



“What COGEN 3 can do for European suppliers”



EC-ASEAN Cogeneration Programme (COGEN 3)



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 technologies**
- **Create business opportunities for EU equipment suppliers and service providers within the ASEAN industrial sectors using biomass, coal and gas as fuels**

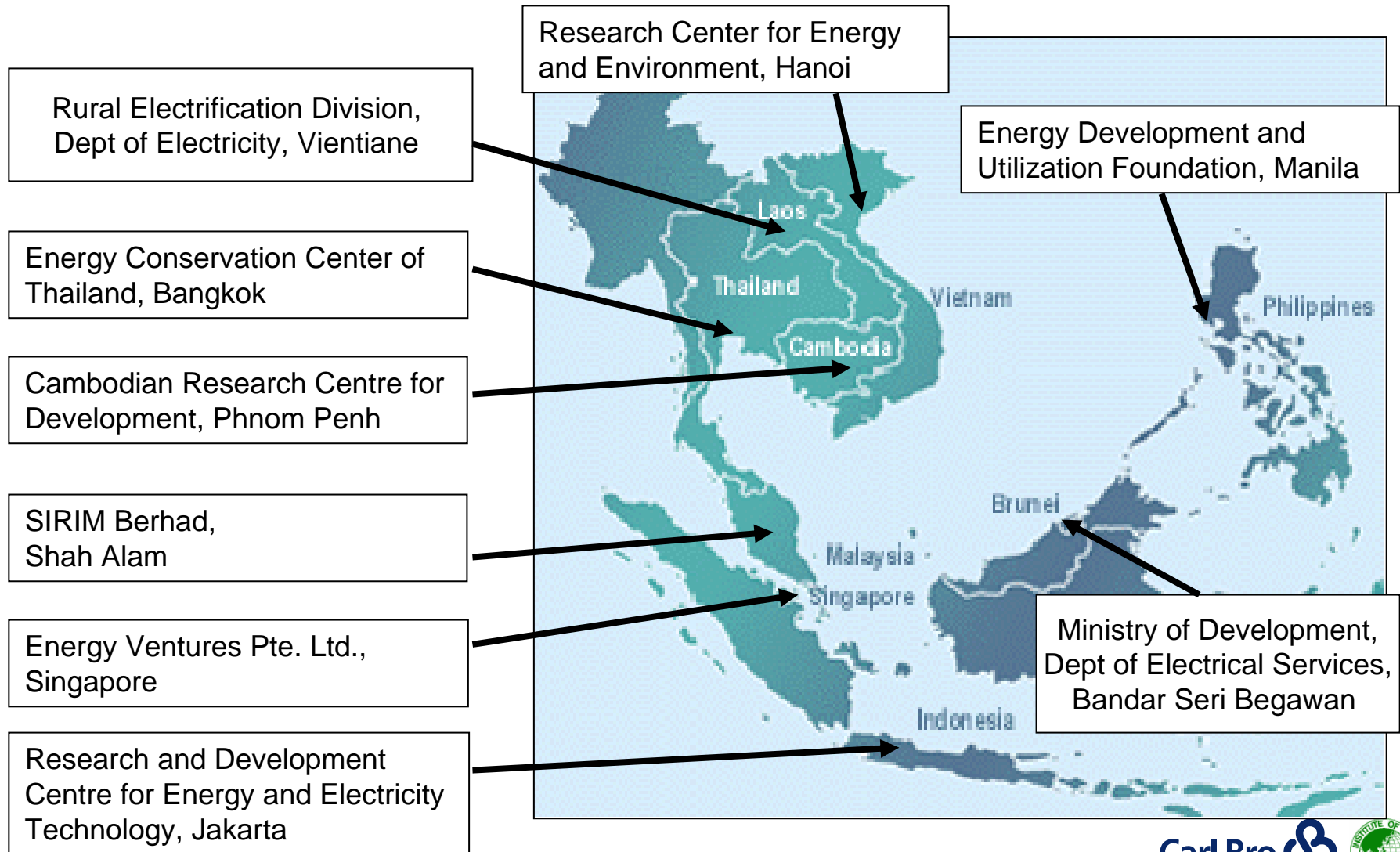


COGEN 3 STAFF

- **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 9 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



Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

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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

Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

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- [COGEN 3 FSPD 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!](#)



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 KYAERNER 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



Proven, Clean & Efficient Biomass, Coal, Gas Cogeneration

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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

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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 & identified export opportunities**
- **Applicability & competitive position of European equipment**
- **Clean and efficient biomass cogeneration technology in ASEAN**
- **Financing as barrier and opportunity**
- **Legal and regulatory framework – overview**
- **Cogeneration situation in Vietnam**
- **Indonesia – status and trends**
- **Power sector policies in Laos**
- **Status of cogeneration in Cambodia**
- **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 !