

Messe News

Energy

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Energy showcase has become an indispensable part of HANNOVER MESSE 2011

HANNOVER MESSE 2011 was a total success, thanks in no small measure to the Energy, Power Plant Technology, MobilTec and Wind fairs, which featured over 1,300 exhibitors and profiled a vast range of solutions for a sustainable energy future.



Hubertus von Monschaw,
Project Director
Energy,
Deutsche Messe

With its unparalleled treatment of all the key energy themes, this year's HANNOVER MESSE generated an enormous level of interest. It received comprehensive coverage from the German and international media, and its energy-themed fairs attracted 135,000 visitors, including some 125,000 qualified trade visitors.

Exhibitors from around the globe showcased fascinating, all-encompassing visions of the energy supply system of the future – everything from generation, transmission and distribution through to transformer and storage technology. This level of coverage and integration is unique in the trade fair world. And it delivers a healthy return on exhibition spend. Our exhibitors can point to numerous investment plans, concrete projects and new business deals that took shape at HANNOVER MESSE 2011.

We're already seeing strong rebooking for HANNOVER MESSE 2012. We'd be delighted if you could make it and we look forward to seeing you in 2012!

A handwritten signature in black ink, appearing to read 'H. von Monschaw'.

Hubertus von Monschaw

The energy mix of the future

Building a sustainable energy future – exhibitors at energy-themed fairs present promising solutions



Spanning four completely booked-out exhibition halls, this year's Energy fair was every bit a global energy summit. With the events of Fukushima fresh in their minds, the participants engaged with renewed urgency in the debate on the way forward to a more sustainable energy mix based on conventional and renewable generation technologies.

The pivotal role of smart grids

This vision cannot be achieved without decentralized, intelligent systems in which all parts of the energy production chain, from generation, transmission and distribution to end-user supply, are able to communicate with each other and share data. This is the realm of smart grids, a keynote theme at this year's fair and a major focus of trade visitor demand.

Wind fair an international highlight

Wind holds great promise as a form of renewable energy. Which is why every conceivable aspect of it was on show at this year's Wind fair. Staged in Hall 27, the show featured some 240 exhibitors, including all the leading plant manufacturers, and occupied more than 9,000

square meters (96,800 sq. ft) of display space. The exhibits covered all types and classes of on and off-shore wind turbines, plus an array of components and services. Trade visitors thronged Hall 27 in their thousands to learn about the latest technologies and discuss specific projects. The Wind fair was supported by the German Wind Energy Association (BWE) and the German Engineering Federation (VDMA).

Top marks from exhibitors

The energy-themed fairs were a resounding success. This feedback from Andreas Eichler, Director Sales Germany, Vestas Central Europe, is just one of many glowing reports from the exhibitors: "Vestas is highly satisfied with HANNOVER MESSE 2011. For us, the fair was a complete success. We encountered strong demand for our products and services."

For further information and registration forms, visit

hannovermesse.de/energy_e

Strong demand for wind energy

U.S. offshore wind projects at investors' forum – wind industry booming as manufacturers and service providers report growing demand

Wind Energy Central

The Wind fair, organized jointly by Deutsche Messe, the German Engineering Federation (VDMA) and the German Wind Energy Association (BWE), is one of the great HANNOVER MESSE success stories. Having premiered in 2009, the biennial fair this year established its credentials as the hub of the international wind energy industry, attracting leading turbine manufacturers, component and service providers, installation firms, plant operators and project financing specialists.

Manufacturers of wind turbines and accessories are currently enjoying strong demand, a fact that was clearly evident at HANNOVER MESSE. "Virtually all the ex-

hibitors came to Hannover with high expectations. We are extremely pleased with how the fair went. Hall 27 at HANNOVER MESSE is an engine of growth for our industry. All the big manufacturers and market players gather here – including, of course, wpd, one of the leading planners and operators of wind energy plants worldwide." That's the verdict of Christian Schnibbe, Manager Marketing & Communications, wpd think energy GmbH & Co. KG.

Spotlight on international projects

One of the highlights this year was the international investors' forum on offshore wind energy at the Global Business & Markets conference. The forum profiled the latest innovations and trends, focusing in particular on financing for the

realization of planned offshore projects in the USA. "Wind energy is a vital consideration for the future, especially given the disaster in Japan. But our industry needs to be able to secure project financing. I therefore hope that it will soon be easier to obtain funding for onshore and offshore projects. HANNOVER MESSE, with its Wind fair, is very important for our company as a leading global developer, manufacturer and supplier of wind turbine gearboxes. Wind 2011 is definitely the right place for us to make contact with our customers and developers," said Mario Desmit, Marketing Communications Manager, Business Unit Wind Energy, Hansen Transmissions International nv, Lommel, Belgium.



Felix Losada, Deputy Head of Corporate Communications, Nordex SE, Hamburg "With its Wind show, HANNOVER MESSE is a premier trade fair for the German wind power industry. We showcased our entire product range here this year. The highlights included the launch of two new innovations: a turbine for low-wind locations and a six megawatt offshore turbine."

Rudolf Sommer, Head of Exhibitions, Events and Promotion, EnBW Systeme Infrastruktur Support GmbH, Karlsruhe: "The paradigm shift to a more sustainable energy mix is already in motion. For proof of this, one need only take a walk through the Energy halls at HANNOVER MESSE. The Energy fair offers answers to energy questions of defining importance – and not just for large industrials, but for SMEs as well."

Efficient power plant technology is the key

Latest technologies and solutions for heat and power production on show at Power Plant Technology fair

In the future, the world's heat and power will be increasingly generated from a variety of sources. In Germany, for instance, nuclear energy will give way to a mix of efficient fossil fuel sources and renewables. These were high on the agenda at Power Plant Technology, the leading trade fair for power plant design, systems, operation and maintenance. "HANNOVER MESSE 2011 had a strong focus on energy-related themes, including power plant systems, a technology area that is steadily growing in importance. With Power Plant Technology, Wind and Energy, HANNOVER MESSE offers an unparalleled three-fair combination that spans all areas of the energy industry. It is therefore able to provide a good survey of future developments in the industry," commented Dr. Gerhard Dreier, Manager Conventional Power Plants Division, TÜV NORD Systems GmbH & Co. KG.

Ideas for hybrid power plants

Hybrid power plants, such as gas-solar, wind-biodiesel and gas turbine-fuel cell units, are a key part of the solution to the world's growing energy demand and dwindling fossil fuel reserves. The Power Plant Technology fair featured a whole range of promising hybrid power plant ideas and developments, plus dual-fuel (gas and biodiesel) turbine and combustion engine power plants. The displays covered everything, from integrated solutions to individual components.

All generation technologies in one place

"We value the fact that HANNOVER MESSE has an exhibition hall dedicated to all forms of energy technology. We profiled all the key energy themes, which, I'm pleased to say, were very well received by both trade visitors and the general public," commented Guenter Baumgartner, Head of Market Communications Energy, Siemens AG.

Solutions to help meet global climate targets

The exhibitors used a range of models to explain the kinds of power plant technology required if the world is to conserve energy, significantly reduce CO₂ emissions and achieve its climate targets. "The inclusion of the Wind fair at HANNOVER MESSE is a major plus for our company. The close interplay between the energy-themed fairs enables us to demonstrate to our customers the valuable internal synergy potential that exists between the various parts of the energy production and supply

Mikel Gutierrez, General Manager, Ormazabal GmbH, Krefeld: "As always, HANNOVER MESSE was an attractive platform for communicating and demonstrating our new products and services. There is a clear trend towards renewables and smart grid applications."



chain. We have the systems, products and concepts that the fast-growing markets for energy generation and transmission technology need. Smart grid technology, in particular, is an area to watch in the coming years," said Stefan von Westberg, Marketing & Communication, ALSTOM Grid GmbH.

Experts forum a major highlight

The Power Plant Technology Forum traversed a range of options for a more sustainable energy mix. Experts in renewable and conventional energy discussed energy policy proposals and identified the infrastructure prerequisites for a balanced energy mix that meets climate and environment protection objectives and is economically viable. The attendees at the forum's various sessions also learned about the many ways in which industry can achieve energy efficiency gains.

Focus on CHP

The Contracting and Cogeneration pavilion had a successful third season at this year's HANNOVER MESSE. Organized by the German Electrical and Electronic Manufacturers' Association (ZVEI) and the German Cogeneration Association (B.KWK), the pavilion showcased intelligent solutions for future-ready energy contracting models and efficient cogen plants. Cogeneration (or CHP) is a highly efficient class of technologies that rightly featured as a keynote theme at the Energy fair. The daily panel discussions at the pavilion drew visitors in their thousands.

Dr. Peter Heuell, CEO, Landis+Gyr, Potsdam: "HANNOVER MESSE was right on the mark with its focus on energy efficiency themes. Its coverage of highly promising technologies for renewable energy production and energy efficiency makes it one of the most important trade fairs for the energy industry."

MobiliTec explores all aspects of electric mobility

Climate-friendly mobility – Electric cars, charging stations and alternative drive technologies – Exhibitors showcase innovative products and services

The future depends on mobility. But future mobility solutions have to be sustainable and efficient. Hence the current R&D focus on new drive systems, new fuels and mobile energy storage technologies for mobility applications. Nowhere are these vital themes covered in greater depth than at MobiliTec, the leading trade fair for hybrid and electric power train technologies, mobile energy storage and alternative mobility solutions. At this year's fair, more than 125 exhibitors showcased a wide range of innovative mobility technologies and services.

At the heart of the MobiliTec fair was E-Motive, a group pavilion dedicated to hybrid and fully electric drive systems and energy recovery technologies. Organized by the Research Association for Power Transmission Engineering (FVA) within the German Engineering Federation (VDMA), it is a prime meeting hub for mobility experts, exhibitors and users.

A stunning showcase of drives, batteries and charging systems

Leading electric mobility providers showcased an impressive line-up of exhibits, including intelligent charging systems for public car parks, parking garages and home use. Interest in these "electric filling stations" was enormous, as Burkhard Rarbach, Marketing Services Manager at MENNEKES Elektrotechnik GmbH & Co. KG, can confirm: "With its keynote theme of electric mobility, the MobiliTec fair attracted a lot of visitors, including trade visitors of consistently high caliber. Among the highlights were our intelligent charging systems for electric vehicles. Our



offering ranges from stand-alone column-type charging units to master-slave arrays comprising column or wall units."

German government invests in environment with innovation subsidy

Germany's Federal Ministry for the Environment (BMU) is committed to getting climate-friendly electric vehicles onto the country's roads. At this year's MobiliTec, the Ministry profiled its

Electric mobility up close – Visitors thrilled by test-driving circuit

Many visitors took electric vehicles for a spin around the test driving circuit on the open-air site at this year's HANNOVER MESSE. The circuit provided them with a unique opportunity to find out first-hand how vehicles with alternative drives handle on the road. The test vehicles spanned the full range – from compact city cars and delivery vans through to electric racecars. Experts from the German Automobile Association were on hand to ensure a safe test-driving environment and to provide visitors with tips and information. Germany's electric mobility model regions and initiatives also ran displays featuring a range of electric mobility concepts.

"Erneuerbar mobil" ("Renewably mobile") funding program for electric mobility. The program provides more than € 100 million of funding to more than 70 innovation partners. Funding is available only to truly zero-emission solutions – vehicles powered by electricity generated from renewables, such as wind or photovoltaics.

As part of this initiative, MobiliTec visitors were given the opportunity to take all kinds of electric vehicles for a test-drive on the open-air site at the Hannover Exhibition Center.

MobiliTec User Forum global HQ for tomorrow's mobility technologies

Experts from research, industry and politics discussed the future of electric mobility at this year's MobiliTec User Forum, which was organized by a consortium of leading German industry associations. Key themes included battery and charging technologies, powertrain electrification, components, and measuring and testing systems. The Forum was a major magnet for exhibitors and visitors alike. "The MobiliTec User Forum was a great success. It provided us with ample opportunities to engage in in-depth discussions with visitors. HANNOVER MESSE certainly is a networking platform without equal," said Tilman Wilhelm, communications manager at NOW GmbH – Nationale Organisation Wasserstoff- und Brennstoffzellentechnologie.



Ursula Heinen-Esser, a Parliamentary State Secretary in the German Ministry for the Environment (BMU), discussing electric car sharing at the ministry's MobiliTec stand. With her is Henning Kagermann (right), head of Germany's National Electromobility Platform. Ms. Heinen-Esser officially opened the MobiliTec User Forum on 4 April 2011.

Professor Gernot Spiegelberg, Rudolf Diesel Industry Fellow, Technical University of Munich (TUM), Garching: "HANNOVER MESSE is an internationally recognized trade fair. It showcases multiple technologies and companies and attracts a broad range of visitors. Participation was an absolute must for us, especially given the fair's integrated focus on renewables and electric mobility – both of which are areas of key importance for us."

Gunnar Matthiesen, Policy Officer, European Commission, Brussels: "Our display was very well received by our target audience. We're especially proud to say that our visitors included three EU Commissioners: Günther Oettinger, Johannes Hahn and Karel DeGucht."

Where energy experts meet: the Life Needs Power forum

Successful platform integral to knowledge transfer in the energy industry – Focus on themes of key importance for climate protection

At the Life Needs Power forum, experts from the energy sector, industry, government and research met to discuss current issues in energy generation, transmission, distribution, storage and use. One of the forum's many highlights was an address by EU Energy Commissioner Günther Oettinger on the challenges the EU faces on the way to achieving its energy sector targets for 2020.



Solid eleventh season

The forum, this year in its 11th season, delivered high-quality discussion and has been hailed as a major success. It was organized by the German Electrical and Electronic Manufacturers' Association (ZVEI), the German Association for Electrical, Electronic and Information Technologies (VDE) and the German Energy and Water Industry Federation (BDEW). "HANNOVER MESSE was once again a wonderful opportunity for Germany's electrical engineering industry to show what it can do. The fair demonstrated that our industry is a key driver of innovation and progress in areas of vital importance for the future. Whether it's electric mobility, smart grids or energy efficiency, the electrical engineering industry is a rich source of solutions to some of the most pressing challenges of our time. The intelligent energy system products exhibited at HANNOVER MESSE must now be utilized in order to enhance and safeguard Germany's international competitiveness," commented ZVEI CEO Dr. Klaus Mittelbach.

Worldwide interest in hydrogen and fuel cells

Hydrogen and fuel cell technology is a fast-growing area of the economy – a fact amply reflected by the visitors who thronged the Hydrogen + Fuel Cells pavilion at HANNOVER MESSE 2011. More than 120 exhibitors from 20 nations showcased their ideas and solutions for this safe and decentralized form of energy supply. The exhibits included fuel cells for a range of applications, including electric cars, motorcycles and heating systems. Many of the world's leading technology companies are now racing to develop fuel cell technologies to the point of production and commercialization. As Dr. Johannes Töpler, CEO of the German Hydrogen and Fuel Cell Association (DWW), succinctly put it in a recent media statement: "The technology is moving out of the lab and onto the market." He said the development of hydrogen and fuel cell technology and the requisite infrastructure was steadily progressing towards market readiness.



Cumile Ntuthu, Export Relations Officer, Eastern Cape Development Corporation, Port Elizabeth, South Africa: "There was particularly strong interest from solar technology companies this year. We also saw high visitor attendance from the automotive and engineering sectors."

Stefan Lütkemeyer, Sales Director, ENERCON GmbH, Aurich: "HANNOVER MESSE has always been one of the most important trade fairs for ENERCON. Few other events attract as many existing and potential customers, industry professionals and decision makers. This year's Wind show was once again a great success for us, with strong visitor traffic at our stand."

Superconductivity still young and highly relevant after 100 years

2011 marks the one hundredth year since superconductivity was first observed and the twenty-fifth year since the discovery of a class of materials known as high-temperature superconductors. This still relatively young technology is now more relevant than ever before and will continue to play a decisive role in achieving security of energy supply. The latest superconductor products and solutions were presented at the SuperconductingCity group pavilion at this year's Energy trade fair.

Smart grids explored in depth at E-Energy Center

One of the foremost themes at the Energy fair was smart grids – the need for an intelligent, ICT-based electricity system that is largely self-controlling and which achieves optimal coordination of core processes in the energy value chain. The quest for smart grids is the quest for solutions that can efficiently integrate renewables and distributed generation assets into the electricity supply system. Ideas, questions and projects offering insights into how this might be achieved were explored in depth at the E-Energy Center at the Energy trade fair. "With its overarching theme of 'Smart Efficiency,' this year's HANNOVER MESSE provided an outstanding platform for highly productive dialogue with power network specialists from Germany and abroad," said Jutta van Bühl, Head of Marketing & Communication at Nexans Deutschland GmbH. "For instance, the fair's ample dialogue opportunities enabled us to present our new integrated cable and communication solutions for smart grids and to collaboratively identify areas where synergies can be achieved between energy and communication infrastructure."

Renewables going from strength to strength

Renewable energy sources, such as photovoltaics, wind energy, hydropower and geothermal energy, are becoming an increasingly important part of the energy mix as governments worldwide strive towards a secure, sustainable, efficient and economical energy supply. For these reasons, the renewables section has become a firmly established part of the Energy showcase. The tragic events in Japan further fueled interest in this year's event from trade visitors and the media.

Sharp increase in exhibitor numbers

Within the space of only a few years, the num-

ber of renewables exhibitors has increased almost tenfold. This year, some 350 companies showcased their latest innovations on a total display area of 14,000 square meters (around 150,700 sq. ft). "We are extremely pleased about the continued growth of the renewables display category. More and more companies are choosing Wind to launch their latest developments, and the individual exhibits are getting larger each year. HANNOVER MESSE is undoubtedly a key trendsetter for the global renewables industry," said Dietmar Schütz, President of the German Renewable Energy Federation (BEE).

Renewable Energy Forum puts spotlight on latest developments

This year's Renewable Energy Forum once again attracted considerable attention from visitors and the media. Key themes included the vast but still largely untapped geothermal energy potential of Southeast Europe and Turkey and the booming renewables sector in France, where major investments are planned, especially in the wind and bioenergy fields. The Forum also covered the enormous market potential offered by the North American wind generation sector. Experts are forecasting buoyant demand for wind technology in that part of the world, thanks to the ideal wind conditions and attractive state-level subsidies. The Renewable Energy Forum, which this year was in its tenth season, was a joint production by Deutsche Messe, the German Energy Agency (dena) and eclareon GmbH.

Looking to the future

Another major topic of discussion at the Renewable Energy Forum centered on the legal, technical and commercial prerequisites for biogas and biogas feed-ins.



Geothermal energy – vast potential waiting to be tapped

Geothermal energy is a base-load capable and inexhaustible resource that is widely available worldwide and offers vast scope for development. Experts predict that geothermal energy will have an important role to play in achieving a clean and sustainable energy supply in the future. Visitors to the geothermal energy group pavilion organized by the northern German city of Celle at this year's HANNOVER MESSE fair were able to see first-hand how geothermal energy is tapped, thanks to a large-scale model of a deep-drilling rig. "There is a cluster of highly specialized companies in our city that have developed safe and cost-effective drilling technology for the geothermal market. HANNOVER MESSE is the perfect vehicle for putting our geothermal energy solutions in front of a global audience of energy-sector professionals," said Rainer Krispin, the pavilion's organizer.

Dr. Hannes Hesse, CEO of the German Engineering Federation (VDMA), Frankfurt am Main: "HANNOVER MESSE's four energy-themed shows – Energy, Power Plant Technology, Wind and MobilTec – cover the entire energy value chain, from generation, transmission and distribution through to transformer technology and energy storage. This integrated coverage makes the showcase an unrivalled platform for fascinating and highly topical discussion and knowledge sharing on all energy-sector issues."

Friedhelm Loh, Proprietor, Rittal GmbH & Co. KG, Herborn: "HANNOVER MESSE is the most important event on our tradeshow calendar. We have exhibited here for some 49 years because no other platform gives us the same exposure to existing and potential customers from around the world and from such a wide range of industries."



Impressions of this year's energy-themed trade fairs



Xavier Talpaert, Project Manager, Association Instituts Carnot, Paris:
 "Our institutes, which are similar to Germany's Fraunhofer group of institutes, have now decided to exhibit at HANNOVER MESSE, rather than CeBIT, because the HANNOVER MESSE line-up of flagship shows is more closely aligned with our offering."

Denis Tersen, CEO, Paris Region Economic Development Agency, Paris:
 "HANNOVER MESSE is the world's most important industrial trade fair. We decided to be a part of it this year because the MobiliTec show reflects all the key trends and innovations in the increasingly important field of electric mobility."



RENEX ECO: a world of opportunities for renewable energy companies

Turkey is one of the world's up-and-coming economies and offers a wealth of opportunities for companies in the renewables sector. The Istanbul-based tradeshow RENEX ECO is the only trade fair in Turkey that covers the full spectrum of renewables technologies.

Last year, Turkey's economy successfully rebounded from the 2009 global financial crisis. The country is now keenly interested in developing its renewables sector in order to meet its fast-growing energy demand. To do this, it recently amended its renewables laws, creating a more favorable climate for investment in locally-based renewables plants. In addition to a 10-year purchase guarantee for electricity from renewable sources, companies that build renewables plants in Turkey by 2015 are entitled to a 3.7 USD cent/kWh premium on the feed-in tariff. Other factors favoring investment in renewables assets in Turkey include the country's generally excellent investment environment and its strategic location at the crossroads of Europe and Asia.

As the only trade fair in Turkey to cover the full range of renewables technologies and energy effi-

ciency solutions, RENEX ECO provides the perfect marketing platform for local and international renewables companies wishing to grow their business in Turkey and the wider Eurasian region. Last year's event attracted over 240 exhibitors from 13 nations and over 15,000 trade visitors. The fair features a number of national pavilions and an international pavilion where exhibitors can stage their own customized displays. These pavilions are an economical yet highly effective way for companies in the renewables sector to target potential customers, investors and key decision makers in industry and government.

RENEX ECO

20 to 23 October 2011 at the Istanbul Expo Center / CNR EXPO, Istanbul (Turkey)
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Premiere of IndustrialGreenTec

HANNOVER MESSE 2012 to feature new flagship fair: IndustrialGreenTec

The manufacturing sector's increasing focus on sustainability issues, energy conservation and the efficient use of raw materials is boosting demand for highly specialized recycling

services and solutions. To reflect this trend, Deutsche Messe will be launching a new HANNOVER MESSE flagship fair – IndustrialGreenTec – in 2012. IndustrialGreenTec will cover the full range of environmental technologies along the entire industrial value chain. Key themes will include recycling and environmentally friendly waste disposal; technology for water, soil and noise protection; methods for lowering air pollution; approaches to making efficient use of renewable energy and renewable materials; and gauging and monitoring of pollutants and harmful substances.

Leading trade fair for environmental technology a recognized trend barometer

Not that environmental technology is completely new to HANNOVER MESSE. This year's fair, for instance, saw lively expert discussion on the market potential and future direction of modern environmental technology in numerous exhibition areas and forums. The decision to include IndustrialGreenTec in the HANNOVER MESSE tradeshow line-up for 2012 comes in response to industry demand for a dedicated environmental technology showcase and is further testimony to HANNOVER MESSE's status as a trend barometer for developments in industrial technology.



Don't miss out on our early-bird discount!

Many HANNOVER MESSE 2011 exhibitors have already rebooked for next year's fair. By registering on or before 15 September 2011, you too can secure the best display sites at HANNOVER MESSE 2012 and benefit from our early-bird discount. It's easy. Simply log into our Online Business Service (OBS) and register for next year's fair.

We look forward to seeing you at HANNOVER MESSE 2012!

For further information and registration forms, visit

hannovermesse.de/energy_e

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