



Joint project of BSW & NSEFI



Your opportunity for pioneering cooperation with the Indian solar industry

Thanks to the support of GIZ, the long-standing partner associations BSW and NSEFI are offering support for German companies and research institutes in initiating and concluding cooperation agreements with Indian partners as part of a two-year project.

Background

India has consistently stepped up its renewable energy capacity targets to 500 GW by 2030, which includes the installation of 280 GW of solar power. With a comparable installed PV capacity, Germany with 82.2 GW and India with 73.5 GW, there is a similar discussion in India as in Europe about how to increase the domestic production capacity and the development of innovative areas of PV in order to achieve their expansion targets and make local industries more resilient. India has set an aggressive target for domestic production with the “Production Linked Incentives” that aim is to achieve a total production capacity of > 100 GW by 2026. The European Union aims to support domestic green industries under the umbrella of the Net Zero Industry Act (NZIA) and Germany’s government currently discusses several measures in order to support local manufacturers for Solar PV alongside the value chain. Apart from that, Germany has world-class solar research. Numerous efficiency records are held by German institutes such as Fraunhofer ISE. Many cell technologies currently used on an industrial scale also originate from top German laboratories. India also has a notable research landscape in the solar sector.

Experience has shown that success is primarily the result of co-operation – and this is no different in the solar sector. That is why we would like to actively support you as a German Solar company or research institute in establishing contacts with Indian partners for setting up a joint venture or a manufacturing or company partnership.

Possible areas for cooperation

There are basically no limits to the subject matter or objectives of your future co-operation with one or more Indian partners, but current trends in the solar industry indicate possible focal points that we would also like to follow in our project.

Agrivoltaics / Agri PV

Conceivable here are partnerships between project developers or manufacturers who jointly develop and implement customised solutions for the German and Indian Agrivoltaics markets. Or cooperation between research institutes on issues and research contracts relating to the topic Agrivoltaics.

Solar PV manufacturing

German and Indian companies in the upstream sector are in a phase of market ramp-up and expansion. Therefore, the exchange of experience as well as targeted research and further development of production methods, the development of economies of scale, joint purchasing, etc. are suitable areas of co-operation in this area.

R & D

Research institutes and service providers from both countries are invited to work on specific, current and future issues in the solar sector. Please understand that no funding can generally be provided for research in this project. We do, however, support the initiation and conclusion of co-operations in this area.



Other areas of cooperation in the field of Solar PV

Project developers, software providers, service providers, solar retailers and installers with a focus on exports in India can look for suitable local partners within the scope of this project and enter into corresponding cooperation agreements, for example to cooperate on tenders or other upcoming projects in the Indian market. Ideally, the focus of these collaborations will always be on innovation, anticipated market trends and R & D. For example, these cooperations could deal with electric vehicle charging infrastructure, solar battery storage, green hydrogen or smart grid integration.

Our offer – what's in for you

BSW and NSEFI will be on your side and support you in the process of finding a suitable partner for a fruitful collaboration with the Indian Solar PV industry or the Indian science and research community. Thanks to funding from GIZ we will assist you with the following services which come at no extra costs for you (apart from possible travel or human resources costs).

Matchmaking

BSW and NSEFI will provide you with suitable contacts to set up a possible cooperation following your specific interests or plans for business development. Of course, all information you provide to us will be treated in strict confidence where required and necessary.

CEO Roundtables

Cooperations are best discussed in a suitable and trusting atmosphere. Therefore, BSW and NSEFI will organize several "CEO Roundtables" on various occasions in the framework of this project. A first CEO Roundtable will take place at the Intersolar Europe in late June 2024 in Munich.

Other meetings

We will be happy to organize virtual and presence meetings whenever it supports your aim to establish a cooperation with an Indian partner company or research institute.



Group photo of last year's CEO roundtable with German and Indian Companies at Intersolar Europe in Munich organised by NSEFI & BSW.





Personal support and guidance

BSW and NSEFI are first-class experts on the solar markets in Germany and India and have a resilient and diverse network in their home countries. You can benefit from our expert knowledge and our network contacts, just let us know how we can support you and your collaboration idea.

Your Contact

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