

# CURRICULUM VITAE

- 1. Family Name** : Haugwitz
- 2. First Names** : Frank, Ernst
- 3. Date of Birth** : 26.04.1966
- 4. Nationality** : German
- 5. Education** : Dipl.- Wirtschaftssinologe (FH) / Business Sinologist (FH) Diploma



<i>Institution:</i>	Fraunhofer Institute of Solar Energy, Germany
<i>Date:</i>	March – April 2002
<i>Degree(s) or Diploma(s) obtained:</i>	Research Intern (URL: <a href="http://www.ise.fraunhofer.de/welcome_english.html">http://www.ise.fraunhofer.de/welcome_english.html</a> )

<i>Institution:</i>	Bremen University of Applied Sciences (FH) / Germany
<i>Date:</i>	March 2002
<i>Degree(s) or Diploma(s) obtained:</i>	Dipl.- Wirtschaftssinologe (FH) / Business Sinologist (FH) Mark: 2,0 (URL: <a href="http://www.hs-bremen.de/English/Seiten.asp?SeitenID=486">http://www.hs-bremen.de/English/Seiten.asp?SeitenID=486</a> )

<i>Institution:</i>	Carl-Engler School of Karlsruhe / Germany
<i>Date:</i>	June 1996
<i>Degree(s) or Diploma(s) obtained:</i>	Advanced Technical College Mark: 1,5

<i>Institution:</i>	Karlsruhe University of Applied Sciences (FH) / Germany
<i>Date:</i>	March 1987
<i>Degree(s) or Diploma(s) obtained:</i>	3 ½ year on-the-job professional training Licensed Industrial Mechanic

## 6. Summary of Key Qualifications:

- 9 years working experience in Germany
- 9 years working experience in China
- Multiple-year Project Cycle Management experience of International Aid funded renewable energy programmes in China
- Experience in result-oriented Project Design, Evaluation, and Audit
- Drafting and Implementing of Annual Plans of Operation in Aid programmes
- Experience with International Donor (EU, GTZ) and Development Agency procurement/bidding procedures, drafting Terms of Reference (TOR) for international tender projects, evaluating and supervising implementation of such projects, managing European and Chinese sub-contractors
- Experience in project visibility campaigns including trade fairs (and promotion of activities and results) in the course of development programmes
- Multiple-year working experience regarding renewable energy technologies (wind, biomass, small scale hydro) with a focus on photovoltaic (PV) in rural off-grid areas of China
- Multiple-year working experience with Chinese Renewable Energy / PV related associations and committees, notably Shanghai New Energy Industry Association (organizer of SNEC PV Power Expo Exhibition and Conference in Shanghai)
- Experience working on energy policies with institutions/RE companies in China and Europe
- Sound knowledge of energy policies/institutions in South-East Asia and Europe
- Experience in business and donor networking skills in China and Germany
- Good understanding of photovoltaic markets and related support policies in Asian countries e.g. China, Taiwan, Singapore, Japan, South-Korea, Malaysia, Pakistan, and India
- Established network of industry/associations/companies/experts/consultants/financial analysts,

- etc. related renewable energies in e.g. China, Germany, Taiwan, Singapore, Malaysia, Belgium
- Full budget responsibility of international aid funded renewable energy projects in China
- Staff supervision experience
- Sound analytical, organizational, interpersonal, and communication skills
- Trained in conflict management and inter-cultural negotiations
- Chinese language capability (speaking, reading, writing)

**7. Language Skills:** 1 = excellent, 2 = proficient, 3 = average, 4 = deficient, 5 = basic

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
German (Native Language)	---	---	---
English	1	1	1
Chinese (Mandarin)	2	2	3
Indonesian (Bahasa)		5	

**8. Other Skills:** Computer literacy: Common MS Office Applications

*Further Education*

From the project idea to project proposal

Analyse and describe initial situation before intervention, define objectives, impact chains and implementation strategies of the envisaged project, drafting of project proposals in accordance with prevailing formats of major int'l development organizations (November 2005)

Conflict Management – Mediation and Negotiation Technique

Application of mediation techniques in order to conduct meetings/workshops, analyse and manage conflicts, different negotiation methods (November 2004)

Intercultural Management in Development Cooperation

Assess the social, political and economical implications of development cooperation in order to enhance both the daily communication and working efficiency (April 2004)

Private Sector Participation in Infrastructure

Methods how to assess relevant chances, risks and prerequisites of various operator models, financing aspects and common regulation schemes in general and with a focus on rural electrification by means of renewable energies in particular (October 2003)

Presentation Techniques

Preparation, design and application of various visualisation techniques, aspects of group dynamics, presentation behaviour (May 2003)

Establishment of Cooperation Relationships

Negotiation skills for cooperation discourses, drafting of cooperation models and options, taking into account the intercultural context and analysis of the extent of project stakeholder involvement and ability to cooperate (May 2002)

**9. Present Position:** Head of Intersolar Conference Development,  
Solar Promotion International Co. Ltd. (organizer of Intersolar  
Trade Fair and Conference) → (Part-time job)

**10. Years with the Firm:** 13 months

## 11. Professional International Experience:

<i>Country:</i>	<i>Date:</i>
The People's Republic of China	November 2010 – January 2011: Elaboration of a Market Survey for PV applications (Focus: Shandong Province) and Jiangsu Province as a destination for the establishment of production facility for a European PV company.
The People's Republic of China	August 2010 – October 2010: Renewable Energy and Energy Efficiency Partnership (REEEP): As an independent expert; commissioned to conduct a project impact assessment, i.e. to evaluate projects through a standardized methodology). <a href="http://www.reeep.org">www.reeep.org</a>
The People's Republic of China	March 2010 – July 2010: Elaboration of a Market Entry Study concerning the Chinese market for photovoltaic applications on behalf of a German company.
The People's Republic of China	August – September 2010: Market Survey among Chinese manufacturer of EVA on behalf of a German Cleantech Consortium.
Mongolia	March 2010: Commissioned by German Technical Cooperation (GTZ) to conduct a 2-week Programme Progress Mission, i.e. final evaluation of a multiple-year development programme concerning the deployment and dissemination of renewable energy technologies (small-scale hydro, wind, PV) in Mongolia. <a href="http://www.giz.de">www.giz.de</a>
The People's Republic of China	January 2010 – April 2010: Commissioned by a German Solar Co. to identify suitable Chinese OEM manufacturer to produce PV modules. Upon identification to randomly visit the Chinese manufacturer, in order to ensure and oversee compliance according to contractual obligations.
Islamic Republic of Pakistan	February 2009 – December 2009: Commissioned by GTZ Pakistan, to support the Pakistan Alternative Energy Development Board, Islamabad as an international consultant to review the Solar PV Rural Electrification Project in Sindh Province and Tender Documents for Solar PV Project in Baluchistan. Furthermore, to advise on setting institutional framework conditions designed to ensure a long-term sustainable operation and maintenance of off-grid solar-home-systems.
The People's Republic of China	October – November 2009: Renewable Energy and Energy Efficiency Partnership (REEEP): As an independent expert to critically review a and provide recommendations to the "Status Report on Renewable Energies in China". <a href="http://www.reeep.org">www.reeep.org</a>
Hong Kong	October 12-13, 2009: Commissioned by the Bank of America – Merrill Lynch, Hong Kong to advise representatives of VC/PE fund managers on China's Renewable Energy Development in the course of its China Clean Energy Conference.
The People's Republic of China	September 2009: International Energy Agency (IEA): As an international consultant to write the "Chapter on China's Rural Electrification" as part of a "Sustainable Rural Energisation in Major Emerging Economies" Study <a href="http://www.iea.org">www.iea.org</a> .
The People's Republic of China	July 2009 – October 2009: Renewable Energy and Energy Efficiency Partnership (REEEP): As an independent expert; in collaboration to conduct an "Assessment of Lessons from Impact Assessment of 37 global projects" and providing recommendations for future REEEP strategy. <a href="http://www.reeep.org">www.reeep.org</a>
The People's Republic of China	December 2008 – February 2009: Renewable Energy and Energy Efficiency Partnership (REEEP): As an independent expert to conduct "Project Impact Assessments of 5 REEEP funded RE Projects in China" <a href="http://www.reeep.org">www.reeep.org</a>

The People's Republic of China	July 2008 – April 2010: Bernreuter Research: Commissioned to contribute to Global Study on Polysilicon Manufacturer. Status in China and Taiwan <a href="http://www.bernreuter.com">www.bernreuter.com</a>
The People's Republic of China	February 2008 – November 2009: EU-China Energy & Environment Programme, Beijing; Long-term key-expert position as EU Renewable Energy Manager responsible for the Renewable Energy component // <i>Detailed description of tasks in the Annex</i>
Democratic People's Republic of North-Korea	January 31, 2008 – February 7, 2008: Welthungerhilfe; International Consultant, short-term assignment to support the drafting of Concept Note for a Renewable Energy Project based on an EU Call for Proposal
The People's Republic of China	September 2007 – January 2008: EU-China Energy & Environment Programme, Beijing; Senior short-term expert to provide technical support for the Renewable Energy component
The People's Republic of China	July 2007 – January 2008: World Bank; Renewable Energy Development Programme: International consultant; support the design of technically and financially viable business models for long-term sustainable operation of PV and PV-Hybrid Systems installed under the Chinese Rural Township Electrification Programme
Islamic Republic of Pakistan	April 21-22, 2006: GTZ Pakistan: Prime Minister's Secretariat, Alternative Energy Development Board, Islamabad: Seminar on "Rural Electrification by means of Renewable Energies" Exchange of Experience with China
The People's Republic of China	January 2005 – October 2005: UNDP/GEF China; Capacity Building for the Rapid Commercialization of Renewable Energy Programme: International consultant; support China's Rural Electrification Programme - Training of Renewable Energy Service Companies (RESCO)
The People's Republic of China	German Technical Cooperation (GTZ) Beijing, Technical Advisor for Renewable Energy Technologies (off-grid applications) in the "Renewable Energies in Rural Areas" Program. August 2006 – September 2007: Technical Director June 2004 – July 2006: Technical Advisor June 2002 – May 2004: Junior Expert <i>Detailed description of tasks in the Annex</i>
The People's Republic of China	September 2000 - August 2001; Delegation of German Industry and Commerce / Shanghai, Environmental Technology Marketing Division. As a Project Manager responsible for consulting German environmental protection companies interested in entering the Chinese market, market research, elaboration of studies, information dissemination, and contact management.
The People's Republic of China	January 1999 - July 1999; Centre for Environmentally Sound Technology Transfer (CESTT), Beijing affiliated with the Administrative Center for Chinas Agenda 21 (ACCA 21), As a Research Intern responsible for the compilation, processing, dissemination of information designed to facilitate the int'l cooperation between foreign and Chinese companies in the field of environmental protection. <a href="http://www.cestt.org.cn">www.cestt.org.cn</a>

## 12. Professional Experience Record:

<i>Date:</i>	February 1996 - July 1996
<i>Location:</i>	Germany, Karlsruhe
<i>Company:</i>	MSI Co. Ltd.
<i>Position:</i>	Employee / Industrial Mechanic
<i>Description:</i>	Responsible for the final assembly of industrial sewing machines.

<i>Date:</i>	May 1995 - November 1995
<i>Location:</i>	Germany, Karlsruhe
<i>Company:</i>	Stober & Nees Co. Ltd.
<i>Position:</i>	Employee / Industrial Mechanic
<i>Description:</i>	Responsible for the final manufacturing and finishing of stainless steel parts.

<i>Date:</i>	April 1991 - December 1991
<i>Location:</i>	Germany, Karlsruhe
<i>Company:</i>	Heine/Otto Versand Co. Ltd.
<i>Position:</i>	Employee
<i>Description:</i>	In charge for the final dispatch of ordered goods.

<i>Date:</i>	January 1989 - April 1989
<i>Location:</i>	Germany, Dillweissenstein / Pforzheim
<i>Company:</i>	Paper Factory of Dillweissenstein Co. Ltd.
<i>Position:</i>	Employee / Industrial Mechanic
<i>Description:</i>	Responsible for the repair of machinery parts.

<i>Date:</i>	June 1987 - December 1988
<i>Location:</i>	Germany, Karlsruhe
<i>Company:</i>	Hans-Peter Vetter Taxi. Co. Ltd.
<i>Position:</i>	Employee
<i>Description:</i>	Taxi Driver

<i>Date:</i>	April 1987 - May 1987
<i>Location:</i>	Germany, Karlsruhe
<i>Company:</i>	Wärmeverwertung Co. Ltd.
<i>Position:</i>	Employee / Industrial Mechanic
<i>Description:</i>	Temporary maintenance works in the oil refinery.

## 13. Membership of Professional Bodies:

Since June 2006 China Country Correspondent of Renewable Energy Policy Network for the 21<sup>st</sup> Century (REN21) ([www.ren21.net](http://www.ren21.net))

From May 2006 – 2008 member of the “Evaluation Committee” of Renewable Energy & Energy Efficiency Partnership (REEEP) East Asian Secretariat in Beijing ([www.reeep.org](http://www.reeep.org))

From June 2000 – 2008 member of the Asian-Pacific Forum Berlin e.V. (APFB)

Since September 1996 member of the China Institute of Bremen e.V.

## 14. Others:

Due to my interest in the economic and cultural developments of the Asian region, I travelled during 1992 and 1999 extensively throughout Thailand, Malaysia, Singapore, Indonesia, Vietnam, Cambodia, the Union of Myanmar, and Laos.

## **15. Presentations / Publications / Interviews (Excerpts)**

### *Presentations*

February 16, 2011 – Seoul, South Korea, “China’s Future Domestic PV Market Development in light of its 12th Five-Year Plan (2011-2015)”, Expo Solar PV Korea 2011

December 13, 2010 – Mumbai, India, “Development of the Chinese PV Market until 2012 in the light of Policy Support Mechanism”, Intersolar India 2010

November 9, 2010 – Beijing, China, “The Asian PV Market Development – Status and Perspectives”, Photovoltaic System & Grid Integration Forum, JFPS

November 4, 2010 – Singapore, “The Ascent of China’s PV Industry and possible Future Domestic Policy Support Mechanism until 2012”, Renewable Energy World Asia 2010 (REW-Asia)

November 2, 2010 – Singapore, “China’s Future PV Market Development Shaped by a Mix of Domestic Support Mechanism until 2012”, Clean Energy Expo Asia

October 29, 2010 – Delhi, India, “PV Market Development in Germany”, Delhi International Renewable Energy Conference (DIREC)

September 26, 2010 – Beijing, China, “Global PV Market Development – Status and Perspectives” 2<sup>nd</sup> Beijing Intl. PV Energy Solar Energy Exhibition and Conference

September 16, 2010 – Kunming, China, “Global PV Market Development – Status and Perspectives” 2<sup>nd</sup> Annual China Solar Energy Technology and Investment Kongress.

September 8, 2010 – EU PVSEC, Valencia, Spain, “China’s Future PV Market Development Shaped by a Mix of Domestic Policy Support Mechanisms until 2012”

July 16, 2010 – Golden, Colorado, USA, National Renewable Energy Laboratory (NREL), “EU and China PV and CSP Development Status and Prospects”

July 14, 2010 – San Francisco, USA, Intersolar North-America, “China’s Latest PV Market Development – Status and Perspectives”

May 5, 2010 – Shanghai, China, “Global PV Market Status and Development Trends”, Shanghai World Expo (Enfinity) PV Summit

January 20, 2011 – Beijing, China, “Status and Trends of Global Solar Photovoltaic Industry Development”

December 10-11, 2009 – Hohhot, Inner Mongolia, China – China Solar Energy Technology and Investment Congress, “The EU PV Market – Update and Development”

November 19-20, 2009 – Berlin, Germany, Forum Solarpraxis, Neue Märkte – Das Ende der Absatzkrise, “China’s Future Domestic Support Policy and It’s Impact on the Domestic and Global Markets until 2020”

November 9-11, 2009 – Hyderabad, India, Solarcon India / Intersolar, Global PV Policies – Successes, Challenges, a Way Ahead, “Asian Policy Perspectives – China and Taiwan”

October 12-13, 2009 – Hong Kong, Merrill Lynch China Clean Energy Conference, “China Renewable Energy Development”

August 28, 2009 – Beijing, China, Forum, “European Experience with Large-Scale Ground Mounted PV Systems”

July 18, 2009 – Hohhot, Inner Mongolia, China, Forum, “The EU PV Market – Update and Outlook”

July 13, 2009 – Beijing, China, Credit Suisse, Conference Call, “China Solar Update”

July 9, 2009 – Beijing, China, Clean Energy Expo, “The EU PV Market – Update and Outlook”

June 27, 2009 – Anyang, Henan, China, Forum, “Update on the German PV Market”

June 15, 2009 – Penang, Malaysia, Seminar, “Solar Energy – A Window to the Future – PV Market Update from China and Look into the Crystal Ball”

<http://www.mbipv.net.my/content.asp?zoneid=9&categoryid=60>

May 12, 2009 – 4<sup>th</sup> Renewable Energy Finance Forum, “Supportive Policies for Solar Installations – Analysis of the EU Markets and Indications for the US Market”

April 22, 2009 – Beijing, China, Credit Suisse, Conference Call, “China Solar Market Development”

December 1, 2008 – German Embassy Beijing, “Development of Photovoltaic and Solar Thermal in Germany”

November 27, 2008 – 3<sup>rd</sup> China New Energy International Forum, “Development and Perspectives of Photovoltaic in Selected European Markets”

June 9-10, 2008 – 4<sup>th</sup> PV Industry Forum, Intersolar Munich, Germany, „PV Market and Industry Development in China, Taiwan, South-Korea, Malaysia”

[http://www.pv-tech.org/editor\\_s\\_blog/article/intersolar\\_the\\_first\\_day\\_from\\_tears\\_to\\_jubilation](http://www.pv-tech.org/editor_s_blog/article/intersolar_the_first_day_from_tears_to_jubilation)

May 9, 2008 – 2<sup>nd</sup> Solar Energy Conference and Exhibition, Shanghai, “Development and Perspectives of Photovoltaic in Selected European Markets”

April 24, 2008 – JP Morgan Investor Roundtable, Beijing, “China Renewable Energy Development”

April 1, 2008 – Credit Suisse 11<sup>th</sup> Asian Investment Conference – The Green Wave, Hong Kong, “Solar Power – For Whom the Sun Shines”

<http://emagazine.credit-suisse.com/app/article/index.cfm?fuseaction=OpenArticle&aoid=222390&lang=EN>

December 11, 2007 – 2<sup>nd</sup> China New Energy Forum, Jiangsu, Wuxi, „Future Perspectives of Main International Markets for Photovoltaic”

November 1, 2007 – Wind Power Conference Shanghai 2007, Shanghai, “EU-China Energy & Environment Programme”

September 24-25, 2007 – Renewable Energy Seminar on Solar/Biomass Technology for Electricity Generation in Community - School of Renewable Energy Technology Naresuan University, Phitsanulok, Thailand, “Socio-Economic Impact Monitoring of Rural Electrification Projects in Yunnan and Tibet Autonomous Region between 2002 – 2007”

September 6, 2007 – 22<sup>nd</sup> European PV Conference and Exhibition, Milan, Italy, “Impact Evaluation of the Chinese Brightness Programme Implemented during 1996-2006”

September 6, 2007 – 22<sup>nd</sup> European PV Conference and Exhibition, Milan, Italy, “The Development and Future Outlook of China’s PV Industry” Poster-Presentation

May 10, 2007 – Sino-German Intl. Solar Energy and PV Projects Exhibition and Conference, Shanghai, China, “Photovoltaics in Germany”

April 27, 2007 – 2007 Jinan Solar Thermal Utilization Conference, World Bank, Renewable Energy Development Programme, PV Forum, “International Experience PV Policy and Market Development”

March 29, 2007 – Beijing, China, 2<sup>nd</sup> Renewable Energy Finance Forum Beijing, “China’s Solar Market”

February 13, 2007 – Brussels, Belgium, Intl. Workshop on Solar Photovoltaic Investment European Photovoltaic Industry Association (EPIA), Brussels, Belgium “Country Market Assessment China”

January 13, 2007 – Beijing, China, 1<sup>st</sup> China New Energy International Forum – Policy and Financing, China New Energy Chamber of Commerce, “Development & Status of Photovoltaics in Germany”

November 4, 2006 – Chengdu, China, 9<sup>th</sup> China National Photovoltaic Conference, “Status of Photovoltaics in Germany”

October 30, 2006 – Shanghai, China, Shanghai 3<sup>rd</sup> Intl. Forum on Environmental Protection and Renewable Energy, “Utilization of Renewable Energies in Germany”

September 6, 2006 – Dresden, Germany, Dresden 21<sup>th</sup> EU-PVSEC, Global of PV Solar Electricity – Developing Countries – Success Stories “Socio-Economic Impact Monitoring of Rural Electrification Projects in Yunnan and Tibet Autonomous Region – A China Case Study”

September 6, 2006 – Dresden, Germany, Dresden 21<sup>th</sup> EU-PVSEC, 3<sup>rd</sup> PV Industry Forum – Global Market Aspects of PV „The Ascent of China in the Si Photovoltaic Market”

April 25, 2006 – Hannover Fair, Branchen- und Exportforum, dena Exportinitiative „VR China: Situation and Perspectives for Renewable Energies“, in German  
<http://www.exportinitiative.de/index.cfm?aid=6024&rf=1> (In German only)

April 21-22, 2006 – Islamabad, Islamic Republic of Pakistan, Prime Minister’s Secretariat, Alternative Energy Development Board, Seminar on Rural Electrification  
“Rural Electrification by Renewable Energies in China”

March 8, 2006 – Bad Staffelstein, Germany, 21. Photovoltaische Solarenergie, Bad Staffelstein „Stand und Entwicklung der Photovoltaik in der VR China / Status Quo and Development of Photovoltaics in PR China“ <http://www.otti.de/energie/Haugwitz.pdf> (In German only)

November 23-25, 2005 – Pyongyang, North-Korea  
Intl. Workshop on the Environment Pyongyang 2005 - Sustainable Development  
“Renewable Energies – Global Status 2005”; Rural Electrification – A China Case Study  
<http://www.kcckp.net/ja/periodic/times/index.php?contents+4937+2005-12-49+229+29>

October 12-13, 2005 – Shanghai, China, PV SEC Shanghai, China, “Monitoring of PV Village



Power Supply Systems in China” “Socio-Economic Impact Monitoring of Rural Electrification Projects - A China Case Study”

October 11, 2005 – Shanghai, China, 13th Expert Meeting of IEA-PVPS Task 9, „Renewable Energies in Rural Areas - A Sino – German Technical Cooperation Programme”

June 24, 2005 – Intersolar Freiburg, Germany, Intl. Seminar on Off-Grid Power Supply, PV for Rural Electrification, “China’s Brightness Program”

February 28, 2005 – Qingdao, China, Intl. Workshop on Solar-Home-Systems, “International Efforts to further harmonise Photovoltaic Standards - Situation in China”

November 15, 2004 – Shenzhen / China  
8<sup>th</sup> National PV Conference “Renewable Energies in Rural Areas - GTZ Activities in China”

September 27-28, 2004 – Hong Kong  
Intl. Workshop on Harmonisation of Renewable Energies and Energy Efficiency Quality Standards in the Asian Region, Renewable Energy and Energy Efficiency Partnership (REEEP), “Photovoltaic Standardization in China”

September 17, 2004 – Shanghai, China, Shanghai Environmental Protection & Renewable Energy Intl. Forum, “Utilization of Renewable Energies in Germany”

September 7-9, 2004 – Ulaan Baatar, Mongolia, 2<sup>nd</sup> Intl. Mongolian Conference on Use and Potential of Renewable Energies in Mongolia, “Chinese Renewable Energy Law”

November 7, 2003 – Shanghai, China, Climate Change Workshop Shanghai, "China and CDM - The activities of the German Technical Cooperation (GTZ)" organized by InWent / AHK Shanghai  
URL: [www.klima-workshop.de/shanghai/PDF/Haugwitz.pdf](http://www.klima-workshop.de/shanghai/PDF/Haugwitz.pdf) (In German only)

September 16-18, 2003 – Chengdu / Guangzhou, China, TÜV Rheinland Inception Workshop China, "China and the Clean Development Mechanism"

July 26, 2002 – Beijing, China, International Workshop Beijing, Energy Research Institute China; Recent Renewable Energy Policy Development, "The German Renewable Energy Resource Act"

October 11, 2001 – Mannheim, Germany, German Industry and Commerce Mannheim "Business Partner China"; "Chinese Market for Environmental Technology and Respective Services"

#### *Publications*

Haugwitz, Frank (2010): (China Country Correspondent) for Renewable Energy Policy Network for the 21<sup>st</sup> Century (REN21): Renewables Global Status Report 2010, July 2010  
URL: <http://www.ren21.net>

Haugwitz, Frank (2010): Comparative Study on Rural Electrification Policies in Emerging Economies – Keys to successful policies, (China Chapter), International Energy Agency (IEA), March 2010, p. 35-59.

Haugwitz, Frank (2008): Perspektiven für Wind und Solarenergie, in: China Contact, November 2008, S. 10-12. (In German only).

Haugwitz, Frank (2008): Der Clean Development Mechanism in Chinas Energiesektor – Möglichkeiten, Risiken, Perspektiven für deutsche Unternehmen, August 2008 VDM Verlag ISBN: 978-3-639-04124-8 (Diplom Thesis written in German January 2002)  
[http://www.sprachenshop.de/blatt/d\\_spl\\_produk& knv dok\\_nr=082540029](http://www.sprachenshop.de/blatt/d_spl_produk& knv dok_nr=082540029)

Haugwitz, Frank (China Country Correspondent) for Renewable Energy Policy Network for the 21<sup>st</sup> Century (REN21): Renewables Global Status Report 2007, February 2008  
URL: <http://www.ren21.net>

Haugwitz, Frank (2007): Der Markt für Erneuerbare Energien in China, in: Business Guide Deutschland China, 4. Auflage Jahrbuch für die deutsch-chinesischen Wirtschaftsbeziehungen, November 2007, S. 88. (In German only)

Haugwitz, Frank (2007): Contributions to “Powering China’s Development – The Role of Renewable Energy”, in: Worldwatch Institute Special Report, November 2007.  
<http://www.worldwatch.org/node/5496>

Haugwitz, Frank (2007): Der Markt für Erneuerbare Energien in China, in: AHK Shanghai Infobrief, August 2007. (In German only)

Haugwitz, Frank (2007): Sonnige Aussichten Chinas Photovoltaikindustrie auf Wachstumskurs, in: China Contact, März 2007, S. 40-41. (In German only)

Haugwitz, Frank (China Country Correspondent) for Renewable Energy Policy Network for the 21<sup>st</sup> Century (REN21): Renewables Global Status Report – Update 2006, August 2006  
URL: [http://www.ren21.net/globalstatusreport/download/RE\\_GSR\\_2006\\_Update.pdf](http://www.ren21.net/globalstatusreport/download/RE_GSR_2006_Update.pdf)

Dubois, Andreas; Haugwitz, Frank; Müller, Hansjörg, Suding, Paul; Xu, Zhiyong: Energy Policy Framework for Electricity Markets and Renewable Energies in the PR China; Updated Version, TERNA Wind Energy Programme, September 2005  
URL: <http://www.gtz.de/en/themen/umwelt-infrastruktur/energie/13698.htm>

Haugwitz, Frank; Müller, Hansjörg (2004): Think Global, Act Rural - Approaches and Experiences of a Sino-German Cooperation, in: Business Forum China, German Industry and Commerce China, Shanghai, Nr. 6, Nov./Dec. 2004, p. 20-23.

Haugwitz, Frank; Müller, Hansjörg (2004): Renewable Energies in China’s Rural Areas / Erneuerbare Energien in Chinas Ländlichen Gebieten, in: Words into Action, p. 108-111.

Haugwitz, Frank; Müller, Hansjörg (2003): China is slowly awakening, in: Sun & Wind Energy, Special International Issue, June 2003, p. 58-61.

Haugwitz, Frank; Müller Hansjörg (2003): The dragon discovers the sun, in: New Energy, Magazine for Renewable Energies, June 2003, No. 3, p. 42-44.

Haugwitz, Frank (2002): Kooperationsmöglichkeiten für die deutsche Solarindustrie / Cooperation Possibilities for the German PV Industry in: Deutsch-Chinesisches Wirtschaftsforum / German-Chinese Business Forum, Dec. 2002, p. 22-24. (In German only)

Haugwitz, Frank (2002): Geschäftschance Klimaschutz / Climate Change - A New Business, in: China Contact, July 2002, p. 44-46. (In German only)

Haugwitz, Frank (2002): Energietechnik - Kampf gegen den Klimakiller, China wird der wichtigste Markt für emissionsmindernde CDM-Projekte / Energy Technology - Battle against the Killer of the Global Climate Change, China will become the most important market for emission reduction

CDM Projects, in: Asia Bridge, April 2002, p.17-18. (In German only)

Haugwitz, Frank (2002): Energiewirtschaft, Entwicklungstendenzen im Zeitraum 2001-2005, Teil 2 / Energy Sector – Development Tendencies between 2001-2005 Part 2, in: China Contact Exklusiv, Nr. 16, 18. 04. 2002, p. 7. (In German only)

### *Interviews*

September 2010, Frankfurter Allgemeine Zeitung (FAZ) – Development of PV in China  
August 2010, China Economic Review – Development of PV and Wind Power in China  
June 2010, Bloomberg – Status of Photovoltaic in China  
May 2010, The Associated Press – Status of Renewable Energies in China  
March 2010, Environmental Finance – Development of Renewable Energies (Solar) in China  
February 2010, DPA – Status and Perspectives of Renewable Energies in China  
November 2008, Business Week – Development of Solar Power in China  
October 2008, International Harold Tribune – Development of Solar Power in China  
June 2008, China Economic Review – Development of Wind Power in China  
May 2008, Euro am Sonntag – Development of Renewable Energies in China  
January 2008, China Economic Review – Development of Biofuels in China  
May 2007, Deutsche Welle – On the occasion of the visit of German Federal President  
Horst Köhler in Shangnanyao, Yunnan, China  
April 2007, Systemes Solaires – China's Photovoltaic Industry  
March 2007, China Economic Review – Renewable Energies in China  
February 2007, Wicht Technology Consulting – Photovoltaic Industry in China  
January 2007, Swiss Radio – Renewable Energies in China  
August 2005, Deutsche Welle - GTZ in China "Renewable Energies in Rural Areas"

### **16. References**

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### **18. Certification**

To the best of my knowledge and belief, the biodata correctly describes myself, my qualifications, and my experience

Beijing / China February 2011



## **Annex: Description of recent position as EU Renewable Energy Manager**

Provide advice to the Chinese government, notably the National Energy Administration on issues related to the legislative and energy policy development regarding the utilization of renewable energy resources in the European Union

To provide technical expertise to the Chinese government concerning available renewable energy technologies in Europe in general and regarding off-shore wind and biomass in particular

Provide periodic briefing notes on renewable energy developments, legislations, policy development and fiscal measures about the renewable energy development in the EU to the National Energy Administration

In consultation with the National Energy Administration and affiliated national stakeholders e.g. Center for Renewable Energy Development (CRED) and the National Energy Research Institute (ERI) elaborate the Overall Work Plan, successive Annual Work Plans and budgets for renewable energy activities

Responsible to jointly define with the National Energy Administration activities under the Direct Implementation scheme as part of the respective annual work plans. To this end, supervise the implementation of such activities defined in the Annual Work Plans and elaborate in particular ToR's for services to be rendered by European short-term experts to carry out such activities

Responsible for the preparation, managing, and monitoring of tendered projects (Calls for Tenders, Calls for Proposals) as defined in the Annual Work Plans. In this context, to elaborate the Terms of Reference (ToR), evaluate submitted proposals, perform contract negotiation, contracting, and contract management, monitoring and reporting

Responsible to respond to requests for information regarding renewable energies from both EU and Chinese energy equipment manufacturers and consultancies

Responsible to maintain and develop contacts and co-operations with non-governmental organizations, trade associations, academia, financial institutions and governmental bodies in China and Europe which are engaged in the promotion of renewable energy

Disseminate programme activities, liaise with and train Chinese governmental organizations, NGOs and municipal governments interested in submitting proposals via EU procedures, in particular Calls for Tenders and Calls for Proposals

Contribute to visibility related activities of EEP, i.e. to contribute to both EEP's quarterly Newsletter and Website

Responsible to organize and execute information study tours to Europe in order to establish direct contacts between Chinese governmental officials and corresponding European Ministries, R&D facilities, and companies engaged in renewable energies

## **Description of former position as technical director at GTZ Beijing**

Support the Central Chinese Government (National Development and Reform Commission, NDRC) in its implementation of the so-called “Brightness-Programme” which aims at an electrification of rural areas in Western China (Qinghai, Gansu, Yunnan, and Tibet) by means of renewable energies (mainly Photovoltaic)

Provide Energy Policy Advisory Service to NDRC emphasizing the promotion and utilization of Renewable Energies in general and Photovoltaic and RE-Law in particular

Support NDRC in the elaboration of RE Chapter (Photovoltaic only) as a contribution to the 10<sup>th</sup> and 11<sup>th</sup> Five-Year-Plan (2006-2010) respectively while drawing on German experience

Jointly elaborate with programme beneficiaries on both national and provincial level annual plans of operations, activities and budget allocations

Provide advisory services at both macro and micro level regarding the introduction of quality assurance / -standards in the Chinese PV industry

Support provincial project execution agencies in building up capacities in the field of CDM

Consult German companies in the field of RE (mainly PV) with regard to market potential, stakeholder and potential cooperation partners in China (main contact person within GTZ China)

Responsible for planning and execution of Public-Private-Partnership (PPP) projects aiming at the establishment of a study course “Off-grid Photovoltaic” at the Ocean University of Qingdao / Shandong Province together with the German company Phocos AG

Network and Cooperation Management: Principal contact person concerning the coordination / cooperation with Chinese governmental institutions, non-governmental organizations, and companies on national and provincial level incl. bi- and multilateral development organizations e.g. ADB, EU, USA/NREL, World Bank, UNDP, etc. in China. In addition with different stakeholders in a number of neighbouring countries like Thailand, Mongolia, Vietnam, Laos, Cambodia, Philippines

To support the design, preparation, and execution of socio-economic impact monitoring studies in the context of rural development and utilization of renewable energies

Organize and execute information study tours to Germany and Europe in order to establish direct contacts between Chinese governmental officials and corresponding German / Europeans Ministries, R&D facilities, and companies engaged in renewable energies

Responsible for “Public Relations”, i.e. publishing of articles in Chinese, German and int’l publications and the joint elaboration of market studies with German Energy Agency (dena) and German Office for Foreign Trade (bfai) like “China Country Profile” and “China’s PV Industry” respectively

## **Letters of recommendations (Upon Request)**

German Technical Cooperation (GTZ)

German Chamber of Commerce / Shanghai, China