

Heading into new markets

E-mobility & Charging Infrastructure in the Pacific Islands – Market overview and business opportunities for German companies

March 10, 2026



The German Energy Solutions Initiative



The steppingstone for German SMEs in the energy sector that want to grow successfully internationally

Based on a 2002 resolution of the **German Bundestag**

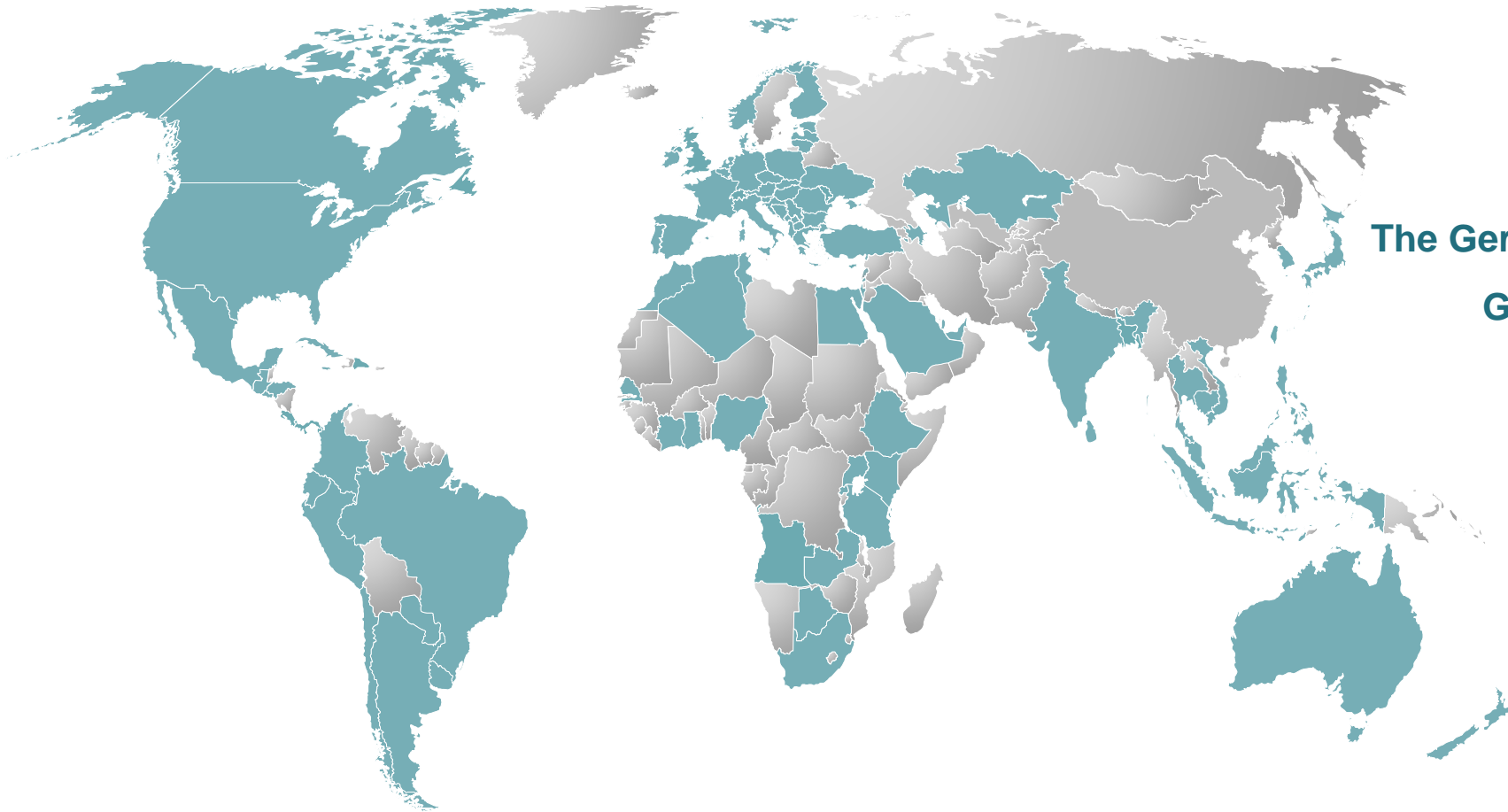
Goals:

- Support small and medium-sized German companies in the climate-friendly energy sector in entering international markets
- Promote climate-friendly energy solutions from Germany worldwide
- Contribute to international climate protection
- Combine export promotion and development cooperation
- Coordinated and funded by: Federal Ministry for Economic Affairs and Energy (BMWE)
- Sectors: Energy generation, energy efficiency, energy infrastructure, energy storage, green hydrogen



Repräsentanz der
Deutschen Wirtschaft
German-New Zealand
Chamber of Commerce Inc.

Target markets 2026



The German Energy Solutions Initiative brings German companies to where their technologies are needed.

With around **150** activities in over **80** countries



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Identify opportunities on-site and develop solutions together.

➤ **Fact-Finding-Mission**

Joint site visits & business meetings in the target market, including follow-up workshops

➤ **Stakeholder Dialogue**

Direct exchange with authorities, partners & potential customers

➤ **Consortium preparation**

Define joint project goals and activities



Consortium Building



Succeed with combined expertise.

- **Develop cross-technology solutions**
Gain competitive advantages through innovative overall concepts
- **Enter markets together**
Strengthen market position by pooling know-how and resources
- **Minimize costs & risks**
Achieve efficient implementation through synergies and financing options



International Trade Fairs



Be visible together at the German Pavilion.

- **Made in Germany**
Present your solutions at the German joint booth
- **Global presence**
Build international business contacts and open new sales markets
- **Attractive conditions**
Save time, costs, and effort for your trade fair participation



Renewable-Energy-Solutions-Programme (RES)



Support and marketing for your reference project.

- **Funding of up to €100,000**
for the implementation of your tailored marketing concept
- **Marketing, public relations, and training**
Consulting on the selection and execution of activities
- **Networking**
Long-term cooperation with local stakeholders



Market Information



Stay up to date on international markets.

- **Webinars and information events on export-relevant topics**
- **Target market analyses, fact sheets, and market news**
- **Tenders and project opportunities**
- **Monthly Newsletter**



Virtual Energy Trade Mission to the Pacific Islands



Date: June 15-19, 2026 – Your benefits

- **Target market analysis** with profiles of market players: Participants receive a specially prepared study on the general conditions and specific business opportunities in the Pacific Islands, as well as a description and contact details of companies that are important for the industry
- **Virtual one day conference:** As part of a networking event, participating companies have the opportunity to present their solutions to a select local audience of experts.
- **Virtual B2B meetings:** Individual cooperation talks with potential partners in the Pacific Islands



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