

Partnership between German Solar Association (BSW) and Solar Quality Forum (SQF) to kickstart market access

By: GIZ Pakistan – Renewable Energy & Energy Efficiency (REEE) project

The German Solar Association signs a cooperation agreement with the Solar Quality Forum / Pakistan's solar market offers German companies new sales opportunities / GIZ supports the common interest of solar energy transition.

The German Solar Association (BSW-Solar) and the Solar Quality Forum (SQF) have concluded a cooperation agreement. At the heart of the partnership, which was signed on 2nd June 2017 at the InterSolar Europe in Munich, is the expansion of solar energy in Pakistan. The partnership between associations and the resulting cooperation with Pakistani companies with regard to high-quality products opens up new sales opportunities for German solar companies in a promising market.

Information programs on site will be offered to build and expand capacity and competencies. An analysis of business models facilitating market entry for foreign investors is also planned.

Pakistan, with a global radiation factor that is significantly higher than that of Germany, offers attractive prerequisites for the utilization of solar energy. Additionally, as of September 2016, a net metering law has entered into force. In 2016, the solar market of the South Asian country reached a volume of nearly one gigawatt.

The partnership between BSW-Solar and the SQF is supported by the Pakistan German Renewable Energy Forum (PGREF), whose main office in Lahore is currently also expanding its staff. *"This means that there is also a political axis between the two governments, which both share the aim of carrying out a rapid energy transition,"* says Dr. Frank Fecher, Senior Advisor of the Renewable Energy & Energy Efficiency Project of the Gesellschaft für Internationale Zusammenarbeit (GIZ) Pakistan. *"Pakistan is extremely ambitious. We want to help put these ambitions into practice, and we look forward to the cooperation between the two associations."*



June 2017, Munich: MoU signing ceremony between the Solar Quality Foundation (SQF) and the German Solar Association (Bundesverband Solarwirtschaft, BSW) at the 2017 InterSolar Europe. Photo: GIZ Pakistan - REEE