

HALL B3  
BOOTH B3.570

AWARD Ceremony  
Wednesday, May 15, 2019  
5:00pm



They are awarded to companies displaying particular esprit in developing advanced industry solutions. Companies that are a step ahead of the rest also stand a good chance of winning, as do business partnerships with extraordinary ideas already shaping the energy supply of tomorrow today. We are talking about The Smarter E AWARD, Intersolar AWARD and ees AWARD innovation prizes.

In the categories of Outstanding Projects and Smart Renewable Energy, The Smarter E AWARD honors noteworthy achievements and innovations which intelligently interconnect electrical energy, heat and transportation using decentralized and renewable energies.



The Intersolar AWARD and the ees AWARD honor pioneering technologies and promising solutions in solar technology and energy storage technology. The awards reflect international trends, and also indicate the direction the future development of the energy industry is headed in. Beyond that, the awards represent a special appreciation of the winners' work.



Who does the panel of judges have its eye on this year? Join us on May 15, 2019 at the award ceremony as part of The Smarter E Forum to find out who will take home the prize.

→ [www.TheSmarterE-award.com](http://www.TheSmarterE-award.com)

→ THE SMARTER E EUROPE – THE BEST PLATFORM FOR START-UPS

Our energy world is changing. Digitalization and renewable energies are opening up new areas of business, offering young companies in particular the opportunity to use innovative ideas to gain a foothold in the market and play an active role in shaping the transition. Are you designing PV sales solutions for utility companies, developing high-speed charging solutions for electric vehicles or establishing trading portals for green power? There is no better place for the international energy industry to present its solutions than at The Smarter E Europe.

The international character of the event offers huge advantages for start-ups in particular. Not only is this where the decision makers of the new energy world come together, but cost-efficient exhibition space is also available at the Start-ups@The Smarter E Europe booth. It is open to companies which are no more than five years old, have fewer than 50 employees and generate an annual turnover of up to five million euros.

SMART CITY: EXPERIENCE THE NEW ENERGY WORLD

Renewable energies will make our living environment sustainable. The Smarter E Europe is the right place for anyone looking to experience the city of the future! With its focus on the utilization of energy, there is something for everyone at EM-Power; particularly for urban planners. Power2Drive Europe offers a wealth of information on mobility solutions, and you can find out everything you need to know about solar energy generation and storage at Intersolar Europe and ees Europe.

Decentralization, digitalization and sector coupling are transforming the energy industry. The falling cost of renewable energies around the world is driving markets forward. The sectors of mobility, electricity and heat are growing ever closer. A variety of neighborhood projects based on renewable energies and energy storage are already being put into action, often integrating e-mobility solutions and related charging infrastructure.

E-mobility is picking up speed. According to a study conducted by the Technical University of Munich, the number of electric vehicles on the road in Germany could climb from the current figure of roughly 130,000 to approximately eight million by 2030. The study also forecasts around 4.7 million charging stations by then, including 200,000 high-speed charging stations. By way of comparison, the charging point register from the German Association of Energy and Water Industries (BDEW) recorded 6,700 entries at the start of the year.

Renewable energies are more than just a cornerstone of sustainable mobility. They also make it possible to set up microgrids and virtual power plants for an affordable power supply. Thousands of decentralized renewable energy plants, heat/power generation units, storage systems and industrial electrical devices are already networked in Europe. For example, home owners can work together via digital platforms and jointly sell the electricity they have generated from solar energy.

To reconcile sustainability, supply security and economic viability, these decentralized systems need to be intelligently controlled. Energy management systems help to enhance efficiency and save energy, to raise the self-consumption of self-generated energy, and to ease the burden on the power grids. Find out how exactly this works and how renewable energies are shaping the cities of the future at The Smarter E Europe.



THE Smarter E | EUROPE

THE INNOVATION HUB FOR NEW ENERGY SOLUTIONS  
MESSE MÜNCHEN, GERMANY

MAY  
15-17  
2019  
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THE SMARTER E EUROPE NEWSPAPER | ISSUE 01 2019

Be Part of the Leading Energy Exhibitions and Conferences at The Smarter E Europe



EUROPE'S LARGEST PLATFORM FOR THE NEW ENERGY WORLD

For a full picture of our changing energy world, come to The Smarter E Europe in Munich from May 15-17. Just one year after its launch, the innovation hub has already established itself as the largest event for Europe's energy industry. The growth of our exhibition area has been fueled by the interest of new companies and start-ups, as well as established companies with expanded business models. Two additional halls are

being used this year, bringing the exhibition area to more than 100,000 sqm. The exhibition organizers are expecting 1,300 exhibitors and 50,000 visitors from 160 countries, rising from 1,172 exhibitors and 47,000 visitors last year. The Smarter E Europe brings together four exhibitions. Intersolar Europe is the world's leading exhibition for the solar industry. ees Europe has established itself as the continent's

largest and most international exhibition for batteries and energy storage systems. Power2Drive Europe, the international exhibition putting the spotlight on e-mobility in the renewable energy system, keeps you up to date with the latest developments in sustainable transportation. EM-Power, the exhibition for intelligent energy use in industry and buildings, is aimed at professional energy customers.



# VISITORS 50,000



# COUNTRIES 160

## THE SMARTER E EUROPE – A THOROUGHLY INTERNATIONAL EVENT

From 1,172 exhibitors to 1,300 within a year – The smarter E Europe is enjoying impressive growth in 2019. With ten halls and a total area of more than 100,000 sqm, The smarter E Europe is going a step further this year with two additional exhibition halls, reflecting the innovative power of the industry.

Established companies as well as new businesses and start-ups are behind this impressive expansion. They represent the whole spectrum of products, services and solutions for the new energy world and offer an opportunity to gain new perspectives and fresh inspiration – from the latest trends to technologies and innovative concepts.

The smarter E Europe, held every year, is an unmissable international meeting point for the energy industry. The innovative platform brings together four exhibitions: Intersolar Europe, the world's leading exhibition for the solar industry; ees Europe, Europe's largest exhibition for batteries and energy storage systems; Power2Drive Europe, the international exhibition for charging infrastructure and electromobility; and EM-Power, the exhibition for intelligent energy use in industry and buildings. It is the platform for discussing visions and pioneering concepts surrounding the modern energy industry. From utility companies to investors to planners, around 50,000 visitors are expected in 2019; 3,000 more than attended last year's event. One reason for this growth is the dynamic state of the industry, with renewable energies taking off worldwide and sector coupling and digitalization becoming increasingly established.

## RENEWABLE HYBRID POWER PLANTS ON THE RISE WORLDWIDE

Renewable hybrid power plants are increasingly moving into the spotlight. They see photovoltaics, wind power and other renewable energies being paired with a storage system. As a starting point, existing diesel power plants can also be suitably retrofitted. Renewable hybrid power plants can secure the power supply to off-grid regions in stand-alone operation as well as feed power into the grid as evenly as possible and provide grid services. The world's largest PV/wind hybrid power plant is currently being developed in

India. In August 2018, the Solar Energy Corporation of India (SECI), a state initiative, announced the construction of a 160 megawatt (MW) installation in the state of Andhra Pradesh. Photovoltaics are expected to contribute 120 MW of energy, with wind power producing another 40 MW. The system is completed by a battery with a storage capacity of 40 MW. In Andhra Pradesh alone, combined PV/wind power plants with 3 gigawatts of capacity are to be built by 2022.



## ENERGY TRANSITION AWARD FOR UTILITIES



Which utility companies are especially committed to the energy transition? And what services and products do they provide? Find out at The smarter E Europe's energy transition AWARD ceremony on May 16, 2019. For the third time, the German CleanTech Institute (DCTI), EuPD Research and The smarter E Europe will be honoring Germany's most sustainable utility companies with the innovation prize.

Utility companies are the first point of contact when it comes to the energy transition: End customers expect them to provide services and information. The portfolio of utility companies now includes products such as photovoltaic installations and electrical storage systems, as well as mobility services. EuPD Research has developed a quality model which allows products and services offered by utilities to be evaluated objectively. It shows which companies are already setting an example and acting in the interests of the customer.

## UNPACKING THE ENERGY WORLD OF TOMORROW

Discover everything you need to know about the latest technological trends. Explore the markets and business models of the future. You won't find more expertise in one place anywhere else than at The smarter E Europe, the innovation hub for empowering new energy solutions. With a total of 300 presentations in 45 sessions, you can bring yourself up to speed on every facet of the new energy world and discuss these with leading experts from the energy industry. With just one ticket, you can visit four conferences at the innovation hub on May 14 and 15, and learn about all the aspects of a renewable, decentralized and digital power supply.

At the Smart Renewable Systems Conference, everything revolves around intelligent energy systems – smart homes, smart grids, smart markets. You can learn everything there is to know about markets, technologies and financing for PV projects at the Intersolar Europe Conference. The ees Europe Conference offers orientation on matters concerning battery systems and stationary energy storage systems – including markets, financing, business models, production technologies and safety aspects. And you can learn how e-mobility and renewable energies depend on each other at the Power2Drive Europe Conference.

For more information, please visit  
→ [www.TheSmarterE.de](http://www.TheSmarterE.de) → Program

## EUROPE IN THE SPOTLIGHT: WHERE IS THE PV MARKET HEADED?



The PV market in Europe is undergoing a transformation. Subsidy-free solar projects are on the rise, for example in Italy and Spain. They are being put into action with the help of power purchase agreements (PPAs) – long-term contracts for buying power at fixed prices. Industry experts agree that PV and wind power projects financed through PPAs will make up a significant segment of industry turnover in Europe in the coming years. Find out how far this development has progressed in Italy and Spain at the session titled "The Future of Photovoltaics in the European Market" at the Intersolar Europe Conference on May 14, 2019. You'll also get the latest on current developments in the German market. Germany shows how affordable PV has become. Experts anticipate that in the future, increasing numbers of PV installations that take part in tenders will manage without the sliding market premium. Staying on top of the complex and constantly changing national and international regulations in Europe is no mean feat. Unless, of course, you come to Intersolar Europe and take advantage of the conference program, where you can discover which new business models offer highly promising new opportunities. The session on the European PV markets also explores various financing programs.

## CLEAN POWER FROM NEXT DOOR: MICROGRIDS AND VIRTUAL POWER PLANTS



Decentralization, digitalization and sector coupling are transforming the energy industry. They are opening up new opportunities and business models. The Smart Renewable Systems Conference on May 14–15 provides the ideal opportunity to find out more about this dynamic transformation. The conference will feature presentations and discussions of innovative technologies and services which connect renewable sources of energy with storage systems and coordinate and link generation and consumption, for example using microgrids and virtual power plants.

Microgrids using renewable energy represent a growing trend. The advantage of these systems is that they can be operated with or without a connection to the grid and they ensure that generation and consumption remain balanced. They are ideal for supplying power in remote areas, but also open up attractive opportunities for industrial enterprises or city neighborhoods. They are based on decentralized energy generators such as photovoltaic and wind power installations, combined with storage and an intelligent control system.

Thousands of decentralized renewable energy plants, heat/power-generation units, storage systems and industrial electrical devices totaling several gigawatts of output are already connected via virtual power plants in Europe. They combine supply and demand intelligently to help stabilize the power grid and enable profitable energy trading. If there is too little energy in the system, either more electricity will be produced

or less consumed to balance it out. Likewise, if there is too much energy, less will be produced or more consumed. Current tests are looking at integrating electric vehicle batteries.

On the first day of the event, speakers will present practical examples of how local resources can be optimized for private, commercial and industry customers. Microgrids and local energy generation and consumption open up a range of possibilities – for example, commercial

and industrial enterprises can reduce their dependence on trans-regional grids while also cutting costs and emissions. The second day of the event focuses on developments and business models which connect decentralized energy resources. Virtual communities are exploring new solutions for offering renewable energy to private and commercial customers. And digital platforms are emerging which use blockchain technology to combine the efforts of decentralized plants.  
→ [www.smart-renewable-systems.de](http://www.smart-renewable-systems.de)

