

The EU Delegation to Japan and the EU-Japan Centre for Industrial Cooperation
Joint Hybrid Seminar

Renewable energy: the business case for going green
- Testimonies from European and Japanese SMEs -

Monday, April 17, 2023 17:00-18:45 Tokyo/10:00-11:45 Brussels
(Summary by secretariate)

The seminar was started by Hubert, MD of the EU-Japan Centre for Industrial Cooperation. After the opening remarks by Ambassador Paquet of the Delegation of the European Union to Japan, Jørgensen, Director General for Energy, European Commission, gave a keynote speech.

- Jørgensen, Director-General, Directorate-General for Energy, European Commission
The EU was hit by an energy crisis, but was able to overcome it by 1) reducing consumption, 2) expanding renewable energy sources, and 3) diversifying energy supply destinations. As a result, the demand for natural gas was able to drop by 19%, and the amount of renewable energy such as solar and wind power, now exceeds the amount of natural gas supplied from Russia. Investing towards the 2050 CN target presents opportunities for companies. From an economic security perspective, we can survive by diversifying energy suppliers, working with allies, and increasing resilience. Japan and the EU share a common denominator, depending on energy imports, mainly fossil fuels. We would like to build mutual cooperation and relationships in third countries. I hope this event will be a good start.

After that, there were questions to the Director Jørgensen from the audiences such as; how to coordinate the operation of CBAM with the United States, China, Japan, etc.; the results of the G7 Energy Ministers' Meeting in Sapporo; how methane gas is handled in the EU, etc. (see recorded video for details).

Then four companies gave presentations.

- Takeuchi, Manager of Chiba Eco-Energy & Yamazaki, CEO of earthsolar
Chiba Eco is a company that uses farmland to generate solar power.(Farming Photovoltaics=FPV). Licensed and started in 2013. Approximately 3,500 FPV installations nationwide. We are confident that this project will not only increase the income of farmers, but also contribute to stopping the decline in the farming population and improving food self-sufficiency rates. It is believed that Japan can cooperate with Europe in providing FPV expertise and countermeasures against natural disasters. Additionally, we would like to obtain European cooperation in solar facilities and the



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implementation of robotics in agricultural work.

- Chrzastowski, Chairman of Saule technologies

Our company develops and manufactures perovskite solar panels using inkjet printing technology. These are known for their low cost, thinness, lightness, versatility, and reduced CO2 emissions during manufacturing. We would like to develop the IOT segment expand into BIPV (Building Integrated Photovoltaics) in the future.

- Sakamoto, Sales Director of GridBeyond

Our company aims to optimize the distribution of electricity consumed and generated by companies using AI technology. We have 500 clients with offices in 6 countries. Our mission is to address questions such as securing cost-effective electricity, responding to local CN requests from companies, and maximizing profits from electricity sales. One of our primary objectives is to maximize the utilization of renewable energy. However, due to the inherent instability of the renewable energy sources, grid adjustment is necessary. Our platform enables users to secure power, save power, sell power, and adjust the grid. Compensation is based on a complete success fee system, which is determined by how much the client gains.

After the presentation, panelists received questions such as: where in the world is FPV implemented, what are the conditions for installation, what are the problems; what are the challenges in developing grid adjustment business in Japan, what are your requests to the government; and what are the challenges in developing perovskite (see the recorded video for details).

Finally, Tanabe, MD of the EU-Japan Japan Centre for Industrial Cooperation, closed the meeting with his remarks.

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