

## Agenda Investor Days Workshop

Finance and Innovation in Sustainable Energy in Europe

**Hosted by ICP and SEAF**

June 16<sup>th</sup>

June 17<sup>th</sup> review of beta SEAF platform

Barcelona

The **June 16th Investor Days Workshop** will provide a forum in which investors and contractors can learn from each other in order to foster future cooperation and investment. The day will feature local players such as the Green City Initiative, Enertika, banks, investors and contractors. The main focus of discussion will concentrate on the gap between viable project development, customer uptake and requirements for successful finance.

The agenda will allow ample opportunity for interactive exchange between project owners and investors with a focus on discussion and problem solving. The day will end with drinks and tapas for participants.

**June 17<sup>th</sup>**, the attendees will have the opportunity to test the SEAF platform and brainstorm on its development.

**The main topics covered will include:**

- Project optimization opportunities across Europe
- Project valuation elements
- Project standardization processes
- Insurance criteria
- Customer acquisition

## Speakers List

Thursday, 16 June 2016

Jessica Stromback, Chair, Joule Assets Europe; Chair, Smart Energy Demand Coalition  
Bjorn Zapfel, Project Advisor Energy, EASME  
Ioannis Orfanos, Commercial and Financial Advisor, Department of Energy and Climate  
Change UK, Green Value Associates  
Juan Manuel Alcaraz, CEO, Zاراcla  
Sebastian Carneiro, Director, Susi Energy Efficiency AG  
James Vaccaro, Director of Corporate Strategy, Triodos Bank  
Alex Gilbert, Investment Manager, Amber Infrastructure  
Lada Strelnikova, Investment Advisor, Deutsche Bank  
Francesc Tarongi, CEO, Enertika  
Ricardo Perez Sanchez, Global Program Manager Energy Efficiency Solutions, Enel  
Antonio Ciccarelli, CEO, Servizi Energia Ambiente srl  
Panama Bartholomy, Director, Investor Confidence Project Europe  
Ruperto Unzué, Partner, Suma Capital  
Albert Marin, Head of ICT Strategy, Smart City Terrassa  
Basilio Simoes, CEO and Founder, ISA Energy  
Davide Cannarozzi, CFO, Enertika

Friday, 17 June 2016

Jessica Stromback, Chair, Joule Assets Europe, Chair Smart Energy Demand Coalition  
Antonio Ciccarelli, CEO, Servizi Energia Ambiente srl  
Dave Worthington, Managing Director, Verco  
Andreas Symeonidis, Assistant Professor, Aristotle University of Thessaloniki  
Kyriakos Chatzidimitrou, Software Architect, Aristotle University of Thessaloniki

## Agenda Investor Days Workshop

Thursday, 16 June 2016

- 10:00**      **Coffee and registration**
- 10:30**      **Welcome address**, Jessica Stromback, Chair Joule Assets Europe
- 10:50**      **The role of ICP and SEAF within the larger agenda of the European Commission**, Bjorn Zapfel, Project Advisor, EASME, European Commission
- 11:10**      **Principles of government backing for energy efficiency**, Ioannis Orfanos, Commercial and Financial Advisor, DECC UK Government, Green Value Associates
- 11:30**      **Opportunity in Barcelona, distressed properties and energy efficiency**, Juan Manuel Alcaraz, CEO, Zاراcla
- 12:00**      **Project Owner Panel: The challenge of market uptake, real life business models**
- Albert Marin, Head of ICT Strategy, Smart City Terrassa
  - Basilio Simoes, CEO and Founder, ISA Energy
  - Francesc Tarongi, CEO, Enertika
  - Antonio Ciccarelli, CEO, Servizi Energia Ambiente srl
  - Juan Manuel Alcaraz, CEO, Zاراcla
- 13:30**      **New business models within the energy industry: Europe, South America, USA** Ricardo Perez Sanchez, Global Program Manager Energy Efficiency Solutions, Enel-Endesa
- 14:00**      **Lunch**

- 15:30**      **Investor Panel discussion: Key criteria for successful Energy Efficiency projects**
- Ruperto Unzué, Partner, Suma Capital
  - Sebastian Carneiro, Director, Susi Energy Efficiency AG
  - James Vaccaro, Director of Corporate Strategy, Triodos Bank
  - Alex Gilbert, Investment Manager, Amber Infrastructure
  - Lada Strelnikova, Investment Advisor, Deutsche Bank
  - Jessica Stromback, Chair, Joule Assets Europe
- 17:00**      **Coffee**
- 17:30**      **The building blocks of Energy Efficiency Finance and the experience of the ICP Project**, Panama Bartholomy, Director, Investor Confidence Project Europe
- 17:50**      **Valuation, Standardization, Insurance – lowering barriers to finance**, Jessica Stromback, Chair, Joule Assets Europe
- 18:10**      **Wrap up of discussion and main conclusions of the day**, Davide Cannarozzi, CFO, Enertika
- 18:30**      **Drinks and Tapas**

## Interactive Discussion and Platform Testing

Friday, 17 June 2016

9:30-13:30

Friday morning will provide an opportunity for ESCO, retailer and aggregator stakeholders to test and provide feedback on the SEAF Platform.

The session will be carried out in an intensive discussion based format, focusing on information exchange and problem solving. The aim is to review the development of the SEAF tool and to carry out a discussion on how to solve critical barriers within the energy efficiency industry.

### The main topics covered will be:

- Project optimization opportunities across Europe
- Project valuation elements
- Project standardization processes
- Insurance criteria
- Customer acquisition

### Discussion leaders will include:

- Jessica Stromback, Chair, Joule Assets Europe; Chair, Smart Energy Demand Coalition
- Antonio Ciccarelli, CEO, Servizi Energia Ambiente srl
- Dave Worthington, Managing Director, Verco
- Andreas Symeonidis, Assistant Professor, Aristotle University of Thessaloniki
- Kyriakos Chatzidimitrou, Software Architect, Aristotle University of Thessaloniki

**To register**, please confirm which days you will be attending to Caroline Milne at [cmilne@jouleassets.com](mailto:cmilne@jouleassets.com).

- I will attend June 16<sup>th</sup> only
- I will attend June 17<sup>th</sup> only
- I will attend both days