

# In 2010...

the market share of renewable energy will increase still further. HANNOVER MESSE is – and will remain – the best energy source for innovative technology.

Oliver Frese, Director of "Energy", HANNOVER MESSE



## Renewable Energy Forum

Hall 27, Booth K36

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19.-23. APRIL 2010



# Renewable Energy Industry Forum and Export Forum

20.-23. April 2010  
Hall 27, Booth K36



Host:

**Deutsche Messe AG**

Messegelände  
30521 Hannover

In Cooperation with:

**Deutsche Energie-Agentur GmbH (dena)**

Chausseestraße 128a  
10115 Berlin

**eclareon GmbH**

Luisenstraße 41  
10117 Berlin

Date	Morning	Afternoon
Tuesday, <b>20.04.2010</b>	Sector Forum: <b>Research meets Industry</b>	Export Forum: <b>South East Asia</b>
Wednesday, <b>21.04.2010</b>	Sector Forum: <b>Financing Renewables</b>	Export Forum: <b>Italy</b>
Thursday, <b>22.04.2010</b>	Sector Forum: <b>Biogas Feed-In</b>	Export Forum: <b>North America</b>
Friday, <b>23.04.2010</b>	Export Forum: <b>Turkey</b>	

**Conference Location: Hall 27, Booth K36, Fachmesse ENERGY**

**Entry: free** (Conference participation is free for all those attending the fair. Advance registration is not required.)



This year's "Renewable Energy Industry Forum and Export Forum" is set to take place from the 20th to the 23rd of April. The event in Hannover offers information about the attractiveness of markets for renewable energy abroad and features current market trends. The event is coordinated by Deutsche Messe AG in cooperation with the German Energy Agency GmbH (dena) and eclareon GmbH Management Consultants. Major themes in 2010 include the biogas feed-in in Germany, new financial instruments and technological innovations. Export markets to be addressed include countries in South East Asia, Italy, North America (USA and Canada) and Turkey. The event addresses interested parties from throughout the renewable energy sector from manufacturers, designers and project developers to investors, analysts and consultants, as well as representatives from research, politics and industry associations. The four-day event will be held as part of the greater ENERGY trade fair (Fachmesse ENERGY 2010). The "Fachmesse ENERGY 2010" is the main international event for renewable and conventional energy generation, supply, transmission, and distribution.

# Our strong partners



## **dena**

The Deutsche Energie-Agentur GmbH (dena) – the German Energy Agency – is the competence centre for energy efficiency and renewable energies. Its main objectives are the rational and thus environmentally production, conversion and use of energy, and the development of sustainable energy systems with a particular emphasis on the increased exploitation of renewable energy sources. To this end dena initiates, coordinates and implements innovative projects and campaigns at a national and international level. It provides information to end consumers, works with all societal groups active in politics and the economy and develops strategies for the future supply of energy. Its shareholders are the Federal Republic of Germany, the KfW Bankengruppe (KfW banking group), Allianz SE, Deutsche Bank AG and DZ BANK AG.

# rtners



## **eclareon**

eclareon GmbH is an international strategy and management consulting firm focused exclusively on renewable energy and energy efficiency. eclareon provides customized consulting services for companies and public bodies active in the photovoltaic, solar thermal, CSP, bioenergy, geothermal, wind energy, and energy efficiency sectors. Since its establishment in 2000, eclareon GmbH can build on the successful realization of over 250 projects, and is proud to have earned the trust and respect of industry and public bodies alike.

# Renewable Energy Forum and Export

20.04.

## **Research meets Industry**

Renewable energy technology innovations require industrial partners for commercialization – for the second time the forum “Research meets Industry” will be organized under this leitmotif at the ENERGY in Hannover. Presenters will inform participants about latest developments in intelligent energy management, grid integration of renewable energy sources, progress in energy storage technologies, biofuels for transport, optimized wind park designs in forest environments, and new daylight concepts for buildings. Maturity levels of these energy innovations range from applied research results to commercialized ready-for-use solutions.

## **South East Asia**

The Association of Southeast Asian Nations (ASEAN) projects a 90 per cent growth in energy demand by 2030 turning the region into one of the world’s major energy consumers besides Europe, USA, China and Japan. To meet this challenge in a sustainable way, wind, solar and hydro power will have to play a crucial role in the regions energy strategies. At the same time this opens up new business and export opportunities for world market leaders and manufacturers of renewable energy and energy efficiency technologies, not least German companies. The Export Forum “Renewable Energy in Southeast Asia” is dedicated to explore market conditions, options for renewable businesses and to inform about possible market entry strategies. Presentations will focus on wind energy projects in Vietnam and the Philippines and biogas in Thailand.

21.04.

## **Financing Renewables**

Over recent years, renewable energies only saw one direction: upwards. Along with that trend, investment volumes for regenerative energy production capacities have increased continually, and so did the requirements for financing instruments. Additionally, the international financial crisis has deteriorated conditions for project funding. In light of this renowned experts with years of experience in the renewable energy sectors will report about latest trends in project and company finance at this year’s forum “Financing Renewables 2010”. Presenters will respond to the specific financial requirements in wind, solar and geothermal power plants and illustrate the challenges for companies in an increasingly dynamic and internationalized context.

## **Italy**

Italy offers huge potentials for the use of renewable energies: high irradiation levels, vast and water rich mountainous formations for small hydro applications, long windy coastlines, well-known geothermal resources and a competitive agricultural sector for biomass production. By 2020, Italy aims at a 17% renewable energy share in its energy mix. Investments in renewable energy technology are supported by a broad policy mix of feed-in regulations, a quota-system and tax exemptions. With these attractive support schemes Italy has emerged as one of the strongest renewable energy markets in Europe. At the Export Forum, distinguished experts inform about legal framework conditions, financial issues, options for market access and entry, support schemes in various regions and grid access regulations.

# Energy Industry Export Forum

22.04.

## **Biogas Feed-In**

There are many good reasons for the upgrade and feed-in of biogas into the natural gas grids like climate protection, existing infrastructure utilization, import dependency reduction and the versatility of biomethane applications, to name just a few. Ever since the first pilot plant started operation in 2006, biogas upgrade and grid feed-in has been advancing continuously: 28 projects currently feed into the grids all over Germany, and the green gas is used in CHP plants supported by the Renewable Energy Sources Act as well as in the heating and biofuel sectors. In spite of this success, biomethane's complex value chain also requires market actors to face substantial challenges. In the course of the Biogas Feed-In forum, market players will share their experience regarding biomethane production and marketing in Germany. Legal, economic and technical aspects of biogas feed-in as well as business models and perspectives are to be discussed in various speeches and panel discussions.

## **North America**

Growing concerns about negative environmental impacts of conventional fuel use, together with a high dependence on energy imports, have led to rapid expansion of the North American renewable energy markets. Due to their vast land area, the USA and Canada feature enormous untapped renewable resource potentials in the hydro, wind, solar PV, geothermal and biomass sectors. To exploit these resources both countries have started regional renewable energy commercialization initiatives. Further comprehensive federal programs may support this development. Experts project a considerable expansion of renewable energy capacities over the coming years. The Export Forum offers participants the opportunity to discuss market trends and options in the North American markets, as well as exchanging ideas on legal and financial issues.

23.04.

## **Turkey**

Turkey aims at a significant reduction of its import dependency on fossil fuel resources and still meeting the energy demand of a growing population and its emerging economy. To that end, the country will increasingly use its renewable energy potentials. Already today, Turkey belongs to the world's largest geothermal and solar thermal markets. Until 2020, the share of renewable energy is envisioned to contribute 25% of Turkey's energy needs. Landmark decisions are currently prepared, most notably the novellation of the Turkish renewable electricity legislation, that will grant improved feed-in conditions for PV, biomass and geothermal energy. But when can we expect decisions? In the course of the Export Forum experts will present on legal and financial topics and discuss promising market entry strategies.

Tuesday, April 20, 2010

## Sector Forum: Research meets Industry

Schedule: Morning, 10:00 – 13:00

Language: English

Chair: Robert Brückmann, eclareon GmbH

10:00 – 10:10

### **Greetings & Introduction**

Robert Brückmann, eclareon GmbH

10:10 – 10:30

### **Intelligent Energy Management in Distribution Grids – From Smart Metering to Smart Grids**

Dr. Christof Wittwer, Fraunhofer-Institut für Solare Energiesysteme ISE

10:30 – 10:50

### **Strategies and Tools for the Grid Integration of Renewables**

Reinhard Mackensen, Fraunhofer-Institut für Windenergie und Energiesystemtechnik IWES

10:50 – 11:10

### **Optimized Operation Management of Energy Distribution Grids considering Stationary and Mobile Energy Storages**

Steffen Nicolai, Fraunhofer-Anwendungszentrum für Systemtechnik AST

11:10 – 11:30

### **Biomass-to-Liquid: View of FNR on the Future Role of BtL for Providing Transportations Fuels**

Dr. Thorsten Gottschau, Fachagentur Nachwachsende Rohstoffe e.V. (FNR)

11:30 – 11:50

### **Efficient Oxygen Separation with the Help of Ceramic Membranes**

Dr. Ralf Kriegel, Fraunhofer-Institut für Keramische Technologien und Systeme IKTS

11:50 – 12:10

### **Utilization of Wind Energy in Forest Areas**

Thomas Arnold, TÜV SÜD, Industry Service GmbH

12:10 – 12:30

### **SOLATUBE – Innovation in Daylighting**

Dr. Ralf Kohl, Interferenz Daylight GmbH

12:30 – 12:50

### **Enel Solutions for Smart Grids**

Jon Stromsather, Enel Distribution Network

Tuesday, April 20, 2010

## Export Forum: South East Asia

Schedule: Afternoon, 14:00 – 17:00

Language: English

Chair: Daniel Busche / Regine Dietz,

Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

14:00 – 14:15

### **Renewable Energy Opportunities in South East Asia**

Stephan Franz, Deutsche Energie-Agentur GmbH (dena)

14:15 – 14:35

### **Overview of current Policy Framework for Investment into Wind Power in Vietnam**

Angelika Wasielke, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

14:35 – 14:55

### **Solar Power Generation in South East Asia**

Alden Lee, SCHOTT Solar AG

14:55 – 15:15

### **Biogas in Thailand – Booming Market and Challenges to be addressed**

Torsten Fritsche, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

15:15 – 15:35

### **Strategic Partnerships and Investments as Market Strategy for Bio Energy Projects in South East Asia**

Dr. Thomas Breuer, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

15:35 – 15:55

### **Renewable Energies on the Philippines: Basic Economic Conditions and Governmental Programs**

Lukas Brandau, OAV – German Asia-Pacific Business Association

15:55 – 16:15

### **Potential for Development of Biogas in the Indian Market**

Roel Slotman, EnviTec Biogas AG

16:15 – 16:35

### **Transfer Renewable Energy & Efficiency (TREE) – International Capacity Building**

Tina Völker, Renewables Academy (RENAC) AG

Wednesday, April 21, 2010

## Sector Forum: Financing Renewables

Schedule: Morning, 10:00 – 12:30

Language: English

Chair: Stephan Franz, Deutsche Energie-Agentur GmbH (dena)

10:00 – 10:10

### **Greetings & Introduction**

Stephan Franz, Deutsche Energie- Agentur GmbH (dena)

10:10 – 10:30

### **Successful Financing of Renewable Energy Projects**

Johannes Ziegler, Allianz Climate Solutions GmbH

10:30 – 10:50

### **Bankability of PV Modules – Today's Prerequisites for Project Finance**

Ulf Lohse, eclareon GmbH

10:50 – 11:10

### **Project Finance of Utility-Scale PV Projects in Europe**

Björn Heinemeyer, Nord/LB Norddeutsche Landesbank

11:10 – 11:30

### **Project Finance of Onshore-Wind Energy Projects**

Jörg Böttcher, HSH Nordbank AG

11:30 – 11:50

### **Project Finance abroad – Commercial vs. ECA-covered Financing**

Andrew Eckhardt, KfW-IPEX Bank GmbH

11:50 – 12:10

### **Technical Due Diligence – a Must for Low Risk Financing of Deep Geothermal Projects**

Hubert Sacher, TÜV SÜD, Industrie Service

12:10 – 12:30

### **Finance in difficult Times – Growth Capital for Cleantech Industries**

Robert Seiter, Ernst & Young AG

Wednesday, April 21, 2010

## Export Forum: Italy

Schedule: Afternoon, 14:00 – 17:00

Language: English

Chair: Stephan Franz, Deutsche Energie-Agentur GmbH (dena)

14:00 – 14:30

### **Potentials for Renewable Energies in Italy vs. Europe – a Comparison**

Stephan Franz, Deutsche Energie-Agentur GmbH (dena)

14:30 – 15:00

### **Italian Feed-In Tariffs and Market Conditions for Biogas with an Example of two Projects executed**

Lars von Lehmden, EnviTec Biogas AG

15:00 – 15:30

### **Successful Market Entry in Italy – an Experience Report in the Field of Biomass Cogeneration Plants based on Wood Chips**

Christian Männl, AGO AG Energie + Anlagen

15:30 – 16:00

### **Italian Renewables towards the Future**

Franco Sansone, Enel Green Power SpA

16:00 – 16:30

### **Italian PV Market and Industry - an Overview**

N.N.

16:30 – 17:00

### **South Tyrol – Pioneer and Gateway for Renewables in Italy**

Dr. Ulrich Stofner, Business Location Südtirol

Thursday, April 22, 2010

## Sector Forum: Biogas Feed-In in Germany

Schedule: Morning, 10:00 – 13:00

Language: English

Chair: Sandra Rostek, Deutsche Energie-Agentur GmbH (dena)

10:00 – 10:05

### **Greetings & Introduction**

Sandra Rostek, Deutsche Energie- Agentur GmbH (dena)

10:05 – 10:25

### **Market Development of Biogas Feed-In in Germany 2010**

Dr. Bernd Krautkremer, Fraunhofer-Institut für Windenergie und Energiesystemtechnik (IWES)

10:25 – 10:40

### **Biogas Production and Upgrade: Potentials & Challenges**

Joachim Karschuck, EnviTec Biogas AG

10:40 – 10:55

### **Application Fields for Biomethane**

Robin Geisler, bmp greengas GmbH

10:55 – 11:10

### **The Biogas Register**

Michael Herr, Deutsche Energie-Agentur GmbH (dena)

11:10 – 11:45

### **Round Table Discussion**

Chair: dena

Participants: Speakers of Block I

11:45 – 12:00

### **Biomethane Production on Industrial Scale**

Dr. Carsten Herbes, NAWARO BioEnergie AG

12:00 – 12:15

### **Development of Biogas Feed-In Projects: a Personal Experience Report**

Tobias Dollberg, agri.capital GmbH

12:15 – 12:30

### **Repowering of Small Scale Biogas Plants**

Zoltan Elek, Landwärme GmbH

12:30 – 13:00

### **Round Table Discussion**

Chair: dena

Participants: Speakers of Block II

Thursday, April 22, 2010

## Export Forum: North America

Schedule: Afternoon, 14:00 – 17:00

Language: English

Chair: Stephanie Nsom, Deutsche Energie-Agentur GmbH (dena)

14:00 – 14:35

### **Business Opportunities in the US - Key Take Aways from the German-American Energy Days**

Stephanie Nsom, Deutsche Energie-Agentur GmbH (dena)

14:35 – 15:00

### **Canada – Latest Developments on the Renewable Power Markets for Wind, Solar and Bioenergy**

Susanne Ritter, Canadian German Chamber of Industry and Commerce Inc.

15:00 – 15:30

### **Entering the Canadian Wind Energy Market: Experience of a German Turbine Manufacturer**

Laurent Nahmias-Léonard, Enercon Canada Inc.

15:30 – 16:00

### **US Wind Industry: Market and Policy Update**

Jeffrey Anthony, American Wind Energy Association (AWEA)

16:00 – 16:30

### **Photovoltaics in the US - An Overview of Market Potentials**

Christian Schossig, EuPD Research

16:30 – 17:00

### **Bioenergy in the US - Current Developments, Potentials and Challenges**

Silke Miehlke, German American Chamber of Commerce of the Southern US Inc.

Friday, April 23, 2010  
**Export Forum: Turkey**

Schedule: Morning, 10:00 – 12:30

Language: English

Chair: Simone Böhme, Deutsche Energie-Agentur GmbH (dena)

10:00 – 10:30

**Overview on Political Framework and Support Schemes for Renewable Energies in Turkey**

Aneta Katin, Deutsche Energie-Agentur GmbH (dena)

10:30 – 11:00

**Current Utilization of Wind Energy in Turkey**

Gerd Ketelhake, CPC – Clean Power Company Izmir

11:00 – 11:30

**Turkish PV Market and Industry – an Overview**

Christoph Urbschat, eclareon GmbH

11:30 – 12:00

**Towards a Sustainable PV Market Development – Status and Perspectives of the Turkish PV Agenda**

Prof. Dr. Sener Oktik, Mugla University

12:00 – 12:30

**Turkey – Approach to a Promising Market – Potentials of Strategic Sourcing**

Seher Kaygusuz, Weber Consulting





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