



Solar Payback

Climate Protection in Industry by Solar Process Heat → Activities in Mexico

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Deutsch-Mexikanische
Industrie- und Handelskammer
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de Comercio e Industria | CAMEXA



German Solar Association

TASK To represent the solar industry in Germany in the thermal, photovoltaic and storage sectors

VISION A sustainable global energy supply, provided by solar (renewable) energy

ACTIVITIES Lobbying, political advice, public relations, market observation, standardisation

EXPERIENCE Active in the solar energy sector for over 30 years

REPRESENTS More than 800 solar producers, suppliers, wholesalers, installers and other companies active in the solar business from all over the world

HEADQUARTERS Berlin



Cooperation with Mexican Solar Associations

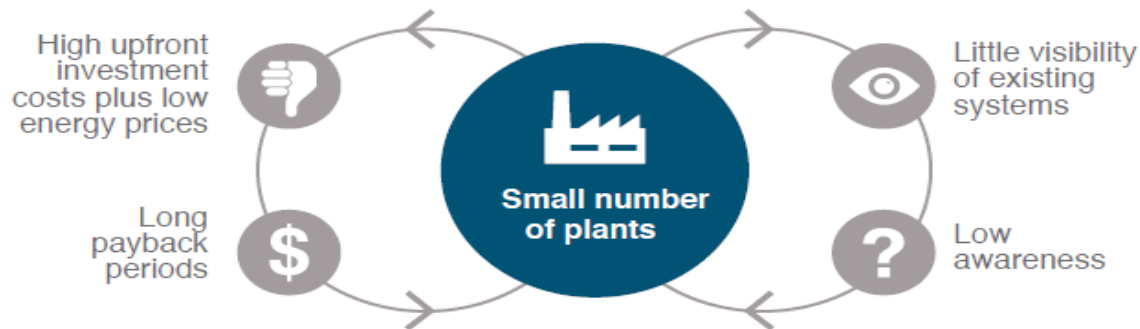


Cooperation Agreement on:

- Quality assurance of circulated solar products
- Capacity building
- Joint ventures of Mexican & German companies
- Awareness building
- Advocacy for Mexico and German's renewable energy policy

Solar Payback objectives

- **Increase awareness** of the technical and economic potential of SHIP-technology
- **Increase willingness to invest** in and to promote this promising technology in four partner countries: Brazil, India, Mexico and South Africa
- **Break the vicious circle** of small deployment rates



Fact Sheet

Project duration: October 2016 to September 2019

Funded by the International Climate Initiative (IKI) and Federal Ministry for the Environment Nature Conservation Building and Nuclear Safety (BMUB)

Coordinator



German Implementation Partners



Partners in the Target Countries



Solar Payback: Activities



Drafting a National Solar Process Heat Potential Study



Developing policy recommendations for the uptake of SHIP technologies at national level



Organising train-the-trainer workshops on planning and designing SHIP plants



Offering bankers and investors training on how to finance SHIP systems



Organising a local industry and stakeholder conference



Implementing an online matchmaking network for investors and technology providers



Developing a funding and business tool for planners and investors to create preliminary analyses of SHIP plants



Identifying reference cases in manufacturing to conduct three pre-studies, plus detailed monitoring of one site to facilitate the set-up of a demonstration system (in South Africa, Mexico and Brazil)



Identifying reference cases among existing SHIP plants to carry out detailed monitoring of one system (in India)

Business opportunities in Mexico

Most mature SHIP market in the Americas

- 4 established & ready-to-offer SHIP suppliers
- 96 realised, commercial SHIP plants reported without any subsidies
- Well-known industry brands invested in solar heat (e.g. Nestle)
- Roadmap for Solar Thermal for residential and industrial applications planned by SENER (Federal Energy Ministry)

Business opportunities in Mexico

- Solar Payback Financing Workshop in Mexico City on 23 and 24 April 2018
- Solar Payback Policy Workshop in Mexico City on 29 May 2018



Business opportunities in Mexico

Enabling report

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 - Angélica Quiñones (ANES)
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Business opportunities in Mexico

- 67% of the energy consumption in the industrial sector is to cover the heat demand (33% electricity).
- 58% of the heat demand in the industry is covered by natural gas
- The regulation of the energy sector is strongly oriented to hydrocarbons and the electricity market
- There is an inter-institutional and multidisciplinary collaboration platform (Calor Solar) that can promote the use of thermosolar technology in the industry

Business opportunities in Mexico

Interested industrial companies in Mexico

- 3 companies in Mexico: Audi, Oxiteno, Clariant (global players with high impact in the local market)
- Fraunhofer ISE successfully visited these companies (checked detailed heat demands, integrations possibilities, available areas)
- All three companies highly motivated & shared lots of additional information

Business delegations & networking

- Organization of business delegations with the opportunity of B2B meetings for German companies in Mexico
 - next one: November 2018 about Solar Energy



Business delegations & networking



Presentation of Mexican delegations



Presentation of Mexican delegations



Energía limpia y barata para todos



Tecnología Aplicada al Uso Eficiente de Energías Renovables S. de R.L de C.V.



Soluciones en energía verde



Solar Payback: Further information

We are available for all questions, comments and suggestions!

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Thank you • Obrigado • Gracias
