



Delegation der Deutschen  
Wirtschaft in Myanmar  
Delegation of German Industry  
and Commerce in Myanmar



MITTELSTAND  
**GLOBAL**  
ENERGY SOLUTIONS  
MADE IN GERMANY



**AHK Business Trip *Photovoltaics in Myanmar***  
**23. – 27.10.2017**  
**Delegation Brochure**  
**Company Profiles**

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of Economics  
and Energy

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# **AHK Business Trip *Photovoltaics in Myanmar and 1st Myanmar German Renewable Energies Symposium***

From 23 to 27 October 2017, the Delegation of German Industry and Commerce in Myanmar (AHK) organizes an AHK Business Trip for German companies which are interested in the Myanmar renewable energy market, particularly photovoltaics.

On 23 October 2017, the Delegation of German Industry and Commerce in Myanmar jointly with the German Federal Ministry for Economic Affairs and Energy, and with support from the German Development Cooperation, will proudly host the *1st Myanmar-German Renewable Energies Symposium* at Rose Garden Hotel, Yangon. The Symposium will be dedicated to *Opportunities and Challenges in the solar power industry in Myanmar*. The symposium will target decision makers from the private and public sector in Myanmar and Germany.

On 24 and 25 October 2017, the German companies participating in the business trip will meet with selected Myanmar companies to establish business relations in the field of renewable energies. These B2B-meetings are organized by the Delegation of German Industry and Commerce in Myanmar.

From 26 to 28 October 2017, the exhibition *Renewable Energy and Energy Efficiency* takes place at Tatmadaw Exhibition Hall, Yangon. In the context of this exhibition, there will be a workshop on *Cost Reduction Potential of Using Solar Power Supply in Myanmar's Aquaculture Sector* which is organized by GIZ and supported by the Delegation of German Industry and Commerce in Myanmar. Furthermore, the Delegation of German Industry and Commerce in Myanmar has published a factsheet on the topic of *Aquaculture and photovoltaics* in 2017. The factsheet is available for download on the AHK webpage.

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From 1993 onwards, Mr. Chee worked for various companies in the energy sector, mostly in the sales departments. Furthermore, he worked on projects in various Asian markets, including Singapore, Vietnam, Indonesia and India. Since July 2017, he works as a Business Development Manager for BAE Batterien GmbH. His duties at BAE are

- Technical, commercial and strategic support of the existing BAE partners in the Asian region
- Strategic planning and driving the business into the various market segments in Asia.
- Review, select and appoint new partners and setting realistic sales target for individual partner in each country
- Develop new business into Onshore, Power, Petrochemical and Telecom segments.

### Sector

Power Generation • Energy Infrastructure

### Company Profile

Since 1899, BAE stands synonym for quality and reliability in the market for industrial lead-acid batteries. The core business of BAE is the production of stationary batteries, especially wherever electricity needs to flow uninterrupted like in the emergency power supply for data centres, electrical power supply facilities and telecommunication infrastructure.

Since many years, BAE also operates in the market for renewable energy and provides solutions for a reliable and environmental-friendly electrical power supply. Moreover, BAE produces batteries for motive power and railway applications. Nowadays, we are an independent medium-sized company with a well-established position in the international battery market.

BAE excels in its customer orientation and quality is our hallmark. A highly flexible and process-orientated structure enables us to provide our customers with tailor-made solutions.

# FICHTNER

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Karl Peter Schleich studied Physics at the Free University of Berlin. He was responsible for business development of Fichtner in the Middle East for around 10 years, mainly negotiating and signing of consultancy contracts for large power generation and seawater desalination projects in Saudi Arabia. Since 2015 he is based for Fichtner in Manila, Philippines, promoting Fichtner services regarding renewable and conventional powerplants in China, Korea, Philippines and Myanmar. He has frequently visited Myanmar in the last 2 years to develop local partnerships and renewable energy projects.

### Sector

Power Generation • Energy Infrastructure • Building Efficiency

### Company Profile

Fichtner is Germany's biggest independent engineering and consultancy firm for energy and infrastructure projects. With its home office in Stuttgart, Germany, and its subsidiaries, associated companies, branch offices and project offices throughout the world, the Fichtner Group can call on a global network of experienced experts for planning and executing projects in the fields of energy, water & sanitation, environmental protection, transportation and IT. Since the late 1970s, in the field of solar technology our engineers have acquired an exceptional stock of knowhow with excellent contacts to experts and industrial enterprises throughout the world. Until today, Fichtner has rendered engineering services for over one hundred solar power projects.

With our engineering and consultancy services, in the role of owner's engineer we support our clients in their PV projects for the entire value-added chain. But we can also offer the full range of tasks related to lender's engineering throughout all project phases, like project appraisal, due diligence reviews and support during contract negotiations in the pre-financial close phase and, following financial close, monitoring during construction and the guarantee period. Other key services are technology assessment studies, energy yield projections, performance verification during PV plant operation, taking measurements to plot I-V curves, and conducting thermographic inspections.

**HENSEL**

## **Gustav Hensel GmbH & Co. KG**

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Saikat Sadhu, is an Electrical Engineering Graduate from Burdwan University and professionally employed as the Regional Head ( Central India ) for Hensel Electric India Private LTD, a 100 % subsidiary of Gustav Hensel GmbH & Co. KG Germany, pioneers in the field of electrical installation and distribution systems.

He is engaged in setting up quality specifications with state nodal Renewable energy authorities for Solar PV projects and is also the country manager for Myanmar. He specializes in the safety aspects of DC side in the critical Solar PV installations systems considering the 1000VDC / 1500VDC as required and mandated in IEC photovoltaic Standards.

### **Sector**

Energy Infrastructure

### **Company Profile**

Gustav Hensel GmbH & Co. KG, Germany – are a 86 years old electrical engineering company pioneer in the manufacture and distribution of high quality electrical installation and distribution systems made of Thermoplastics Polycarbonate. Hensel specializes in the manufacturing and assembling PV Generator Junction Boxes for off-grid, on-grid PV system. Products includes Array Junction Boxes, DC Combiner Boxes, String Monitoring System fulfill the IEC 60 364 – 7 – 712 standard.



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Being a true insider of the photovoltaic industry since well over 25 years, Frank has been gathering technical and hands-on experience in planning and installation of grid-connected, off-grid PV and PV-hybrid solutions worldwide. Further, he has a deep insight in wafer-based cell and module manufacturing and played a leading role in the technical set-up and project financing for a factory producing silicon thin-film micromorph solar modules based in Asia. As Export Manager for Wuxi Suntech Power Ltd in its early days, he was instrumental in building up the sales and marketing strategy based on module-quality, which finally led to the then most successful IPO in PV history (2005). Frank pioneered domestic storage systems for solar systems in Europe and is currently working in dedicated areas of several projects in the GW range. He is “Certified Expert for Photovoltaic Equipment” by TUV Rheinland, Cologne/Germany.

Frank obtained his Diploma as Electrical Engineer from the University of Karlsruhe (TH), Germany and holds a Master of Business Administration (USA).

### Sector

Power Generation • Industry Efficiency • Building Efficiency

### Company Profile

Founded in 1967 in Innsbruck, Austria, ILF Consulting Engineers (ILF) is formed of more than 40 subsidiaries worldwide, permanently employing over 2,000 people. ILF Consulting Engineers ranks among the world's leading engineering firms in the areas of their core expertise. In 2014, ILF has established its regional headquarter for Asia in Bangkok.

From its office in Bangkok, projects in the ASEAN countries, mainly for Renewable Energy Systems, specializing in large grid-connected, hybrid and off-grid Photovoltaics, including Wind, Hydropower and other Storage solutions are served.

ILF provides comprehensive, full-scope services for major infrastructure and industrial projects. Professional design, world-class consulting services and economical solutions is the trademark of ILF. Hence, ILF's expertise ranks top among the world's leading engineering firms in its core competences, assisting demanding customers to successfully execute complex industrial and infrastructure projects in an international environment.



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### Representative

#### **Martin Klose**

Delegate of German Industry and Commerce in Myanmar

Martin Klose is since early 2017 the Delegate of German Industry and Commerce in Myanmar. He was born in Braunschweig / Lower Saxony in 1966 and studied Law in Hamburg and Berlin. From 2006 to 2017 he was working in Bangkok as the country head for a leading German Law Firm.

### **AHK Myanmar**

Established in early 2014, the Delegation of German Industry and Commerce is the official representation of German trade and investment promotion in Myanmar with a mandate of the German Federal government. It is part of the global AHK network.

The Delegation supports German and Myanmar companies and works on inquiries regarding exports, investment, sourcing and project activities. We closely cooperate with local institutions and associates.

