



## CONGRESS

**ENERGY EFFICIENCY & RENEWABLE ENERGY SOURCES**

28 MARCH

9.00 **OFFICIAL OPENING** Vitosha Hall

- Delian Dobrev – Minister of Economy, Energy and Tourism
- Tzvetan Dimitrov – Deputy Minister of Agriculture and Food
- Dobromir Simidchiev – Deputy Minister of Regional Development and Public Works
- Evdokia Maneva – Deputy Minister of Environment and Water
- Aleksandar Crkvenjakov – Ambassador of Serbia in Bulgaria on behalf of Serbian Black Sea Economic Cooperation Organization Chairmanship
- James Warlick – U.S. Ambassador to Bulgaria
- Michael Angerer – Commercial Counsellor, Austrian Embassy in Bulgaria
- Wolfgang Wendel – Commercial Counselor, Embassy of Germany in Bulgaria
- Todor Popov – Chairman of the National Association of Municipalities in the Republic of Bulgaria
- Best Eco Municipality Awards Announcement

**ENERGY EFFICIENCY & RENEWABLE ENERGY FINANCING**

Moderator Adam Pool – Environmental Investment Partners, Poland

10.00 **Keynote speech: Rainer Hinrichs-Rahlwes** – EREF President, Germany – Framework Conditions Necessary for Renewables and Efficiency

- Kai Schlegelmilch – Green Budget Europe (GBE), Germany – Fiscal Incentives Working against and for Resource Efficiency
- Timothy C. Kim – US Export-Import Bank – US Export-Import Bank: Renewable Energy & Environmental Program
- Dean Marcelja – NEO Technologies Unlimited, Austria – Are PV Installation Already Feasible Without FIT?

11.00 *Coffee Break*11.30 **ARRANGING CONSTRUCTION & DEVELOPMENT PROJECT FINANCING (DEBT AND EQUITY)** Vitosha Hall

Moderator Adam Pool – Environmental Investment Partners, Poland

- Martin Mayr – UniCredit Leasing S.p.A., Austria
- Ivan Gerginov – RenVision, Bulgaria
- Filipe Viana – EFACEC, Portugal
- Velizar Kiryakov – Association of Producers of Ecological Energy, Bulgaria
- Theodore Tsacheff – Bulgarian Photovoltaic Association
- Sebastian Noethlich – Bulgarian Wind Energy Association
- Gian-Marc Widmer – eolutions New Energy Investment Consulting, China

- 1) Debt or equity available to development companies in the Balkans.
- 2) How can public markets satisfy some of the need for construction debt and equity?
- 3) What impact has the Sovereign debt crisis had on bank project finance lending?
- 4) Trade finance answers many early stage project finance issues – what is available?
- 5) How has Chinese entrance into the market affected financial terms?

12.50 **Oded Ben-Horin** (Vocal) and **Ugo Santangelo** (guitar) – The Science Fair, Norway – **Music inspired by the sun, wind and water**14.00 **ARRANGING DEBT AND EQUITY FOR OPERATIONAL PROJECTS AND ASSETS SUCH AS EXISTING BUILDINGS** Vitosha Hall

Moderator Martin Mayr – UniCredit Leasing S.p.A., Austria

- Rob P. Kool – NL Agency – Improving Energy Efficiency in Industry by Long Term Agreements, a Collaborative Approach
- Ingrid Holmes – Low Carbon Finance, E3G Third Generation Environmentalism Ltd, UK – Financing Energy Efficiency in Buildings: the Role of Governments in Scaling Markets
- Nigel Mattravers – Grant Thornton UK – Finance for Waste to Energy Infrastructure – The Role of Public Private Partnerships
- Dimitar Dukov – Bulgarian Energy Efficiency Fund, Bulgaria
- UniCredit Bulbank, Bulgaria
- Krasimir Naydenov\* – Sustainable Energy Development Agency (SEDA), Bulgaria
- Dimitar Baev – Bulgarian Industrial Association

- 1) How can one utilize existing cash flow to modernize assets? How much leverage is possible and what is the maximum term?
- 2) To which extent can energy efficiency projects be financed on the basis of future savings? Which collateral structures are feasible?

- 3) What can go wrong in an operating asset and how to solve those problems?
- 4) Do bank credit lines from IFIs and governments work or not – some practical examples.
- 5) Why is energy efficiency a failure all over the world – or is it?

16.10 *Coffee Break*

## 29 MARCH

9.30 **ENERGY EFFICIENCY Vitosha Hall**

**Moderator Nils Borg** – Executive Director, eceee, member of the Coalition for Energy Savings

- **Gergana Miladinova** – European Commission, Belgium – **What New European Policies to Reach the 20% Energy Efficiency Target?**
- **Jan Geiss** – European Forum for Renewable Energy Sources (EUFORES), Belgium – **What is Energy Efficiency Watch (EEW2)?**
- **Daniel Becker** – ECOFYS Germany – **Energy Efficiency Watch: How to Trigger Best Practice Policies?**
- **Anselmo Caporossi** – Italian Chamber of Commerce in Bulgaria

10.50 *Coffee Break*

11.20 **Moderator Rob P. Kool** – NL Agency, Netherland

- **Rob P. Kool** – NL Agency, Netherland – **Energy Efficiency in the Dutch Built Environment**
- **Nils Borg** – eceee, member of the Coalition for Energy Savings, Sweden – **Understanding People Rather than Barriers: the Key to Sound Energy Policies**
- **David Sweet** – WADE, USA – **The Benefits of RES DE and the Best Practices for its Effective Regulation**
- **Birger Lauersen** – Euroheat & Power, Belgium – **District Heating and Cooling as a Way to Achieve Higher Energy Efficiency**
- **Dimitar Baev** – Bulgarian Industrial Association – **Green-Blue-Energy Factory**
- **Krasimir Naydenov** – Sustainable Energy Development Agency (SEDA), Bulgaria – **Current Status and Future Perspectives of the Bulgarian Energy Efficiency**
- **Todor Lefterov** – Bulgarian Construction Chamber – **Engineering for Reduction of Energy Costs, Released through a Contract with Guaranteed Result (ESCO) – Anti-crisis Measure**

14.15 **Moderator Guenter Pauritsch** – Austrian Energy Agency

- **Guenter Pauritsch** – Austrian Energy Agency – **Austrian Energy Efficiency Policy and Programmes with a Focus on SME**
- **Christian Oberleitner** – Kommunalkredit Public Consulting, Austria – **Austrian Experience in Energy Efficiency Implementation in Industry – Results**
- **Energy Retrofitting of Multifamily Houses and the EU Program Regional Development:**  
  - **Desislava Yordanova** – Ministry of Regional Development and Public Works, Bulgaria – **Main Issues and Requirements**
  - **Denitza Nikolova** – Ministry of Regional Development and Public Works, Bulgaria – **Housing Renovation Fund**
- **Lucinda MacLagan** – NL Agency – **Good Practices and Lessons Learned from the Concerted Action on the Implementation of the Energy Services Directive**
- **Zigor Lizuain** – TECNALIA, Spain – **Renewable Energy Sources Manager In Buildings: Control and Monitoring**

## 30 MARCH

9.30 **BIOMASS RESOURCES; BIOENERGY Vitosha Hall**

**Moderator Boyan Kavalov** – European Integration & Regional Competitiveness Foundation (EIRC), Bulgaria

- **Calliope Panoutsou** – Imperial College London, United Kingdom – **The Role of Biomass in EU27 to Meet the 2020 Targets for Heat, Electricity & Transport**
- **Thomas Zeng** – German Biomass Research Centre (DBFZ), Leipzig, Germany – **Enhancing the Market Relevance of Alternative (mixed) Biomass Pellets in Europe**
- **Andrea Haas** – German Society for Sustainable Bioenergy and Biogas Utilisation /Gerbio/, Germany – **Ecological and Economic Optimization of Future Biogas Plants**
- **Nora Szarka** – Deutsches BiomasseForschungsZentrum, Germany – **Experience in Modeling of Bioenergy Development in Germany, with Focus on Barriers, Options and Competition**
- **Sebastian Wache** – Amandus Kahl GmbH & Co. KG, Germany – **Pelleting of Biomass, Fuel from Waste and Coal. Grinding of Tyres and Woodchips. Recent Projects of AMANDUS KAHL, Outlook and Impact on the Balkan Market**

10.45 *Coffee Break*

- **Branko Glavonjic** – Belgrade University, Serbia – **Biomass Potential for Future Investments in Serbia, Macedonia, Bosna, Croatia & Slovenia**
- **Patrick de Jamblinne** – Tuzetka, Belgium – **Agropellets Potential**
- **Lubcho Trichkov** – Forest Agency, Bulgaria – **Possibilities for Production and Utilization of Wood Biomass from the Forests of Bulgaria, as Renewable Energy Source**