
Off-grid solutions for the tourism industry in the Pacific Islands

Tuesday, 18 March 2025

8.30 am - 11.40 am NZTD | online (livestream)

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FOREWORD

Unlocking the Potential of Off-Grid Renewable Energy Solutions for Pacific Island Countries : A Virtual Conference Empowering German Innovation in Sustainable Energy

Welcome to our exciting virtual conference focused on the "Off-Grid Renewable Energy Solutions for the Pacific Island Countries (Fiji, Cook Islands, Samoa, and Tonga)". We are thrilled to bring together German companies and key stakeholders from the Pacific region to explore innovative off-grid energy solutions tailored to the unique needs of the tourism sector.

This event addresses key challenges in the Pacific Islands, such as energy insecurity and reliance on costly fossil fuels, by introducing sustainable off-grid solutions like solar power, battery storage, and e-mobility. Germany's expertise in renewable energy offers a valuable opportunity for collaboration. Through market insights and tailored B2B matchmaking, this initiative aims to create lasting partnerships and business opportunities for German SMEs.

Networking and Business Opportunities:

Through targeted B2B meetings, you will have the chance to engage directly with potential partners and local decision-makers, fostering collaborations that drive sustainable development and renewable energy solutions.

Why Attend:

This virtual conference offers a unique opportunity to witness the synergy between German technological excellence and the Pacific Islands' commitment to a sustainable future. Join us for insightful presentations, knowledge exchange, and discussions on innovative energy solutions that will shape the future of the region's energy landscape.

We look forward to your active participation in this groundbreaking event and the exciting prospects it will bring.

A handwritten signature in black ink that reads "M. Surges".

Monique Surges
Chief Executive Officer
German-New Zealand Chamber of Commerce Inc.

ABOUT THE "GERMAN ENERGY SOLUTIONS INITIATIVE"

With energy prices on the rise, both economic prosperity and competitiveness increasingly depend on our ability to use energy as efficiently as possible. This is true not just in Germany, but also in the Pacific region. The use of innovative technology holds enormous potential for energy conservation in every field of application. Companies, private households and the public sector can tap into previously wasted resources through the efficient use of energy.

The promotion of renewable energies globally and energy efficiency leadership in Germany has resulted in the establishment of an industry which offers some of the world's leading clean technologies. This industry encompasses several thousand small and medium-sized enterprises specialised in the development, design and production of renewable energy technologies, energy efficiency solutions, grids and storage. This is the basis for smart energy solutions.

Germany enjoys a stellar reputation throughout the world for its high-quality technical products and its practical expertise. The transfer of energy expertise, the promotion of trade and the facilitation of international development cooperation are part of the "energy solutions - made in Germany" initiative. Trade missions offer first-hand knowledge of German expertise and facilitate business meetings with German companies in markets abroad.

The "German Energy Solutions Initiative" aims to transfer expertise into the hands of political decision-makers, key opinion leaders and local industry. The German Federal Ministry for Economic Affairs and Climate Action (BMWK) has managed, coordinated and funded the Initiative since 2007.



PARTICIPATING GERMAN COMPANIES

energy & meteo systems GmbH



Varun Gaur - Deputy General manager

Specializes in energy meteorology, providing data services and solutions for energy production and forecasting, helping optimize renewable energy generation. The company offers a unique blend of weather data and specialized software to improve the efficiency of wind, solar, and hydropower plants. They have been involved in various international renewable energy projects and have collaborated with financing institutions like KfW Bank for supporting sustainable energy initiatives globally. Their forecasting solutions have been instrumental in optimizing the performance of energy plants in developing markets.

www.emsys-renewables.com/de/

FEV Group GmbH



Johannes Buchmann - Group Vice President

Offers engineering services focused on automotive, industrial, and energy sectors, providing solutions related to vehicle development, energy systems, and environmental technologies. FEV has worked extensively with international organizations, including KfW Bank, to help finance projects aimed at improving energy efficiency in the automotive and industrial sectors. They are involved in several EU-funded projects that focus on sustainable mobility and energy transition technologies. FEV's experience in managing large, international projects has been crucial in helping companies reduce emissions and improve efficiency in both public and private sector projects.

www.fev.com

SkySails Power GmbH



Norbert Taphorn - Area Sales Manager

SkySails Power aims to keep our planet livable with sustainable airborne wind energy. They harness the strong and steady winds at high altitudes with huge kites to accelerate the global energy transition. With their innovative technology, they make the largest untapped renewable power potential of airborne wind accessible to everyone worldwide. SkySails Power is a fully owned subsidiary of the SkySails Group. The SkySails Group GmbH employs more than 100 people at its headquarters in Hamburg, Germany, as well as at its production facility in Seevetal, Lower Saxony, and its locations in Klixbüll, Schleswig-Holstein, and Mauritius. Additional international projects are in progress, including in Taiwan, Hawaii, and French Polynesia.

<https://skysails-power.com/>

PARTICIPATING GERMAN COMPANIES

SMA Solartechnologie



Yogesh Sharma & Pelangi Saichu

As a leading global specialist in photovoltaic and storage system technology, the SMA Group is setting the standards today for the decentralized and renewable energy supply of tomorrow. SMA's portfolio contains a wide range of efficient PV and battery inverters, holistic system solutions for PV and battery-storage systems of all power classes, intelligent energy management systems and charging solutions for electric vehicles and power-to-gas applications. Digital energy services as well as extensive services round off SMA's range. SMA inverters installed throughout the world within the last 20 years with a total output of approximately 141 GW help avoid the emission of more than 70 million tons of CO₂. SMA's multi-award-winning technology is protected by more than 1,600 patents and utility models. Since 2008, the Group's parent company, SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92) and is listed on the SDAX index.

www.SMA.de

Sunset Energietechnik GmbH



Dominik Hammer - Head of Int Sales

SUNSET is a family-owned company with over 45 years of experience in renewable energy, providing complete solar solutions from production to implementation. Its product range includes solar power and hot water systems, as well as solar consumer products. The company develops customized solutions such as hybrid and off-grid systems, including storage in collaboration with Hoppecke Batteries.

With production in Germany, SUNSET ensures high quality and flexibility. It also supports international development projects with BMWi and BMZ, promoting solar education and capacity building in countries like Angola, Kenya, and Peru. Key benefits include German-made products, cost efficiency, quick installation, low maintenance, and long-term warranties.

SUNSET has implemented projects worldwide, including PV systems in Colombia, Uruguay, Angola, Morocco, Kenya, Peru, and Bolivia.

www.sunset-solar.com

PARTICIPATING GERMAN COMPANIES

ToWalk Energieeffizienz



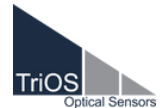
ToWalk Energieeffizienz

Thomas Utz - Owner

Specializes in energy efficiency, providing services aimed at reducing energy consumption through consulting, energy audits, and optimization strategies for buildings and industrial operations. ToWalk Energieeffizienz has a strong presence in international markets and has collaborated with several development banks, including KfW, on energy efficiency projects in Europe, the Middle East, and Africa. They are involved in programs that help businesses optimize energy use through innovative solutions, often financed through government backed funding and international financial institutions focused on energy efficiency

www.towalk-energieeffizienz.de

TriOS Analytics Ociaia



Uwe Voith & Eike Breitbarth - VP Sales

TriOS develops optical sensors for water monitoring, environmental research, and maritime applications. With in-house production powered by renewable energy, sustainability is a priority. Founded in 1998, TriOS employs 100+ people across four locations, with all production centralized in Rastede, Germany. High-quality materials and precision manufacturing ensure top performance.

For over two decades, TriOS has supplied advanced analytical devices to the water industry, fostering innovation and sustainability in both its products and operations.

www.trios.de

Viamon GmbH



Oliver Strecke - CEO

Provides energy-efficient solutions and products, focusing on technologies for improving energy performance in buildings and industrial processes, contributing to sustainability goals. Viamon GmbH is recognized for its high-performance products and services aimed at improving energy efficiency in industrial and commercial buildings. The company has experience in managing energy efficiency projects financed by international development organizations, including KfW Bank. Their projects focus on industrial energy savings, where viamon provides energy audits, system optimization, and technology implementation to reduce consumption.

<https://viamon.com/>

PANEL OF SPEAKERS



Barbara Plinkert

EU-Ambassador, Embassy of the European Union to the Pacific

H.E. Barbara Plinkert began her term as EU Ambassador to the Pacific on September 1, 2023. Previously, Barbara was Head of Division for Southeast Asia and ASEAN at the EEAS (2021–2023) and EU Ambassador to Singapore (2017–2021). She also held key roles in Brussels, Zimbabwe, Tajikistan, Kazakhstan, Ethiopia (2011–2015), and Afghanistan (1998–2003) with the EU and UN.



Roxane Castelein

EU Delegation for the Pacific

Roxane Castelein has 15 years of experience in energy and climate finance and has lived in Suva since 2018. She leads climate change mitigation at the EU Delegation for the Pacific. Previously, Roxane was regional investment lead at the Global Green Growth Institute in Fiji and worked on climate action plans at Chile's Ministry of Energy. She holds an MSc in applied mathematics and an MSc in local economic development from LSE.



Atesh Gosai

EU Delegation for the Pacific

Atesh Gosai is a Programme Manager at the European Union Delegation for the Pacific, based in Suva, Fiji. With an M.Sc in Engineering from the University of the South Pacific (2013), he specializes in wind power and has extensive experience as an energy expert.



Iris Heinz

Head DEinternational Projects & Services

The GNZCC is the official German foreign chamber of commerce in New Zealand, dedicated to fostering economic relations between Germany and New Zealand, with offices in Auckland and Wellington.

Iris is heading the department since January 2022 after having worked in a similar role at the German Chamber of Commerce in Dubai.

PANEL OF SPEAKERS



Laura Scharlach

Project Manager Director for Projects within the German Energy Solutions Initiative Renewables Academy (RENAC) AG

Laura Scharlach has been working for Renewables Academy (RENAC) AG since January 2009. Since January 2013 Laura Scharlach is head of a team of 10 people at RENAC AG and leads the project acquisition and implementation of activities within the framework of the the German Energy Solutions Initiative funded by the German Federal Ministry of Economic Affairs and Climate Action. Within this project, she manages the different modules such as information days, fact-finding missions and Energy Business trips for German as well as international energy experts.



Nilgüen Parker

Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection

Nilgün Parker has been at the Ministry of the Environment (BMUV) since 2014. She is head of the unit "Sustainable Finance; Environment-related Promotion of Foreign Trade and Investment". Her work focuses in particular on fundamental issues of sustainable finance and financial market policy and the promotion of e.g. environmental technologies in foreign trade promotion within the BMUV's funding program "Export Initiative Environmental Protection"



Lars Waldmann

Chairman of the Board, Institute for Efficient Energy Systems

Mr Lars Waldmann holds a degree in economics and a master's degree in sociology. He has been working in the fields of innovative energy technology, technology transfer and energy policy since 1993. From 2002, Mr Waldmann worked as an executive in the German solar industry. In 2013, he switched to scientific consulting for energy policy as a Senior Associate at Agora Energiewende. His focus is on energy systems and IT technologies, infrastructure analysis and planning, energy market analyses as well as sector coupling and energy services. At the end of 2016, he founded his own company and has been advising international energy start-ups, municipal utilities, grid operators, utilities, authorities and governments.

PANEL OF SPEAKERS



Benoit Cambier

Senior Representative, European Investment Bank

Benoît Cambier is a development finance expert with 17+ years of experience across public, private, and multilateral sectors. Since 2017, he has worked at the European Investment Bank (EIB), focusing on the EU's external mandates. In 2022, he became the EIB's Representative for the Pacific, opening the regional office in Suva, Fiji, in 2023.

Previously, he held roles in the EU, UN, and private sector, specializing in development finance, infrastructure, and climate change. A Belgian national, he holds an MSc in Applied Mathematics Engineering (UCLouvain).



Simon Steffgen

*Senior Expert Commercial and Industrial,
German Energy Storage Systems Association (BVES e.V.)*

Simon Steffgen is Senior Expert Commercial and Industrial at the German Energy Storage Systems Association BVES (Bundesverband Energiespeicher e.V.), the lobby group for the entire energy storage industry. He additionally oversees the working groups on electromobility and charging infrastructure, thermal energy storage, battery storage in C&I as well as hydrogen and PtX. Prior to this position, he worked in the trade department of the Israeli Embassy in Berlin, where he already came into intensive contact with energy industry topics. Simon Steffgen studied philosophy and sociology at the universities of Freiburg, Jerusalem and Potsdam.



Solomone Fifita

*the Pacific Centre for Renewable Energy and Energy Efficiency
(PCREEE), Pacific Community*

Mr. Solomone Fifita is the Manager of the Pacific Community's Centre for Renewable Energy and Energy Efficiency (PCREEE) and a former Energy Planner for Tonga. He has led major regional energy and climate projects and headed the Regional Energy Programme in Suva, Fiji. A lead author on multiple IPCC reports, he also reviewed Annex 1 Parties' National Communications under the UNFCCC. With over 25 years of experience, he is a key figure in the Pacific's energy sector.

AGENDA

08:30 am Welcome Remarks

Iris Heinz, Head DEinternational Projects & Services, German-New Zealand Chamber of Commerce

8:35 am Introduction to the German Energy Solutions Initiative

Laura Scharlach, Project Manager Director for Projects within the German Energy Solutions Initiative Renewables Academy (RENAC) AG

08:45 am Bridging Sustainable Finance and Environmental Technologies: Key Issues in Financial Market Policy and Foreign Trade Promotion within BMUV's "Export Initiative Environmental Protection

Nilguen Parker, Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection

08:55 am Energizing the Pacific: EU's Renewable Energy Strategies in Key Island Markets

Welcome by H. E. Barbara Plinkert, EU-Ambassador, Embassy of the European Union to the Pacific,
Presenters: Roxane Castelein, Atesh Gosai (EU Delegation for the Pacific)

09:15 am The Just and Equitable Energy Transition in the Pacific Islands

Solomone Fifita, Pacific Centre for Renewable Energy and Energy Efficiency (PCREEE), Pacific Community

09:20 am Showcase German Innovation | Renewable Edge: Energy Sources, Technology & Know-How

- SUNSET Energietechnik GmbH
 - SkySails Power GmbH
 - SMA Solar Technology AG
-

AGENDA

09:45 am Q&A Session

09:50 am Solar Off-Grid Solutions in Germany & E-Waste Recycling – Status Quo, Marketing Develoipemt & Legal Frameworks

Lars Waldmann

Chairman of the Board, Institute for Efficient Energy Systems

10:10 am Showcase German Innovation | Renewable Edge: Data & Performance

- TriOS Mess- und Datentechnik GmbH
 - ToWalk Energieeffizienz
 - viamon GmbH
-

10:45 am Q&A Session

10:50 am EIB activities in the Pacific – Focus on Energy sector

Benoit Cambier

Senior Representative, European Investment Bank

11:05 am Showcase German Innovation | Renewable Edge: Innovation & Impact

- FEV Group GmbH
 - energy & meteo systems GmbH
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11:20 am The Role of Energy Storage Technologies in Germany

Simon Steffgen

Energy Storage Systems Association (BVES)

11:40 am Q&A and final remarks



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