4 Partners – One Spotlight

The Off-Grid Power Forum at Intersolar Europe 2016

21-24 June 2016

'The world speaks off-grid'

Based on last year’s success and the positive feedback received from industry and governments, Intersolar Europe together with the Alliance for Rural Electrification (ARE), the German Solar Association (BSW-Solar) and the conference organiser OTTI, join forces again this year and invite you to the 2nd Off-Grid Power Forum on 21.-24. June 2016 during the Intersolar Europe Trade Fair 2016.

The Off-Grid Power Forum is again the spotlight and will serve as the meeting point for the global off-grid sector and scientific community. Especially this year, the Off-Grid Power Forum benefits from direct proximity to German ministries and IRENA.

---

OTTI-Workshop Off-Grid Solar Systems

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Intersolar Conference</td>
<td>Intersolar Trade Fair &amp; Off-Grid Power Exhibition</td>
<td>Off-Grid Power Forum</td>
<td>Off-Grid Power Forum</td>
</tr>
</tbody>
</table>

---

Markus Elsässer
Solar Promotion GmbH

Marcus Wiemann
Alliance for Rural Electrification (ARE)

Jörg Mayer
Bundesverband Solarwirtschaft e.V.

Bernd Porzelius
Ostbayerisches Technologie-Transfer-Institut e.V. (OTTI)
The Off-Grid Power Forum activities are the following:

• On 21 June (ICM Convention Centre): OTTI Workshop “Off-Grid Solar Systems”: this is a great opportunity to be part of the community of application oriented researchers and leading scientists. Make the most of this chance to learn from and discuss with experts on technologies and strategies in pioneering off-grid developments.

• On 22 – 24 June (at the BSW-Solar booth on the trade show): Off-Grid Power Forum with presentations: The industry in cooperation with BSW-Solar, ARE and OTTI will present insights into market-related topics such as future market developments and segmentations, technological solutions and smart applications at the “Off-Grid Power Forum” in the exhibition halls of Intersolar trade fair.

• On 22 – 24 June (at the BSW-Solar booth on the trade show): Off-Grid Power Exhibition: Enabling off-grid companies to showcase their products and services in a dedicated off-grid space in the exhibition halls of Intersolar Europe. An official tour on 22 June allows to present projects to an international expert audience and the press.

• On 22 June 18-21h (at the BSW-Solar booth on the trade show): Off-Grid Power Networking Reception: additional networking opportunities in a relaxed atmosphere with music, drinks and snacks.

Why should you attend, present and/or exhibit?

• Showcase your company’s products and services in the only dedicated off-grid space at Intersolar Europe! Promotion packages are available at discounted rates.
• Benefit from the stakeholders mobilised by Intersolar Europe, ARE, BSW-Solar and OTTI and (fellow) exhibitors and attendees
• Attend lectures and company presentations at the Off-Grid Power Forum
• Grow your off-grid network and exchange experiences
• Obtain latest information to concretely engage into off-grid renewable energy markets
Off-Grid Power Forum:
OTTI-Workshop
Off-Grid Solar Systems

June 21, 2016
Organized by OTTI at ICM (International Congress Centre Munich)

Chairman:
Prof. Peter Adelmann
University of Applied Sciences, Ulm, Germany

Session Chairs:
Norbert Pfanner, Fraunhofer ISE, Freiburg, Germany
Dr. Philipp Blechinger, Reiner Lemoine Institut Berlin, Germany

Conference topics:
1. Business Models for dissemination of solar systems
2. Off-Grid Storage systems
3. Innovative Systems and Applications
4. Productive use

About the Off-Grid Power Forum:
Based on last year’s success and the positive feedback received from industry and governments, Intersolar Europe together with the Alliance for Rural Electrification (ARE), the German Solar Association (BSW-Solar) and the conference organiser OTTI, join forces again this year and invite you to the 2nd Off-Grid Power Forum on 21.-24. June 2016 during the Intersolar Europe Trade Fair 2016. The Off-Grid Power Forum is again the spotlight and will serve as the meeting point for the global off-grid sector and scientific community. Especially this year, the Off-Grid Power Forum benefits from direct neighbourhood to German ministries and IRENA. The research based OTTI Workshop “Off-Grid Solar Systems” is directly linked to the market-related topics of the ”Off-Grid Power Forum”. It takes place at the International Congress Center Munich on 21st of June. Sponsors and Exhibitors will draw the attention of attendees of either event by signing up for combination packages at a discounted rate. They will be present at both Off-Grid Power Forum locations – at the ICM (Convention Centre) and in the exhibition halls of Intersolar Europe under the roof of the BSW-Solar booth.

Registration:
Registration will be possible in March 2016

Price:
EUR 390  per Person (VAT free)
EUR 360  Member of OTTI / supporting organisations (VAT free)

Fees cover admission to all sessions, invitation to all coffee breaks, get-togethers, and the workshop proceedings. Free entrance to the Intersolar Europe Trade fair (3 day ticket)

For more information please contact:
Ms Gabriele Struthoff-Müller, Phone: +49 941 29688-29,
Email: gabriele.struthoff-mueller@otti.de,
Website: www.otti.eu
Present your products and solutions for Rural Electrification

Marketing – Offer
Off-Grid Power Exhibition and Forum
at INTERSOLAR EUROPE 2016

Introducing this year’s Off-Grid Power Forum

Present your projects and technology solutions to public and private sector players! In the proximity of the German Federal Ministry of Economic Cooperation and Development (BMZ), the International Renewable Energy Agency (IRENA) and the Bavarian State Ministry of Economic Affairs, this year’s Off-Grid Power Forum is an outstanding opportunity for companies and project developers to attract and to raise interests from high-ranking delegations, policy makers, investors and international press members by taking part in the Off-Grid Power Exhibition on 22 – 24 June 2016. The Off-Grid Power Forum is the focal point to learn about the latest trends on future markets, technological solutions and smart applications.

Off-Grid Power Forum and direct proximity in Hall B3

Seize the unique opportunity to welcome business partners at your company’s booth at the Off-Grid Power Exhibition and exhibit your projects to international delegations of stakeholders. Showcase your company projects and technologies to a broad expert audience for off-grid solutions with a presentation slot at the Off-Grid Power Forum. Take advantage of the “full-service” provision by BSW-Solar, the exclusive partner of Intersolar Europe.

We are looking forward to welcoming you at the Off-Grid Power Forum at the BSW-Solar booth – the off-grid spotlight of Intersolar Europe 2016.
BSW-Solar is the exclusive partner of Intersolar Europe and is traditionally the off-grid spotlight of the Intersolar trade fair. Together with our partners ARE and OTTI, we offer a unique marketing opportunity for companies active in the field of off-grid solutions. Present your projects and technologies at the Off-Grid Power Exhibition and position your company as the off-grid specialist with these valuable options:

**Option 1:** Exhibit at the Off-Grid Power Exhibition and welcome business partners and international delegations (drinks included) and be located close to the booths of BMZ and the IRENA.  
**Option 2:** Make use of a presentation slot at the Off-Grid Power Forum.  
**Option 3:** Put your company in the spotlight by an exclusive sponsorship of the Off-Grid Power Networking Reception on the opening day. (Wednesday, 22 June 2016)

---

**Option 1: Exhibitor at the Off-Grid Power Exhibition**

Board wall presentation of products and brochures at the BSW-Solar joint trade-show booth (in Hall B3):

- **3,950 Euro (+19% VAT)** - limited to max. 10 companies / products

**Special rate for members of BSW-Solar and / or ARE:**

- **3,753 Euro (+19% VAT)** - equates to 5% discount

**Deadline for exhibitor bookings:** 15 April 2016
The Off-Grid Power Forum resides at the BSW trade-fair booth. It is positioned in the heart of the off-grid section of Intersolar 2016. Exhibiting companies can showcase their products and technologies on high-quality board walls (see example photo left). Moreover, exhibitors can exclusively welcome their business partners and international delegations with drinks included and may take advantage of the direct proximity to the BMZ and IRENA who traditionally commend our Off-Grid Power Forum to their high-ranking visitors.

The opening ceremony of the Off-Grid Power Forum includes an official tour with international experts and press members to the exhibition. ARE, OTTI and BSW-Solar are expecting good participation from international delegations, media representatives and off-grid specialists at the Off-Grid Power Forum.

Advantages:

- Get the “Full Service” provision by BSW-Solar: stand construction, marketing, presentation of materials and consulting services concerning off-grid technologies
- Make use of the international network mobilized by ARE, OTTI and BSW-Solar
- Utilization of the general booth infrastructure for business talks exclusively open for exhibitors (drinks included)
- Take advantage of the official tour to this exhibition which is included in the opening ceremony and present your projects to an international experts audience and the press
- Highlight your company with a brief description in the Off-Grid Power Forum booklet
- Additional business contacts through the provisioning of all off-grid specific requests that will be received at the BSW-Solar booth

Including:

- Product presentation, project and company information on a high-quality board wall of ca. 2 square meters in size (front and back of presentation wall) within the Off-Grid Power Exhibition at the BSW-Solar booth, hall B3, booth 590.
- Visits by the international delegation and press members to your stand during the opening ceremony’s official tour
- Display of products and company brochures
- Option of a company representative to be present at the booth for business talks (drinks included)
- Half a page for company and project description in the Off-Grid Power Forum booklet
- Central collection of requests concerning off-grid solutions at the BSW-Solar booth will be provided exclusively to exhibitors (upon agreement solicitor)
In cooperation with:

- Placement of your company within Intersolar Europe's internet exhibitor registry
- One delegation ticket for the symposium “Small PV Applications” organized by OTTI
- Free entrance to the Intersolar trade fair (3-day ticket)

The Off-Grid Power Exhibition will take place at the BSW-Solar booth, the off-grid spotlight during the Intersolar trade fair, in Hall B3 in direct proximity to the German Federal Ministry of Economic Development and Cooperation (BMZ), the Bavarian State Ministry of Economic Affairs and the International Renewable Energy Agency (IRENA).

**Option II: Presentation slot at the Off-Grid Power Forum**

Presentation slot at the “Off-Grid Power Forum” program:

500 EUR (+ VAT)

**Deadline for printing of program**

27 April 2016

Complementing the Off-Grid Power Exhibition, the Off-Grid Power Forum will take place in parallel and showcase technological solutions and market development in the off-grid sector in a 3-day program. Dedicated experts, international delegations and companies active in the field of off-grid solutions are invited to participate.

The Off-Grid Power Forum will take place at the BSW-Solar booth, the off-grid spotlight during the Intersolar trade fair, in Hall B3 in direct proximity to the German Federal Ministry of Economic Development and Cooperation (BMZ) and the International Renewable Energy Agency (IRENA).

**Benefits:**

- Presentation time of 15 minutes (+3 min Q&A) for a case study or technological solutions (with reference to your products and services)
- Placement of your company logo in the program booklet
- Placement of your company name in BSW-Solar’s official trade fair communication, e.g. BSW-Solar Newsletter as well as via OTTI and ARE communications
- Publication of the title of the presentation in the official online program of the Intersolar trade fair
- Publications of your presentation at [www.solarwirtschaft.de](http://www.solarwirtschaft.de) and other websites
- Participation at the network reception
Preliminary structure of the program (subject to change)

<table>
<thead>
<tr>
<th>Wednesday, 22 June</th>
<th>Thursday, 23 June</th>
<th>Friday, 24 June</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Opening and guided tour with officials</td>
<td>II Cross-sectoral Systems &amp; Efficiency</td>
<td>III PV Hybrid Mini-Grids</td>
</tr>
<tr>
<td>I2 Systems for Islands</td>
<td>II2 Stand-alone Systems &amp; Storage Solutions</td>
<td>III2 Water &amp; Irrigation</td>
</tr>
<tr>
<td>I3 Financing &amp; Business Models for Off-Grid Solutions</td>
<td>II4 Productive Use, Industrial and Mining Systems</td>
<td></td>
</tr>
<tr>
<td>Off-Grid Power Networking Reception</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Option III: Exclusive Sponsor of the Off-Grid Power Networking Reception**

**Networking Reception** 3,500 EUR (+ VAT)

Be the sponsor of the sole off-grid networking reception. It provides a suitable occasion for developing networking opportunities and takes place in an afterwork atmosphere with music, drinks and snacks. The event is scheduled for Wednesday, 22 June 2016 from 6pm - 9pm.

The Off-Grid Power Networking Reception will take place at the BSW-Solar booth, the off-grid spotlight during the Intersolar trade fair, in Hall B3 in direct proximity to the German Federal Ministry of Economic Development and Cooperation (BMZ) and the International Renewable Energy Agency (IRENA).

**Benefits:**

- All services and benefits of Option 2 (except for presentation slot)
- Short opening address
- Presentation opportunity on the screen with logo, product, services and project photos
- Display of giveaways and brochures, exclusively for your organization during the networking reception

**REGISTRATION FORM**
OFF-GRID POWER FORUM 2016

Return to: Ahmad Sandid
German Solar Association
Email-Attachment to: sandid@bsw-solar.de
Or by Fax: +49 (0)30 29 777 88-99

ARE members please return to: Ling Ng
Alliance for Rural Electrification
Email-Attachment to: l.ng@ruralelec.org

HEREWITH I AM BOOKING THE FOLLOWING OPTION(S):

O Option I: Exhibitor at the “Off-Grid-Power Forum”
EUR 3,950 (+19% VAT)
Special rate for members of BSW-Solar/ARE EUR 3,753 (+19% VAT)

O Option II: Presentation slot at the “Off-Grid-Power Forum”
EUR 500 (+19% VAT)

O Option III: Exclusive Sponsorship of the Off-Grid Networking Reception
EUR 3,500 (+19% VAT)

COMPANY DATA

Company / Institution: ____________________________________________________________
Street: ____________________________________________________________
Postal Code / City: ____________________________________________________________
Phone / Fax: ____________________________________________________________
Email/Internet: ____________________________________________________________
VAT ID No: ____________________________________________________________

COMPANY REPRESENTATIVE

First/Last Name: ____________________________________________________________
Position: ____________________________________________________________
Personal Email / Phone: ____________________________________________________________

Place, Date, Legally binding signature and company stamp:

In cooperation with: Alliance for Rural Electrification
inter solar | EUROPE
OTTI