



Germany Trade & Invest

- how we can support your cleantech investment in Germany

Thomas Grigoleit

Germany Trade & Invest

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- *Germany Trade & Invest* is the foreign trade and inward investment promotion agency of the Federal Republic of Germany.
- The agency is promoted by the Federal Ministry of Economics and Technology and the Federal Government Commissioner for the New Federal States in accordance with a German Parliament resolution.

Germany Trade & Invest acts as an one-stop agency for international investors covering the entire investment decision process:

Strategy

- Identification of business opportunities
- Competitor profiling
- Determination of project-specific location factors
- Macro location analysis

Decision

- Preparation and coordination of site visits
- Cost factor assessment
- Finance & incentives consulting
- Information on tax & legal issues
- Link to business partners, local authorities, and service providers

Implementation

- Facilitation of administrative permits
- Support in negotiating with cooperation partners
- PR support
- Recruitment assistance

Start up: **bSolar from Israel**



Company profile (prior to investment)

- Founded in 2007, < 10 employees
- R&D facility in Israel
- Industry: Photovoltaic (wafer-based)
- Technology: high efficiency bifacial silicon solar cell
- Very experienced management team with strong semiconductor background

"Germany is one of the largest producers of PV technology as well as the biggest consumer of per capita solar energy worldwide. Strong demand partnered with a highly skilled workforce, intensive R&D and a political framework supportive of renewables make Germany an obvious point of investment."

Dr. Yosef Kofman, CEO, bSolar GmbH

Important Milestones

- | | | |
|---------------------------|----------|--|
| Sept. 2008 | 1 | First contact with Germany Trade & Invest of EU PVSEC in Valencia |
| Since October 2008 | 2 | Ongoing Project Management Support from GTAI: <ul style="list-style-type: none">• Information on incentive schemes• Legal and tax framework• Photovoltaic market in Germany• Information on German PV R&D and manufacturing landscape• Visits to various potential investment sites in Germany; Meetings with the federal states to introduce bsolar |
| April 2011 | 3 | Location decision: set up of 30 MW cell production facility in Heilbronn, Baden-Württemberg |
| April 2012 | 4 | bSolar launches High-Efficiency Bifacial Silicon Solar Cells |

Start up: **Parmenion from Canada**



Company profile (prior to investment)

- Founded in 2009
- 2 entrepreneurs from Canada
- Industry: Plastic-to-wax conversion
- New technology, first commercialization
- Very experienced management team with strong start-up experience

"Germany Trade and Invest gave us the ideal support for our location decision. They helped us understand the business and regulatory landscape in Germany, helped us search for a suitable location and identify a number of incentives."

Ryan Little
Geschäftsführer / Director of Business Development

Parmenion MFG Germany GmbH

Important Milestones

December 2009

1

First contact with Germany Trade & Invest

Since December 2009

2

Project Management Support from GTAI:

- Information on incentive schemes
- Legal and tax framework
- German market for Plastic recycling
- Overview on R&D landscape
- Visits to various potential investment sites in Germany; Meetings with the federal states to introduce Parmenion

June 2011

3

Location decision: set up of plastic conversion facility in Eberswalde, Brandenburg

December 2011

4

Incentive payout

October 2012 ▼

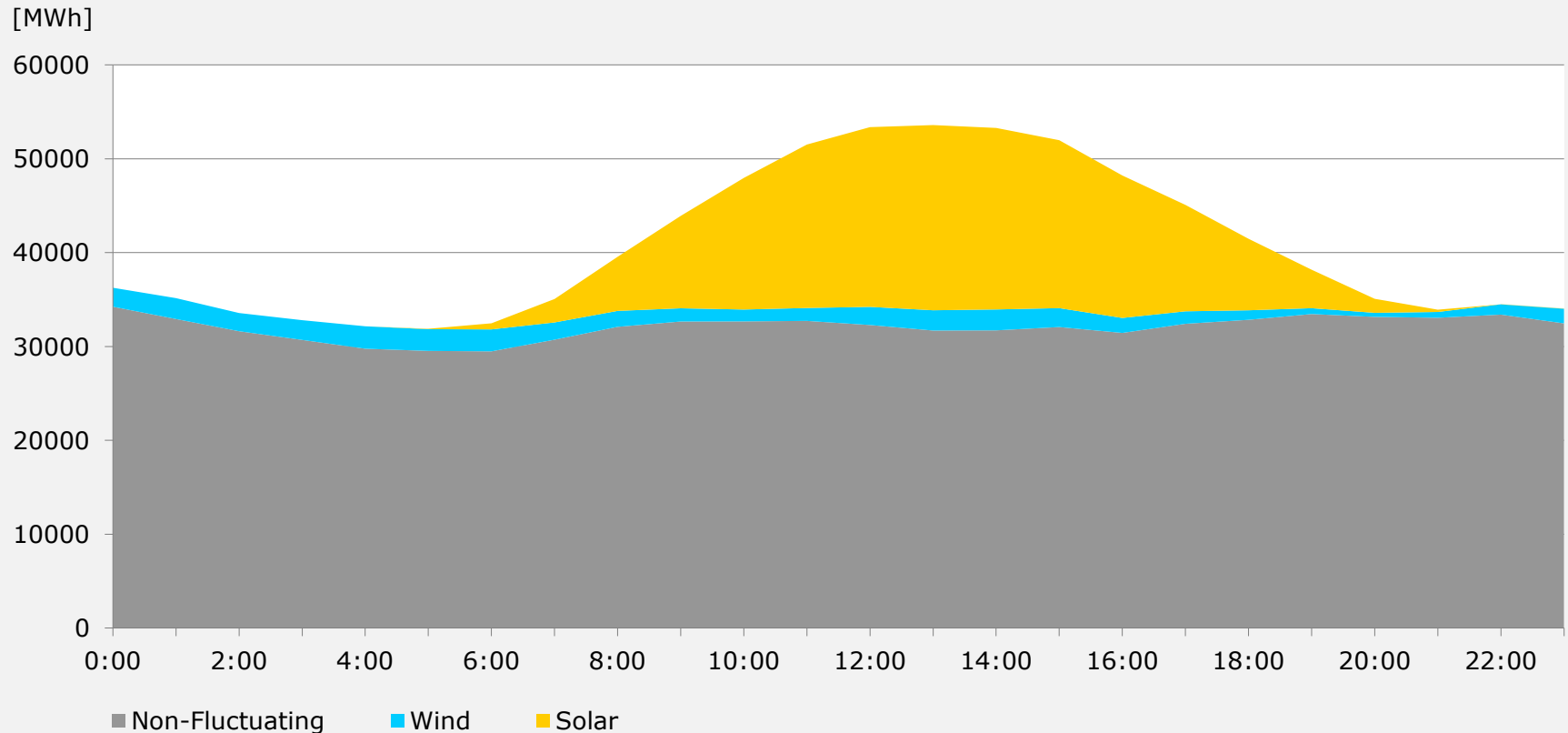
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Expansion of production volume

Main Objectives of the *Energiewende*:

Climate protection measures	2020	2050
CO2 cuts vs. 1990	-40%	-80%
Renewable share of...	2020	2050
Total energy consumption	18%	60%
Electricity consumption	35%	80%
Heat generation	14%	60%
Energy efficiency measures		
Increase in energy productiveness	2.1% p.a.	
Reduction of energy consumption	-50% (2050 vs. 2008)	
Reduction of electricity consumption	-25% (2050 vs. 2008)	
Renovation rate	2% p.a.	
Reduction of energy for transportation	-40% (2050 vs. 2005)	

Electricity production June 30th, 2012



@ ~27 GWp
current installed PV capacity

*Source: EEX 2012 (<http://www.transparency.eex.com>)

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