

Day 1

08:15 Registration and coffee

09:00 Chairman's welcoming address

Mr Virgil Musatescu, APER

09:10 Driving energy investment in Romania

Mr Alexandru Săndulescu, Ministry of Economy, Romania

Grid Parity

Regulation vs. Investment?

09:30 Can Balkan authorities afford to subsidise renewable energy?

- What is the long term analysis of FIT's?
- The new Bulgarian Renewable Energy Act and its effect on the market
- The effect of uncontrolled regulation on the future of emerging economies
- End consumer price and the risk of inflation

Mr Atanas Georgiev, Sofia University

09:50 Connecting RE: The Impact of Green Certificates in project finance. What can the Balkans learn from Romania?

- Regulations and development of the national electricity grid
- Green certificates support scheme
- How can Romania avoid over compensation?

Mrs Maria Manicuta, ANRE

10:10 Legal requirements for successful energy investments, investment protection options and trends in Europe's renewable energy industry:

- The concept of investment protection under Bilateral Investment Treaties
- Specific protection of energy related investments under the Energy Charter Treaty
- Effects of the cut back on direct spending policies on Europe's renewable energy industry

Dr Christian Konrad, Konrad & Justich

10:30 Networking coffee break (sponsored by Jinko Solar)

11:00 Panel Discussion: What role do/should regulators play in the development of a sustainable and competitive energy market?

- Future energy mix: Energy entrepreneurship and extroversy
- Is the SuperGrid economically viable? What model can the Balkans employ?
- What role will Municipal, National, International and NGOs play in the future grid?
- Overcoming legislative obstacles in order to raise investment in and project development
- Do we need Green Bank loan guarantees instead of tariffs? Next generation?

Panel Chair:

Mr Atanas Georgiev, Sofia University

Panellists:

Mr Petre Roman, Former Prime Minister of Romania

Mrs Rodica Popa, Opcom

Mr Alexandru Săndulescu, Ministry of Economy, Romania

Mrs Maria Manicuta, ANRE

Developing Infrastructure in the Balkans

11:40 Energy security in the Balkans - Feasibility of TEN-E / TEN-T

Mr Aleksandar Kovacevic, Oxford Institute for Energy Studies

12:00 Panel Discussion: The challenges of a Distributed Grid

- Investing grid development to accommodate for increased supply loads
- Future Grid Model: How can grid operation be optimised to prevent losses?
- Improving security of supply to foster growth on the electricity market
- What are the critical technologies that can become blockbusters?
- Economic viability of business models: The need for a country specific focus
- Role of TSOs in developing interconnections
- Regulatory and legislative challenges facing TSOs
- Financing and funding options for interconnection and infrastructure projects

Panel Chair:

Mr Aleksandar Kovacevic, Oxford Institute for Energy Studies

Panellists:

Dr Dan Preotescu, Transelectrica

Ms Georgeta Ion, Opcom

Mrs Maria Manicuta, ANRE

12:40 Networking lunch break

Financing Opportunities

LPs and Public Financing

13:40 Alternative Financing concepts: The Green for Growth Fund as a Public Private Partnership's (PPP)

- Role/Concept of Green for Growth fund
- Financing options with the Green for Growth Fund for Renewable Energy Projects
- Current experiences from investment activities in Southeast Europe / Turkey

Mr Dominic Hereth, Finance in Motion

14:00 Encouraging the use of renewable energy sources by European credit lines for energy efficiency and renewable energy sources

Dr Eng. Veselka Kambourova, Encon Services Ltd

14:20 Panel Discussion: Promoting efficiency and supporting investments: Lessons learned and future mix

- Public debt and project financing: Are PPPs the future financing tool?
- Fostering growth: What legacy will IFIs leave in SEE? What support mechanisms will be left when the funding dries up?
- Sustainable investment strategies, determining project value: What are the risks in SEE?
- Does the public sector have the capacity to effectively allocate funds for energy projects?

Panel Chair:

Dr Christian Konrad, Konrad & Justich

Opening Presentation:

Mr Mihnea Craciun, EBRD

Panellists:

Mr Dominic Hereth, Finance in Motion

Dr Eng. Veselka Kambourova, Encon Services Ltd

Mr Atanas Georgiev, Sofia University

Mr Emerson Garcia, Jinko Solar

15:20 Networking coffee break (sponsored by Jinko Solar)

Private Sector Financing

15:50 The future role of the private sector in Energy Efficiency financing

- The investment potential for EE in SEE is large, only the private sector can provide the capital needed to achieve meaningful results
- This will require a market for EE in which large investments can be made with low transaction costs at an acceptable risk-to-return ratio within the reasonable period of time
- At present private investors do not often finance EE projects in SEE due to existing obstacles and barriers (legal, institutional and administrative barriers, economic and financial barriers, lack of awareness, human capacities and professional skills)
- UNECE project (Financing EE Investments for Climate Change Mitigation) to promote market formation in south Eastern Europe, Eastern Europe and Central Asia

Mr Adam Sek, UNECE

16:10 Turkey's role in the future Balkan Energy Mix

- Opportunities to invest in the Turkish energy market
- Clean Energy Transition Fund (Turkey and Balkans)
- Public and Private financing mechanisms
- Review of energy sector restructuring and privatisation opportunities
- Cross Border Investments: Turkey as a gateway

Mr Aygen Yayikoglu, Crescent Capital

16:30 Panel Discussion: Can private investment meet demand?

- How will debt and equity providers meet the contemplated demand for renewable projects given the 2020/2050 goals?
- Is there enough equity for developers and who is providing it?
- Strategic investments and debt finance for long term financing of projects
- Specific requirements for bank financing - how legal frameworks can boost project financing
- What risks are associated with the Balkan energy markets?
- Regional and technological comparisons: which is the best country?

Panel Chair:

Mr Adam De Sola Pool, European Investment Partners

Panellists:

Mr Robert Ghelasi, Capital Partners

Mr Vladimir Karolev, BAC Ltd

Mr Jim Champion, Enercap

Mr Boaz Peled, Energy Rose Group

Mr Giannis Papadopoulos, Attica Ventures

Ms Gabriela Florea, UniCredit Leasing

17:30 Chairman's closing remarks

Mr Virgil Musatescu, APER

17:40 Networking cocktail reception



Balkan Energy and Infrastructure Finance Forum
27-28 June 2011
Hilton Athenee Palace, Bucharest

Contact:
www.eeevents.co.uk
energy@eeevents.co.uk
+44 (0) 207 275 8020

Day 2

08:30 Registration and coffee

09:00 Chairman's welcoming address
Mr Virgil Musatescu, APER

Specialist Investment Sessions

09:10 **What are the crucial steps in the development and financing of energy projects in the Balkans?**

- Risk policy and financing terms for renewable projects (Solar, Wind and Hydro)
- Project case studies from Romania, Bulgaria and Turkey
- Understanding the crucial regional differences
- Experiences with the planning and development of energy projects
- Is there debt available for developers?
- What co-operation models are utilities using with developers?

Ms Gabriela Florea, UniCredit Leasing

Hydro

09:30 **Is Romania the best market for Hydro?**

- Analysis of Romania vs. other regions
- Review of investment environment

Mr Robert Ghelasi, Capital Partners

Solar

09:50 **The future of Solar PV manufacturing**

- Discussion of market challenges

Ms Gulnara Abdullina, Jinko Solar

10:10 **Assessing the financing of PV systems**

- Regional difficulties – Subsidy Regimes and wholesale
- Demand, Supply Forecast, Pricing
- Unsubsidized Solar PV Industry – the future?

Mr Martin Simonek, Bloomberg New Energy Finance

10:30 **Solar and Wind investment risk management**

Mr Bruce Douglas, 3E

10:50 **Networking coffee break** (sponsored by Jinko Solar)

Wind

11:20 **The rise of Romanian Wind Power**

- Current power and future potential
- Grid limitation and promotional mechanisms

Ms Dana Duica, RWEA

11:40 **Panel Discussion: What is the Balkan Wind energy potential?**

- What are the limits to Wind Energy production?
- Selecting projects for financing; public and private perspective
- Where is the investment demand coming from?
- What regions offer the greatest ROI for developers and investors?
- The role of feed in tariffs and incentives
- Due diligence in project financing, risks and return
- How to ensure ROI regardless of subsidy regimes

Panel Chair:

Mr Bruce Douglas, 3E

Panellists:

Mr Mihnea Craciun, EBRD

Ms Dana Duica, RWEA

Ms Gabriela Florea, UniCredit Leasing

Mr Ondrej Safar, CEZ Romania SRL

Mr Boaz Peled, Energy Rose Group

Mr Sotirios Chinos, Attica Ventures

12:40 **Networking lunch break**

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Biomass/Biogas

13:40 **What is the Balkan Biomass/Biogas potential? How can investors capitalise on this huge potential?**

Dr Julije Domac, North-West Croatia Regional Energy Agency

14:00 **Financing Biomass Projects**

- Project risk in gas energy
- Carbon credit incentives to finance projects
- Case studies of incineration and power generation

Mr Ulrich Sawetzki, Energy Technology Solutions GmbH

14:20 **Biomass to energy project in Serbia & other investing potentials**

- Biomass, straw, wood, agricultural biomass, CHP, communal waste

Mr Sinisa Janjusevic, Kirka Suri

14:40 **Panel Discussion:**

- What regions offer the greatest ROI for developers and investors?
- Understanding risk and compliance
- Current government incentives, future role in energy mix
- Can PPP provide an alternative financing option?

Panel Chair:

Dr Julije Domac, North-West Croatia Regional Energy Agency

Panellists:

Mr Jim Campion, Enercap

Mr Ulrich Sawetzki, Energy Technology Solutions GmbH

Mr Adam Sek, UNECE

Ms Gabriela Florea, UniCredit Leasing

Mr Sinisa Janjusevic, Kirka Suri

15:30 **Chairman's closing remarks**

Mr Virgil Musatescu, APER

15:40 **Networking coffee session** (sponsored by Jinko Solar)

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- Company logo on all event materials as event associate

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