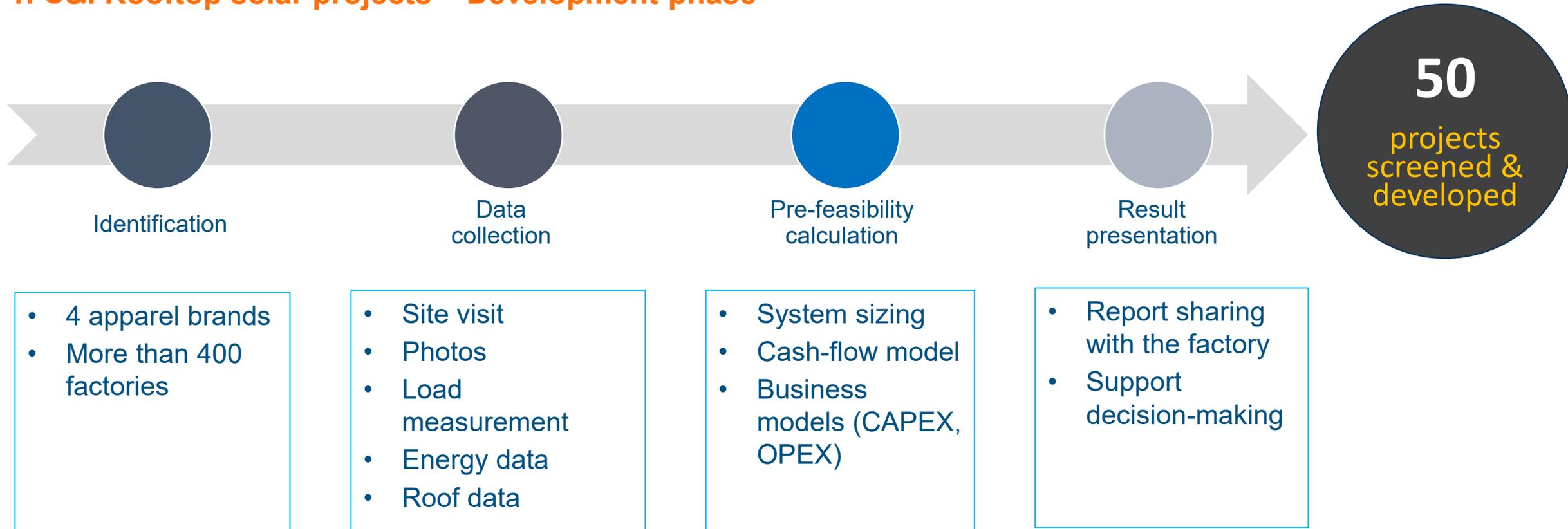
Project Development Programme (PDP)

Facilitator

**giz** Deutsche Gesellschaft  
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Zusammenarbeit (GIZ) GmbH

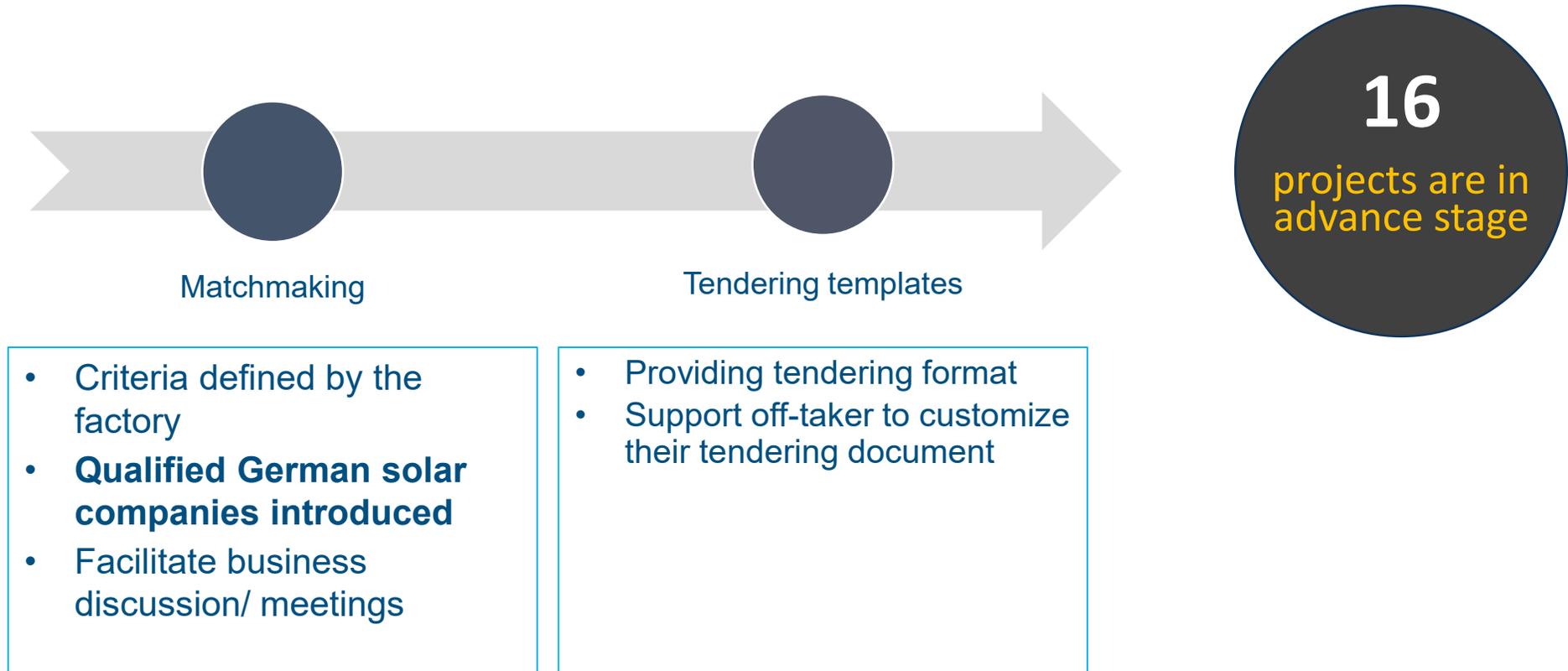
# PDP Activity outlook 2021

## 1. C&I Rooftop solar projects – Development phase



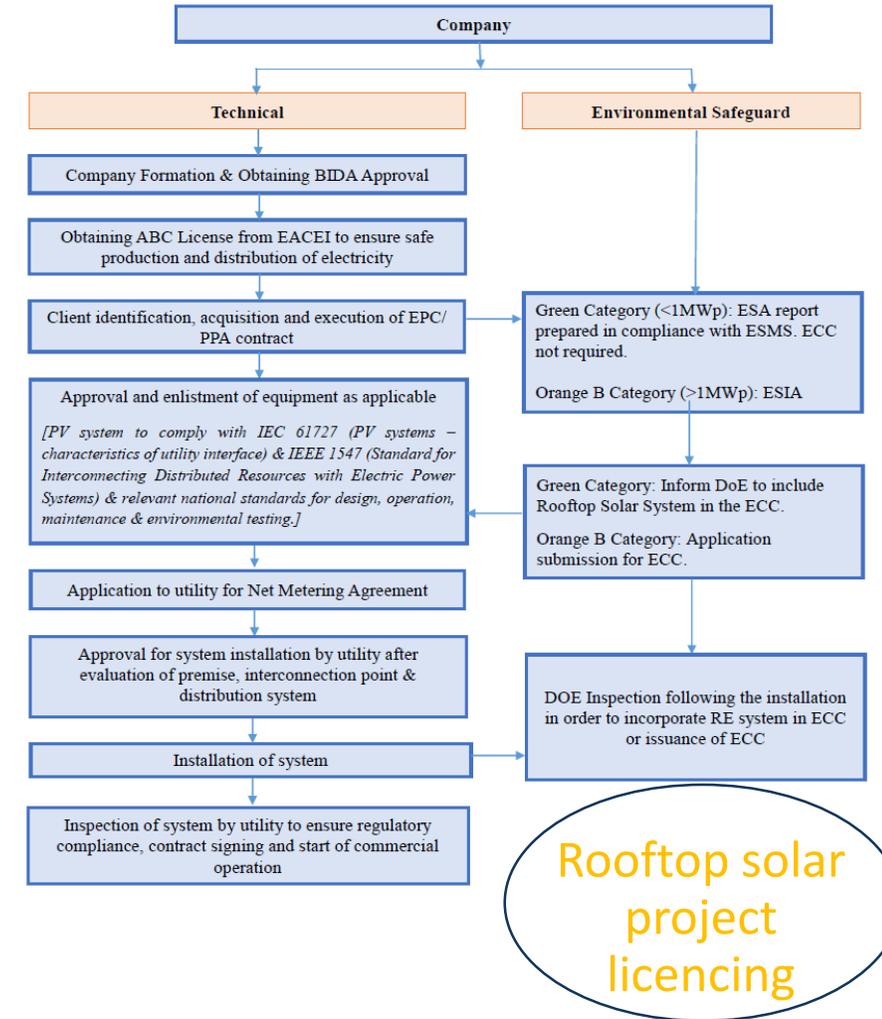
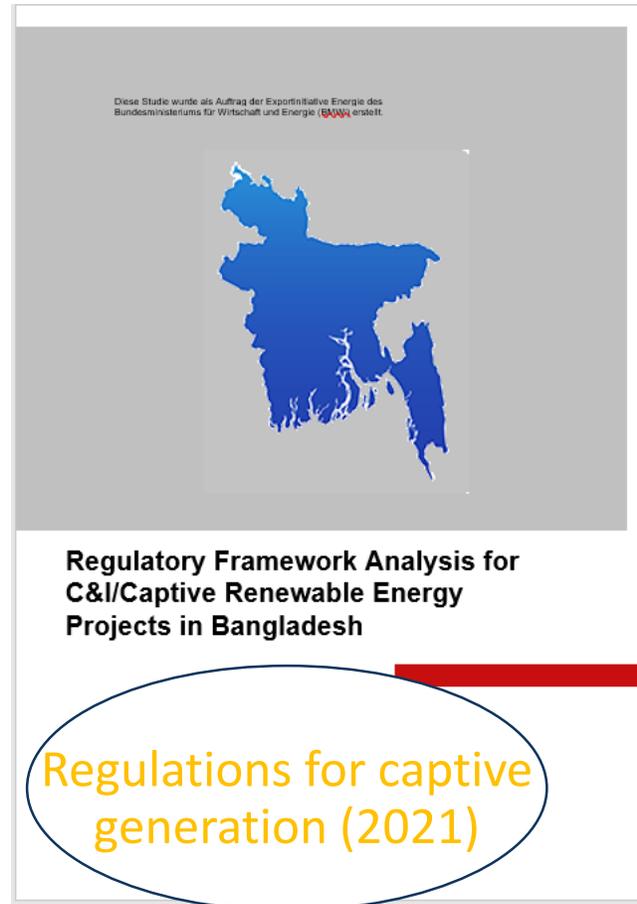
# PDP Activity outlook 2021

## 1. C&I Rooftop solar projects – Implementation phase



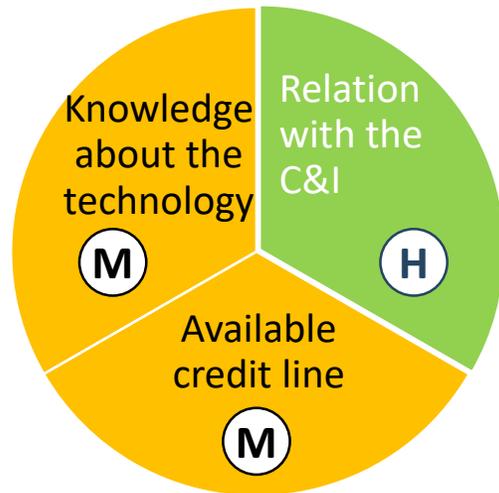
# PDP Activity outlook 2021

## 2. Business development – Market insight and local regulations



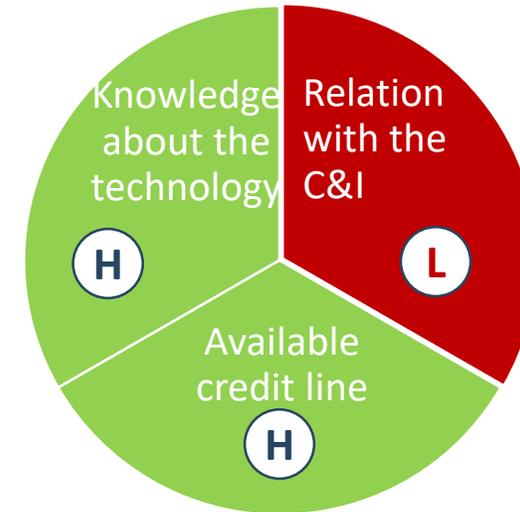
# PDP Activity outlook 2021

## 2. Business development – Local financing insight via study “Investment opportunities on rooftop solar for the textile sector in Asia” (2021)



### Commercial banks

- Existing sustainable financing credit lines
- Strong relationship with C&I sector
- Limited understanding on PV technology.



### Other institutes, credit lines (e.g. IDCOL)

- Good knowledge on PV technology
- Mostly available for large scale solar projects
- Strict technical requirements
- Complexed application process
- Off-takers doesn't have existing relations

# PDP Activity outlook 2021

## 2. Business development – Contacts and Partnership with local enterprises



### Match-making

- Business trip to Bangladesh (26. – 30. Sep 2021) → **Register until 13.08!**
- B2B meetings during business trip
- Contacts upon request (continuous support)

# PDP Activity outlook 2021

## 3. Market development – Know-how of German technology and services



- German Training Week – Project Development (2020)  
→ positive market response → **high demand!**
- German Solar Training Week – Nov 2021
- Training series in cooperation with Bangladesh Solar & Renewable Energy Association (2021-2022)

### Proposed topics for training series:

- PV System design and engineering
  - PV system sizing and dimensioning
  - Energy storage coupled with PV
  - Challenges and Optimization of hybrid PV systems
  - Installation and mounting structure
  - Simulation software & Solar irradiation measurement
  - Owner's engineering
  - Potential technical risks & safety procedures
  - Fundamentals of financial modelling for C&I rooftop PV projects
- **To be conducted by PDP and German companies**

# Value added opportunities for German SMEs



## Disseminate best practices and know-how transfer

- Energy system architecture is complex in Bangladesh.
- Massive gap in PV technology coupled with innovative engineering design → **key to success**
- Awareness building on the importance of good quality system and design (banks, developers, regulators)



## Business partnership

- Rapid market growth
- High demand for international solution providers



## Financing options and available business models

- Available financing options are limited.
- Introduce innovative business models
- No regulatory restriction on OPEX model
- Local developers don't have financial strength to offer OPEX model.
- New avenue for financing options. Mobilising available capital from abroad

# Thank you!

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Project Development Programme

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