

Wind Power Romania

Day One – Tuesday 15 January 2013

Constanța Ballroom

08:30 Registration and welcome coffee

09:00 Chair's opening remarks

Adina Aurel, Legal Director, Romanian Wind Energy Association

09:10 Welcome to Bucharest

Mihai Andritoiu, Vice President, Bucharest Chamber of Commerce and industry

Key Market Updates

09:20 Green Energy in Romania on 1 January 2013. Valuations and Expectations

Emil Calota, Vice-President, ANRE

09:35 Interactive Debate: Policies fit for the Wind Market

Bogdan Chiritou, President, Competition Council

Joachim Balke, Policy Officer, DG Energy, Renewables and CCS Policy, European Commission

Gherghina Dida Vlădescu, Senior Specialist Engineer, Certificates Trading Office, OPCOM

Emil Calota, Vice President, ANRE

10:50 Awards Ceremony



11:00 Networking refreshment break hosted by



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Developer Speeches

11:30 Wind Energy Market Opportunities in Romania

Arne Osborg, Chairman, Monsson Group

Sebastian Enache, Director, Wind Power Energy

Ervin Semsedin, Managing Director, Monsson Operation

Maria Sabau, Energy Acquisition Manager, Monsson Energy Trading

12:15 Networking lunch break hosted by



Developers' Debate

13:45 Updates from, and Interactive Discussions with Key Developers

13:45 Johannes Busmann, Managing Director, Prowind

14:00 Andrei Dinga, Owner, Holrom Group

14:15 Francesco Lazzeri, General Manager, Enel Green Power Romania

14:30 Dimitar Enchev, Director of Strategy, Continental Wind Partners

15:45 Interactive discussion session

Utility Perspective of Green Certificates

15:30 Key Regulatory Aspects of Market Based Green Certificate Support Mechanisms

Uli Daniel Kaim, Eastern Europe & South America, Prospective & Technology, Iberdrola Renewables

16:00 Networking refreshment break hosted by



16:30 Speed networking

17:30 Close of day one & networking drinks reception hosted by



Wind Power Romania

Day Two –Wednesday 16 January 2013

Stream 1: Financing Wind & Selling Renewables Power

Constanța Ballroom

08:30 Welcome coffee

09:00 Chair's Opening Remarks
Michael Sipos, Associated Expert, ENERO

Finding Finance in a Crowded Market

09:10 **Managing Expectations: Selling Romania to investors**
Peter Laurens, Senior Consultant - Financial Risk Management and Emerging Markets, MS Global Finance

09:30 **Overview of Current Financing Situation**
Daniel Kockisch, Director, CEE Corporate & Investment Banking, UniCredit Bank

10:00 **Private Equity Perspective**
Robert Ghelasi, Managing Partner, Energie Finanzierung und Kapital
Gregory Karachuk, Managing Director, Achates Capital
George Köteles, Partner, Green Evolution Capital
Tavraj Banga, Partner, Terra Firma Capital Partners

11:00 Networking refreshment break

11:30 **Achieving Bankability in a Congested, Competitive Market**
Mihnea Craciun, Principal Banker, EBRD
Florin Visa, Director, Raiffeisen Investment Romania
Hinrich Fischer, Executive Director, Head of Energy & Environment Finance, Group Infrastructure Finance, Erste Bank
Sevgi Seckiner, Senior Investment Officer, IFC
Barbara Zuiderwijk, Director, Green Giraffe Energy Bankers

12:30 Networking lunch break

Reducing Project Risk

13:30 **Low Wind Resource Protection: Hedging Wind Volatility**
Dan Tomlinson, Managing Director, Allianz Risk Transfer

13:50 **Managing Project Risk**
Markus Vrieling, Chief Executive Officer, Lamar Company

OEM Perspective on Finance

14:10 **Financial Aspects from a Turbine Supplier's Perspective**
Radu Voinescu, Senior Sales Manager, Nordex Energy Romania

14:30 Interactive discussions

Valuing and Selling a Wind Plant

14:40 **Valuing and Selling a Wind Plant**
Ciprian Ghetau, Founder and Principal, Black Sea Capital

Green Certificates

15:00 **International Market for Green Certificates**
Jared W. Braslawsky, Deputy Secretary General, RECS international

15:30 Networking refreshment break

16:00 **Overcompensation and the impact for Project Owners**
Phil Grant, Partner, RedPoint Energy
Catalin-George Anghel, Managing Director, Gripen Environmental
Daniel Fuchs, Managing Partner, Spiegelfeld international

17:00 Closing remarks from the chair and end of stream

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Day Two –Wednesday 16 January 2013

Stream 2: Designing, Building & Scaling Up Your Project

Ballroom A

08:30 Welcome coffee

09:00 Chair's Opening Remarks

Adina Aurel, Legal Director, Romanian Wind Energy Association

09:10 The Future of the Market

Ionel David, Executive Director, RWEA

Enhancing Output

09:20 Designing a Wind Farm to Maximise Output

09:20 Romulus Buhaescu, General Manager, Renewable Energy Europe, GE

09:40 Petru Ruset, Head, Wind Energy, Siemens

10:00 Interactive question and answer session

Developing a Cost-Effective Plant

10:20 Improving Your Development

Nicky Mads Larsen, Senior Business Advisor, Global Wind Power

10:50 Interactive question and answer session

11:00 Networking refreshment break

Design impact on Production

11:30 Case study: Using Design to Optimise Production

Rubén Martínez, Product Marketing Manager Wind, Alstom

12:30 Networking lunch break

Localising Supply Chain

13:30 Reducing Project Overheads Through a Localised Supply Chain

Bruno Ribo, CEO, ArcelorMittal Galati

13:50 The Need for Domestic Manufacturing

Andreas Thieme, Director, AMSC Windtec Solutions

14:10 Enhancing the On-site Experience

Nadia Morley, General Director, Algeco SRL

14:20 Interactive question and answer session

Constructing a Wind Plant

14:30 Selecting an EPC and Overcoming Construction Challenges

David de Laire, Chief Operating Officer, Greensolver

Trading Renewable Energy

14:50 Trading Renewable Power in Romania

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

Claus Urbanke, Head of New Markets, Statkraft

15:30 Networking refreshment break

Overcoming Grid Connection Challenges

16:00 Transelectrica Keynote Speech

Marian Cernat, Director, Transelectrica

16:20 A Smart Grids Perspective

Călin Radu Vilt, Member, Smart Grid MECMA Policy Council, Scientific Counsellor, Romanian National Committee for WEC

16:40 Network Solutions to Intermittency

Jean Constantinescu, Director, ROENP

17:00 Interactive question and answer session

17:30 Closing remarks from the chair and close of stream

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