

## PV FINANCING PROJECT: CHANGING MARKETS AND INNOVATIVE FINANCIAL SCHEMES

Time 2:00pm–3:30pm

Room 14 A

- 2:00pm** Overview of the Trend Business and Financial Models used in Europe  
Luz Alicia Aguilar, Project Coordinator, German Solar Association (BSW-Solar), Germany
- 2:10pm** Recent Developments and Outlook for the UK Solar Sector  
David Pickup, Business Analyst, Solar Trade Association, UK
- 2:35pm** Financial Mechanisms  
Peter Rambold, Project Finance EMEA, BayernLB, Germany
- 2:50pm** Crowdfinance – Renewable Energy Projects made Possible by the Crowd  
Harald Schottenloher, Chief Financial Officer & Sales Executive, bettervest GmbH, Germany
- 3:05pm** Solar Projects – Financing through Citizens' Participation: Key Success Factors and Best Practice  
Josef Baur, Managing Director, eueco GmbH, Germany
- 3:20pm** Discussion Round

Luz Alicia  
AguilarDavid  
PickupPeter  
RamboldHarald  
SchottenloherJosef  
Baur

Partner

**Summary**

The EU-funded project PV Financing analyzes the PV markets of 6 European countries and Turkey as well as innovative financial mechanisms for PV development. In this session a brief overview of the project results of the 7 countries will be provided. Additionally, detailed information about the current situation and the perspective of the PV market in UK will be discussed. Furthermore, the financial mechanisms used in Germany will be presented. These include the instruments of financial institutions and those including the participation of the people. The possible combination of these two will be debated.

## PV FINANCING: IMPROVING THE BANKABILITY AND INVESTABILITY OF SOLAR

Time 4:00pm–5:30pm

Room 14 A

- 4:00pm** Welcome and Introduction  
Burkhard Holder, Head of Division, Energy & Smart Technologies, VDE Testing and Certification Institute, Germany
- 4:05pm** Evolving Bankability and Investability Criteria from a Financier's Perspective  
Matthias Jäger, Head, Risk Advisory & Services, Allianz Climate Solutions GmbH, Germany
- 4:20pm** PV System Quality Challenges and Best Practices for Installation  
Igor Rauschen, Project Leader, Pohlen Solar GmbH, Germany
- 4:35pm** Panel Discussion on the Bankability and Investability of Solar
- William Chen, Chief Executive Officer, also solar GmbH, Germany
  - Burkhard Holder, Head of Division, Energy & Smart Technologies, VDE Testing and Certification Institute, Germany
  - Felix Holz, Vice President, Expert Team Greentech, Deutsche Bank AG, Germany
  - Klaus Kiefer, Head of Department, Quality Assurance for PV Modules and Power Plants, Fraunhofer Institute for Solar Energy Systems ISE, Germany
  - Dr. Max Köntopp, Director, R&D Analysis and Modelling, Hanwha Q CELLS GmbH, Germany
  - Torsten Schellscheidt, Senior Rating Analyst, Euler Hermes Rating GmbH, Germany
  - Christof Thannbichler, Head of Business Entity Solar Projects, Chief Executive Officer, BayWa r.e. renewable energy GmbH, Germany

Burkhard  
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KieferDr. Max  
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SchellscheidtChristof  
Thannbichler

Partner

**Summary**

As an increasing number of markets continue to open up to solar deployment, project developers must ensure that they implement the latest best practices to build up a high quality PV system with minimized risks. These cutting edge techniques are necessary to meet the criteria of lenders and investors, and therefore establish a project's 'bankability' and 'investability'. These considerations are not only important for the primary solar project market, but also the secondary market. This session will explore the experiences and evolving expectations of various project stakeholders for financing a project, especially in emerging solar markets with less experience. It will then present the latest best practices in project development, financial and technical risk management, quality assurance and solar asset management.