

# PV in Pakistan: Business Opportunities and Investment Framework in a Growing Solar Market



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Managing Director



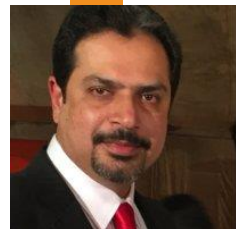
Berlin, Jan. 26th, 2015

# Whom you meet in the webinar

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- Mr. Jörg Mayer , BSW-Solar, Managing Director
- Ms. Rukhsana Afzaal, Embassy of the Islamic Republic of Pakistan in Germany, Minister
- Mr. Nauman Khan, Pakistan Solar Association, Vice Chairman
- Ian Lachmund, Vice President DEG – Deutsche Investitions- und Entwicklungsbank



# German Solar Association: who we are

**TASK** To represent the solar industry in Germany in the thermal and photovoltaic and storage sector

**VISION** A sustainable global energy supply provided by solar (renewable) energy

**ACTIVITIES** Lobbying, political advice, public relations, market observation, standardization

**EXPERIENCE** Active in the solar energy sector for over 30 years

**REPRESENTS** More than 800 solar producers, suppliers, wholesalers, installers and other companies active in the solar business from all over the world

**HEADQUARTERS** Berlin

Equipment

Materials

System  
components

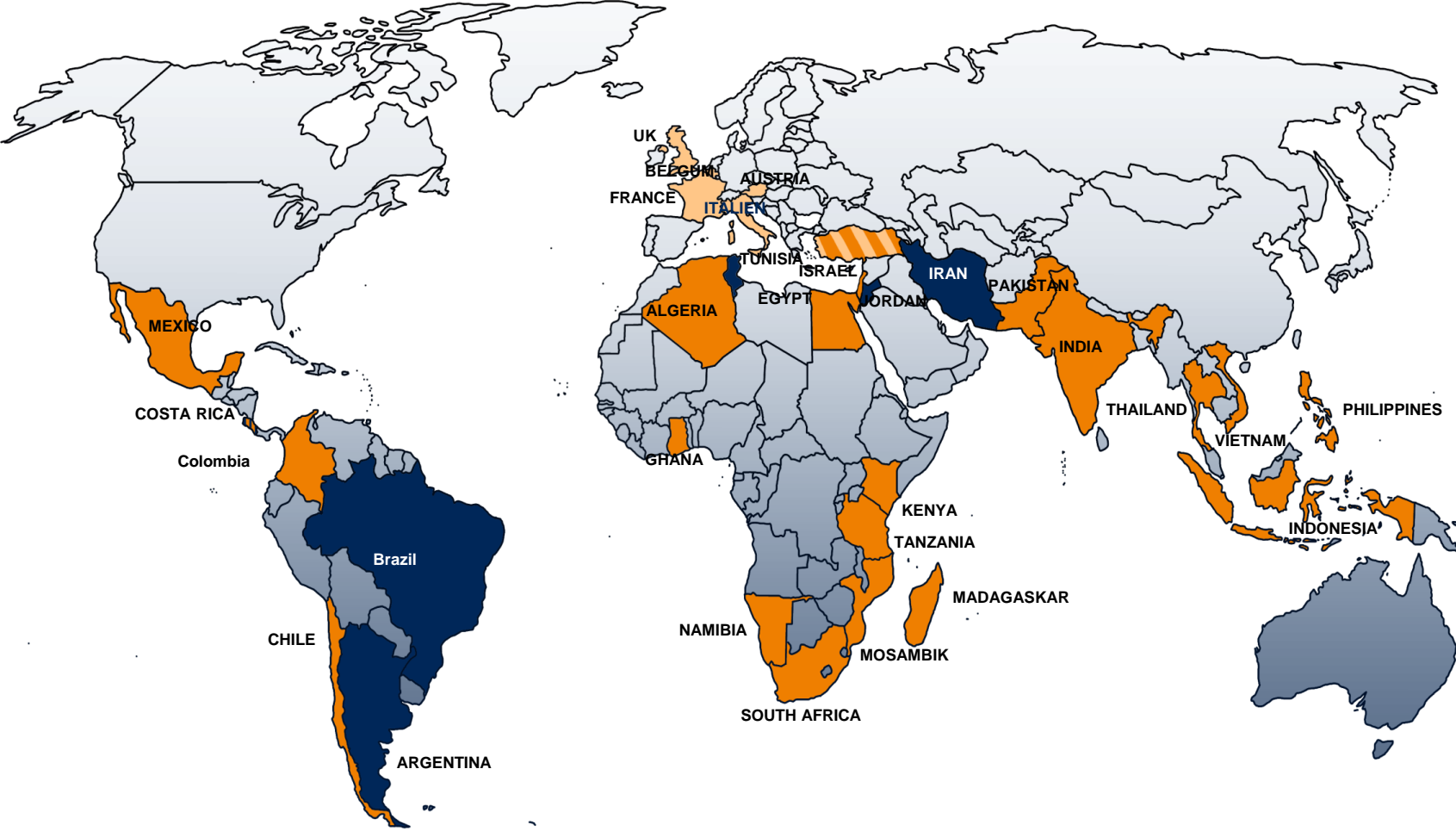
Wholesale  
& Distri-  
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Project  
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Con-  
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O&M

# BSW-Solar active in various solar markets worldwide



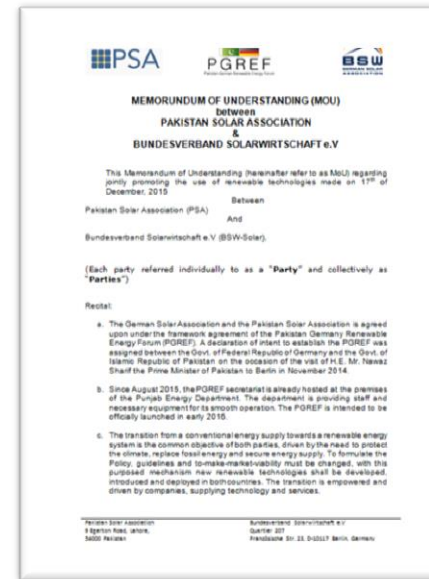
 Cooperations with associations, match-making, consultancy, delegation trips

 market studies, esp. ENABLING PV

 Project partners of PV FINANCING

# BSW-Solar is partnering with the Pakistan Solar Association (PSA)

- MoU signed in the Federal Ministry for Economic Cooperation and Development (BMZ) on December, 17<sup>th</sup>, 2015
- Contents of the cooperation:
  - Quality assurance of circulated solar products
  - Local capacity building through Training Sessions both in Pakistan as well as Germany
  - Joint ventures of Pakistani and German companies (business matchmaking)
  - Awareness building for solar energy in the Pakistani public
  - Advocacy for Pakistan's renewable energy enabling policy, rules & regulations, and incentives



# What we want to deliver in this webinar

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- Explain the attractiveness of the Pakistan PV market,
- how to enter the Pakistan Solar Market with high quality products and services,
- how to use the existing support,
- how to benefit from PSA services

Be sure, that you will receive the presentations after the webinar in your email-account.

# Contacts

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