

Solar Energy in Israel and in France Converging views

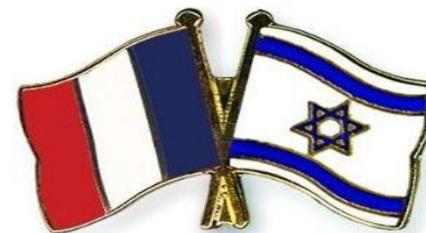
How big is the Photovoltaics proportion in the Energy Mix
in Israel and in France?

What are the growth objectives in the coming years?

What are the opportunities opened within these markets?

Which technologies?

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 **April 7, 2021**





Ariel Ditchi
Trade Advisor Industry & Cleantech
Business France-Israel

Moderator

Solar Energy in Israel & in France: converging views



Agenda

- **Introduction & Greetings**

Dr. Muriel Haim, President of France-Israel Foundation

H.E. Éric Danon, Ambassador of France in Israel

Mr. Daniel Saada, Charge d'Affaires, Israel Embassy in France

Ms. Gisèle Hivert-Messeca, Managing Director, Business France-Israel

- **Keynote** | Mr Bernard Kleynhoff, *Regional Counsellor, Region Sud President of the Committee on Economy, President of the risingSUD Agency*

- **Keynote** | Ms Sandrine Vogel, *Project Manager Energy Transition, Region Sud*

Ms Nathalie Ohayon, *International Project Manager on Renewables Energies, risingSUD*

- **Keynote** | Ms. Sharon Hatzor, *Deputy Director General for Planning, Policy and Strategy, Ministry of Energy*

- **Keynote** | Mr. Ayalon Vaniche, *CEO - EDF Renewables Israel*

- **Pitch** | Mr Elad Sharabi, *Head of Business Development, Apollo Power (Israel)*

- **Pitch** | Mr Yaron Shenhav, *CEO & co-founder, Solcold (Israel)*

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- **Pitch** | Mr Assaf Friedler, *CEO & co-founder, BladeRanger (Israel)*
- **Pitch** | Mr Stephane Couturier, *International Development Director, CVE (France)*
- **Pitch** | Mr Alain Janet, *CEO & Founder, SolarClothSystem (France)*
- **Pitch** | Ms Claire Le Berre, *Regional Public Affairs Officer, Power to Gas demonstrator (France)*
- **Q/A** | **Q & A**

Closing remarks

- Ms Noa Aharoni, *Manager Cleantech & Smart Infrastructure, Israel Export Institute*
- Ms. Gisèle Hivert-Messeca, *Managing Director, Business France-Israel*

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Dr Muriel Haim
President of France-Israel Foundation

Greetings

*Solar Energy in Israel & in
France: converging views*



Dr Muriel Haim's speech France-Israel Foundation



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The France-Israel Foundation is proud to welcome our distinguished speakers, among them his Excellencies Eric Danon Ambassador of France in Israel, and Daniel Saada, Representative of the Israeli Ambassador in France, and all our participants to this important webinar on solar energy.

The Foundation has been created by President Chirac and PM Sharon to foster cooperation between our two civil societies.

We are all concerned by the future of our planet and working together will help finding solutions to protect our future and the future of our children.

The Foundation is very keen to work with the Regions in France as regions are key in creating, developing and implementing creative projects in France.

I look forward to continuing working together.



H.E. Eric Danon
French Ambassador to Israel

Greetings

*Solar Energy in Israel & in
France: converging views*



French Ambassador's speech



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Dear Mr Saada, dear Mr Kleynhoff, dear Ms Hatzor, dear all,

It is a great pleasure for me to be amongst you on this webinar that gathers participants from France and from Israel, on an important topic.

I would like to thank the organizers of this webinar, and in particular the France-Israel Foundation and the Business France Tech Hub Tel Aviv.

I think this webinar on solar energy addresses a more global challenge for a cleaner energy world, for our children.

As far as science is concerned, the old “climate skepticism” is no longer an option. Climate change is a developmental challenge. The climate threat constraints possible development paths for a sustainable future. Thus, a stable climate is one constituent of sustainable development.

We recently celebrated the 5th anniversary of the COP21 that France hosted in December 2015, and during which both our countries signed the Paris Climate Accords.

I'm glad to see there has been since then, and until very recently, a political will to accelerate the development of renewable energies, with concrete objectives.

In France, we have reached more than 20% of the electricity produced by the renewable energy sector in 2019, but there is still a lot to do, notably to deploy more the solar energy field.

I won't go into further figures as you will have several presentations coming.

I know there are many innovative technologies developed in Europe, in France and of course in Israel, one of the most innovative countries in the world. I'm glad we can hear about some innovative projects during this webinar from our two countries. And we are proud to have such a leader like EDF Renewables involved in the development of solar energy fields in France and in Israel.

Therefore, I welcome such event which promotes cooperation between France and Israel in order to bring together companies and experts. I do believe in the potential for growth as it is blatant that our ecosystems are complementary.

My teams within Business France in Israel (Gisèle, Ariel), can help finding your right partner, whether commercial or technological.

Moreover, for the Israeli companies willing to develop in Western Europe, don't forget that France is not only central on the map, but offers economic opportunities and attractive conditions that again, the Business France team can follow up with you.

I welcome the involvement here in particular of the Region Sud, and especially of Mr Bernard Kleynhoff who has always been backing the efforts in pursuit of more France-Israel cooperation, in parallel of working for the economic development and the innovation of his Region.

With that final words, I shall leave the floor to my counterpart Daniel Saada for the Israel Embassy in France.

Have a nice webinar!



Mr Daniel Saada
Chargé d'Affaires a.i.
Embassy of Israel in France

Greetings

Solar Energy in Israel & in France: converging views



Chargé d'Affaires a.i. Mr Saada's speech

Embassy of Israel in France



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Dear Dr Muriel Haim, President of the France Israel Foundation
Dear Ambassador Eric Danon,
Dear friends,

I would like to greet my friends which contributed greatly to this event
My colleague Dina Sorek,
Mr Daniel HALEVY GOETSCHERL minister for the interior political and economic affairs at our Embassy,
My friend Dr David HARARI,

I would like to be brief and to leave time to our different and distinguished guests who are specialists of the subject that we are going to discuss today and will certainly tell us more interesting things than I could say to you.
It's really important for me to stress the importance of the France Israel Foundation.
It's a very helpful and useful tool in our bilateral relations between our two countries, helping us to build bridges between our civil societies, our universities and research centers, our artists, our students, our companies.
Thank you very much to you Muriel, to your team in Paris, to the Israeli board of the foundation.
I want also to thank very much the PACA region of the southern part of France to be our partners today.
Just like us this region has a gift of nature: the sun and they use all their energies to use this resource.
Thanks again to all the participants, in Israel and in France

I wish to everyone a fruitful seminary.



Ms Gisèle Hivert-Messeca
Director – Business France in Israel

Greetings

*Solar Energy in Israel & in
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Gisèle Hivert-Messeca's speech

Business France-Israel



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Dear Ambassadors, dear speakers of this prestigious panel, deal all,

It is my honor to speak next to two Ambassadors, and Muriel. I'd first like to thank the France-Israel Foundation for coming to us with this idea to set-up a webinar on this topic. The Business France Tech Hub Tel Aviv that I manage had considered an action on the environment and energy topics later in the year, and this initiative met our Business France objectives of fostering the bilateral exchanges. Of course, we accepted to set up a digital event already after Passover and Easter, and hats to David Harari, Dina Sorek and Muriel for this initiative that we were more than happy to co-organize.

Now regarding the topic: As my Ambassador said, developing the renewable energy sector is crucial to our countries, to the planet, and its future growth with all the technologies being developed here and there looks promising.

To that intent, France like Israel set themselves ambitious goals to reach by 2030, in order to be successful in their efforts towards their energy transition. You'll hear from Ms Hatzor from the Ministry of Energy about Israel's ambition and market opportunities, as well as from the Region Sud, with Mr Bernard Kleynhoff and his teams, whom I would like to thank for their involvement.

We are lucky to have the Region Sud talking about how they implement the French policy on renewables and solar energy in their region. Since I arrived in Israel, it took me no time to realize how the Israelis not only like to visit Paris, but the South and the French Riviera. Having about 300 days of sun per year there too and an amazing landscape, it's barely a surprise! Hopefully, the situation will allow us all to travel both ways freely in a few months. Summer is coming!

Most importantly, there are opportunities to foster France-Israel cooperation in the renewable and solar energy markets, and we shall have some insights during this webinar. There's already a major French player with EDF Renewables active and helping Israel by installing PV capacity, and we will hear from its CEO in Israel Ayalon Vaniche about their development and feedbacks.

Because fostering cooperation is also about going to SMEs and startups as well as identifying promising technologies, 6 innovative companies and projects representing Israel and the South of France will be pitching. Therefore, I would like finally to thank all of our other French & Israeli partners for helping: the Israel Export Institute, the Manufacturer's Association of Israel, the French energy cluster Capénergies, RisingSUD...

I would like to thank also the Chamber of Commerce of South East of France, which is part, like Business France, in the Team France Export aiming to help French companies developing their activities around the world.

I wish you all have an interesting webinar!



risingSUD
Sud Provence-Alpes-Côte d'Azur
Economic Development Agency



Mr Bernard Kleynhoff
Regional Counsellor, Region Sud &
President of the Committee on Economy,
President of the risingSUD Agency

REGION SUD - FRANCE

*Solar Energy in Israel &
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Mr Kleynhoff's speech

Region Sud



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[First part]

I am very honored to attend this webinar alongside the Ambassador of France to Israel, the Chargé d’Affaires of the Israel Embassy in France, the President of the France-Israel Foundation and the Director of Business France (Gisèle Hivert-Messeca) whom I know well.

This webinar, organized as part of our TEAM France EXPORT is a continuation of the working group that we set up in December and which “capitalizes” on strong and long-standing diplomatic and economic relations with Israel (CES Las Vegas, DLD Innovation Festival Tel Aviv, So French So FOOD gastronomy event in Israel) on a regional level and particularly with the city of Nice (Innovative City conference; venue of Mr David Harari that you arranged).

The aim today is to exchange good practices and experiences between the regional market and the Israeli market in the field of renewable energies and, more specifically, solar/photovoltaic energy. There is a very common theme shared by our two territories: higher potential offered by sunny regions, a strong political will, and a fertile ground for innovative companies to develop.

Strong political will because, since the start of Renaud Muselier's term of office, our leitmotiv has been to be at the forefront of climate initiatives like the COP, and the common thread of our action is the CLIMATE Plan, meaning we took 100 actions to make our economic development “greener” and preserve our children’s natural heritage to make the Southern Region a region where it is nice to live and, therefore, is attractive to talents, tourists and, more generally, to its inhabitants.

The actions of the Climate Plan dedicated to photovoltaic energy will be presented to you this morning, but I would like to underline the actions which have made it possible to reach + 45% of available photovoltaic power within 2 years: the installation of PV panels on the rooftops of our businesses and of our high schools (30% are equipped to date).

Today, we have implemented all these actions and we are dedicating 30% of the regional budget to our CLIMATE plan! That is why we are going to vote on our CLIMATE PLAN 2 in the April session.

Mr Kleynhoff's speech

Region Sud



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[Second part]

Our economic development policy is also based on our 8 Operations of Regional Interest, a catalyst for structuring projects for the region in each of our strategic sectors, one of which is dedicated to the Energies of Tomorrow, of course including photovoltaics but also offshore wind power, biogas and green hydrogen, for which we have a dedicated plan.

As for being a fertile ground for innovative companies, our region is the 3rd region in France in terms of "green tech" businesses and I could mention our rich ecosystem around the "Arbois Environmental Technology Hub", our competitive clusters, such as Capénergies who are here today, and our Southern Region French Tech. "Tech For Good" is a reality in the southern region and our companies stand out, such as the three recent winners of the La Tribune (famous French economic newspaper) "10,000 companies to change the world" prize and even at CES Las Vegas where we won three Innovation Awards. You will also hear from two great companies: CVE – "Changing the vision of Energy" (which has just raised €100 million) and Solar Cloth System (solar textiles, in Mandelieu), as well as the "Power to Gas" demonstrator which is part of the "Flexgrid initiative".

In summary, we certainly have great synergies to build on solar, but also on innovation in general, and especially drones!



Mr Raphael Rinaldi
Director EU / International
Capénergies

Pitch session

Solar Energy in Israel & in France: converging views

Q&A Session

Webinar

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📅 April 7, 2021





Ms Gisèle Hivert-Messeca
Director – Business France in Israel

Conclusion

Solar Energy in Israel & in France: converging views



Gisèle Hivert-Messeca's speech

Business France-Israel



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In just a few words, I would like to thank all the speakers for such an interesting and rich conference. We can see there are many developments happening in both countries on this topic, and as much potential for cooperation!

The Business France has a role of fostering those cooperations, both commercial and technological, by helping the French companies exporting, and helping the foreign companies willing to set up an activity office in France, like in the Region Sud, which would be an excellent idea by the way!

Until now, Israel's partnership in the framework of the EU funding programs for Research and Innovation has always been rich in lessons, and sign of cooperation that are not only commercial between Israel and France, and we hope it stays that way.

I now expect that the health conditions improve in order to allow us to set-up a physical event with the Region and French companies coming to meet the Israeli players in this field. And it can work both ways for the Israelis willing to set foot in Europe, from France. You can reach to Ariel Ditchi for further discussions and interests.

Thanks again to the France-Israel Foundation for its initiative, and especially to David Harari. I wish you a nice afternoon, we'll be in touch!

Merci...Thank you...תודה

To the organizers and partners



Dr David Harari

VP and executive board member -
France-Israel Foundation



Dina Sorek

Executive board member on behalf
of the Israeli MFA
France-Israel Foundation



Dr Muriel Haim

President
France-Israel Foundation



Gisèle Hivert-Messeca

Director
Business France in Israel



Ariel Ditchi

Trade Advisor Industry & CleanTech
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Emmanuel Galland

Energy Transition Advisor
Business France – Team France
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Pauline Camus-Mouly

Head of International Development
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Audrey Pierlas

International Director
Team France Export Sud Provence-
Alpes-Côte d'Azur



Noa Aharoni

Manager Cleantech & Smart
Infrastructure, Israel Export
Institute



Raphaël Rinaldi

International Director
Capénergies

Merci...Thank you...תודה



Eric Danon

Ambassador of France in Israel



Daniel Saada

Chargé d'Affaires a.i., Embassy of Israel in France

Sharon Hatzor

Deputy Director General for Planning, Policy and Strategy, Ministry of Energy



Ayalon Vaniche

CEO - EDF Renewables Israel



Sandrine Vogel

Project Manager Energy Transition, Region Sud



Nathalie Ohayon

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CEO & co-founder, Solcold



Claire Le Berre

Regional Public Affairs Officer, Power to Gas demonstrator



Stephane Couturier

International Development Director, CVE



Alain Janet

CEO & Founder, SolarClothSystem

Merci !

תודה

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THANK YOU

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