



The premier event dedicated to SEE region energy professionals

8th Annual

Balkan Energy Finance Forum

Simultan prevod
Srpski - Engleski
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Simultaneous Translation
Serbian-English
English-Serbian

Investments in light of the emerging security of supply

20 - 21 October 2015

Metropol Palace Hotel, Belgrade, Serbia

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Meet leading energy developers, financiers & investors in one place and gain leverage in what promises to be the most exciting marketplace in the coming years!



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Event Overview



Our 8th annual Southeast Europe Energy event will unite key players from across the Energy industry, from both private and public sectors, tackling key issues facing market developments in light of current sector transformations and the emerging security of energy supply.

Focus will be paid to National and Regional energy policy aiming to improve the present strength and future competitiveness of common Balkan energy market. A major focal point of discussions is set to be opening of a regional, Balkan Power Exchange and development of offshore gas potential in Croatia and Montenegro along with up-to-date development plans for Albania's hydrocarbon and hydro resources.

Moving away from generic Energy discussions, our 8th annual event will highlight the bankability of Energy projects for private sector investors, including expert scrutiny of risks and challenges from a range of international professionals, utilising real life case studies of successful and stalled projects, as well as offering in Gas and Electricity Infrastructure, Wind, Solar, Hydro, Energy Efficiency and Alternative Sources.

Naša osma godišnja konferencija za razvoj Energetike u Jugoistočnoj Evropi okupiće vrhunske eksperte najrespektabilnijih domaćih, regionalnih i globalnih kompanija iz ove oblasti, kako iz privatnog tako i iz javnog sektora, sa osvrtom na specifične transformacije razvoja sektora, narocito bezbednosti dovoda energije.

Rekonstrukcija postojećih energetske postrojenja, unapredjenje zakonske regulative na lokalnom i regionalnom nivou, kao i preraspodela javnih i privatnih finansijskih resursa samo su neke od tema koje će ovaj događaj pokriti. Diskusije će uključiti analize uopštenog stanja tržišnih kretanja celog Balkana, sa posebnim osvrtom na projekte vezane za obnovljive izvore energije i energije efikasnosti. Otvaranje regionalne Berze Električne Energije Balkana, razvoj offshore gas potencijala Hrvatska i Crne Gore, kao i hidro i hidro-karbon resursi Albanije, biće neke od fokalnih tema konferencije.

Izlazeći iz okvira generalnih diskusija, ovogodišnja konferencija ima za cilj da temeljnije razmotri finansijske konstrukcije energetske projekata za investitore, uključujući analize potencijalnih mogućnosti i rizika za energetske biznis regiona Balkana, koje će predstaviti vodeći međunarodni eksperti na ličnim primerima i iskustvima uspešno realizovanih investicionih projekata. Ovo takodje uključuje i pregled nadolazećih projekata iz oblasti gasa i struje, infrastructure, vetra, solarne energije, hidro i alternativne izvore energije

Confirmed Speakers

The conference programme will be presented by 40+ of the energy sector's most influential players. The experts' board include:



ALEKSANDAR KOVACEVIC
Senior Economist
Oxford Institute for Energy Studies



SHANE WOODROFFE
Partner
EnerCap Capital Partners



BORKO RAICEVIC
Energy Efficiency Expert
Energy Community Secretariat



NENAD STEFANOVIC
Senior Expert for Electricity
AERS



DR ION LUNGU
President
AFEER



SERBAN SCRICIU
Economic Analyst
DG for Energy at EU



NEBOJSA ARSENIJEVIC
Senior Operations Officer
IFC



ANDREAS CHOLLET
Head of Project Development
International, WPD Europe



HANA-MURIEL SETTEBOUN
Senior Executive VP Business
Development & Finance

Programme Highlights

Hear about the most current energy issues and challenges facing Balkan countries to identify lucrative new markets for business growth. Key points of discussion include:

- Opening of the Balkan Power Exchange
- Investments in electricity infrastructure: Where to find the capital to build grids and support generation projects
- Attracting other sources of gas into the energy mix: Adriatic Sea, Eastern Mediterranean, Turkmenistan and Iran
- The 2020 objectives: How close is the Balkan region to meet targets and what measure will be taken to meet them?
- IFIs investment and support for RES and EE
- Where is the best market for hydro investments?
- Institutional Investment in Renewable Energy
- Legal Certainty: How do variable government policies towards renewable

4 REASONS NOT TO MISS THIS YEARS' ENERGY FORUM!!

Meet industry leaders and experts:

Join up to **150 TOP RANKING EXPERTS** defining the future of energy market in Southeast Europe! Past delegates include:

a2a, Banca Intesa, Banka Kombetare Tregtare, Boga Law & Associates, Cacanska Banka, CEZ, HBOR Dalekovod, DEPA, DIV, DLA Piper, Doosan Power Systems, EBRD, EPS ELEM, Enel Trade, Energy Eastern Europe Hydropower GmbH, Enertec, Enso hydro, ENTSO-E / HOPS, Environmental Investment Partners, EPS Supply, Erste Bank, EIB, EIF, Fchtner, Finance in Motion, FMO, Freshfields, Gas Connect Austria, GDF SUEZ, GEN-I, GGF, HalkBank, Halkbank AD Skopje, Haxhia & Hajdari, HELB Ltd, HEP, Heron II Viotia S.A., Hydroplan, HYDROPOL, Innovation Norway, IRMO IENE, InterEnergio, Srbijagas, Jasper Aioliki Hellas SA, JETRO, juwi Solar, Karanovic & Nikolic, kW, KOSTT, Louis Berger, MACS Energy & Water, Martifer Solar, MEGABANK, MH ELEKTRO-PRIVREDA, Moit MacDonald, MVM Partner, NIS, OeEB, Oppenheim AM, PBM, PBZ, Plinacro, Podzemno skladište plina, Porr, ProCredit Bank, REpower Systems SE, RWE Energija, Sekerbank, Siemens, SINTEZ Group, Smart Solar, Sortitus, Tema TemiEnergia, TEXO TEHNOLOGIJE, Tonucci & Partners, TAP, Vestas, Wolf Teiss, wpd europe GmbH, Zagrebacka banka, Zagrebtrans...

Stay ahead of others:

Hear from **40+** industry cutting edge speakers

Debate and challenge:

Our interactive panel discussions and **Q&A** sessions give you a chance to provide your point of view and ask important questions on **hot market topics**

Gain new insight into emerging markets: Hear about the industry's most significant investment opportunities

20 October (DAY 1)

08:30 Registration and morning coffee

09:00 Chairman's Introductory Remarks
Mr Aleksandar Kovacevic, Senior Economist, **Oxford Institute for Energy Studies**09:10 Ministerial Address: Present and Future Energy Sector Developments in Serbia
Ministry of Mining and Energy of Republic of Serbia - invited

STRATEGIES, PLANS AND INVESTMENTS IN THE ENERGY SECTOR

Speakers to include: international energy companies, public utilities, local and international energy organisations, investors, project development and finance lawyers, energy advisors, governmental bodies and regulators

09:30 EU regulation and the security of supply in the Balkans

09:50 Regulatory struggles in renewable energy investment. What kind of guarantees can investors expect?

10:10 Investment plans in electricity generation and transmission by 2020

10:30 The restructuring of energy enterprises - the case of EPS and Srbijagas

10:50 Networking Coffee Break

DEVELOPING & FINANCING ENERGY PROJECTS

Speakers to include: multilaterals, commercial banks, ECAs, public utilities companies, private equities, investment funds, project development and finance lawyers

11:20 Developing energy projects to ensure long-term security of supply

11:40 Improving the financial attractiveness of Balkan energy projects - bank's perspective

12:00 Financing oil and gas projects: pipelines, gas storage, LNG terminals

12:20 Panel Discussion: **FINANCING ENERGY GENERATION PROJECTS (Who invests where? Where are the problems?)**

- Key bankability issues of energy projects in Balkan countries
- How can and should the region attract foreign capital to the sector? What are investors' requirements?
- Top decision factors for investors looking at SEE energy investment prospects. What are the risks in SEE?
- What projects will multilaterals focus on in 2016/2017?
- What alternative financing structures are available for investors & developers?
- What existing barriers are there for incumbent power companies to implementing their investment plans?

13:10 Networking Lunch Break

BRINGING GAS TO THE BALKANS

Speakers to include: LNG and gas pipeline operators, international oil and gas companies, oil & gas consultants, governmental bodies and associations

14:10 Investments and developments in offshore potential: LNG terminals - a potential source of diversification in the long run?

14:30 Diversification of gas routes and supply via new stream pipelines projects

14:50 Development of the Southern Gas Corridor

15:10 Panel Discussion: **THE FUTURE IN SEE WITHOUT THE SOUTH STREAM PIPELINE PROJECT**

- Alternatives to the South Stream: Turkish Stream, Vertical Gas Corridor, Tesla...
- Existing route progress: TAP, TANAP, IAP
- Investments in pipelines vs LNG
- Opportunities for consolidation of the gas industry
- What does the future hold for shale gas exploration in CSEE?
- Attracting other sources of gas into the energy mix: Adriatic Sea (developments in Croatia & Montenegro), the significant importance in the Eastern Mediterranean Sea (Cyprus, Israel, Lebanon) and possibilities for Turkmenistan and Iran to sell natural gas to EU through TANAP
- Can Adriatic become a European or globally important production region?

16:00 Networking Coffee Break

EXAMINING THE RENEWABLE ENERGY MARKETS IN SEE REGION

Speakers to include: Energy and renewables development companies, investors, energy lawyers and risk managers, hydro energy storage experts, wind and hydro energy technology providers

16:30 The 2020 objectives and the 2030 roadmap: how close is the Balkan region to meet targets and what measure will be taken to meet them?

16:50 Developing sustainable energy system: The role of Energy Efficiency and Renewables and its contribution to energy security

MARKET FOCUS: UNTAPPED HYDRO POTENTIAL

16:50 Panel Discussion: **OPPORTUNITIES FOR HYDROPOWER & MICRO HYDRO**

- Where is the best market for hydro investments?
- Overview of projects under development and untapped resources by country
- Is Hydro a realistic investment opportunity?
- Changing energy mix: how will it influence hydro developments?
- Opportunities for building hydro energy storage

17:30 Chairman Closing Remarks
Mr Aleksandar Kovacevic, Senior Economist, **Oxford Institute for Energy Studies**

17:40 Evening Drink Reception



18:40 End of the day 1

21 October (DAY 2)

08:30 Registration and morning coffee

09:00 Chairman's Introductory Remarks
Mr Aleksandar Kovacevic, Senior Economist, **Oxford Institute for Energy Studies**

BALKAN POWER MARKET

Speakers to include: national power exchanges, transmission system and market operators, energy trading companies

09:10 Investments in electricity infrastructure: Where to find the capital to build grids and support generation projects

09:30 Improving integration of renewable energy sources and their expected penetration in the Balkan electricity market

09:50 Opening of the Balkan Power Exchange

10:10 Panel Discussion: **THE FUTURE OF THE BALKAN POWER MARKET**

- Challenges for power market integration and possible solutions
- The extent of market liberalisation in Balkan markets: what are the opportunities and obstacles for new entrants?
- Are existing "energy-only" markets capable of ensuring security of supply?
- Progress and launching new power exchanges: SEEPEX, CROPEX
- Challenging issues for Balkan's power market coupling processes
- How can we increase cross border trading in the region?

11:00 Networking coffee break



CARBON MARKET & ETS SCHEME

Speakers to include: IMF, European Commission, multilaterals, carbon trade and investment companies

11:30 Panel Discussion: **The ETS SCHEME IN IN SE EUROPE**

- Climate framework for achieving the 2020 targets
- How will joining the ETS affect Serbia's and other SEE countries energy market?
- Carbon Trading and Clean Energy Systems: How is ETS driving the development of clean energy systems?
- ETS Phase 3: What does the future hold for the ETS?
- The state of carbon pricing: Can the ETS overcome price instability and be effective in reducing carbon emissions

12:10 Networking Lunch Break

SEIZING NEW INVESTMENT OPPORTUNITIES IN CLEAN ENERGY SYSTEMS

Speakers to include: multilaterals, commercial banks, ECAs, energy and renewables development companies, private equities, investment funds, energy lawyers and risk managers

13:10 Developing and building feasible renewable energy projects

13:30 Financing in Energy Efficiency: Business opportunities and market potential

13:50 Panel Discussion: **FINANCING RENEWABLE ENERGY & ENERGY EFFICIENCY PROJECTS**

- Insight into the growing renewable energy markets: where are the opportunities?
- Legal Certainty - How do variable government policies towards renewable energy affect the investment climate?

- How can the Balkan countries become more attractive for investors and financing institutions?
- New financing opportunities & regional programmes supporting RES and EE
- Why are clean-energy investments in the region too risky for many investors?
- How can project financing in clean energy be encouraged in the Balkans?
- What are the conditions, other than financial, affecting the investment climate?

ENERGY EFFICIENCY

Speakers to include: multilaterals, governmental bodies, energy efficiency associations and institutes, commercial banks, investment funds, energy efficiency credit lines and technology providers

14:40 Energy Efficiency Programmes in Balkans

15:00 Panel Discussion: **ENERGY EFFICIENCY SOLUTIONS**

- ESCO projects and private sector engagement in public sector low carbon projects
- Financing and implementing energy efficiency investments
- Energy Efficiency and its contribution to energy security
- Increasing energy efficiency in the buildings sector
- What type of technologies can be applied for energy efficiency in the region?

15:50 Chairman Closing Remarks

Mr Aleksandar Kovacevic, Senior Economist, **Oxford Institute for Energy Studies**

16:00 The end of the conference

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4th PPP in Turkey Forum
Unlocking the potential

Ankara 2015

8th SEE Private Equity Forum
Opportunities Ahead

Belgrade 2015

7th Baltic Energy Summit
Building Sustainable Energy Market

Vilnius 2015

CEE Infrastructure & Energy Finance Forum

Warsaw 2015

12th Annual SEE Telecoms Forum
"Connecting Southeast Europe" 2015

Belgrade 2015

To book for the event contact us at: monique.bonnick@eelevents.co.uk

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Early Bird - £990

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Full Fee - £1,190

(Valid from 16 September 2015)

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Registration fee together with service charges includes attendance at all sessions, documentation, access to speakers' presentations, brochures, refreshments, lunch and entry to social functions, cocktail receptions and gala dinners when organised. A 10% service charge and VAT (when VAT is payable) will be added to all conference fees. This is inclusive of programme materials, luncheon and refreshments. Following completion and return of the registration form, full payment is required within 7 days from receipt of invoice. All bookings carry cancellation liability (as defined below) immediately after a sales contract has been received by EEL Events.

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