

SWEDISH ENERGY DELEGATION

Business Accelerator Program 2019



Indonesia and Sweden
Building a more sustainable energy future together

INTRODUCTION

BUSINESS ACCELERATOR PROGRAM INDONESIA (BAPI)

Indonesia is one of the world's largest economies and growing fast. Indonesia is on a journey towards sustainability with ambitious targets for 100 % electrification, 23 % renewable energy, up from current 6 % by 2025, 41 % less greenhouse gas emissions by 2030 and other sustainable development goals such as reduced waste generation by 30 % by 2025.

Sweden's ambitious climate and energy policy combined with long-term research has resulted in a large number of dependable and trustworthy companies with world-class expertise in energy technology.

Indonesia and Sweden share a common objective on the need for innovation to build domestic competitiveness, as well as to respond to the needs of growing demands in an energy-constrained world. Sustainable energy solutions can decrease energy consumption and help to use energy more efficiently.

Business Accelerator Program Indonesia (BAPI) focuses on innovative business of renewable energy and energy efficiency, between Indonesia and Sweden.

Business Accelerator Program Indonesia (BAPI) has been running since 2015, providing contacts, knowledge sharing and business opportunities between Swedish and Indonesian companies working with sustainable energy solutions. In 2017 Indonesia and Sweden signed a Memorandum of Understanding further emphasising the countries energy cooperation. BAPI is an important part in this collaboration, supporting business-oriented innovation development and dissemination of sustainable energy solutions. Since 2015 approximately 15 Swedish small and medium sized enterprises have been active in the program working toward Indonesia. On this delegation trip we want to introduce five innovative companies sustainable energy solutions to the Indonesian market and Indonesian stakeholders. The companies are Climacheck, Comsys, dLaboratory, Grundels and Unipower and are presented in more detail in this booklet.

The Business Accelerator Program Indonesia is a collaboration between the Swedish Energy Agency, Business Sweden and ISPC Apindo. Together the partners provide long experience in business development in Indonesia, supporting both the Swedish and the Indonesian entrepreneurs grow and finding new business opportunities.

Let's build a more sustainable world together!

ORGANIZER

SWEDISH ENERGY AGENCY

The Swedish Energy Agency is a Swedish governmental organisation with an overall responsibility of promoting sustainable energy systems through the use of renewable energy, energy efficient technologies, a smarter end-use of energy, and mitigation of climate change.

Besides policy development and international collaborations, the Swedish Energy Agency is also an active public financier of early and growth stage clean tech companies in Sweden through a system of grants and soft loans.

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BUSINESS SWEDEN

Business Sweden's purpose is to help Swedish companies reach their full international potential and foreign companies to invest and expand in Sweden. We offer our customers strategic advice and hands-on support in 50 of the world's most interesting markets.

Business Sweden is owned by the Swedish Government and the industry, a partnership that provides access to contacts and networks at all levels. Business Sweden was founded on the first of January 2013, by a merger of the Swedish Trade Council (Exportrådet) and Invest Sweden.

REPRESENTATIVES

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PARTICIPANT

CLIMACHECK SWEDEN AB

ClimaCheck is a cleantech company with a world leading method for analysis of refrigeration, air conditioning and heat pump systems. The objective is to optimise efficiency and decrease failure rates. ClimaCheck offers well proven solutions that increase energy efficiency and experience show energy savings of 10-30% and increased plant reliability, reduce equipment wear which decrease operating cost and Carbon Footprint.

ClimaCheck's innovative solutions bring benefits to owners, maintenance contractors, consultants and manufacturers of all types of air conditioning and refrigeration systems in sectors like office buildings, hospitals, hospitality sector, supermarkets and industrial applications.

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PARTICIPANT

COMSYS AB

Comsys AB offers own developed technology ADF Power Tuning to customers all over the world in a variety of industries. The product ensures that the electricity quality meets the network owners' requirements at the connection point.

ADF Power Tuning is the most flexible system available to help you achieve an LHD. And there's no comparison when it comes to price: ADF Power Tuning can save you up to 40%* in total cost of ownership compared to AFE. It's a versatile yet powerful solution that takes the hassle out of installation and operation. ADF Power Tuning components can be combined with a drive to create the ultimate low harmonic solution, it's ideal for system integrators or OEMs (original equipment manufacturers). We can give you the components you need to succeed in any application.

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PARTICIPANT

DLABORATORY SWEDEN AB

dLaboratory's unique concept for smart electricity grids provides a safe, secure and cost-effective electricity supply. Today's electricity grid faces new demands and challenges that cannot be overlooked if the network is to work well. dLaboratory offers an efficient and flexible system including relay protection, incident registration, automatic incident analysis and electrical quality analysis. Together, the different parts work for a modern and well-functioning electricity grid.

By using dLaboratory's smart grid system, the following benefits are obtained:

- Reduce outages in the electrical distribution grid
- Reduce costs for operations and maintenance
- Monitor the Power Quality of the grid
- Monitor all events in the grid
- Make easy and effective analyzes after grid failure

REPRESENTATIVES

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PARTICIPANT

FRICO AB

Frico offers you a wide range of products for a comfortable indoor climate. Through our parent company Systemair, we also possess knowledge about ventilation and can provide appropriate solutions.

We offer total solutions, including both complete heating systems and products for additional heating, that helps you manage the local climate in shops in, industrial buildings, offices, hotels, restaurants and sports arenas. Because we are environmentally aware our products are climate-smart. In our product development, the focus is on achieving the greatest possible function with the least possible energy consumption – without compromising on our core values of trust, competence and design. The intelligent products contain control systems which ensures that you never consume more energy than is required.

Frico is the leading supplier of air curtains, radiant heaters and fan heaters in Europe, and we are represented in more than 70 countries by our subsidiaries, sister companies or our distributors. Updated information about our sales channels can be found here. The head office is located in Sweden and the company is part of Systemair, one of the leading groups within ventilation. Our production takes place in Sweden and at other ISO approved production units within Europe. We also have strategically located warehouses in several of European locations.

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The logo for FRICO, featuring the word "FRICO" in a bold, red, sans-serif font. The letters are slightly stylized, with the 'F' and 'R' having a unique shape.

PARTICIPANT

GRUNDELS FÖNSTERSYSTEM AB

Grundels is a leading Swedish supplier of complete offering for window renovation. The strength lies in sustainable, cost-effective and smart solutions for extra-glass completion of existing windows. Grundels has a strong brand and customers among all major real estate companies.

Grundels has great international market potential because the following needs are common and occur in virtually every market: 1) Energy efficiency (applies to both heating and cooling); 2) Noise insulation; 3) Reduces CO2 emissions and takes advantage of existing materials. No building debris; 4) Grundels performs the work from within, ie no need for scaffolding or tearing in the façade.

REPRESENTATIVES

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Grundels
FÖNSTERSYSTEM

PARTICIPANT

HUGHES POWER SYSTEM

Hughes Power System is a Swedish manufacturer of medium voltage switch gear products and reclosers for overhead, underground lines and substations. Very high quality standards together with innovative approach result in an advanced range of products, aiming to improve electrical distribution networks quality by minimizing the number and time of faults.

Hughes Power System specialises in research, development, manufacturing, marketing and sales of medium voltage outdoor and indoor switchgear products. The majority of Hughes Power System's products are designed and built in Sweden.

Our personnel has more than 30 years of international experience in medium voltage electrical distribution systems. We offer our customers integrated solutions with innovative and reliable products suitable for different climates and installations worldwide. Our customers include electricity distribution companies, renewable energy producers, railway operators and energy intensive industry plants. Hughes Power System's products are operating in several countries across the world.

More info:

www.hughespowersystem.com

https://www.youtube.com/channel/UCPIUJZixKW6_us6m0bEsZEQ

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PARTICIPANT

UNIPOWER AB

Originating from a Swedish ABB company in the mid 80's, Unipower has developed a competitive edge within the field of Power Quality and Smart-Grid solutions. We focus on norm compliance equipment, with a special focus on the requirements for power generation, transmission and distribution.

Our product lines reach from traditional portable PQ analysers to fully integrated and automated Power Quality Management systems for continuous supervision of the energy supply.

Our products are robust and user-friendly and enthusiastically received the world over. Unipower leads the market in Scandinavia and is present in more than 50 countries around the globe.

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