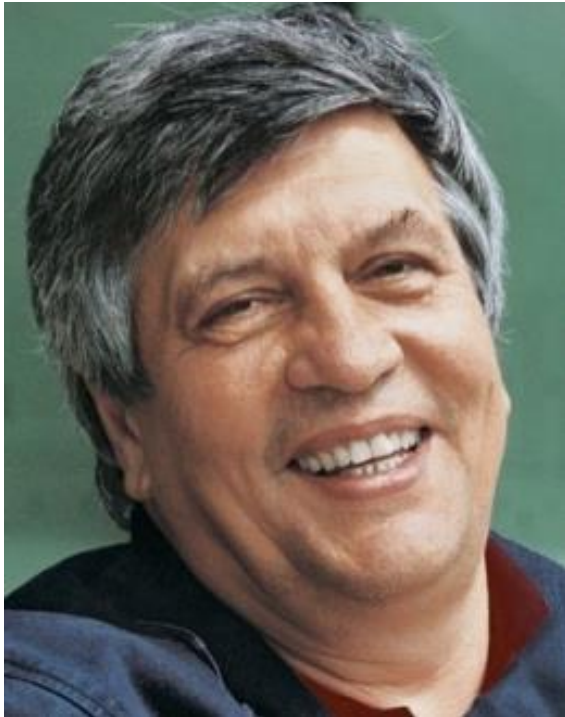


## **Opportunities for German Companies in Renewable Energy in Russia**

EUROSOLAR Russia, Berlin, George Kekelidze 23.11.17



Herman Scheer



Zhores Alferov

# Non commercial activities

- 1. Conferences and Round tables and permanent workshops together with Ministry of Energy, Ministry of Industry and Trade, Cities and Regional governments
- 2. RE promotion Projects together with German Embassy in Moscow and KFW
  - MEMORANDUM FOR YAKUTIA AND NORTH REGIONS
  - RE PROJECTS LAUNCHING PLATFORM
- 3. Research Projects (Fraunhofer ISE, NTI)
- 4. Contest (Knowledge Energy) with Universities and member companies



# Renewable Energy (RE) in Russia as Industry was formed in 5 years

November 2007	Addition to the Law on Electro energy with first mentioning of support for RE
January 2009	Decree 861-p sets target of 4.5% of RE for 2020.
<b>May 2013</b>	<b>Decree 449 - setting rules for wholesale energy market (Federal level)</b>
September 2013	First Tenders auctioned for 525 MW
January 2015	Decree 47 - support of Regional Projects in RE
July 2015	RE Target set at 4.5% for 2024
June 2017	Competition shown at the Tender Auctions – 30% price decrease
<b>Total RE Projects to be supported by Federal laws – 6 GW, already auctioned 4,7 GW in Solar, Wind, Small Hydro</b>	
<b>Solar, Wind, Small Hydro, Biogas, Hard Waste, etc.</b>	

## Commercial activities

- 1. GO2RU Business Development
- 2. Entry to the Market, hands on support
- 3. Exhibitions, and business contact support
- 4. No Tax risk – Infrastructure support
- 5. Support in setting country strategy for Corporations and SME
- 5. Commercial representation of selected projects

# Difficulties for EU companies in Russia (may become opportunities for SME)

- 1. High cost of capital for Russian customers and currency risks
- 2. Sanctions – OPPORTUNITY for technology transfer for SME, not difficulty
- 3. Straight “sales” approach of the “best products”
- 4. Understanding of R&D support importance
- 5. Cultural differences
- 5. Local Partner (person, Individual Entrepreneur)

## Local Content (Localization) - Solar, Wind, Small Hydro

- Si crystalline SOLAR LOCALIZATION EXAMPLE (70%)
  - Ingots – 20%
  - Wafers – 15%
  - Solar cells – 25%
  - Module Assembly – 5%
  - Invertors – 12%
  - EPC – 23%

# Success Story in Russia – Meyer Burger Germany (Roth & Rau)

- 1. Cutting Edge Technology – Heterojunction + Smart Wire
- 2. Flexibility in adaptation of Customer needs ( PECVD)
- 3. Consistency and Patience to understand non-standard case
- 4. Key to success - Right Team
- 5. Project on the Radar screen of top management
- 5. Time and Funds spent on R&D together with the Customer
- 6. Helping Customer to approve Technical and commercial decisions with shareholders (Rosnano & Renova)



**MEYER BURGER**

High-end solutions for high-tech industries

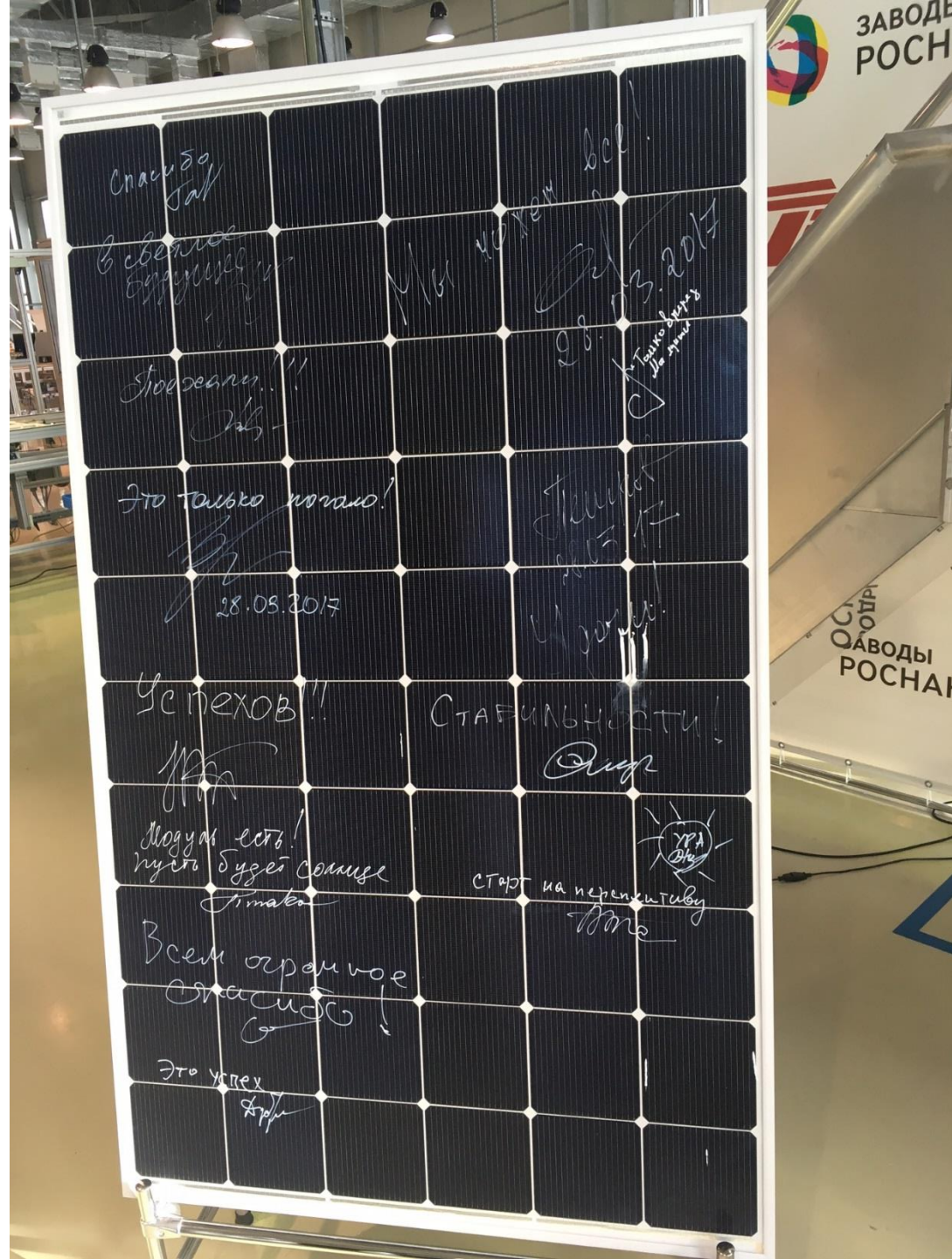












Спасибо  
Sak

В светлое  
будущее!!

Меню  
28.09.2017

Стоимость!!  
Sak

Это только начало!  
28.09.2017

Успехов!!  
Sak

Стабильности!  
Sak

Могут есть!  
пусть будет солнце  
Sak

Старт на перспективу  
Sak

Всем огромное  
спасибо!  
Sak

Это успех  
Sak

## Other Success Stories in Russian RE (incl. SME) and opportunities

- 1. great eyes – measuring equipment
- 2. Interfloat - solar glass
- 3. Phoenix Contact - electronics
- 4. SMA - Inverters
- 5. Singulus – equipment for cell manufacturing
- 6. Asus Germany - Printing units in solar cell manufacturing
- 6. Jonas & Redman - Automation
  
- OPPORTUNITIES
  - 1. JOINT RESEARCH PROJECTS WITH TWO SOURCES OF FUNDING
  - 2. ENERGYEFFECTIVNESS PROJECTS, Grid and Smart Grid Projctcs
  - 3. SMART CITIES, TORs, Industrial Parks.
  - 4. Regional Development (Decree 47) and 15 kw Residential Decree

# RE opportunities in City Infrastructure

Moscow City 15% of land is Environmentally Protected territory





# RE in Transport infrastructure



# Parks and Recreation Centers





## CONTACT DETAILS

- EUROSOLAR Russia & GO2RU
- Prof. Dr. Klaus Thiessen ( Germany)
- Dr. George Kekelidze (Russia)
- Mob. +7 985 760 8010, tel. +7 985 913 6725
- [info@go2ru.com](mailto:info@go2ru.com), [info@eurolarrussia.org](mailto:info@eurolarrussia.org)
- [www.solar2ru.com](http://www.solar2ru.com) [www.eurolarrussia.org](http://www.eurolarrussia.org) [www.go2ru.com](http://www.go2ru.com)