



सत्यमेव जयते
Consulate General of India
Hamburg (Germany)



Windenergie und Marktchancen in Indien / Wind Energy and Market Opportunities in India

Date: 14th September 2017

Place: NCC Husum, Raum 2

Gemessen am Bruttoinlandsprodukt ist Indien die sechstgrößte Wirtschaft der Welt. Darüber hinaus ist Indien der viertgrößte Markt für Windkraftanlagen mit einem weiteren Ausbauziel von 27GW. Dies bietet ein starkes Potenzial für eine Zusammenarbeit. Um deutsche Unternehmen der Windbranche zu weiteren Entwicklungen im Indischen Markt zu informieren, Erfahrung mit anderen Unternehmen auszutauschen und Indien als Geschäftsstandort vorzustellen bringen EE.SH und EE.HH Experten aus Deutschland und Indien zusammen.

In terms of gross domestic product, India is the sixth largest economy in the world. In addition, India is the fourth-largest market for wind turbines with a further expansion target of 27GW. This provides a strong potential for collaboration. To inform German wind energy companies about further developments in the Indian market, exchange experience and introduce India as a business location EE.SH and EE.HH bring together experts from Germany and India.

Draft program:

| from | to | Subject | Speaker |
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| 14:30 | 15:00 | Registration | |
| 15:00 | 15:10 | Introduction | Kristine Metzale, EE.SH Jan Rispens, EE.HH |
| 15:10 | 15:15 | Welcome Note | Madan L. Raigar, Consul General of India, Hamburg |
| 15:15 | 15:35 | From the vision to the market entry – India as a business place India is at present the fastest growing economy. The country with 1.3 bill. inhabitants gets more and more attractive for foreign trade, direct investments and technology transfer. There is an enormous demand for infrastructure improvement and all other kinds of business. Big reforms aim at making cooperation easier. However, problems remain, especially for small and medium sized firms. Dietrich Keschull has been working in India for thirty years as | Dr. Dietrich Keschull, Chairman, Indo-German Export Promotion |

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| | | business advisor. He will give an overview on how to successfully proceed in this promising market. | |
| 15:35 | 15:55 | <p>The Indian Wind Energy Market</p> <p>regional development - areas of wind farm development geographically in India, fiscal incentives, tariff bidding, caution and opportunities for large scale cost - effective WTG (wind turbine generator) producers and other issues.</p> | <p>Raunaq B. Shah, Advisor Septett Advisory Services, Ahmedabad</p> |
| 15:55 | 16:05 | Q&A | <p>Raunaq B. Shah, Advisor Septett Advisory Services, Ahmedabad</p> <p>Bimlesh N. Shah President – Offshore Business, Suzlon</p> |
| 16:05 | 16:15 | <p>Making Business in Grid Integration in India – A Perspective of a German SME</p> <p>The Indian market of renewables offers great opportunities and business potential – for Indian as well as international players. However, as a foreign company you need to tackle many barriers which may make trading difficult and time-consuming. The perspective of a German SME is highlighted based on its first experiences.</p> | <p>Bernhard Schowe -von der Brelie Executive Manager, FGH GmbH and FGH ZGmbH</p> |
| 16:15 | 16:30 | Q&A for all speakers | Kristine Metuzale, EE.SH |
| 16:30 | | Closing remarks & networking | <p>Kristine Metuzale, EE.SH Jan Rispens, EE.HH</p> |