



Malaysian-German Chamber  
of Commerce and Industry  
Deutsch-Malaysische  
Industrie- und Handelskammer



MITTELSTAND  
GLOBAL  
ENERGY SOLUTIONS  
MADE IN GERMANY

# Renewable Energy Symposium

Solar Energy Malaysia 2018  
Solutions from Germany

[www.german-energy-solutions.de](http://www.german-energy-solutions.de)



- | **Symposium**  
25. September 2018  
Connexion Conference  
& Event Centre  
Nexus, Bangsar South,  
Kuala Lumpur
- | **Business Matching**  
26.-27. September 2018

Under the programme “Energy Solutions – Made in Germany”, which is supported by the German Federal Ministry of Economics and Energy, the Malaysian-German Chamber of Commerce and Industry (MGCC) is organizing a Renewable Energy Symposium & Business Matching Event with a focus on Solar Energy in Kuala Lumpur from 25.-27. September 2018.

This event aims at presenting German technology solutions and expertise to all stakeholders from both the private and public sectors in renewable energy related fields in Malaysia, particularly those involved in solar power generation.

The German Solar PV market is the largest on a global comparison. Almost half of the photovoltaic production technology used globally originates from German machine and installation producers. PV-generated power amounted to about 40 TWh and covered approximately 7.2% of Germany’s net electricity consumption including grid losses in 2017.

Renewable energy as a whole accounted for approximately 39% of net electricity consumption, while PV and total RE accounted

for about 6.7% and 36% of Germany’s gross electricity consumption respectively. At the end of 2017, the total PV power installed in Germany was approximately 43 GW.

At the Symposium on 25. September, German technology providers as well as expert speakers will speak on their experiences and introduce their projects, solutions and applications. A business matching between German technology providers and Malaysian companies will follow from 26.-27. September with pre-arranged appointments.

#### Contacts:

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## Symposium Programme

# SOLAR ENERGY MALAYSIA 2018 – SOLUTIONS FROM GERMANY

Tuesday, 25. September 2018  
Connexion Conference & Event Centre  
Nexus, Bangsar South, Kuala Lumpur

- 9.30 am **Registration**
- 10.00 am **Words of Welcome**  
by Daniel Bernbeck,  
Executive Director, Malaysian-German Chamber  
of Commerce and Industry
- 10.10 am **Welcome Speech**  
by H.E. Nikolaus Graf Lambsdorff,  
Ambassador of the Federal Republic of Germany
- 10.20 am **Keynote Address**  
by Malaysian VIP (tbc)
- 10.30 am **Introduction to the German Energy  
Solutions Initiative and the Energy  
Transition in Germany**  
by Laura Scharlach, Consultant by Order of  
the German Energy Solutions Initiative of the  
Federal Ministry for Economic Affairs and  
Energy
- 10.50 am Teabreak

### SYMPOSIUM SESSION I

- 11.15 am **Overview of Grid-connected  
Photovoltaics in Germany - Trends,  
Figures and Project Examples**  
by David Wedepohl, Managing Director  
International Affairs, German Solar Association
- 11.45 am **Financing Aspect of Large Scale Solar –  
The German Experience**  
by Volker Bromund, Regional Director South  
East Asia, Fidelias Vertriebsservice GmbH
- 12.15 am **Potential and Challenges of the Malaysian  
Solar Industry**  
by Lionel Yap, Head of Secretariat, Malaysian  
Photovoltaic Industry Association (MPIA)

- 12.45 pm **Q&A**  
Moderator: Thomas Brandt, General Manager,  
Malaysian-German Chamber of Commerce and  
Industry

- 1.00 pm **Lunch**

### SYMPOSIUM SESSION II

- 2.00 pm **Owner's and Lender's Engineering to  
Secure Photovoltaic Plant Performance**  
by Dr. Matthias Eichelbrönnner, Managing  
Director, E.Quadrat GmbH & Co. Energy  
Experts KG
- 2.15 pm **Autarsys Energy Storage Systems –  
Renewable Energy Supply with Next  
Generation Technologies**  
by Matthias Ross, Managing Director,  
Autarsys GmbH
- 2.30 pm **Presentation (Title tbc)**  
by Danny Christ, Marketing, Envidatec GmbH
- 2.45 pm **Development of a Large-Scale Solar  
System in Malaysia**  
by Stefan Riel, Managing Director,  
Greencells GmbH
- 3.00 pm **Solar Roof Top Applications for Business  
and Industries**  
by Chris Hannen, Managing Director,  
PV2 Energie GmbH
- 3.15 pm **Solarnext – Clean Energy for You**  
by Frank Molter, Managing Director,  
SolarNext AG
- 4.00 pm **Q&A/Discussion  
Closing Remarks**  
by Thomas Brandt, General Manager,  
Malaysian-German Chamber of Commerce and  
Industry
- 4.30 pm **End**

*This is a working programme (Status 28.8.2018)  
and is subject to change*

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## Solar Energy Malaysia 2018 BUSINESS-MATCHING

26.–27. September 2018

For Business-Matching sessions, please refer to the 6 company profiles listed below. To hand in your Business-Matching Application Form, please choose the German companies you would like to meet via the Link provided in the E-mail Invitation. The Organiser reserves the right to coordinate the pre-arranged meetings as deemed suitable for the German companies according to their requirements.

### GERMAN COMPANIES FOR BUSINESS-MATCHING



[www.autarsys.com](http://www.autarsys.com)

#### 1. Autarsys GmbH

Autarsys is a Berlin-based company that manufactures containerized energy storage systems (ESS) for hybrid renewable energy applications. Our systems make wind and solar powered systems more energy-efficient and cost-effective, increasing the share of renewable energy by up to 90%. We develop on and off-grid projects in all corners of the world with a focus on developing countries.

##### Design Features:

Autarsys ESSs are designed for a long lifecycle, tailored to withstand harsh conditions such as high ambient temperatures, dust and humidity. The bespoke renewable energy solution has minimal maintenance needs. Autarsys ESS have a power range of 30 kW to 10 MW and multiples to adapt to greater scales. They are assembled and pre-tested in 8' (Mini ESS), 20' (Medium ESS) or 40' (Large ESS) high cube containers with the latest generation of utility grade lithium-ion battery cells and modular inverter systems with active power filters. The Autarsys Large ESS is typically suited for large-scale renewable power plants, whereas the Medium ESS is more suitable for bigger communities or commercial uses. The Autarsys Mini ESS is geared towards rural electrification projects or to power islands and/or small communities. The ESS can operate in both on-grid and off-grid modes.

##### Commercial Benefits of the Autarsys ESS:

In the On-grid mode, the ESS enables local power generators and grid operators to use primary control reserve power and generate income through energy arbitrage and ancillary services. Whereas, in the Off-grid mode, applications enable fuel saving for diesel generators, load shifting and energy smoothing. With renewable energy sources, our off-grid and hybrid – solar and/or wind & diesel genset – systems provide power at a cost that's 30% less than pure diesel generators.



[www.equadrat-gmbh.eu](http://www.equadrat-gmbh.eu)

#### 2. E.Quadrat GmbH & Co. Energy Experts KG

E.Quadrat, founded in 2006 in Mannheim, Germany is an internationally acting consultancy and advisory firm for renewable energy and energy efficiency. E.Quadrat offers detailed support for business strategies, business development, project development, owners' and lenders' engineering as well as interim and executive management for commercial and non-commercial clients. The team members of E.Quadrat show between 10 and 30 years of individual expertise having supported or managed approx. 440 Mio Euro of renewable energy project volume.

In the recent years E.Quadrat has been quite active in the ASEAN region: introducing web-based energy platforms for PV systems in India and ASEAN states (Vietnam, Indonesia, Malaysia) not only for developers as well for nodal offices and government bodies. Comprehensive consultancy studies were performed for GIZ and private companies in these countries: pre-feasibility and feasibility studies were accomplished for photovoltaic and biomass energy projects.

In Malaysia, E.Quadrat has been appointed since 2014 as owner's engineer for photovoltaic projects under the LSS round 2017. The two projects of 30 MW AC and 6 MW AC have passed PPA; meanwhile while project finance is ongoing. As part of a consortium E.Quadrat supported SEDA in the definition of the National PV Monitoring and Performance Database.

Matthias Eichelbrönnner graduated in 1985 with a Master (Diploma) in Electrical Engineering from the Technical University of Munich. Later, he was promoted to Doctor of Engineering (Dr.-Ing.), Technical University of Berlin. 10/2011, he was appointed as a visiting professor for Renewable Energy, University of Applied Sciences Mannheim.

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## GERMAN COMPANIES FOR BUSINESS-MATCHING

ENVIDATEC

[www.envidatc.com](http://www.envidatc.com)

### 3. Envidatec GmbH

Envidatec GmbH started developing energy management solution JEVIS 13 years ago. JEVIS has ever since been continuously developed for energy monitoring applications. Three years back Envidatec made a strategic decision to offer the core components of JEVIS system as an open source solution. As a result, the Envidatec world has gained more than 50,000 users and developers. The active exchange between developers and users across all industries and regions has led us to a unique know-how in energy measurement, analysis and optimization. Envidatec is today regarded world-wide as a service provider and supplier of solutions in the most complex of projects. Now Envidatec plans to expand the use of JEVIS and thereby increase know-how transfer to its partners and customer community.

PV<sup>2</sup> ENERGIE

[www.pv2energie.de](http://www.pv2energie.de)

### 5. PV2 Energie GmbH

PV<sup>2</sup> Energie plans, builds, finances and operates solar plants on open spaces as well as on roofs of agricultural, public or commercial buildings. The company was founded in March 2011 when the company started developing and building solar rooftop projects mainly for the German market. Over the years the company has steadily grown, and in 2014 the first foreign subsidiary was opened in the Philippines. Today the company employs 20 people and has developed into a local market leader in the region where it was founded as well as in the Philippines. Many MW of solar power plants are built every year by PV<sup>2</sup> Energie in the two target markets. PV<sup>2</sup> has also continuously grown its business of solar power plant operation. The company runs and owns numerous solar and Biogas powerplants in Germany and the Philippines.

GREENCELLS  
GROUP

[www.greencells.com](http://www.greencells.com)

### 4. Greencells GmbH

The Greencells Group is one of the biggest European providers of photovoltaics power plants with a proven track record of more than one gigawatt.

Since 2007, we built over 110 solar plants in 25 countries worldwide, among them U.K, Maldives and the Philippines. Our international expertise pays off – the most renowned investors and constructors are our clients. We will be pleased to elaborate an individual, customised solution for you.

SOLARNEXT

[www.solarnext.eu](http://www.solarnext.eu)

### 6. SolarNext AG

#### Our solution

We develop chillii® cooling kits with a cooling capacity from 10 to 1.000 refrigeration tons (RT). On request we also design larger chillii® cooling kits. Therefore we developed the chillii® system controller, which is the only controller available on the market, which allows to control the whole cooling system with one controller and which therefore allows the system to run more effectively.

#### Our value proposition

We offer thermal cooling systems, which means we produce cooling from heat, by using ad- and absorption chiller technology. These absorption cooling kits reduce in general the use of electric power by 70 to 75% and reduce the global warming potential (GWP) by more than 95%. Our chillii® cooling kits were installed all over the world from Australia to Canada.

If the cooling application runs more than 5.000 operating hours p.a. the payback is in general below 3 years and the customer realizes huge savings on energy costs.

Especially on the Middle East and Asian market we work with local partners. We always try to use some local content regarding a few components (cold water storage, re-cooling unit, etc.) in order to generate sales in the Middle Eastern market.

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