



3rd Cambodian-German Energy Symposium

Renewable Energies & Energy Storage

www.german-energy-solutions.de/en

Energy Solutions made in Germany

The conference is part of the Energy Solutions Germany Initiative coordinated and financed by the German Federal Ministry for Economic Affairs and Energy (BMWi). To learn more about **Energy Solutions Made In Germany**, please visit <https://www.german-energy-solutions.de> (for English, click on *International* on top of the website).

The global demand for efficient and environmentally sustainable technologies is high. Germany has a lot of experience in renewable energies and energy storage technologies. With rising production costs due to a strong growing electricity consumption and increasing wages, the topic of Renewable Energies has unfolded an attractive business field in Cambodia. Thus, renewable energies enjoy a high level of acceptance – especially in the industrial and hospitality sector. German expertise could help to level up here. Subsequently, there are numerous opportunities for Cambodian-German partnerships in governmental and commercial projects.

An energy delegation trip with seven German companies focuses on technologies and solutions in the fields of renewable energies and energy storage. This delegation trip starts with the “3rd Cambodian-German Energy Symposium” on Tuesday, November 23, 2021.

At the 3rd Cambodian-German Energy Symposium, the German delegation will present their latest solutions, technologies, and services. This event will target energy companies, factories, and industry representatives from Cambodia, as well as governmental and non-governmental organizations. In line with Cambodia’s national long-term economic and energy ambitions, the Delegation of German Industry and Commerce is hosting the symposium that will provide an opportunity for experts from Germany and Cambodian decision makers to discuss opportunities for cooperation.

At the core of the energy delegation trip are talks with potential cooperation partners and customers in Cambodia, which are organized individually for the German participants. Over a period of two to three days, they will hold virtual meetings with potential business partners and establish personal contacts. In this way, they can gain a comprehensive impression of the respective company or institution.

Please scroll down to learn more about the speakers.

Dr. Martin Krummeck

Delegation of German Industry and Commerce in Myanmar

Dr. Martin Krummeck is the Delegate of German Industry and Commerce in Myanmar. His mandate also comprises the Cambodian and Laotian markets. The Delegation supports German companies seeking information and advice on market entry and works in close co-operation with local institutions, especially the national chambers and fosters contacts with local companies. Prior to joining the Delegation in Myanmar, he worked in the German-Indonesian chamber of Commerce and Industry in Jakarta, Indonesia for 12 years. He was the deputy managing director and the executive director of the EU-Indonesia Business Network, a trade and business support program initiated by the European Commission. He holds a PhD degree on the topic of sustainable economic development in the tourism sector.

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Janine Fleischhacker

eclareon

Janine Fleischhacker is a project manager in the Economic Development Department. She is responsible for the organizational support of the projects "Berlin Energy Transition Dialogue" and "Urban Energy Forum ", as well as the organization and implementation of information trips and events. Furthermore, she is responsible for the organization and implementation of energy business trips.

After a year abroad in Australia, Janine Fleischhacker completed her Bachelor's degree in Geography in Marburg and subsequently a Master's degree in Human Geography at the University of Bayreuth. Sustainability and environmental protection, in terms of urban as well as economic aspects, were the main focus of her studies as well as her final thesis. In addition, she gained practical experience in the field of fair trade and certification as well as in the promotion and administration of village and regional development processes.

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Dirk Volkmann

Volkmann Consult

VOLKMANN CONSULT was founded in 1998 by Dirk Volkmann, after positions as manager of KPMG Unternehmensberatung GmbH in Düsseldorf and as managing partner of ubw Unternehmensberatung für die Wirtschaft GmbH in Düsseldorf and Berlin (originally a self-help organisation of business associations and chambers of industry and commerce in the Federal Republic of Germany founded in 1959). Volkmann Consult is a bank- and industry-independent consulting firm with a focus on the mechanical and plant engineering, automotive, energy, renewable energy and clean tech sectors.

The company's offer is the active support and accompaniment of our clients in both strategic and operational problems. The company takes over management, staff or line functions in the company and develops tailor-made concepts for the optimal utilisation of existing and development of new resources of the company; assist in the implementation of strategies and the realisation of operative measures on all decision-making levels and carry out the control of success.

Dirk Volkmann is a sought-after speaker in the field of renewable energies and the energy industry.

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Bridget McIntosh

EnergyLab Cambodia

Based in Phnom Penh, Cambodia, EnergyLab works to support the growth of the clean energy market, with a particular focus on innovation, startups and entrepreneurship. EnergyLab runs a range of programs to help entrepreneurs develop, launch and grow new energy businesses in the region. Whether they be local or international, EnergyLab Cambodia assists by providing co-working space, ideation and opportunity analysis, support programs and investor introductions. Inspired by and in partnership with EnergyLab Australia's world-leading initiative, EnergyLab offers a unique set of resources and skills to help propel success.

Bridget McIntosh is a clean energy pioneer, who has been involved in the space in Cambodia and across Asia, from an investment, incubation and policy perspective since the early 2000's, when it was still a very nascent and unrealized concept in the region. She is currently leading EnergyLab Cambodia.

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EURO-WINDPOWER oHG

EURO-WINDPOWER oHG is in the power generation branche. The company manufactures photovoltaic and on-shore wind power. In addition, the company has hybrid solutions of PV and wind turbines for self-consumption during the day and night. Specifically, the company offers silent small wind turbines. The SuSI SuperSilent product is a vertical small wind turbine that is a general kit as a concept with project partners. It is possible for use for own power demand.

SuSi wind turbine features transparent flights, silent movement, ecological materials, modular construction with no part heavier than 25 kg (thus transportable to almost any location). SuSi is customizable to the place of use, for example freestanding, integrated at the corner of a house, set up on a flat roof, etc. built in one day from all parts. There are no parts that can not be replaced on site without much effort in case of a defect. It can be directly combined with PV systems on a common battery storage for self-power supply.

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EURO-WINDPOWER oHG has been active in the field of climate-friendly energy solutions since 2012.

For the foreign market SuSi SuperSilent small wind turbines KWEA is intended as a self-construction concept or kit concept for B2B partners who assemble at the customer's site (modular in the procurement of materials - best on site for short distances, low logistics costs and

Objectives in Cambodia

EURO-WINDPOWER oHG is interested in discussion partners from education/training, consulting, financing, manufacturing, installation/assembly and planning/architecture.

environmental protection). They are particularly suitable for decentralized use on remote farms, islands, vacation quarters, lodges, dachas, chapels or training farms. To date, the company is active in Estonia and Ireland and in discussions with Kazakhstan, Ethiopia and Panama.



EURO-WINDPOWER oHG B2B partners on the ground who themselves want to offer and build SuSi systems to their customers, as well as looking for long-term customer loyalty to manage SuSi as part of a customer's own power concept. In addition, they are looking for partners who are interested in manufacturing the parts for the SuSi on site from the material specifications up to the finished kit and thus to be able to supply first partners with a SuSi for customers that is manufactured according to German quality standards but to a large extent in the country. Prototypes and initial small quantities will of course be delivered to the partners as a complete kit on pallets until in-house production and assembly have been clarified and practiced on site. Electronics and generators continue to come from Germany to ensure longevity. Suppliers for wood fiber composite pallets, polycarbonate, steel parts not larger than 2m are also wanted. In addition, social partners are wanted.

EURO-WINDPOWER oHG would like to develop the export market through cooperation with local partners and service from home market as well as social partners who build as training SuSi locally.

- Architects/planners of decentralized energy supply concepts
- Local sourcing, contacts with local businesses.
- Partner for the second part of production
- NGOs, social project sponsors, foundations, etc.

Wind Technik Nord GmbH

Wind Technik Nord GmbH is active in power generation in the on-shore wind power sector. It also builds wind pumps. The wind turbines range in size from 200 to 600 kW. The company is the last German manufacturer of these turbine sizes. The products are durable, innovative, robust, and reliable. The company has been active in the field of climate-friendly energy solutions since 1986.



The entire portfolio is intended for foreign markets. So far, Wind Technik Nord GmbH is active in Europe, India and South Korea. In the short term, it plans to become active in Russia and Chile. The company has erected and commissioned wind turbines in almost all the countries it has opened up. Customers continue to be served. As a rule, the company develops export markets through cooperation

with local partners, sales partnerships and licensed local production of components.

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Wind Technik Nord has not yet been active in Cambodia. The competitive situation is considered to be very low, as there are hardly any other producers of this size worldwide. In Cambodia, the company estimates, the obstacles are a lack of financing possibilities and legal issues.

Within the framework of the cooperation talks, partners and customers are to be found. The dialogue partners should come from plant operation, manufacturing, installation/assembly, project development and sales.

Objectives in Cambodia

In Cambodia, the representative of Wind Technik Nord GmbH would like to meet:

- Cooperation partners in sales, possibly with local service.
- Independent consultants/planners in the relevant field.
- Licensees, if necessary only of components such as the tower.

Binder GmbH

Binder GmbH is in the field of production and energy efficiency industry. It manufactures Measurement/control equipment.

The company is in the power generation sector of biogas and wastewater/purification. In particular, the company offers products for biogas quantity measurement and biogas analysis as well as monitoring systems for biogas plants, measurement and control technology for aeration air (in wastewater treatment plants), biogas and all other industrial gases and gas mixtures and energy saving. It has been active in the field of climate-friendly energy solutions since 1999.

For the Cambodia market it has the following products:
COMBIMASS Thermal Gas Flow Measurement,
COMBIMASS Gas Analysis and VACOMASS Activation Air Control in Wastewater Treatment Plants.

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So far Binder GmbH is active throughout Europe as well as in East Asia, the USA, India and the Middle East. In the



short term, it now wants to become active in Brazil, Latin America and Southeast Asia. Its activities in these countries so far include trading, customer consulting, technical presentations as well as commissioning and servicing of the company's products through its own foreign subsidiaries and sales partners and cooperation with engineering offices, local representatives for service and sales as well as plant constructors. Up to now Binder GmbH has developed export markets through cooperation with local partners.

In Cambodia, the company would like to get in contact with decision makers and find local partners to support Binder GmbH in local sales and service. In Cambodia the company is very interested in project developments for biogas, landfill gas and possibly also sewage sludge fermentation (sewage gas), updates and overview of the current major players in the biogas business as well as investors who need to monitor their investment to ensure profitable operation. Binder is looking for discussion partners for plant operations, planning/architecture and sales.

Objectives in Cambodia

In Cambodia, the representative of Binder GmbH would like to meet:

- Consultants in the field of biogas plants
- Biogas plants operators
- Plant manufacturers/financial backers/project developers
- Cooperation partners in sales.

StrawTherm GmbH

StrawTherm GmbH is active in the field of energy production. The company offers systems for the bio-gasification of straw as well as other grass-like plants (e.g. rice). The gasification processes can generate steam, heat as well as electricity.

The systems generate energy in a CO₂-neutral way. The products are sustainable and offer stable energy availability. There are no negative residues from gasification, and further use of the waste products is possible.

So far, StrawTherm has not been active in Cambodia.

The logo for StrawTherm features the word "Straw" in a yellow, serif font and "Therm" in a red, sans-serif font, with a thin horizontal line separating them.

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Objectives in Cambodia

In Cambodia, the representative of StrawTherm GmbH would like to meet:

- Plants with high heat demand, hot air up to 1050°C, e.g. lime kilns
- Plants with demand for steam
- Drying plants for berries, fruits -> packaging industry, especially cans
- Slaughterhouses
- Chicken farms
- Manufacturer of boilers
- Distributors or agents.

K2 Systems GmbH

K2 Systems GmbH sells rooftop mounting systems for photovoltaic plants and design software for the structural calculation of the mounting systems as well as other digital services related to the mounting system. The company has been active in the field of climate-friendly energy solutions since 2004.

The company's rooftop mounting systems stand out from the competition because they are of high quality, quick and easy to install, and safe. A system proven to withstand wind and snow loads is offered. In addition, the product comes with digital services such as design software including connection to inverter software and check app for project preparation.

For Cambodia, the standard systems are provided, which are customized according to specificity. The systems are compatible with flat roof, trapezoidal sheet roof, corrugated sheet/fluted roof, interlocking sheet roof and tiled roof.

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So far, the company is active in Europe, USA, Latin America, South Africa and Australia. In the short term, they plan to enter Cambodia, Taiwan, India and Vietnam. So far, export activities have been as follows. K2 Systems

has non-European operations in USA, Mexico, Brazil, South Africa and Australia. The company has non-European distributors in Turkey, Japan and Colombia. Exports to Latin America and Africa come from their headquarters in Germany.

In the future, they want to take advantage of synergies of different non-EU markets, bundle more distributors and enter new markets.

So far, they do not export to Cambodia yet. For Cambodia, already adapted products from similar non-EU markets can be adopted and further adapted if necessary.

K2 Systems GmbH estimates that there is strong competition in the low-price segment from China in Cambodia, due to logistical advantages from close production locations as well as language and cultural advantages.

The company sees the following barriers in the target market: the products may be too expensive (possibly due to additional transportation costs), there is no local distributor yet and language as well as cultural barriers.

In Cambodia, the company is looking for possible distribution partners with the aim of making the product available locally as well as more detailed market information on roof types and required systems. The company is interested in project development and distribution in Cambodia.



Objectives in Cambodia

In Cambodia, the representative of K2 Systems GmbH would like to meet:

Cooperation partner distribution

- The distribution partners should distribute the products widely on a national level. It is essential that the goods can be stored. The focus should be on quality and there should be joint marketing activities for market development.

Large EPCs with their own on-site warehousing facilities

- In addition, large EPCs with their own on-site warehousing are of interest. They should show the willingness to purchase goods directly from Germany.

Fichtner GmbH & Co. KG

Fichtner is active in the field of plant technology, energy storage, energy distribution and heat recovery. It is active in the photovoltaic, biomass and biogas, hydropower and wind energy sectors, among others. As Owner's Engineer, the company provides planning and consulting services across the entire value chain of infrastructure projects. As Lenders' Technical Advisor, the company also offers all services in all project phases.

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The company provides a comprehensive interdisciplinary range of consulting services for public and private infrastructure service providers with a focus on the supply and disposal industry. This combination of technical planning and consultancy, as required for the implementation of large projects, with classic management consultancy services is unique. Fichtner has been active in the field of climate-friendly energy solutions since the 1980s.

A wide network of branch offices and associated companies characterises the global orientation of the Fichtner Group. Its strength lies in handling complex and multidisciplinary projects close to the customer. There are

branch offices, project offices and associated companies in over 60 countries.

As a rule, Fichtner taps into new markets by establishing branch offices, cooperating with local partners, serving from its home market or founding a subsidiary. In most countries, they use owner's and lender's engineering for projects. The company has a focus on Asia and is already active in Taiwan, Vietnam, Malaysia, China, etc.

Fichtner was already active in Cambodia. The company had activities in waste-to-energy, offshore wind and small PV contracts. The focus of services for Cambodia is to be on Owner's Engineering, Due Diligence and Lender's Engineering.

FICHTNER

Within the framework of the B2B meetings, Fichtner is seeking contact with developers and financiers in the renewable energy sector and in the energy storage business segment. The company would like to present its service portfolio. Interested parties are from the business fields of plant operation, consulting, financing, planning/architecture and project development.

Objectives in Cambodia

In Cambodia, the representative of Fichtner GmbH & Co. KG would like to meet:

- Project developers for renewable energies and energy storage (Cambodian or international developers)
- Financiers for renewable energy (including due diligence services, lender's engineer)
- Plant operators who may be looking for an independent review/optimisation of their plants.

BOS Balance of Storage Systems AG

BOS Balance of Storage Systems is active in the field of energy storage. It works with integrated PV and PV power plants as well as stand-alone systems and hybrid systems.

BOS HS Solutions are an out of the box Lithium balance of storage system that offers business and commercial applications with affordable, reliable and clean solar energy. Specially designed for small and medium businesses, mini grids, residential applications and community electrification projects like healthcare and schools, HS solutions work for grid connected, solar off-grid and hybrid applications. These Lithium battery systems can be tailored to any requirement and energy setup. HS Solutions reduce reliance on diesel power and unreliable utility grid by integrating renewable energy sources like solar power and energy storage into your power system. HS Solutions are compact, modular and fully scalable, with standard battery sizes ranging from 5 kWh to 140 kWh with 3 kVA to 90 kVA inverter power, both single and three phase.

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The unique selling points are that BOS' products are completely integrated with all the necessary components for optimum performance, pre-wired and tested before shipping, easy to install and operate, completely scalable

and modular. The company is already since 2014 in the field of climate-friendly energy solutions.

In Cambodia, BOS would like to offer its HS Business Solution and HS Customised Solutions. The company is already active in the following countries: Nigeria, Kenya, Zambia, Uganda, Malawi, Senegal, Philippines, Indonesia, Papua New Guinea, Australia, New Zealand, Honduras, Columbia, Myanmar, Thailand and India. In the near future, it plans to become more active in ASEAN countries and Pacific Region. So far, the company implemented electrification projects with solar energy, for minigrids, residential with and without PAYG, healthcare, and school electrification. Therefore, BOS entered the market with local cooperation partners, a joint venture with a local company or service from Germany.

BOS is interested in meeting interlocutors from the business areas of financing, as well as manufacturing, installation/assembly, planning/architecture, project development and sales.



Objectives in Cambodia

In Cambodia, the representative of Balance of Storage Systems AG would like to meet:

- EPC companies: solar engineering, procurement and commissioning companies
- Minigrid developers that work with solar
- Commercial customers: Small and medium scale industries, hospitals, schools, fisheries and productive use applications.



Delegation der Deutschen
Wirtschaft in Myanmar
Delegation of German Industry
and Commerce in Myanmar

Hosted by

Delegation of German Industry and Commerce in Myanmar

Since its establishment and official opening by German Federal President Joachim Gauck in February 2014, the Delegation of German Industry and Commerce supports German companies seeking information and advice on market entry in one of the most exciting countries worldwide. Since November 2018 we also have the official mandate for two more very exciting markets, Cambodia and Laos. All three countries have started an ambitious process of reforms and economic development. Challenges remain in a market, where legislative frameworks and the local business structure undergo rapid changes.

The Delegation of German Industry and Commerce works in close co-operation with local institutions, especially the national chambers and fosters contacts with local companies. It works alongside the German Myanmar Business Chamber (GMBC). AHKs (German Chambers Abroad) are closely linked to the network of German Chambers of Industry and Commerce (IHKs) in Germany. Together, IHKs and AHKs support German companies in establishing and expanding their business relations with foreign countries. The umbrella organisation of the IHKs is the Association of German Chambers of Industry and Commerce (DIHK), which also coordinates and supports the AHK network. The close cooperation with the German trade associations also ensures that the AHKs are networked close to the companies and markets.

Based on a resolution of the German Bundestag, the AHKs are pro rata supported by the Federal Ministry of Economics and Energy.

For further information and request, please do not hesitate to contact:

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