

State of the art components for sustainable PV systems

Fact-Finding Mission Bangladesh

30 May - 1 June 2022

Project Development Programme (PDP) of
the German Energy Solutions Initiative



The German Energy Solutions Initiative

- Facilitates business partnerships in the field of renewables, energy efficiency technologies, smart grids and storage technologies
- Based on a **parliament decision** 2002 with the aims
 - to support SMEs
 - to distribute smart and sustainable energy solutions
 - to contribute to international climate protection
- Coordinated and financed by the **German Federal Ministry for Economic Affairs and Climate Action**

The German Energy Solutions Initiative offers...

- **Information** about German energy solutions
- **Networking and business opportunities** with German companies both in your country and in Germany
- **Know-how exchange**
- Showcases of **flagship projects** around the world

Project Development Programme (PDP) within the German Energy Solutions Initiative



PDP facilitated by:



PDP Services

Business Development

- Local contacts
- Market insight (studies, advice)
- Tenders news
- Delegation trips to target countries

Project Pre-development

- Developing commercial rooftop solar projects for **C&I off-takers**
- Evaluation of project economic and technical performance
- Connect German SMEs to pre-developed projects

Market Development

- **Training local developers by German professionals** (German Training Week, cooperation with local solar association)
- Match making service for projects to energy companies and financing institutes

Characteristics of PDP target countries

Potentials

- Rapidly growing economies with increasing energy needs
- Local RE markets at very early stage of development
- Favorable conditions for renewable energies
- Insufficient energy supply and/or stability
- Increasing electricity tariffs
- High interest from local companies to partnership with international partners

Challenges

- Lack of market information
- Lack of experience developing bankable projects
- Limited access to (project) finance and insurance
- Limited know-how and experiences with RE projects
- Considered high risks for international companies

→ Reduced market entry risks and enhanced project quality via PDP support!

C&I rooftop solar projects supported by PDP in Bangladesh



Bangladesh

Number of Leads

70

Potential Project Size

66.454 MW

Realistic Project Size

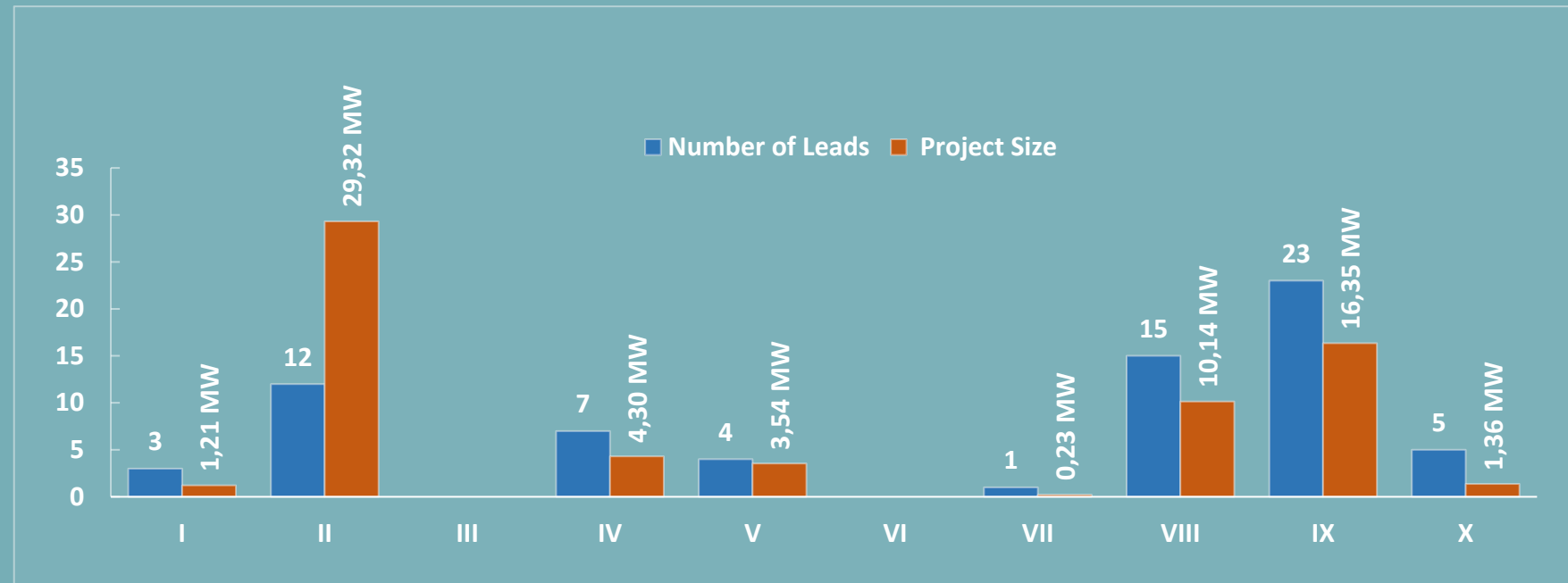
4.417 MW

Potential Investment Volume

51,475,147.00 €

Realistic Investment Volume

3,336,548.66 €



PDP reference projects worldwide



IRIS Fabrics
Limited, Bangladesh

Size: 145 kWp



Emergent Cold, Vietnam
308 kWp



Swissport Kenya Limited, Kenya
110 kWp



Mekong Logistics, Vietnam
2.42 MWp

Forthcoming PDP activities

Regulatory framework for Solar PV – Ongoing

- To be ready in 2022
- Reviewing investment laws, accounting laws, related local regulations for establishing business of 3rd party ownership model for rooftop solar projects in Bangladesh

German Training Week, Feb 2023

- Feb 2023 – 5-9 Feb 2023 (tentatively)
- Presence/online Training by the German experts on the topics related to PV project development including Financial, Technical and legal aspects

Contact us

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