

# First German Conference Solar Energy in Korea: Summery

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# Participants 63 registrated participants

- By Country
- 45 % Germany
  - 44 % Korea
  - 11 % other Europeans

- By Industry sectors
- 59 % Industry
  - 22 % Semiconductor Supply
  - 3 % PV Community
  - 10 % Gouvernment

# Some findings from the morning

- If South Korea is establishing similar environment as Germany, it becomes a new front-runner (Nordmann)
- South Korea has estimated 650 MW in 2008 and 1.3 GW in 2012, 5% of the new renewables (Kang)
- The feed-in tariff is capped by 100 MW 2006 and 500 MW in 2008. The extra-cost are payed with tax money. (Kang)
- TÜV is part of a well established module testing environment. 50% failure because of market extension. Cabeling, connection-boxes, testing and labelling is coming soon in Germany (Vaassen)

# Some findings from the afternoon

- How to become a Korean business expert in 2 hours?
- Basic rules and etiquettes: No business before 9 am! do not forget your translated business-card? be careful with the etiquette (Hwang)
- Now we know the difference between GmbH and AG in South Korea. What is the equivalent of Amtsgericht in Korea? (Mrs. Song)
- South Korea worldwide Nr. 4 in patent filing. Now we understand the correlation between patent applications and GDP (An)
- The positiv experience of a German-Korea enterprise with 24 % marekt share on the fast growing Korean PV market (Lee)

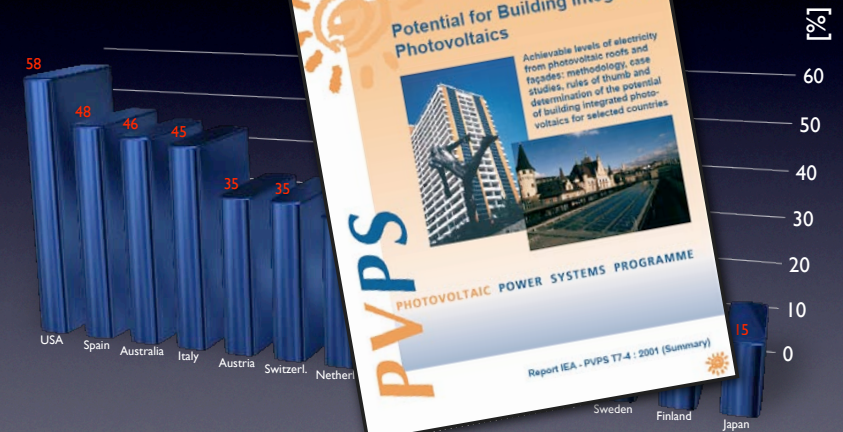
## Available land area per capita

[m<sup>2</sup>/capita]



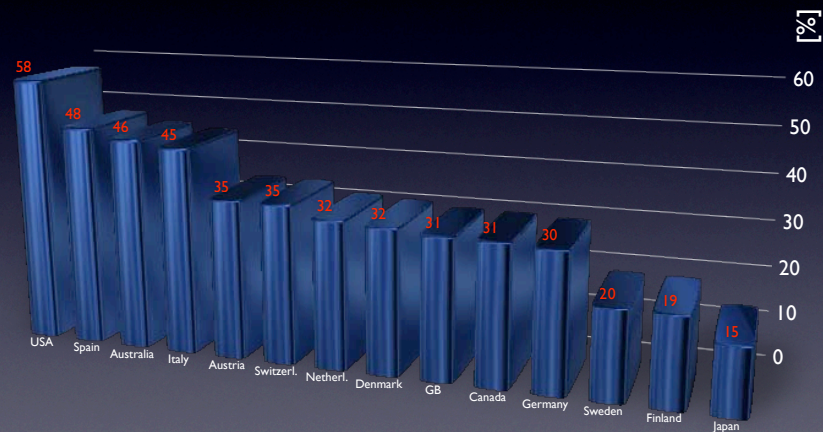
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## Open Questions and Homework

- We are impressed by the open minded and liberal approach of the Korean delegation!
- How can Korea change from tax money to utility customers money to finance the feed-in tariff?
- How stable is the economical environment (policy and politics)?
- What is the interaction between feed-in tariffs- and subsidy-driven market?
- How can Korean and German companies be successful on both markets?
- Who will be the longtime winner of the first PV Korean Beauty-Contest here in Munich?
- Use the new connections of this conference!