

## Delegation visit from Germany

### Solar Technologies (PV & CSP) with applications for Industrial Customers

8<sup>th</sup> October – 12<sup>th</sup> October 2018

### Company Profile Overview

IBC Solar Energy GmbH	Leading solar photovoltaic solutions provider
Nrg4.you GmbH	Offer renewable energy solutions based on solar PV, CSP, battery storage solutions, wind-and hybrid solutions as well as solar carports incl. charging infrastructure
CRB Antriebstechnik GmbH	Solar project development
Protarget AG	Turnkey solar thermal power plants (parabolic trough collector) for industrial process heat and steam supply
Solarlite CSP Technology GmbH	Turnkey solar thermal power plants (parabolic trough collector) for industrial process heat and steam supply as well as power generation

## IBC Solar

[www.abc-solar-energy.com/](http://www.abc-solar-energy.com/)

IBC SOLAR is a leading global provider of photovoltaic and energy storage solutions and services. The company was founded in 1982 and is active internationally with numerous regional companies, sales offices and partner companies in more than 30 countries. The company offers complete systems and covers the entire product range from development and planning to the turnkey handover of utility-scale photovoltaic systems and large-scale storage followed by operation and maintenance as well as monitoring services.

## Requirements of IBC Solar

1.

The company is looking for potential customers, whom they wish to offer development, planning and installation of **large scale PV Power Plants**. Especially energy intensive industrial companies having a requirement for 1 MW (and more) solar PV plant with an area of 10,000 sq mtrs or more available for installation. IBC SOLAR would tailor the solar PV plant design to optimize the electricity consumption of the customer.

2.

They wish to connect with financing partners – who would be investors under the OPEX model. IBC would partner with them for offering a turnkey package including project development and EPC.

**nrg4.you GmbH**

<http://www.nrg4.car/>

nrg4.you GmbH provides renewable energy solutions for industrial and commercial establishments. They offer complete systems based on solar PV, CSP, battery storage solutions, wind-and hybrid solutions as well as solar carports incl. charging infrastructure. The company has several years of experience in planning, execution and operation of power plants. With their experience and Know-How. They offer energy solutions customised for the requirements of their partners/clients.

**Requirement:**

The company is looking to meet in India:

1. Sales and system partners, for eg. companies which are in the field of renewable energy/energy management
2. Potential customers in the manufacturing industry, companies which are seeking more cost-effective and environment friendly alternatives to conventional power sources
3. Project developers, energy consultants, architects and planners who want to collaborate with nrg4.you GmbH in order to offer alternative energy solutions to their clients
4. Companies offering fabrication services, especially for steel structures – for mounting systems and for carports
5. Finance companies – to collaborate and offer options to fund projects for Indian clients with 'Made-in-Germany' solutions from nrg4.you GmbH.

## **CRB Antriebstechnik GmbH**

<http://www.crbantrieb.com/en/>

CRB Antriebstechnik GmbH comes from a background of offering components for drives/engines and power generation (bearings and mechanical parts). Their portfolio also includes technology for solar tracking.

CRB Antriebstechnik wishes to be active as a project developer in the solar PV industry. They offer German systems and know-how about the quality as well as worldwide sourcing.

### **Requirements**

1. CRB is seeking to partner with Indian companies to bid jointly for projects.
2. Wish to meet companies having prior experience in:
  - installing solar plants (Incl. rooftop plants),
  - electrical installation & commissioning
  - bidding process for central/state tenders (incl. rooftop projects)
  - project consultants for renewable energy/solar projects
  - storage solutions
3. They would also like to meet financing agencies and private investors/project developers in India

## **protarget AG**

<https://protarget-ag.de/en/>

protarget AG has proven expertise in providing turnkey solar thermal power plants (parabolic trough collector) for industrial process heat and steam supply. They also offer turnkey systems for industrial wastewater treatment as well as for desalination plants. protarget offers customised, modular solar power plants. Their solutions can help to save costs up to 70%, when obtaining process heat and electricity.

protarget's technology is already available through an empanelled channel partner in the Indian market, making its projects eligible for MNRE subsidies. Protarget also already has experience in installing a project in India.

### **Requirements:**

1. The company is looking for companies or associations, who are interested in exploring solar thermal technologies for their process heat requirements, from the following sectors:
  - Food and beverage incl, dairies
  - Pharmaceuticals
  - Textiles
  - Oil and Gas
  - Petrochemicals
  - Asphalt & Cement
2. Looking to meet co-operation/Sales partners, which would potentially be companies with experience in the field of renewable energy/energy management.
3. They wish to meet financing companies to explore financing options for solar thermal energy generation projects

### **Solarlite CSP Technology GmbH**

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

Solarlite offers solar thermal power plants (parabolic trough collector) for industrial process heat and steam supply as well as for power generation in ranges from 4 M - 10 MW (electric). Their parabolic trough plants are made of lightweight composite which reduces the weight and construction costs and has thin-glass mirrors which increase the efficiency. With direct evaporation technology Solarlite has achieved temperatures in the range of 500 deg.C. The use of concentrated solar power reduces the dependence on toxic furnace oils. Solarlite also has experience of a project in India:

[www.solarlite.de/en/project\\_degbiomassindia.cfm](http://www.solarlite.de/en/project_degbiomassindia.cfm)

They offer process heat solutions for following industries:

- Food and beverage incl. dairies
- Chemicals
- Oil and Gas
- Petrochemicals

They wish to meet:

1. Potential customers: companies in the manufacturing sector with considerable energy requirements which are looking for alternative solution to fossil fuels for their process heat / electricity needs.
2. Co-operation/Sales partners, which would potentially be companies with experience in the field of energy management (such as ESCO's).