



“What COGEN 3 can do for European suppliers”

Budapest, Hungary September 27, 2004
Bratislava, Slovakia September 30, 2004

Bo Engle Persson
Coordinator Europe
Carl Bro International AB
EC-ASEAN Cogeneration Programme



WHAT IS COGEN 3 ?

- An economic cooperation programme
- between European Commission (EC) & Association of South East Asian Nations (ASEAN)
- funded by the EC (15 M EUR)
- implemented January 2002 – December 2004
- all services & activities are free of charge
- managed by Carl Bro International AB (Sweden) & Asian Institute of Technology (Thailand)



CARL BRO GROUP – INTERNATIONAL CONSULTING

- Number of employees** **2 800**
- Offices worldwide** **~ 80**
- Turnover** **€235 m**



COGEN 3 OBJECTIVES

- **Promote the use of cogeneration in ASEAN**
- **Promote proven, clean and efficient European cogeneration technology**
- **Create business opportunities for EU equipment suppliers and service providers within the ASEAN industrial sectors using biomass, coal and gas as fuels**

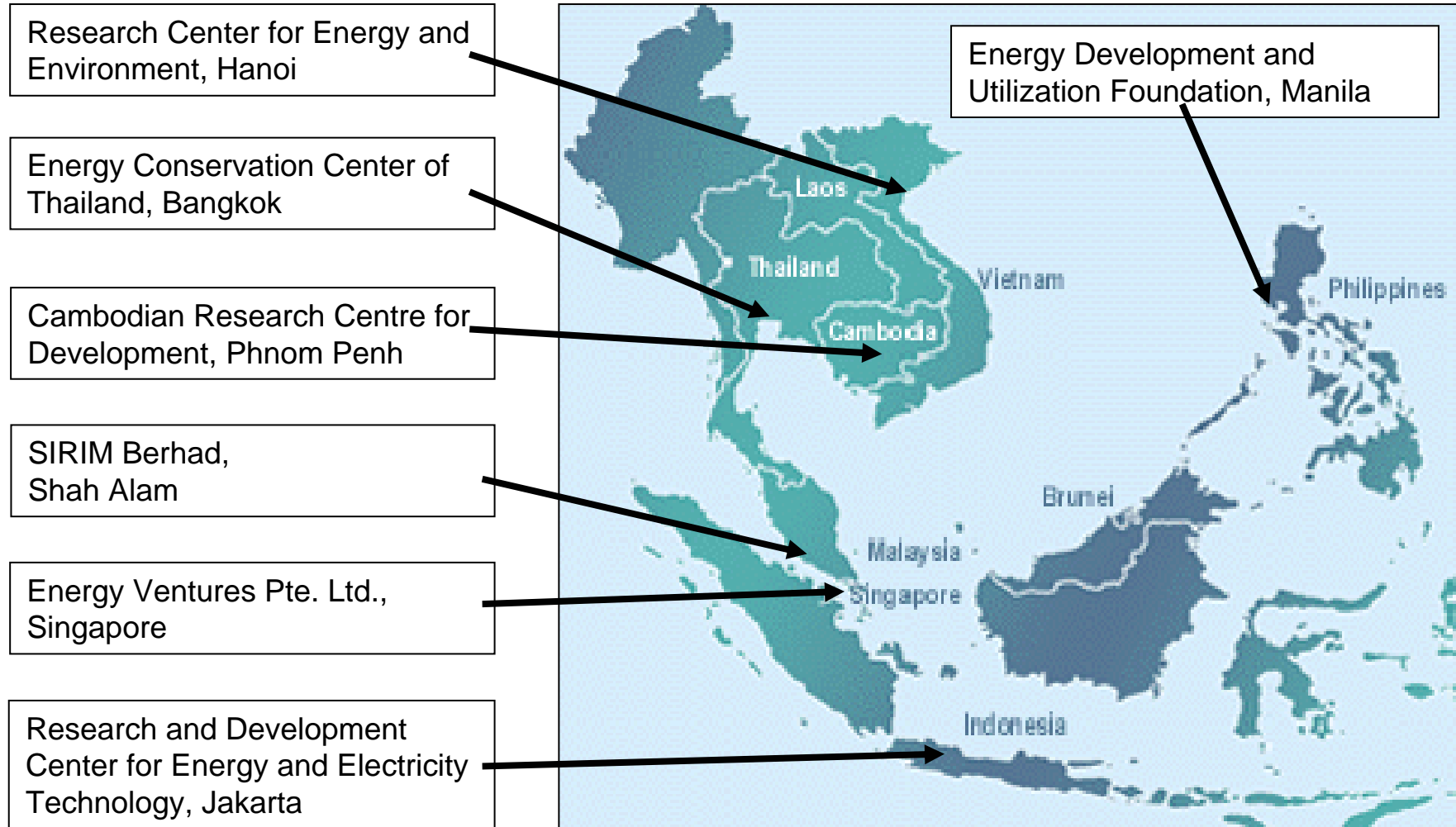


COGEN 3 STAFF

- **Staff total about 50**
- **Combining technical, financial and business expertise**
- **Project Management Unit in Bangkok, Thailand**
- **European Secretariat in Malmö, Sweden**
- **Local sub-consultants (country coordinators) in 8 South-east Asian countries**



COGEN 3 Country Co-ordinators





MAJOR TASKS vs. EU SUPPLIERS

- Map MARKET POTENTIAL
- Map REGULATORY FRAMEWORK
- Define APPLICABILITY of EU technologies
- Identify & assess concrete BUSINESS OPPORTUNITIES
 - Export opportunities
 - Matchmaking
- Advise about BUSINESS STRATEGIES



EXPORT OPPORTUNITIES FOR BIDDING

- **Full scale demonstration projects (EC approved)** 24
- **Identified potential investment projects (incl. FSDP)** 205
- **Technical-financial analysis conducted** 54
- **Announced business opportunities** 18



MATCHMAKING

- **European supplier looking for:**
 - local EPC/turnkey contractor
 - component manufacturer / assembly unit
 - sales representative / O&M operator
- **COGEN 3 provides platforms**
 - collective (e. g. “Cogen days”)
 - individual (upon request)



REPORTS – GUIDES – TOOLS (on web):

- **REPORTS**
 - Applicability of European technologies
 - National cogeneration policy reviews (seven countries)
 - Marketing approaches

- **GUIDES & TOOLS**
 - Project development guide
 - Spreadsheet models (technical/financial/environmental project appraisal and financial projections)



DIRECTORIES & NEWS SERVICE

- **EU DIRECTORY**
 - on website: 147 EU companies with core equipment/services for cogeneration. Brief company & product information + contact details. (Most visited web page)
- **ASEAN DIRECTORY**
 - not public but extract on request
- **NEWS SERVICE**
 - on website: articles on energy issues in nine daily papers in seven countries. Started March 2003 and is updated biweekly



WEBSITE

COGEN 3 - Microsoft Internet Explorer - Everyday.com

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail Wordpad Home Folder Favorites People

Address <http://www.cogen3.net/index.html> Go Links





Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

The EC-ASEAN Business Facilitator

Quick links

Home
About COGEN 3
Services
FSDPs
EU Cogeneration Directory
Publications
Newsclippings
Events/News
Links



What does COGEN 3 do ?

COGEN 3 promotes the implementation of Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration Projects by facilitating business partnerships between ASEAN industries and EUROPEAN suppliers.

What's New ?

- ↳ [COGEN 3 FSPD information sheets now available](#)
- ↳ [2004 Cogeneration Weeks in ASEAN \(pdf-397KB\)](#)
- ↳ [2004 Cogeneration Day, Laos, 12 October \(pdf-385KB\)](#)

[More news](#)

Top Downloads

Meet our experts

Meet COGEN 3 experts in key events in Europe and ASEAN.





European Equipment Suppliers





Full Scale Demonstration Projects

COGEN 3 - Microsoft Internet Explorer - Everyday.com

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print View Source Help

Address http://www.cogen3.net/publications.html Go Links

COGEN 3  

Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

Quick links

The EC-ASEAN Business Facilitator

Home About COGEN 3 Services FSDPs EU Cogeneration Directory **Publications** Newsclippings Events/News Links

COGEN 3 Publications & Downloads

- COGEN 3 FSDP Information Sheets
- COGEN 3 Information Sheets
- Cogeneration Project Development Guide 2nd Edition
- Presentations in ASEAN and Europe
- Technical-Financial Analysis (TFA) Model Version 2
- Technical Report: Available Cogeneration Technologies in Europe (Part I & II)
- Applicability of European Technology in ASEAN (571KB-pdf)
- National Energy Policy Reviews made by COGEN 3
- Cogeneration Development in ASEAN, February 2004 (102KB-pdf) - published in Asia Pacific Development
- Financing Cogen Investments in South-East Asia, Cogeneration and On-Site Power Production, November-December 2003 (3.8MB-pdf)
- Others
 - Additional ASEAN Country Information

COGEN 3 FSDP Information Sheets

- First FSDP Contacts Signed Already!

What's New ?

- ↳ COGEN 3 FSPD information sheets now available
- ↳ 2004 Cogeneration Weeks in ASEAN (397KB-pdf)
- ↳ 2004 Cogeneration Day, Laos, 12 October (385KB-pdf)

[More news](#)

Top Downloads

- ↳ Technical Report: Available Cogeneration Technologies in Europe (Part I & II).
- ↳ Applicability of European Technology in ASEAN (571KB-pdf)
- ↳ Technical-Financial Analysis (TFA) Model V2 .
- ↳ Cogeneration Project

Internet



Search Directory

Add Your Company

Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

The EC-ASEAN Business Facilitator

Tuesday, September 21, 2004

EU Cogeneration Directory

Type of Business	Company Name	Products/Services	Company Profile	Website
Manufacturer	AALBORG INDUSTRIES	boilers HRSG	View/Download	www.aalborg-industries.com
Manufacturer	ABZ AGGREGATA-BAU	engines, gensets		www.abz-aggregate-bau.de
Manufacturer	AKER KVAERNER GROUP	boilers HRSG		www.kvaerner.com
Manufacturer	ALFA LAVAL	heat exchangers, condensers, pumps, valves, tanks	View/Download	www.alfalaval.com
Manufacturer	ALSTOM POWER UK LTD	turbines, steam turbines, boilers HRSG	View/Download	www.power.alstom.com
Manufacturer	ANDRITZ	fuel preparation systems		www.andritz.com
Manufacturer	ANSALDO ENERGIA SPA	gas turbine, steam turbines, generators		www.ansaldoenergia.it
Manufacturer	AREVA TD	Turnkey cogeneration plant		www.areva-td.com
Manufacturer	AUSTRIAN ENERGY & ENVIRONMENT	boilers HRSG, steam turbines		www.aee.co.at
Manufacturer	B+V INDUSTRIE TECHNIK GMBH	steam turbines, engines		www.bv-industrie.de
Manufacturer	BABCOCK & WILCOX VOLUND	boilers HRSG		www.volund.dk
Manufacturer	Babcock & Wilcox Vølund ApS	Biomass and waste-to-energy technology supplier for power generating plants based on a wide spectrum of fuels.	View/Download	www.volund.dk
Manufacturer	BABCOCK BORSIG POWER	boilers HRSG		www.babcockborsigpower.de
Manufacturer	BALCKE DÜRR ENERGITECHNIK	condensors, cooling systems		www.bdtengineering.com
Manufacturer	BANO	boilers, auxiliary systems, fuel		www.banoeco.com



Internet





Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

Quick links

The EC-ASEAN Business Facilitator

- Home
- About COGEN 3
- Services
- FSDPs
- EU Cogeneration Directory
- Publications
- Newsclippings**
- Events/News
- Links

What's New ?

COGEN 3 FSPD information sheets now available

2004 Cogeneration Weeks in ASEAN (397KB-pdf)

2004 Cogeneration Day, Laos, 12 October (385KB-pdf)

[More news](#)

Top Downloads

Technical Report: Available Cogeneration Technologies in Europe (Part I & II).

Applicability of European Technology in ASEAN (571KB-pdf)

Technical-Financial Analysis (TFA) Model V2 .

Cogeneration Project

Newsclippings

Latest news in energy-related issues from various leading newspapers around ASEAN.

Cambodia	Indonesia	Malaysia	Philippines
Singapore	Thailand	Vietnam	-

Cambodia

- Cogeneration Week in Cambodia**, AKP, Phnom Penh, 26 November 2003
- European Commission provides cogeneration technology using agricultural residues**, Kampuchea Thmei Newspaper, 28 November 2003
- The European Commission provides assistance for a project using rice husk as fuel**, Raksmei Kampuchea Newspaper, 28 November 2003

[To top](#)

Indonesia

- Pertamina sees output soaring in two years**, Business and Investment - 13 November, 2003



TODAY'S THEMES

- **What COGEN 3 can do for European suppliers**
- **Market potential and identified export opportunities**
- **Legal and regulatory issues**
- **Applicability and competitiveness of European equipment**
- **Financing as barrier and opportunity**
- **Business and marketing strategies**



For more information

- mail to: **bo.e.persson@carlbro.se**
- or visit COGEN 3 website at
<http://www.cogen3.net>

Thank You !