

2nd Annual



Wind Power Romania

17-18 January 2012,
JW Marriott Bucharest Grand Hotel, Bucharest, Romania

Exclusive
RWEA
Member
Discounts

Book before
6 December 2011
for discounted rates

The largest annual Romanian wind power conference

Developer speakers will give an essential update on 4GW + of developing wind projects!



Mike Scholey, Member of the Board, Chief Executive Officer, Continental Wind Partners



Johannes Busmann, Managing Director, Prowind



Ondrej Safar, Project Manager, CEZ



Adrian Goicea, Country Manager, Iberdrola Renewables



Andrei Dinga, Owner, Holrom Group



Mark Suer, Head of Renewable Project Management, VERBUND Renewable Power



Carlo Pignoloni, General Manager, Enel Green Power Romania



Claus Urbanke, Head of New Markets, Statkraft

As well as essential insight from:



Timothy C. Kim, Senior Loan Officer, Export-Import Bank of the United States



Bryan W. Jardine, Local Partner, Wolf Theiss



Carlos Pinto, Country Manager, Romania, MEGAJOULE



Ion Lungu, General Director, CEZ Trade & President, The Association of Electricity Suppliers in Romania



Didier Varlot, CEO, EnergyMixx



Mihai Cristian Tantareanu, Executive Director, ENERO



Ciprian Glodeanu, Local Head of Renewables, Wolf Theiss



Dana Duica, President, RWEA



Phil Grant, Director, Redpoint Energy



Ewan Gibb, Partner, EnerCap Capital Partners



Catalin-George Anghel, Managing Director, Gripen Environmental



Mihail Coteanu, Director of Energy Systems Division, ISPE



Markus Vrieling, Chief Executive Officer, Lamar Company



Jan Gasche, Vice President New Markets, REpower



Simon Dayes, Head of Banking and International Finance, South East Europe, CMS Cameron McKenna



Senior Representative, Siemens Wind Power



Stephan Ritter, General Manager, Renewable Energy Europe, GE Energy



Senior Representative, Clipper

More than 270 attendees in 2011!

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Networking Sponsor:



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Key government speakers include:



Alexandru Sandulescu, General Director, General Directorate for Energy, Oil and Natural Gas, Ministry of Economy



Gherghina Dida, Head of Certificates Trading Office, OPCOM



Zoltan Nagy-Bege, General Director, Energy Efficiency Regulatory Department, ANRE



Keith Kirkham, Senior Commercial Officer to Romania, U.S. Commercial Service, U.S. Embassy Bucharest



Bogdan Chiritoiu, President, The Competition Council

Pre- and Post-Conference Training

Pre-Conference - 16 January 2012
Introduction to Grid Integration & Storage for Wind Power



See page 5 for details!

Post-Conference - 19 January 2012
Renewable Energy Finance Forum



Renewable Energy Finance Forum

www.greenpowerconferences.com/windromania

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Wind Power Romania

“Romania is the market that has the greatest potential in the short- to medium-term.”

Hans Joern Rieks, President, Central and Eastern Europe, Vestas
(January 2011)

Dear Colleagues,

Wind Power Romania is the largest event dedicated to the growth of the Romanian wind industry. As such, it will review the tremendous expansion since 2010 to the first 800 MW of installed wind power and the framework the Romanian government has put in place to cultivate the industry.

Wind Power Romania features the very companies and organisations building, operating, financing and advising Romanian wind farms, organisations such as **CEZ, Iberdrola, Enel, Continental Wind Partners, Verbund, Prowind, GE, Siemens, REpower, GE, Wolf Theiss, CMS Cameron McKenna** and more as well as key government officials from **OPCOM** (the market operator), **ANRE** (the market regulator), the **Ministry of the Economy** and the **Romanian Competition Council**. In fact the fill line-up of more than 30 speakers includes members from each facet of the industry, making this the one-stop-shop if you want to expand your operations into Romania.

Time is ticking down to the 2016 deadline so make sure you attend in 2012 to take advantage of the current green certificate scheme.

Kind regards,

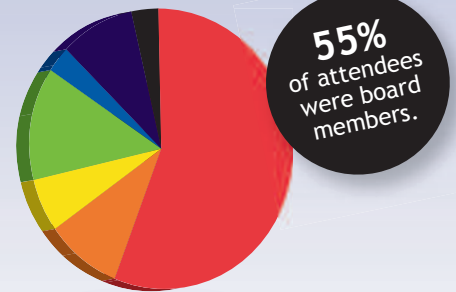
Jo-Anne Duff
Research Manager,
Green Power Conferences

Wind Power Romania 2011 in Numbers:

270+ attendees from 22 countries
33 speakers
20 sponsors and exhibitors
2+ GW of installations represented by the speakers

Where decision-makers go to do business:

2011 was a sell-out success with **270+** senior attendees from **22** countries!



Board Level	55%
Construction & Development	9%
Sales & Marketing	6%
Project Management	13%
Technical	3%
Finance	9%
Consultants & Press	5%

Who will you meet at Wind Power Romania?

Wind Farm Owners/Operators/Project Developers

- Chief Executive Officers
- Chief Operating Officers
- Business Development
- Managing Directors
- Transmission
- Project Engineers
- Finance Directors

Government

- Ministry of Energy
- Ministry of Economy
- International and local government officials and regulators

Key Utilities

- Chief Executive Officers
- Managing Directors/ Country Managers
- Project Engineers

Vice Presidents, Directors & Heads of:

- Construction
- Development
- Distribution
- Transmission
- Business Development
- Strategy & Planning
- Renewables

Private, Public and Institutional Investors

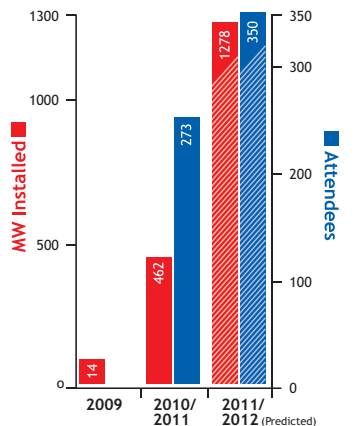
- Managing Directors
- Chief Investment Officers
- Venture Capitalists
- Investment Directors

Suppliers

- Original Equipment Manufacturers
- Construction
- Contractors
- Consultants
- Law Firms
- Measuring and Assessment Organisations
- Engineering



2010 saw a huge increase in wind power in Romania and the first annual event brought together 273 industry experts to network and do business. As the industry storms towards 1278MW at the end of 2011, join us in January 2012 to get an essential update on Romania's blossoming wind power industry.



Now in its 4th year, the Wind Power Global Series has worked with more than 2050 people from companies such as:

Utilities:

RWE • Vattenfall • Enel • E.ON Climate & Renewables • Dong Energy • Scottish Power Renewables • Centrica • Iberdrola • SSE • EDP Renováveis • Statkraft • Statoil • Eneco • EnBW • RWE Innogy • RWE npower • Eesti Energia • EDF • Electrabel • International Power-GDF Suez • National Grid • Korean Southern Pool Company • Verbund • Eni • CEZ

Developers:

Mainstream Renewable Power • SeaEnergy Renewables • Belwind • Acciona Energia • Cape Wind • NaiKun Wind Energy • Deepwater Wind • Fishermen's Energy of New Jersey • NRG Bluewater Wind • La Compagnie Du Vent • Evelop • Apex Offshore Wind • enXco • New Jersey Board of Public Utilities • Terna Energy • Eolfi • NextEra • AES • PNE Wind • Theolia • RES

Investors:

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Day One: 17 January 2012

- 08:30 Registration and coffee
- 09:00 Opening remarks from the chair

Romanian Policy for Wind Power

Opening Keynote Presentations

- 09:15 **The Part that Wind Plays in Romanian Energy Strategy Until 2035**
 - Collaboration between ministries to create a stable framework for renewable energy
 - The draft Energetic Strategy for 2011-2035
 - Operational procedures issued by Opcom and Transelectrica
 - Incentives for investments
 - Secondary legislation issued by Energy Regulatory Authority (ANRE)
 - ANRE's policies for priority grid connection for renewable energy

Alexandru Săndulescu, *General Director, General Directorate for Energy, Oil and Natural Gas, Ministry of Economy*
Gherghina Dida Vlădescu, *Head of Certificates Trading Office, OPCOM*
Zoltan Nagy-Bege, *General Director, Energy Efficiency Regulatory Department, ANRE*
Bogdan Chirîtoiu, *President, The Competition Council*
- 10:15 Interactive Question and answer session with previous 4 speakers
- 10:45 Networking refreshment break

Romanian Potential for Wind Power

- 11:15 **Evaluation of Technical Installable Wind Power Capacity in Romania**
 - How is wind resource distributed across Romania?
 - How does wind resource match with land use planning?
 - How does wind resource match with environmental restrictions?
 - Considering the present legal framework and restrictions on land use, what is the technical installable wind capacity in Romania?

Carlos Pinto, *Country Manager, Romania, MEGAJOULE*

Trading Energy

- 11:35 **Market integration of Renewables**
 - Romania in comparison with other European markets
 - Market integration of Renewables: The role of trading companies
 - Challenges
 - Outlook

Claus Urbanke, *Head of New Markets, Statkraft*
- 11:55 **Trading of Electricity Generated from Wind Farms: Barriers and Opportunities**

Ion Lungu, *General Director, CEZ Trade & President, The Association of Electricity Suppliers in Romania*
- 12:10 Interactive Question and answer session with previous 3 speakers
- 12:30 Networking lunch break

The Green Energy Market in Romania

- 13:30 **Scenarios for the Romanian Green Certificate Market**
 - The drivers of Green Certificate prices
 - Quantifying future price levels
 - Examining uncertainties and risks

Phil Grant, *Director, Redpoint Energy*

13:45 Panel Discussion: Green Certificates: How will the Market Evolve?

- Where are the private buyers of GCs?
 - How will the market develop what will happen in the long term to the pricing of power and green certificates?
 - Long term sustainability of the GC market
 - Mandatory quotas - what will happen to the value of GCs once these are reached?
 - Penalties for non compliance of suppliers
- Catalin-George Anghel, *Managing Director, Gripen Environmental*
Didier Varlot, *CEO, EnergyMixx*
Markus Vrieling, *Chief Executive Officer, Lamar Company*

Accessing Finance

- 14:15 **Long-Term US Ex-Im Bank financing for International Wind Power Projects**
 - Direct loans and guarantees for global renewable energy projects
 - Financing for small-scale wind projects (e.g. community wind)
 - Financing for large-scale wind projects

Timothy C. Kim, *Senior Loan Officer, Export-Import Bank of the United States*
- 14:35 **How can Developers of Romanian Wind Projects Secure Finance?**
 - The impact of limited grid capacity
 - Opportunities in the wider context - could Romanian wind power be exported? If so, at what price?
 - The impact of nature 2000 on permitted projects?
 - Risk management and insurance
 - Long-term vision versus short term risk: at what stage would investors expect profit?
 - The impact of global economics and local recession

Ewan Gibb, *Partner, EnerCap Capital Partners*
Simon Dayes, *Head of Banking and International Finance, South East Europe, CMS Cameron McKenna*
- 15:30 Networking refreshment break
- 16:00 **Some Risks for Wind Energy Projects in Romania**
 - Wind as part of the RES projects to produce electricity and receive GCs
 - Probabilities for wind energy congestions in the power grid

Mihai Cristian Tantareanu, *Executive Director, ENERO*

Integrating Wind Into the Grid

- 16:20 **Update from Transelectrica: What is being done to support variable forms of energy?**
 - Overcoming the limits for connection to the grid: current and future capacity
 - Financing of grid development and strategic grid expansion
 - Is storage yet a viable option?

Speaker to be announced shortly
- 16:40 **Strategies Towards a Smarter Grid in Romania**

Keith Kirkham, *Senior Commercial Officer to Romania, U.S. Commercial Service, U.S. Embassy Bucharest*
- 17:00 **Wind Power Plant Development and Grid Connection**
 - Legal framework
 - Main steps of wind power plant (WPP) development
 - ISPE experiences of working on WPP projects

Mihail Coteanu, *Director of Energy Systems Division, ISPE - Institute for Studies and Power Engineering*
- 17:20 Interactive question and answer session
- 17:30 Closing remarks from the chair and end of day one

17:45



Networking drinks reception

Join us to wind down at the end of the first day with a few drinks and canapés.



Day Two: 18 January 2012

08:30 Refreshments

09:00 Opening remarks from the chair

Turbine Update

09:10 Go East!

REpower's View on Opportunities and Challenges the East European Market

- Views on eastern Europe
- How the market may move
- The importance of getting the right products

Jan Gasche, *Vice President, New Markets, REpower*

09:30 New Trends in Wind Turbines

- Update on novel research, development and design
- Technical and economic implications of wind integration
- Every turbine counts - taking a cross-fleet approach to managing diverse assets
- Bigger turbines = more capacity but how does this change your project's costs, financing and revenue?
- Combining local resources (raw materials, production capacity, local skills) with international expertise

Senior Representative, **Siemens Wind Power**

Stephan Ritter, *General Manager, Renewable Energy Europe, GE Energy*

Senior Representative, **Clipper**

Legal Issues for Wind Developers

10:20 Rights of a RES Developer Under the Energy Law

- Overcompensation issues
- State aids (EU funds) versus green certificates
- Issues and recommendations on future projects (following completion of Law 220/2008)

Bryan W. Jardine, *Local Partner, Wolf Theiss*

Ciprian Glodeanu, *Local Head of Renewables, Wolf Theiss*

10:40 Interactive question and answer session with previous speakers

11:00 Networking refreshment break

Utility and Developer Case Studies

Keynote Presentations

11:30 Building a Wind Farm in Romania, from Inception to Connection

Case studies will be presented by utilities with active wind power projects in Romania. This session will be followed by a short question and answer session from the audience.

Presenting speakers include:

11:10 Ondrej Safar, *Project Manager, CEZ*

11:30 Johannes Busmann, *Managing Director, Prowind*

11:50 Mike Scholey, *Member of the Board, Chief Executive Officer, Continental Wind Partners*

12:10 Adrian Goicea, *Country Manager, Iberdrola Renewables*

12:30 Interactive question and answer session with previous speakers

13:00 Networking lunch break

Explore the market for green certificates

Utility and Developer Case Studies

Keynote Presentations Continue

14:00 Andrei Dinga, *Owner, Holrom Group*

14:20 Carlo Pignoloni, *General Manager, Enel Green Power Romania*

14:40 Mark Suer, *Head of Renewable Project Management, VERBUND Renewable Power*

15:00 Interactive question and answer session with previous 3 speakers

15:20 Networking refreshment break

Forecasting

15:50 Understanding Meteorological Variability and How it Affects Grid Integration

- Variability in meteorology and the way it affects wind farm operation
- Modelling variability
- Value of Wind Power forecasting
- Point forecasts versus regional forecasts
- The need for forecast systems to include multiple approaches
- Case studies of ramp events

Speakers to be announced shortly

Operations and Maintenance for the Long-Run

16:20 Managing Early-Stage Wind Farm Portfolios into Profitably

- Designing an O&M strategy
- Making the decision between outsourcing and maintaining operations in-house
- Managing the end of the warranty process and getting the most out of OEMs
- How will O&M strategies evolve post-warranty?

Speakers to be announced shortly

16:40 RWEA Closing Presentation

Dana Duica, *President, RWEA*

17:00 Closing remarks from the chair and close of conference

2.5 hours of networking time on day two. Cement relationships and build new contacts

How can you overcome the risks inherent in wind projects?





Maximise your experience at our pre- and post- event focus days:

Green Power ACADEMY

Pre-Conference

Introduction to Grid Integration & Storage for Wind Power

A 1-day briefing on the challenges and solutions for large-scale wind penetration in the electricity generating mix

16 January 2012

Course highlights

- The technical and economic impacts of wind variability on grid power systems
- The increasing share of wind in power systems and the balancing costs that it imposes
- A variety of approaches to mixing power generation from multiple, variable sources
- Storage technologies: their different applications, suitability and economics

This unique, 1-day course will provide attendees with a thorough introduction to the workings of power grids and electricity distribution, and the impact that highly variable resources such as wind have on such systems. It will examine the real costs that such resources impose on grid operators, other power generators and consumers, and discuss the variety of available solutions to minimise these costs and maximise the efficiency of the overall energy system. This examination will include a specific focus on electricity storage technologies: the different types and their commercial status, utility and cost.

For more details about this and more Green Power Academy courses please click [here](#) or contact Daniel Von Burg:

Tel: +44 (0)20 7099 0600
Email: daniel.vonburg@greenpowerconferences.com
Web: www.greenpoweracademy.com



Renewable Energy Finance Forum

Post-Conference

Renewable Energy Finance Forum

A 1-day Primer on Renewable Energy Finance

19 January 2012

Scaling up renewable energy is a key enabler to economic growth, job-creation, resilience to volatile fuel prices and a reduction of carbon emissions but whilst many developers are poised to break ground across the Balkans, key stumbling blocks remain and the ability to secure project finance will be the decisive factor in the success or failure of a project. Developers must gain a firm understanding of what investors are looking for, and demonstrate due diligence, appreciation of risk and accurate forecasts of energy production which can be difficult to get right so join this intensive, information-packed day where you will hear from key experts in project finance.

Morning Agenda

EU-funding and Romanian State-Aid-Schemes for wind farms.

- Eligibility requirements
- Grant volumes & quotas
- Application procedure
 - Necessary documents and permits
 - Timeline
- Implementation & Reimbursement
- Do's and Don'ts
- Current status and outlook

Gregor Vogrin, [GCI Management & Advisory](#)

Afternoon Agenda

The Role of Developers in Carrying out Effective Due Diligence and Risk-Management

- Accurate and comprehensive resource-mapping
- Emission reduction purchase agreements
- The role your track record plays in securing finance

Round Table Discussions:

Discussions will allow delegates to join other delegates using or considering the same technology as them each table will discuss specific issues with:

- Wind Power Finance
- Small Hydro Finance
- Solar Power Finance
- Biomass Finance

Round table feedback to the audience

Who will you meet?

- Development and Private Banks
- Sources of Venture Capital and Private Equity
- Institutional investors
- Insurance and Re-insurance Companies
- Clean Technology Funds
- Renewable Energy Project Owners/Operators
- Utilities
- Project Developers
- Technology Developers and Manufacturers
- Government Representatives and Regulators
- Law Firms
- Energy Analysts, Environmental, Engineering Consultants
- Industry Press

Sponsorship & Exhibition Opportunities

Exhibition

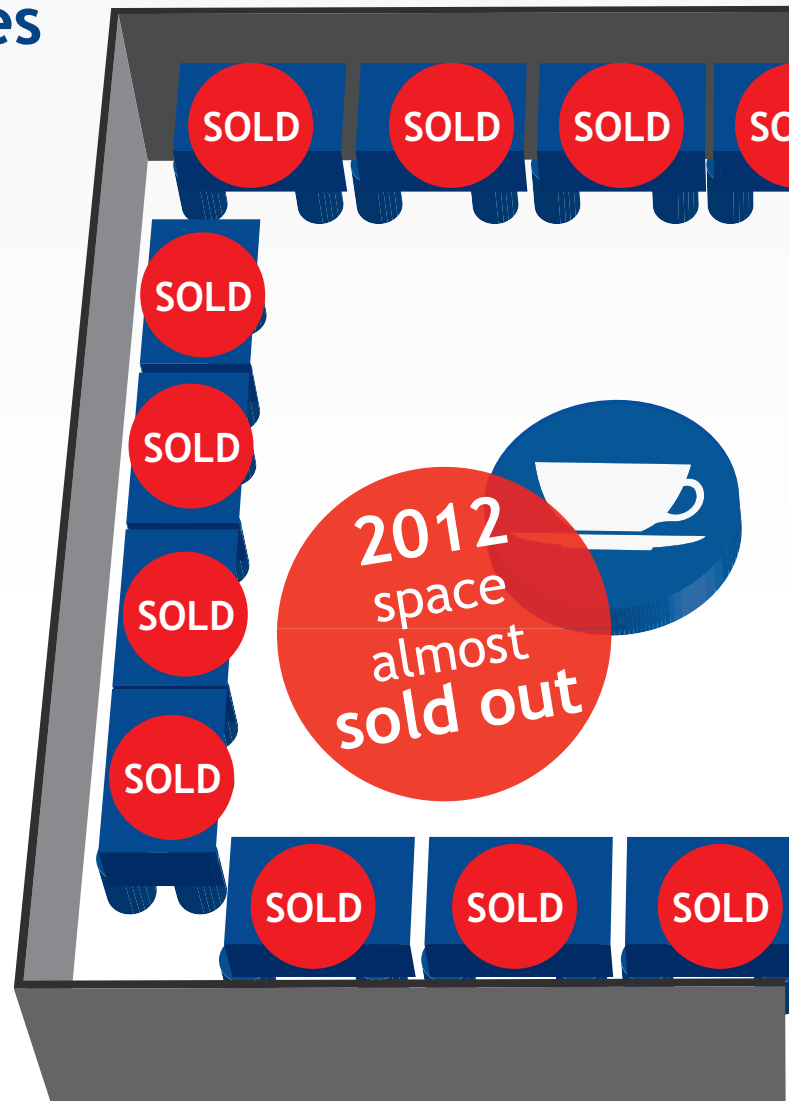
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Before the event:

- ✓ **Online networking:** a few weeks before, contact other attendees, arrange meetings and make sure you see the people you need to! Around two weeks before the event, you will receive details for our unique online networking site which will enable you to make contact with all other attendees and invite them to meet with you at the event.
- ✓ **Webinar:** We will host a webinar on the 6th December looking at the Green Certificate Market. If you would like to register your interest, contact Jo-Anne Duff jo-anne.duff@greenpowerconferences.com or call Tel: +44(0) 203 384 5794
- ✓ **LinkedIn:** Join the discussions now at the Wind Power Romania Linked in group.
- ✓ **Extensive exposure:** on brochures, emails and the dedicated Wind Power Romania website will be seen by thousands of professionals on our database, pushing your company to the forefront of people's minds.

During the event:

- ✓ **6.5 hours of dedicated networking time** will allow you to meet your partners and clients and cement relationships.
- ✓ **The drinks reception** on day one is a great time to relax, meet old and new contacts, have a little bit of fun and enjoy a few glasses of wine or beer.
- ✓ **Panel discussions** are a great and interactive way to get involved and bring your own perspective to the event.
- ✓ **Interactive question and answer time** follows each conference session so relax, listen to the speakers and then use the Q&A time to develop your understanding of the market.
- ✓ In 2011 more than **270 people** attended Wind Power Romania. The whole of the industry was represented, from developers and utilities to banks, OEMs, lawyers and tower construction. Most companies sent the most senior staff they could so the audience was full of **CEOs, Managing Directors, Country Managers and other high-ranking decision-makers**. Wind Power Romania 2012 will be bigger.
- ✓ The 2011 exhibition hall was sold out making it a one-stop-shop for solutions.



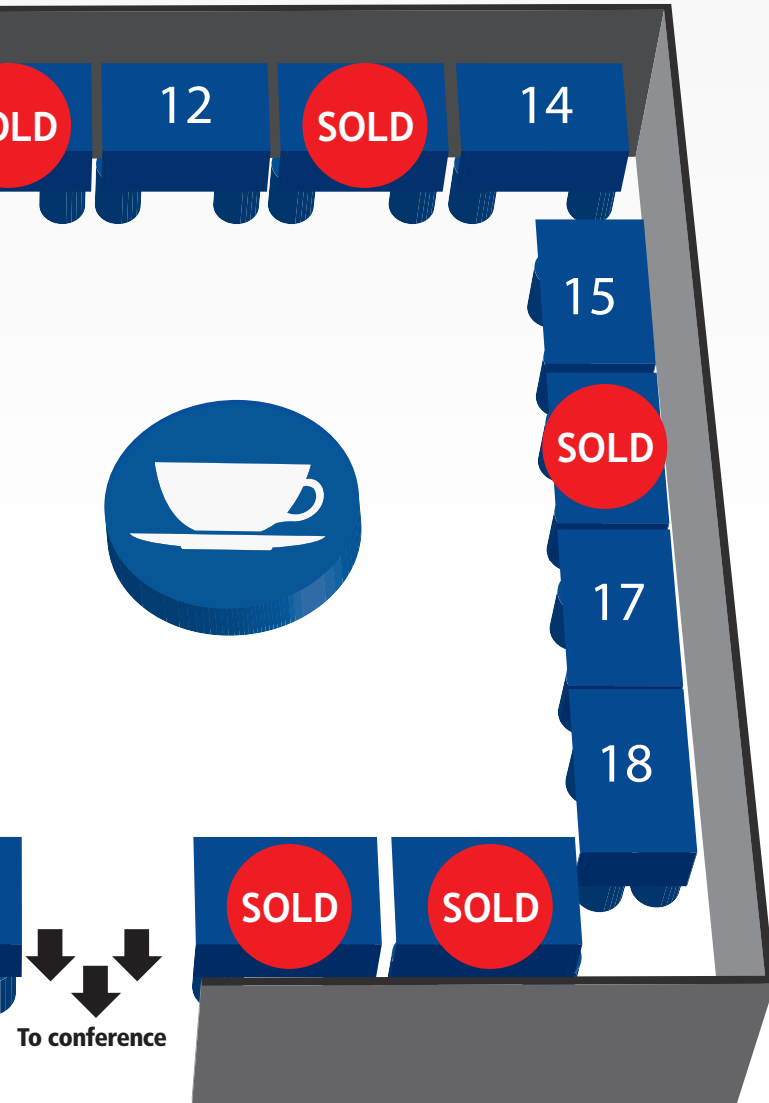


Wind Power Romania

“The conference was a huge success; the quality of the presentations and the calibre of the attendees was really top-notch. You did a great job pulling it all together.”

AT, Vivid Magazine (attendee at Wind Power Romania 2011)

Floor Plan



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Take advantage of the fantastic online networking system for the Wind Power Romania. All pre-registered delegates, speakers and guests can contact each other, organise meetings and network before, during and after the event using this easy to use, private networking system. For more information, please visit the website www.greenpowerconferences.com



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Contact Nick Chantrell on +44 (0)20 3355 4203
Email: nick.chantrell@greenpowerconferences.com



Green Power Conferences was the first to offer professionally organised events focusing on the sustainability sector. Over the last seven years, we have welcomed over 15,000 delegates from 138 countries and built a global database of 900,000+ contacts. Our expertise lies in producing high quality, interactive conferences and training courses that provide ample networking opportunities for delegates and partners alike.

Each event is developed by a team of market research professionals who ensure our events provide in-depth discussions and the latest industry updates in these fast-moving sectors. With a global portfolio of 50+ events, Green Power Conferences is helping to accelerate the uptake of sustainable business practices from Rio to Hong Kong. We also walk the talk, by offsetting all our commercial activities through renewable energy projects around the world.

For more information please see our website: www.greenpowerconferences.com

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Wind Power Romania

17-18 January 2012,
Bucharest, Romania

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 Postcode:
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 Bucharest, 050726 Romania
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Accommodation:
 Registered delegates will be sent hotel options and booking forms.

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 Sort Code: 40-06-21
 Account Number: 82322471
 BIC/Swift Code: MIDLGB2107T
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PAYMENT MUST BE RECEIVED PRIOR TO THE CONFERENCE

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CANCELLATIONS: If you cancel at least 10 full working days before the event date you will only be charged a 15% cancellation fee. We regret that no cancellations can be accepted after this date and full payment is due. Cancellations which are the result of a Force Majeure Event will also be chargeable on the above guidelines. Substitutions are welcome at any time. All other amendments to your booking may incur a 5% charge.

CONTENT: It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the agenda or the identity of the speakers.

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