

Conference Objectives and Approach

Objectives

- To identify urgent actions needed to overcome barriers to current CSP project opportunities
- To consider, or begin a process for, a structured approach to reducing the cost of CSP power and thereby expanding the global market for CSP

Special Focus

- On the essential government policies needed to level the playing field for CSP
- On the link between CSP and national and international priorities

Issues to be Addressed

- **Importance** – What can CSP bring to national and international priorities?
- **Barriers** – What prevents today's CSP opportunities from being realized and what can be done to overcome those barriers?
- **Policies** – What's needed to open markets and level the playing field for CSP?
- **Financing** – What's needed for today's CSP projects and which alternative vehicles should be explored?

Conference Approach

- Focused overview of CSP
 - Status and Prospects of CSP
 - Challenges and Expectations facing CSP
- Status of current opportunities around the world – Panel 1
- Policy options and requirements – Panel 2
- Financing options and requirements – Panel 3
- Stakeholder perspectives – Panel 4
- Agree on Conference Declaration – Panel 4

Declaration of Berlin

- The Berlin Conference brings together senior executives from 16 countries representing the key CSP stakeholder groups
- These groups will meet again in California to continue this dialogue and, if agreed to and if possible, to launch a cooperative global market initiative for CSP

Common Understanding

- CSP provides sustainable, clean, affordable and reliable power from 10 kW to 200 MW
- CSP provides dispatchable peak power via hybrid mode or using thermal storage
- CSP replaces fossil energy sources hence has positive impact on environment
- Proven to be the most efficient solar technology via over 100 plant years of operation

Common Understanding

- Promising base of potential new projects
- Realizing these projects will allow reductions in unit cost
- The participants called for a collective effort and strategy to promote the use of CSP by removing existing investment barriers and by facilitating market penetration.

Specific Target

- The CSP industry anticipates reducing the cost of solar power generation costs in the mid-term (2010) by about 20%, assuming an order volume of more than 100 MW of solar capacity per year.
- In the longer term, the CSP industry has set a goal of solar electric generation of 6 c/kWh after reaching approximately 5000 MW of installed solar capacity

THEREFORE

- Conference participants declare their commitment to collaborate in the formulation of a **structured approach** to develop and expand the global CSP market for the benefit of all involved partners
- Agree to the following next steps

Step One

- Form working groups of interested stakeholders
 - CSP industry/solar system suppliers
 - Potential project owners
 - Financial community
 - Government
 - IPP developers (anticipated later)

Step Two

- With administrative support and overall guidance provided by the GEF and UNEP SANet,
- these volunteer groups will contribute to the formulation of an integrated long-term market introduction strategy, including
 - Innovative financing schemes
 - Aggregated bidding
 - Risk sharing
 - Overall performance guarantees
- in preparation for the follow-on California conference

Step Three

- Working with relevant organizations like ESTIA, SEIA, IEA SolarPACES, and after discussion, revision and tactical definition, the CSP Global Market Initiative will be launched at the conference in California

Declaration

- Read it over during conference sessions
- Propose changes to me or Helmut Ernst
- We will revise draft and distribute prior to Panel 4
- Will discuss, revise and agree on final wording in Panel 4

Working Groups

- Please indicate on the sheet provided in your registration package, which group you would like to participate in.
- You will then be invited to join in conference calls and email exchanges with others in that group to develop proposals, ideas, recommendations and conditions that your particular stakeholder group would like to see as part of the cooperative CSOP global market initiative.