

SEE Renewable Energy & Energy Efficiency 2009

7th-8th December 2009, Rin Grand Hotel, Bucharest, Romania

Providing Clean & Sustainable Energy to the SEE



Meet the most relevant industry professionals focussing on expanding and improving this growing industry!

Some of the speakers include:



Mr. Clifford Aron
President
GreenMax Capital Advisors
Poland



Mr. Martin Mayr
Head of Competence Center
Renewable Energies
UniCredit Leasing SpA, Austria



Ms. Milena Messori
Head of Office
European Investment Bank
Romania



Ms. Izabela Kielichowska
President of the Management
Board, **Primum, Poland**



Mr. Dietmar Graeber
Analyst
EnBW Transportnetze AG
Germany



Mr. Peter Solt
Partner
DLA Piper Weiss-Tessbach
Austria



Mr. Giorgio Dodero
I.P.G.Industrial
Project Group Srl, Italy



Mr. Neil Foster
Country Manager
WSP Environment & Energy
Romania



Mr. Martin Berkenkamp
European Policy Leader Renewables
GE Energy, Germany



Mr. Giuliano Monizza
Speaker & Vice President
of The Executive Committee,
Chairman of Energy Policy,
T&D Europe, Belgium



Mr. Mihai Costea
Senior Advisor,
Management Consultant/Business Analyst,
BROMOTION Consultancy, Belgium

Associate Sponsor



- » **Mr. Peter Niermeijer**, Secretary General, **Recs International, Netherlands**
- » **Mr. Robert Adamczyk**, Principal Environmental, Health and Safety Advisor, **EBRD**
- » **Mr. Ion Comendant**, Regulation Director, **Red Union Fenosa, Moldova**
- » **Mr. Dušan Kutal**, Sales Manager Eastern Europe, **Trina Solar, Spain**

Supporting Organisations

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The European Association of the Electricity Transmission and Distribution Equipment and Services Industry



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With recent concern over the dependency of energy supply to the SEE region there has been a need to invest in structuring new Renewable Energy projects and creating better Energy Efficiency. While the amount of energy needed per unit of GDP in South East Europe is double that to the rest of Europe there have been recent incentives to provide growth in this most vital of marketplaces.

On an International scale there is an increasing understanding that the global ecosystem is a fragile thing that will require immediate attention towards greenhouse gas emission reduction. As a global leader European member states are constantly incorporating new legislation to promote clean, sustainable energy sources and with specific targets to be met in compliance with the EU ETS 2020 scheme and there is growing urgency for project financing.

Unfortunately, legislation in some of the SEE countries needs some improvement and lack of co-ordination between public authorities and international financial institutions is prohibiting growth and expansion in this marketplace. It is essential that senior level decision makers come together in order to communicate ideas and generate networking opportunities. Our SEE Renewable Energy & Energy Efficiency event will do just that and as a result of recent investment opportunities and technological improvements in the market. Our aim is to provide an event that will bring together business and industry leaders as well as governmental bodies to review and enhance upon the current market trends and developments.

Growing on years of successful conferences in Renewable Energy industry EastEuro Link will again provide an event that is not to be missed. Our panel of speakers will provide keynote addresses and panel discussions to provide you with a most informative overview and essential projections into the future of this expanding marketplace.

All key areas will be discussed with regards to legislation & regulation, investment & financing, project development aGain insights into the vital issues: potential in many Renewable Energy sectors such as Wind, Solar/Photovoltaic, Hydro, Geothermal, & Biogas, which is just to name a few, there will be no area left untouched on the day. There will also be time for networking with sponsors, speakers, & delegates alike!

Meet the most relevant industry professionals focussing on expanding and improving this growing industry!

Important topics to be addressed:

- RE and EE Market Overview
- The Implications of Legislation
- Regulatory Mechanisms
- The current investment climate for SEE RE
- Financing structures in the Wind Energy market
- Solar Thermal and PV Deployment in SEE
- Biomass Market
- Smart Grids and Smart Metering
- Investing in Hydro Electric Projects
- Waste to Energy Investments
- Sustainable Energy in Europe
- Financing Energy Efficiency projects
- Possibilities for Hydrogen Energy & Fuel Cells
- Carbon Emissions Trading
- Carbon, Capture, & Storage

Country Focus Presentations:

- Making incentives into investment in Romania
- Bulgaria – reaching set targets
- Overview of the legislative & investment climate in Croatia
- Insight into the Bosnia & Herzegovina RE market
- Developing the RE market in Serbia
- Evaluating the Turkish Renewable Energy market

Not able to attend?

Then why not buy the conference documentation?

Nothing compares to "being there" but you don't have to completely miss out. You can purchase the **SEE Renewable Energy & Energy Efficiency 2009** conference documentation for £230. Simply tick the box on the booking form, send it with payment, and access for full documentation and conference presentations will be granted to you after the conference.

Supporting Organization



You will benefit from additional networking opportunities including:

- Extended networking breaks for exhibition viewing
- Gala evening drinks reception

Sponsorship opportunities:

The **The SEE Renewable Energy 2009** event will undoubtedly be an un-missable option for all industry leaders. It will provide the most up to date developments and challenges in this fascinating area of interest. Catering to networking, those involved in the conference have the opportunity to further their horizons by meeting and influencing key players from senior industry levels.

It is crucial to utilise potential exhibition and sponsorship opportunities to give your company the ultimate edge in this competitive market. You will benefit from:

- Creating brand awareness
- Having focused discussions with industry leaders
- Generating quality leads
- Establishing long term partnerships

For a creative and results based approach discuss your marketing requirements with our sponsorship team today. **For more details on the full range of promotional packages please contact**

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08:30 Registration & Coffee

DAY 1

Market Overview

09:00 Chairman's Welcoming Address & RE and EE Market Overview

- The future directive of the RE market and how energy security within the region may be achieved
- RE & EE legislation and regulation in the SEE region
- How the investment climate will affect the market development
- Distribution of demand and site potential

Speaker: Mr Clifford Aron, President, GreenMax Capital Advisors, Poland

Legislation & Regulation

09.30 The Implications of Legislation

- Legislation overview in SEE countries
- The probability of meeting targets for reduced carbon emissions
- Does the legislation facilitate investment opportunities?

Speaker: Mr. Martin Berkenkamp, European Policy Leader Renewables, GE Energy, Germany

10.00 Case Study: An Overview of Legislation

A demonstration of the progress of Austria, Slovakia & Croatia

- Automatic termination vs. termination by notice
- Rules applicable in bankruptcy and other types of insolvency proceedings
- Financial settlement vs. physical deliveries
- Corporate counterparties vs. financial institutions

Speaker: Mr. Peter Solt, Partner, DLA Piper Weiss-Tessbach, Austria

10.30 Networking Break

11.00 Regulatory framework European RES market

- Certificates as the backbone of the European renewable energy market
- The regulatory framework for the voluntary European RES market
- The renewable energy market for target counting

Speaker: Mr. Peter Niermeijer, Secretary General, Recs International, The Netherlands

Investing in Renewable Energy Projects

11.30 The current investment climate in the SEE region

- How do EU legislative and regulatory policies translate to providing financial incentives?
- What challenges and obstacles are there for financing projects?

Speaker: Mr. Mihai Costea, Senior Advisor, Management Consultant/Business Analyst, BROMOTION Consultancy, Belgium

12.00 Wind Farm Development: the environmental challenges and EBRD experience

- EBRD and Equator Principle Bank requirements for renewable projects
- Common problems identified
- Some key recommendations when developing new projects
- EBRD Case Studies (Bulgaria, Poland, Romania)

Speaker: Mr. Robert Adamczyk, Principal Environmental Health and Safety Advisor, EBRD

12.30 Networking Lunch Break

13.30 Financing structures in the Wind Energy market

- Assessing the demographics of the region for construction of the most efficient projects
- Potential outcomes from on shore projects and successful examples
- The development of off shore projects in the Black Sea

Speaker: Mr. Martin Mayr, Head of Competence Center Renewable Energies, UniCredit Leasing SpA, Austria

14.00 Solar Thermal and PV Deployment in SEE

- Legislative and incentives and challenges
- Grid Integration and Grid independent PV applications
- Reducing costs and maximising efficiency
- Future technologies

Speaker: Mr. Dušan Kutal, Sales Manager Eastern Europe, Trina Solar, Spain

14.30 Investing in Hydro Electric Projects

- What are the market expectations for established projects?
- The demographic suitability for creating new projects
- Country legislative incentives

15.00 Networking Break

15.30 Biomass

- Incinerating methods to heat buildings / generate electricity
- An alternative fuel to coal?
- Meeting EU environmental standards

Grid Connectivity

16.00 Case Study: Efficient Integration of Wind Energy at EnBW TSO

- Review of the integration of fluctuating electricity production from Wind power plants into the grid
- The framework of the Renewable Energy Sources Act (EEG)
- Transforming and balancing wind energy

Speaker: Mr. Dietmar Graeber, Analyst, EnBW Transportnetze AG, Germany

16:30 Chairman's Closing Remarks

Speaker: Mr Clifford Aron, President, GreenMax Capital Advisors, Poland

16:40 Cocktail Reception

08:30 Registration & Coffee
08:50 Chairman's Welcoming Address

DAY 2

**Speaker: Mr Clifford Aron, President
GreenMax Capital Advisors, Poland**

Energy Efficiency

09.00 Keynote Address: Opportunities in Energy Efficiency

- World power generation with a focus on the EU
- Transmission and Distribution
- Carbon, Capture, and Storage and CHP

Speaker: Mr. Giuliano Monizza, Speaker & Vice President of The Executive Committee, Chairman of Energy Policy, T&D Europe, Belgium

09.30 Financing Energy Efficiency projects

- How can this be made viable for large power suppliers?
- What techniques and technologies can be applied to improve efficiency?
- SEE norms of EE in comparison to European standards
- Projections of financial payback of EE projects and gaining carbon credits
- Combined Heat and Energy system potential

Alternative Clean Energy Developments

10.00 Achieving Energy Efficiency in Buildings

- How to reduce energy usage and costs
- Energy monitoring, targeting and analysis
- Energy and emissions forecasting
- Energy bill validation

Speaker: Mr. Neil Foster, Country Manager, WSP Environment & Energy, Romania

10.30 Carbon Emissions Trading

- The EU ETS and its role in Emissions Trading
- Green Investment Schemes
- How does this promote investments in Energy Efficiency

Speaker: Ms. Izabela Kielichowska, President of the Management Board, Primum, Poland

11.00 Networking Break

11.30 Carbon, Capture, & Storage

- Is this a potential for oil and coal to become challengers to RE development?
- Medium term expectations for CCS
- Policies leading to deployment in Europe and worldwide
- The best technologies for application
- Reducing CCS costs and increasing incentives

Speaker: Mr. Giorgio Doderio, I.P.G.Industrial Project Group Srl, Italy

Country Focus: Initiatives for the SEE to become less Energy dependent

12.00 Romania

- A general overview of the Energy market in Romania
- How the 2015 double incentives scheme translates to market investment?
- Privatisation of the Energy market and its possible effects
- Overview of smart grids and their influence
- Harnessing offshore wind power & the potential of hydro energy development

Speaker: Ms. Milena Messori, Head of Office, European Investment Bank, Romania

12.30 Moldova

- Working towards energy independence
- Investments in power distribution networks
- The potential for the wind energy market

Speaker: Mr. Ion Comendant, Regulation Director, Red Union Fenosa, Moldova

13.00 Bulgaria

- Is the aim for 16% RE by 2020 a realistic goal?
- How the 2013 Green Plan will affect the market?
- An overview of the hydro energy market
- Investment potential in the Photovoltaic market

13.30 The Western Balkans

- ERBD plans & the prospects for a project investment support scheme
- Looking at the legal and regulatory framework – can adjustments be made?
- Is the market attractive to private investors in order to provide RE & EE project support?
- What projects have the most potential for long term investments?

14.00 Turkey

- Renewable Energy Investment plans and meeting market energy demands
- External investment and trade barriers
- The Wind and Hydro Energy markets and their possibilities

14.30 Chairman's Closing Remarks

**Speaker: Mr Clifford Aron, President
GreenMax Capital Advisors, Poland**

14.40 Networking Lunch

Past Event Attendees:

4 Energia
A&M Consultancy & Investments
Alpha Management; Aray Solar
Austrian Energy Agency
Biris Goran
Boson Energy SA
bpv Braun Haškovicová
British Embassy
Bulboaca & Asociatii SCA
Carbon Capital Markets
CEZ
Clifford Chance
ECO2 Limited
EDF ENDevelopment
Evershed Lupicinio
Embassy of Serbia
Embassy of Slovenia
Emerging Energy Research
EnerCap Capital Partners
Energy Institute Hrvoje Pozar
ERM Germany
Ernst & Young
ESHA
Evelop International B.V.
Eversheds
Eversheds Lupicinio
EWEA-European Wind Energy Association
Factor 3C
Finpro Hungary
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GE Energy Financial Services
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Ministry of Commerce, Industry and Tourism, Cyprus
Ministry of Industry and Trade, Czech Republic
Mr Leonardo Venablers S.L
New Energy Finance
Nordic Environment Finance Corporation
One Carbon
OPIC
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Qurrent renewable energy
Raiffeisen Investment AG
Redpoint Energy
Research Innovation Group Ltd
Roedl & Partner
RTS International
Society for Promotion of Renewable Solar Ventures
Statkraft Energi As
Sterr-Kölln & Partner GbR
Taiga Mistral
The University of Sheffield
Trina Solar
UEBA LVHM
UniCredit CAIB Poland S.A.
UniCredit CAIB Securities UK Ltd
UniCredit Global Leasing S.p.A
United Partners Corporate FinanceAS
Verbund
Vestas
VTU engineering



Mr. Martin Mayr UniCredit Leasing SpA, Austria

Martin Mayr is based in Vienna and coordinates the financing activities for renewable energy projects by UniCredit Leasing Group. Before joining UniCredit in 2007 he managed a government programme for protecting Austrian technologies in Emerging Markets. He previously worked in the CEE leasing and cross-border financing divisions of Volksbank-Group. Mr. Mayr holds graduate degrees in Business Administration and East Asian Studies following his studies in Vienna and Shanghai. His working languages include Polish, Czech and Chinese.



Ms. Milena Messori European Investment Bank, Romania

Since April 2009, Milena Messori is the Head of the European Investment Bank (EIB) Office in Romania. The EIB is the financing arm of the European Union, with the mandate of supporting EU objectives. Milena Messori started as Credit Officer with the EIB in 2003 and later moved to the investment division of the European Neighbourhood Partner Countries Department. Between 1997 and 2002, Ms. Messori was responsible for project operations in the Europe and Central Asia region of the World Bank. Milena Messori holds a MBA from INSEAD Business School and a MA from the George Washington University.



Ms. Izabela Kielichowska Primum, Poland

Izabela Kielichowska, MBA, is currently President of the Management Board at Primum in Poland. She is an expert on EU ETS and carbon management and was previously Manager of Ecofys Warsaw. She has been engaged with various projects related to carbon- and energy management, strategic advice and energy- and climate policies, realized for Polish- and international clients. She was involved in projects like NAPI in Poland, evaluation of NAPs in EU-25, review of the EU ETS, carbon markets analyses. In the field of the corporate advice, she's been involved in projects related to strategy- and business model development, carbon strategies and their implementation, evaluation and creation of CO2 management processes and monitoring protocols in companies, among others.



Mr. Dietmar Graeber EnBW Transportnetze AG, Germany

Dietmar Graeber is an analyst in the department 'market processes' at EnBW Transportnetze AG, the TSO of Baden Württemberg, Germany. In addition he is working as research associate at University of Hohenheim. His research topic is the integration of fluctuating energy input from renewable sources. He studied economics and business administration at the University of Hohenheim, Stuttgart and Kyushu University, Japan.



Mr. Giuliano Monizza T&D Europe, Belgium

Dr. (Electrical Engineering) Giuliano Monizza is the speaker and Vice President of the Executive Committee of T&D Europe and Chairman of the T&D Energy Policy & Energy Efficiency Commission in Brussels and member of the Executive Committee of ANIE Energia, Italy. He is Group Vice President in Power Products & Power Systems Divisions in ABB, with a wide experience in the electrical field, from demand to supply side, in Generation, Transmission and Distribution. In over 35 years' experience, he has covered several capacities in Ercole Marelli, Sace and ABB, from Project Manager to Global EPC Manager - Engineering, Procurement and Construction. Since many years, he has been part of initiatives in ECCP (European Climate Change Program), Ecofys studies, as well as Electra Report from the European Commission.



Mr. Neil Foster WSP Environment & Energy, Romania

Neil, is head of the WSP Environment & Energy consulting business in Romania and the wider SEE region. A former environmental regulator, Neil provides advice on all aspects of environmental, energy, sustainability, climate change and business risk issues. Neil's broad expertise spans from the remediation of contaminated land to devising corporate climate change adaptation strategies; and from geotechnical solutions to city master planning and renewable energy strategies. WSP are founding members of the Romanian Green Building Council and actively encourage the market, educational, and legislative conditions necessary to promote sustainable development in the region.



Mr. Clifford Aron GreenMax Capital Advisors, Poland

Cliff, one of the founders of GreenMax, is an energy finance expert who has had a diverse career as a business entrepreneur and energy and environmental sector specialist encompassing all aspects of management, marketing, project finance, policy and regulatory affairs. Cliff is an advisor to international financial institutions in the design, establishment and operation of energy sector finance and technical assistance programs and serves as advisor to commercial banks and investment funds on energy efficiency and renewable energy transactions. He has developed innovative energy efficiency related financial products for IFC, the World Bank, Erste, OTP, SEB Bank, the Dutch International Guarantees on Housing and assisted in closing transactions for the financing of ESCOs, wind farms, biomass and solar projects in more than 20 countries of Europe and Africa. Cliff has led the development of products throughout the CEE region for the financing of energy efficiency in residential blockhouses that have resulted in more than Euro 100 million in housing renovation investments. Prior to his involvement in international energy projects, Cliff was a leader in restructuring of the power sector in New York. Earlier, he spent thirteen years leading BEI Energy Corp., a successful New York-based ESCO he founded in 1982. As one of the pioneers of the US energy services industry and the founding President of the New York Energy Efficiency Council, Cliff helped develop the statutory framework authorizing implementation of performance contracts by public facilities in New York State. Cliff also was actively involved in gaining regulatory approval for the implementation of Demand Side Management programs and the competitive acquisition of DSM Resources by electric and gas utilities in New York State. In 1989, his firm delivered 3.5MW of reduced power consumption or "negawatts" to Con Edison. Cliff's company also operated a variety of DSM programs for area utilities and government agencies on a contract basis and installed, financed and operated 22 small gas-fired co-generation units.



Mr. Giorgio Dodero I.P.G. Industrial Project Group Srl, Italy

Dr. Eng. Giorgio Dodero, Chairman of the IPG Industrial Project Group Srl, is responsible of the development of the power generation technology on behalf of IPG. Before this IPG assignment, until 1997 Mr. Dodero has been a senior manager of ENEL (the Italian State Owned Electric Company) and responsible for planning and construction of large scale, multi-national, process plants for power generation and other applications. He has worked for more than 36 years within ENEL. Mr. Dodero is doctor in Electrical Engineering and subsequently participated to a course on Chemical Engineering. He has authored or coauthored more than 70 papers and publications on behalf of ENEL and subsequently on behalf of IPG.



Mr. Peter Solt DLA Piper Weiss-Tessbach, Austria

Peter Solt is a partner in the Finance & Projects Group of the international law firm DLA Piper. He holds academic degrees of the University of Vienna (1990) and the University of Chicago (1994) and is admitted to practice in Austria and New York. During his legal career with the local firm Weiss-Tessbach and (since a merger in 2003) with DLA Piper he has been working on numerous corporate and finance transactions in the CEE region. At present he is heading the firm's regional energy practice and is advising developers, investors and financial institutions on conventional and renewable generation projects across Europe and energy trading agreements. Peter has also been advising EFET and its members on energy trading matters since 2001 and is responsible for the Austrian, Slovak and Croatian country opinions to the EFET Standard Agreements for trading of electricity and natural gas.



Mr. Martin Berkenkamp GE Energy, Germany

Martin Berkenkamp is the Policy Leader Renewables Europe for GE Energy. In 2000 Martin joined Enron wind as a competitive asset manager. Martin joined GE in 2002 with the acquisition of the wind business from Enron. From 2003 to 2005 Martin held various Marketing positions in GE's power Generation business with product and market responsibility. In 2006 Martin became the Marketing Director Renewables leading GE's market entry in Eastern Europe. Since 2007 Martin serves as the Policy Leader for Renewable Energy in Europe. Martin holds a Masters Degree from the Universität of Munster in Germany.



Mr. Mihai Costea, Senior Advisor, Management Consultant/Business Analyst, BROMOTION Consultancy, Belgium

Independent consultant based in Brussels, at the very heart of EU Institutions environment, collaborating with public, private entities, developing innovative, high-added value projects/initiatives. Recognized also the European transnational cooperation, knowledge transfer and good practices exchange. Committed to a business-oriented approach by championing quality management sustainable development, with a special focus on incorporating RES/EE issues in trans-national projects with a genuine European dimension

Areas of competence:

Project management holistic/integrated services
Management/business support consulting. Business Planning, including Financial Modeling
European affairs/programs expert assistance. Local&EU relationship building. Strategic Development
Lobby&advocacy – representation, liaison-office. Empowering and Facilitation

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Boson Energy SA
bpv Braun Haškovcová
British Embassy
Bulboaca & Asociatii SCA
Carbon Capital Markets
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Clifford Chance
ECO2 Limited
EDF ENDevelopment
Eevershed Lupicinio
Embassy of Serbia
Embassy of Slovenia
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EnerCap Capital Partners
Energy Institute Hrvoje Pozar
ERM Germany
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Evelop International B.V.
Eversheds
Eversheds Lupicinio
EWEA-European Wind Energy Association
Factor 3C
Finpro Hungary
FMO
GE Energy
GE Energy Financial Services
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Mr Leonardo Venablers S.L
New Energy Finance
Nordic Environment Finance Corporation
One Carbon
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Pöyry Energy Consulting
Current renewable energy
Raiffeisen Investment AG
Redpoint Energy
Research Innovation Group Ltd
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