



Bundesministerium
für Wirtschaft
und Klimaschutz



MITTELSTAND
GLOBAL
EXPORTINITIATIVE ENERGIE

Consortium Building

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Federal Ministry of Economic
Affairs and Climate Action

Berlin, 03.11.2022



Business Information and Support Services (so far)

Information Events *Informationsveranstaltung*



in Germany

Focus: German companies

Energy Trade Missions *Geschäftsreise*



abroad

Focus: German & Foreign
companies

Fact Finding Missions *Informationsreise*



in Germany

Focus: Foreign & German
companies

in addition accompanying and optional:

individual **financing advice**

Business Information and Support Services (new)

Consortia Building *Konsortialbildung*

In addition:
support for the
formation of consortia
of German companies
in a moderated process



in addition accompanying
and optional:
individual **financing advice**

in Germany & abroad
Focus: German companies &
foreign project developers

Why adding a new module to the German Energy Solutions Initiative?

- **Support beyond pure market research and business contact facilitation**
 - Module for the support of SME aiming at concrete projects
- **Enabling German SME to participate in larger projects**
 - Complementary competences will form the required turn-key solution
 - Risk minimisation
 - Reduction in preparation and transaction cost
- **Capacity building in modern ways of doing business**
 - Temporary cooperations as a business alternative to just stay component or sub-system supplier

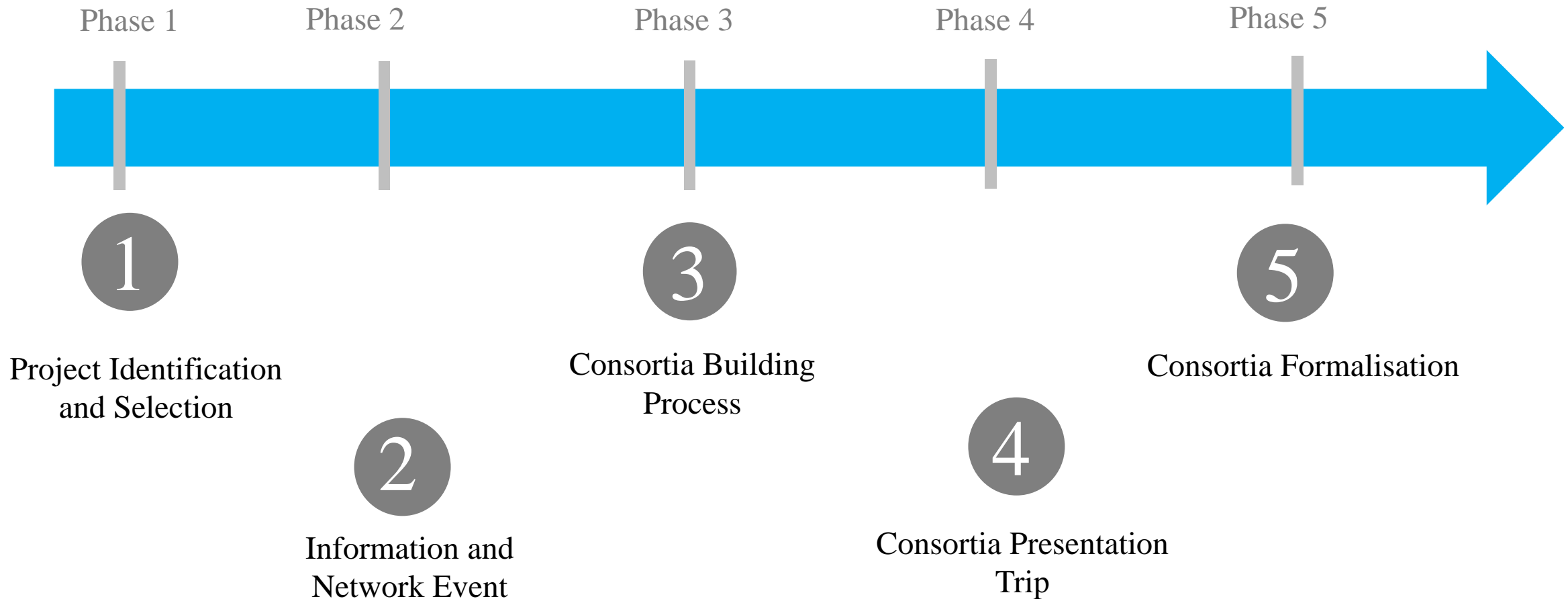
Advantages of a Consortia for foreign project owners

- **Everything from one cast / integrated turn-key solution**
- **Single commercial contract partner**
- **Embedded in the German Energy Solutions Initiative**

**competitive integrated solution
with attractive pricing at reduced risks**



Phases of the Consortia Building Program



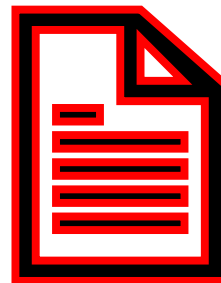
What are our Project Criteria?

- Missing suitable domestic technology suppliers
- Need for complex integrated solution
- Tangible Project Opportunity (more than just an idea)
- Chance of follow-on business
- Climate-friendly energy technologies along the value chain



Everybody can propose a potential consortia project

- Foreign project developers
- German SME
- Associations, Societies, Chambers of Commerce, other organisations



Please enter your proposal under:

<https://www.german-energy-solutions.de/GES/Navigation/DE/Angebot/Konsortialbildung/konsortialbildung.html>

42 Project applications, 17 selected, 14 in process



Projects in Execution

 **Stromerzeugung aus Deponiegas**



BRA19

 **Biogasanlagen in Milchviehbetrieben**



CAL19

 **Kälteanlagen der Lebensmittelindustrie**



CHL19

 **Stromnetzausbau mit Fokus auf Verteilnetze**



MYA19

 **Smart Hybrid: EE- und Speichertechnologien**



BRA20

 **Elektrifizierung der Apuseni-Dörfer**



ROM20

 **Energieeffizienztechnologien für Riviera Mindelo**



CAV20

 **Leitungsdigitalisierung und smarte Umspannwerke**



SVK20

 **German Clean Technology Hub auf den ABC-Inseln**



ABC20

 **Innovative Lösungen für Nullenergiegebäude**



CAL20

 **Energieeffiziente thermische Abfallverwertung**



RUS20

 **Produktionsinfrastruktur für grünes Methanol**



TUN20

 **Wasserstoffanwendungen in Gebäuden**



CAL21

 **Dezentrale Niederenthalpie-geothermie**



CRI21

 **Produktion, Verteilung und Speicherung von grünem H₂**



POR21

 **Wasserstoff in einem Technologiepark**



ESP21

Status as of Dec. 2021

Moderation of the consortium formation



Christiane Vaneker

- Identify suitable projects from submitted proposals for the selection process
- Bring together at least 4 companies
- Accompany and support the group for up to half a year after the consortium trip



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Further Information:

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Twitter: @export_EE

Xing: Exportinitiative Energie Netzwerk



Contact us

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Zoom Appointments:
<https://calendly.com/sswuc/sprechstunde-konsortialbildung-exportinitiative-energie>

