



**SOLARPRAXIS**

engineering | conferences | publishing



*Program*

*26 – 27 October 2011, Dubai, UAE*

## ***Solar Investment Summit – Middle East 2011***

Technology, Financial Investment,  
Project Development, Market Entry

# *Solar Investment Summit – Middle East 2011*

Technology, Financial Investment, Project Development, Market Entry

## **Introduction**

The solar sector's different target groups will gather in the Novotel World Trade Center in Dubai. Leading industry representatives will discuss B2B business models, new projects and possibilities in order to pave the way for a bright future with investments in projects, companies, technologies, research and education.

Particularly in the Middle East, solar energy can make a significant contribution towards replacing fossil fuels within the near future.

The program presents best practice models from mature international markets, and experienced experts will highlight economic prospects, costs and production parameters and infrastructural aspects.

Topics addressed include bankability, bottlenecks that occur during project development, and growing a sustainable local solar energy market. In addition to information exchange, the summit aims at initiating the dialog between investors, banks and insurers on one side and manufacturers and project developers on the other.

Together with our co-organizer Disctech, Solarpraxis invites you to join this event!

*Solarpraxis*

*Severine Scala,  
Project manager*

*Disctech*

*Yasser Gamil,  
CEO*

السادة الأعزاء / الضيوف والأصدقاء

نشكركم على تواجدكم معنا اليوم ونرحب بكم في اول مؤتمر عربي عن  
"الأستثمار في الطاقة الشمسية بالشرق الأوسط"

خاصة في منطقتنا العربية نحن نؤمن ان الطاقة الشمسية هي الآن البديل  
الرئيسي للطاقة الملوثة للبيئة , لذا فقد دعوناكم للأستثمار ودعونا لكم الخبراء  
الفنيين من كل انحاء العالم لينقلوا لكم علمهم وتجربتهم ودعونا لكم خبراء  
القطاع المالي للتحدث عن امكانيات التمويل ودعونا لكم المسؤولين الحكوميين  
لتسهيل وتجهيز القوانين والمساعدات المطلوبة.

لا تتردوا لبدا في التحدث الينا او اي من الخبراء الموجودين , نحن هنا فقط من  
اجلكم ومن اجل مستقبل مشرق نظيف.

معا سنخطو سويا الى عالم الطاقة البديلة. ارجو لكم وقتا طيبا و لا تترددوا ابدا  
في الأتصال بي حينما تحتاجون.

ياسر جميل - سيفريين سكالالا

## Program

1<sup>st</sup> Day · Wednesday, 26<sup>th</sup> October 2011

08:30 Welcome Coffee

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09:00 Registration

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10:00 Welcome note

- Severine Scala, Solarpraxis
- Yasser Gamil, Disctech

### Session 1

**Business models for the Region: Regulations, Resources, Markets**

10:10 **How can the Government support the Development of Solar Energy in the Region**

KEYNOTE

- HH Salem Al Shair, E-Government, UAE

10:30 **Solar in Saudi Arabia already a success story**

KEYNOTE

- Yaseen Alharbi, KACST, Saudi Arabia

10:50 **Value of Solar in the Middle East Region**

- Karim Asali, First Solar, USA

11:10 **Questions from the Press**

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11:30 **Coffee break + Visit exhibition**

**centrotherm**  
photovoltaics

### Session 2

**Best practice from the world's largest solar markets**

*Chair: Browning Rockwell, ESIA, UAE*

12:10 **Latest Market Developments from a Developer's view**

- Daniel Gudopp, Deutsche ECO, Germany

12:30 **Solar Business Opportunities in the Gulf Region**

- Nikolai Dobrott, Apricum, Germany

12:50 **How to become the world's largest solar market**

- Tobias Rothacher, GTAI, Germany

13:10 **Skilled Professionals for Solar Markets - Trainings Requirements along the Life Cycle Chain**

- Berthold Breid, Renewables Academy, Germany

13:30 **Questions and Answers**

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14:00 **Lunch**

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**Conference language:**

English

### Session 3

#### **Technologies: Which one adapts best for the Middle East Region**

*Chair: Alan Elyousfi, GT Advanced Technologies, USA*

- 15:30 Short Introduction “Polysilicon production, the basis for solar PV energy technologies”**
- 15:40 Advantages of CSP**  
• *Dr. Ruud Dekkers, Solar Millenium, Germany*
- 16:00 Advantages of PV**  
• *Kiomars Dabbagh, Schott Solar, UAE*
- 16:20 Advantages of CPV**  
• *Mario Riello, Sunpower, Switzerland*
- 16:40 Cell Production and different Aspects of new Technologies**  
• *Kiran Turlapati, Microsol International, UAE*
- 17:00 High quality standards for the whole solar system**  
• *Marco Baraldo, TÜV Intercert GmbH, Germany*
- 17:20 Questions and Answers**
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- 17:40 End Discussion with the Audience**
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- 19:15 Bus Departure for Dinner Cruise**
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- 20:00 Start of Dinner Cruise**

#### **Organizer:**

**Solarpraxis AG** is your one-stop provider of knowledge, technical expertise and services in the fields of engineering, publishing and conferences. Founded in 1989, the company has developed into a leading provider of consulting and services for the renewable energies sector.

**Disctech** was established in 2000 by Mr. Yasser Gamil, to accommodate the needs of a growing region and provide the best service in Optical Disc and Photovoltaic Industries. With the gained confidence of our customers Disctech has prospered to become a leading market force.

**Contact:** [middle-east@solarpraxis.de](mailto:middle-east@solarpraxis.de)

## 2<sup>nd</sup> Day · Thursday, 27<sup>th</sup> October 2011

08:30 Welcome Coffee

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09:00 Registration

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### Session 4

powered by:  PVGroup

#### Building up an Industry –

#### Manufacturing: Investment opportunities

*Chair: Stephan Raithel, PV Group, Germany*

09:40 **Success Factors for Setting-up advanced and cost effective PV Manufacturing Facilities**

• *Klaus Eberhardt, M+W Group, Germany*

10:00 **SOLARE - State of the Art Cell Production**

• *Dirk Beisenherz, Singulus, Germany*

10:20 **High automated Production Lines for Solar Modules**

• *Gerhard Wohlhüter, KUKA Systems, Germany*

10:40 **PV Module Manufacturing Made in MENA: Update on Feasibility and Technology**

• *Daniele Piccolo, P. Energy, Italy*

11:00 **CSP Study: Building up a Value Chain in the MENA region**

• *Alexis Gazzo, Ernst & Young, UAE*

11:20 **Questions and Answers**

11:30 **Coffee break + Visit exhibition**

**centrotherm**  
photovoltaics

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### Session 5

#### Project Development and Financing

*Chair: Stephen Hill, Eversheds LLP, UK*

12:10 **Utility size PV is now a commercially viable alternative to fossil fuels**

• *Philipp Sonnauer, Siemens, Germany*

12:30 **Successful Realisation of international PV Projects including Financing & Bankability**

• *Philipp Kampmann, Gehrlicher Solar, Germany*

12:50 **The Jordan Experience of Market Development**

• *Hanna Zaghoul, Kawar Energy, Jordan*

13:10 **A Solar Energy Perspective – Technology, Drivers and Policy**

• *Anas Meerza, National Technology Enterprises Company (NTEC), Kuwait*

13:30 **Questions and Answers**

14:00 **Lunch**

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## Session 6

### Solar Projects: From Pipeline to Best Practice

Chair: Dr. Michael Krämer, Taylor Wessing, UAE

- 15:10 Importance of Quality: Products and Installation under Scrutiny**
- Alexander Woitas, Solarpraxis AG, Germany
- 15:30 PV Modules “Made in Saudi Arabia”: Challenges, Bottlenecks and Experiences**
- Yaseen Alharbi / Gerhard Foempe, KACST, Saudi Arabia
- 15:50 Smart Grid solutions for Utility Poles and Rooftops**
- Hisham Othman, Petra Solar, USA
- 16:10 Case Study: 2 MW Rooftop Project in Saudi Arabia**
- Hatem Hamam, Conergy, Singapore
- 16:30 Inverter performance under local conditions**
- Ahmed Imam, Schneider Electric, UAE
- 16:50 Questions and Answers**
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- 17:00 Closing remarks**

**B2B Meetings throughout the day in Diamond room**

### Conference Venue

Novotel World Trade Center

Zabeel road 2<sup>nd</sup>

Dubai, United Arab Emirates

+971 4/33 20 000

### Registration Fees

995€\* without hotel booking

1195€\* incl. two nights in a standard room, breakfast and airport shuttle

\*Fee excluding VAT. The price includes: Conference documentation, coffee breaks with snacks, two buffet lunches, finger food networking reception on the first evening.

**20% discount for partner organizations:**

APRICUM, EGBC, EMA, ESIA, PV Group, SOLARTYS

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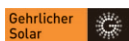
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