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ENERGY  
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Within the frame program of the Berlin Energy Transition Dialogue 2017  
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**The German Solar Association (BSW-Solar) & the GIZ  
cordially invite/welcome you  
to our joint workshop on**

## **Investment Opportunities in the Solar Energy Sector in Pakistan**

**On 22<sup>nd</sup> March 2017, 01:00 – 5.30 pm**

Novotel Berlin Mitte, Fischerinsel 12, 10179 Berlin

On the occasion of the Berlin Energy Transition Dialogue 2017, a high-ranking official delegation from Pakistan including representatives of the Federal Ministry of Water and Power, State Bank of Pakistan, Alternative Energy Development Board, Pakistan Energy Utilities and Provincial Energy Departments will be in Berlin and ready to present the potential for the renewable energy sector in Pakistan. Interested companies can exchange their experience on Germany's energy transition and the solar sector in Germany as well as in Pakistan with the delegation members.

Pakistan has a high solar power potential, with 1700 to 2000 hours of sunshine per year and more than 320 days of annual sunshine, experts are expecting an average size of 1 GW of solar installations for the next 3 to 4 years. Hence, the Government of Pakistan (GoP) recently launched incentive mechanisms to boost the development of solar energy. This includes an attractive net-metering policy, the exemption of import duties on solar products and feed in tariffs for solar independent power producers (IPPs), among others. Additionally and in order to increase the 'access to finance' for PV, the GoP has also taken steps with the State Bank of Pakistan, announcing the "Financing scheme for renewable energy" in June 2016, with loans being offered at 6 percent interest rate for PV projects up to 50 MW.

In this workshop, companies will have the opportunity to meet with the high-ranking representatives of the State Bank of Pakistan who will promote trade and investment in the renewable energy sector in Pakistan and present the investment securities, incentives and guarantees, taxations and financial regulation for doing business in Pakistan in the field of renewable energy.

The representatives from the Ministry of Water and Power as well as the Alternative Energy Development Board will give a first-hand overview and the latest developments of the solar energy sector in Pakistan; presenting the current and future projects, frameworks, policies and regulations.

In the last few months the German Solar Association (BSW-Solar) has analyzed the solar energy market in Pakistan and published the study "Value Chain Analysis for the PV Sector in Pakistan" on December 2016. The study analyzed the whole PV value chain in Pakistan and identified the real market potential of quality solar products, as well as the needs of local stakeholders. The concrete potentials for German solar firms in different solar applications in this promising market will be presented in this workshop by BSW-Solar.



The Renewable Energy and Energy Efficiency Program (REEE) of the GIZ in Pakistan is advising government of Pakistan on the development of a strategy to promote renewable energies and supporting the development of regulatory frameworks and financing mechanisms. As an Advisory Board Member of the Pakistan-German Renewable Energy Forum (PGREF), the GIZ in Pakistan is supporting the cooperation and knowledge transfer in the fields of RE and EE and promoting business-to-business and business-to-government links and joint ventures for joint projects between German and Pakistani companies.

## Program:

Solar Energy Sector in Pakistan	
01:00	<b>Registration and Joint Lunch</b>
	<b>Welcome</b>
02:00	Mr. Jörg Mayer, Managing Director - BSW-Solar Dr. Frank Fecher, Principal Advisor - GIZ Pakistan
02:15	<b>Quick Introduction Round: Pakistani Delegation</b> <b>Quick Introduction Round: German Companies</b>
	<b>Doing business and Investing in Pakistan</b>
	- <i>Mr. Syed Basit Aly, Director – State Bank of Pakistan</i>
02:30	<b>Solar Energy Sector in Pakistan: Overview and Potential</b>
	- <i>Mr. Mohammad Younus Dagha, Secretary – Ministry of Water and Power Pakistan</i> - <i>Mr. Amjad Ali Awan, CEO – Alternative Eenergy Development Board and secretaries from provincial energy departments in Pakistan</i>
	<b>German Solar Association: Services and Activities</b>
03:15	- <i>Jörg Mayer, Managing Director - BSW-Solar</i> <b>Value Chain Analysis for the PV Sector in Pakistan</b> - <i>Luz Alicia Aguilar, Project Manager - BSW-Solar</i>
04:00	<b>Optional: Feedbacks, Experiences and Questions from the private sector</b>
04:30	<b>Coffee Break &amp; Individual Business to Government Networking</b>
05:30	<b>End of the Event</b>



### **About the BETD (March 20<sup>th</sup> and 21<sup>st</sup>):**

The Berlin Energy Transition Dialogue is the pivotal international summit, facilitating in-depth, high-level dialogue on energy transition, which will be a fundamental shift towards an affordable, secure and ecologically friendly energy system based on renewables, energy efficiency as well as innovation. In this special year of the German G20 presidency, the conference will contribute to the efforts to reach the COP 21 targets and the UN sustainable development goals of the Agenda 2030. It will specifically elaborate on the question of how to redirect investment streams in the public and private energy markets required for a sustainable energy transformation. Thus, the conference was developed and is jointly hosted by the German government together with the renewable energy associations of Germany.

More information on [www.energiewende2017.com](http://www.energiewende2017.com)

### **About BSW-Solar**

The association's mission is to support its members operating around the world in accessing and developing a global market for solar power, solar heat and solar storages. BSW-Solar drives the implementation of solar business models and is a treasure trove of first-hand information, networks and service, unrivalled in its experience with solar energy.

### **About REEE GIZ**

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is active in Pakistan in the field of Renewable Energy and Energy Efficiency (RE-EE) since 2005, working on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). The existing phase of the GIZ RE-EE project is from January 2017 to December 2019. The project, together with its partners, aims to:

- Support to federal and provincial governments to ensure that policy-makers (e.g., federal and provincial RE and EE organizations, commercial banks and regulatory authorities) possess the right policy, regulatory and financial tools needed to promote RE and EE, with a consideration for existing know-how from other countries along with innovations available internationally.
- Sets out to use suitable instruments (e.g., development partnerships, association partnerships, trade fair visits, founding joint companies, cooperation agreements between individual companies, etc.) to support investors and policy-makers in the use and dissemination of technologies in the RE and EE sectors.
- Support microfinancing institutions and their partner organizations in financing standardized RE and EE technologies in rural areas.



## How to get there

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The Novotel Berlin Mitte is located in the heart of Berlin at the Fischerinsel.

