

6th annual

# Balkan Energy Finance Forum

Powering future growth in Southeast Europe

16-17 October 2013, The Westin Hotel, Zagreb



GREEN FOR GROWTH FUND  
SOUTHEAST EUROPE

INVESTING IN ENERGY EFFICIENCY  
AND RENEWABLE ENERGY

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Following the success of our 2012 edition that attracted over 200 participants from more than 25 countries, **BEFF 2013** will again unite key players from across the energy industry, both from private and public sectors, tackling key issues facing the development of the energy market.

Moving away from generic energy discussions, this year's event will address:

- Market trends and analysis
- Potential of Renewable and Energy Efficiency projects
- Bankability of Renewable Energy projects
- Building and connecting the Balkan Grid
- Electricity pricing and trading
- Diversification of power generation sources
- The future of natural gas



# Speakers



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Manager – Head of Project Finance Competence Center, **Finance in Motion, (Investment Advisor to the) Green for Growth Fund, Southeast Europe**

Mr Sebastian von Wolff  
Manager – Head of Energy Competence Center, **Finance in Motion, (Investment Advisor to the) Green for Growth Fund, Southeast Europe**

Mr Adam de Sola Pool  
Chief Executive Officer, **Environmental Investment Partners**, Poland

### Feature Speakers

Ms Ermina Salkičević-Dizdarević  
Deputy Minister, **Ministry of Foreign Trade and Economy Relation, Bosnia and Herzegovina**

Mr Erdal Trhulj  
**Minister of Energy, Mining and Industry, Federation of Bosnia and Herzegovina**

Ms Violeta Kogalniceanu  
Head of Infrastructure and Energy Efficiency Unit, **Energy Community Secretariat**, Austria

Mr Naim Bejtullahu  
CEO, **KOSTT - Transmission, System and Market Operator J.S.C.**, Kosovo

Mr Nikola Gazdov  
Managing Director of juwi Bulgaria / Head of Business Development Southeast Europe, **juwi Solar GmbH**, Bulgaria

Christopher Knowles  
Head of Climate Change & Environment Division, **European Investment Bank (EIB)**, Luxembourg

Mr Zoran Stošić  
Vice President ICO South East Europe, **AREVA GmbH**, Germany

Ms Irina Peltegova  
Senior Market reporter CEE/SEE, **ICIS**, United Kingdom

Mr Costis Stambolis  
Chairman and Executive Director, **Institute of Energy for South East Europe (IENE)**, Greece

Mr Jens Kottsieper  
Senior Consultant & Consulting Team Leader, **ILF Business Consult GmbH**, Germany

### Expert Panellists

Mr Kadri Kadriu  
Deputy CEO, **KOSTT - Transmission, System and Market Operator J.S.C.**, Kosovo

Mr Miloš Vučković  
Senior Partner, **Karanovic & Nikolic**, Serbia

Mr Marin Zovko  
CEO, **Plinacro d.o.o.**, Croatia

Mr Marko Ćosić  
Executive Director, **ProEnergy, (KORLEA d.o.o.)**, Croatia

Mr Harald Stindl  
Managing Director, **Gas Connect Austria GmbH**, Austria

Mr Andreas Chollet  
Managing Director SEE, **WPD Europe GmbH**, Germany

Mr Siniša Spasov (tbc)  
Chairman, **Electricity Transmission System Operator, (MEPSO)**, Macedonia

Ms Đulizara Hadžimustafić  
President, **Regulatory Commission for Electricity**, Bosnia and Herzegovina

Mr Dejan Vasić  
CEO, **EPS Supply**, Serbia

Mr Wolfgang Kröpfl  
COO, **enso hydro GmbH**, Austria

Ms Klaida Çekrezi  
Manager, Project and Structured Finance Department, **Banka Kombëtare Tregtare**, Albania

Mr Predrag Savić  
Head of Regional Origination SEE, **GEN-I, d.o.o.**, Serbia

Mr Manuel Mahler-Hutter  
Managing Director, **Energy Eastern Europe Hydropower GmbH**, Austria

Speaker tbc  
**Italian Regulatory Authority for Electricity and Gas (Aeeg)**, Italy

Dr Julije Domac  
Managing Director, **North-West Croatia Regional Energy Agency (REGEA)**, Croatia



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# Agenda

Day 1: Energy Efficiency and Renewable Energy



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08:30 Registration and coffee

09:00 Chairwoman's welcoming address

*Ms Ana-Maria Boromisa, Institute for Development and International Relations (IRMO), Croatia*

09:10 Ministerial feature address

*Ms Ermina Salkičević-Dizdarević, Deputy Minister, Ministry of Foreign Trade and Economy Relation, Bosnia and Herzegovina*

*Mr Erdal Trhulj, Minister of Energy, Mining and Industry, Federation of Bosnia and Herzegovina*

## Market Trends and Analysis: regional overview

09:30 The EU and Balkan region: Future outlook

- Western Balkan regional overview in EU context
- Impact of EU accession of Croatia, Serbia's progress
- Key regulatory and legal updates

09:50 Overview of energy related investment situation in SEE

*Mr Costis Stambolis, IENE, Greece*

10:10 Panel Discussion: Market trends and analysis

- Limiting the effects of regulatory changes
- Minimising continual economic climate challenges
- Impact of supporting renewables
- Opportunities and challenges for investors

**Panel Chair:**

*Mr Adam de Sola Pool, Environmental Investment Partners, Poland*

**Panellists:**

*Mr Miloš Vučković, Karanovic & Nikolic, Serbia*

*Mr Costis Stambolis, IENE, Greece*

*Mr Andreas Chollet, WPD Europe GmbH, Germany*

*Ms Dulzara Hadžimustafić, Regulatory Commission for Electricity (FERK), Bosnia and Herzegovina*

*Dr Julije Domac, North-West Croatia Regional Energy Agency (REGEA), Croatia*

11:00 Networking coffee break

## Financing Energy

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11:50 Successful financing of Energy Efficiency & Renewable Energy Projects

- Overview of financing institutions (commercial banks, IFIs etc) and selecting the right partner for your investment
- Financing of Energy Efficiency and very small scale Renewable Energy projects
- Bankability of larger RE projects
- Limited recourse versus non-recourse financing

**Moderator:**

*Mr Olaf Zymelka, KfW, Germany*

**Co-Moderator:**

*Mr Sebastian von Wolff, Finance in Motion, (Investment Advisor to the) Green for Growth Fund, Southeast Europe*

**Panellists:**

*Ms Klaida Çekrezi, Banka Kombëtare Tregtare, Albania*

*Ms Violeta Kogalniceanu, Energy Community Secretariat, Austria*

13:20 Networking lunch break

## Renewable Energy in SEE: lessons learnt

14:20 Overview of Western Balkan and Southeast European wind energy market

*REpower Italia S.r.l., Italy (tbc)*

14:40 Risks and opportunities for Renewable energy investors in South East Europe

- Managing risks related to constantly changing regulatory environment in SEE
- Aligning international bankability standards with local legal-administrative and technical risks

- Case study and practical experience from SEE markets: BG, ROM, GR, TR  
*Mr Nikola Gazdov, juwi Solar GmbH, Bulgaria*

15:00 Renewed interest in hydro potential

- Large vs. small scale projects

15:20 Networking coffee break

## Renewable Energy Success Stories

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16:00 How can Renewable Energy projects be successfully implemented in challenging environments?

- Theoretical RE potential vs. actual installation in South-East-Europe
- Regulatory conditions: Positive trends in the Balkans
- Successful examples of implemented RE projects
- Which conditions attract investors and what prevents them from investing

**Moderator:**

*Mr Dominique Courbin, European Investment Bank (EIB), Luxembourg*

**Co-Moderator**

*Mr Dominic Hereth, Finance in Motion, (Investment Advisor to the) Green for Growth Fund, Southeast Europe*

**Panellists:**

*Mr Manuel Mahler-Hutter, Energy Eastern Europe Hydropower GmbH, Austria*

*Mr Wolfgang Kröpfl, enso hydro GmbH, Austria*

17:30 Chairwoman's closing remarks

*Ms Ana-Maria Boromisa, Institute for Development and International Relations (IMO), Croatia*

17:40 Networking cocktail reception

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Key-note cocktail reception welcoming address

*Mr Christopher Knowles, European Investment Bank (EIB), Luxembourg*



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# Agenda

Day 2: Gas Market and Electricity Grid, Pricing, Trading



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## 08:50 Registration and coffee

## 09:20 Chairwoman's welcoming address

*Ms Ana-Maria Boromisa, Institute for Development and International Relations (IMO), Croatia*

## Power Generation Sources

### 09:30 Traditional supply sources and renewables' competitiveness

- Overcoming increasing dependence on electricity imports
- Responding to increasing consumption
- Diversification of power generation sources
- Improvements for conventional power supported by RE technology
- Combination of conventional and RE power

*Mr Zoran Stošić, AREVA GmbH, Germany*

### 09:50 The future of nuclear

- Current project status
- Continued political support?
- Impact of public opinion

### 10:10 Shale gas as an alternative supply source

- Impact of US extraction and export
- Potential in SEE (Romania)

### 10:30 Networking coffee break

## The Future of Gas

### 11:20 Security of Gas Supply in South East Europe

- The need for energy infrastructure improvements
- Developing large size versus single projects?
- Advantages of a Gas Ring

*Mr Jens Kottsieper, ILF Business Consult GmbH, Germany*

### 11:50 TAP: outcome of Shah Deniz consortiums decision

- Consequence for the region
- Current project status
- Competition with South Stream

### 12:10 Alternative supply sources: LNG

- Croatian terminal progress
- Regional cooperation

### 12:30 Panel Discussion: The future of gas

- Demand diversification
- Pipeline route progress: TAP, IAP, TANAP, Nabucco, South Stream
- LNG potential
- Security of supply
- Gas distribution liberalisation

#### Panelists:

*Mr Marin Zovko, Plinacro d.o.o., Croatia (tbc)*

*Mr Harald Stindl, GAS CONNECT AUSTRIA GmbH, Austria*

*Speaker tbc, Regulatory Authority for Electricity and Gas (Aeeg), Italy*

### 13:20 Networking lunch break

## The Balkan Grid

### 14:20 Improving Grid Infrastructure

- Current situation: what else is needed?
- Maintaining and reconstructing existing network
- Encouraging investment
- New transmission links

### 14:40 Issues of Power Security of Supply in Kosovo

- Ensuring Security of Supply from lignite resources
- Development of renewable generation capacities
- Cooperation with Albanian market in order to secure power supply in both countries

*Mr Naim Bejtullahu, KOSTT - Transmission, System and Market Operator J.S.C., Kosovo*

### 15:00 New technological improvements: smart grids

- Increasing advantages
- Understanding the importance of the customer

### 15:20 Networking coffee break

## Electricity Pricing and Trading

### 16:00 Changing liquidity on the CEE/SEE OTC electricity markets

- Influence of regulatory changes
- Market coupling
- Exchange trading

*Mrs Irina Peltegov, ICIS Heren, United Kingdom*

### 16:20 SEE power exchange?

- Regional cooperation
- Theoretical vs practical support

### 16:40 Panel Discussion: Electricity Grid, Pricing, Trading

- Affect of coal, shale gas, renewables on prices
- Market coupling
- SEE regional power exchange
- Increasing industry focus on end consumer

#### Panelists:

*Mr Kadri Kadriu, KOSTT - Transmission, System and Market Operator J.S.C., Kosovo*

*Mr Siniša Spasov (tbc), Electricity Transmission System Operator, MEPSO, Macedonia*

*Mr Dejan Vasić, EPS Supply, Serbia*

*Mr Predrag Savić, GEN-I, d.o.o., Slovenia*

*Mr Marko Čosić, ProEnergy (KORLEA d.o.o.), Croatia*

### 17:30 Chairwoman's closing address

*Ms Ana-Maria Boromisa, Institute for Development and International Relations (IMO), Croatia*

### 17:40 End of the conference



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## Interested in showcasing your expertise?

"This event stood out for its relevance, focus and speaker quality - I will mark my calendar for the 2013 edition" *ADP*

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- Expert panellist positions
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- Name badges & lanyard sponsor
- Company material inserted in delegate packs

## Some of our 2012 participants

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Our 2013 Balkan Energy Finance Forum will enable you to learn about key market developments from industry experts who know the market in-depth.

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