



RE-Source Southeast

May 18-19, 2023



AGENDA

Strategic partners



ACT



CWP



REZOLV ENERGY



photomate



SUNOTEC



ProCredit Bank



ENERY ELEMENT

DAY 1, May 18, 2023

8:30 - 9:00 WELCOME Coffee & Registration

Powered by  **REENERGY**
engineering

9:00 -9:25 Opening remarks & Keynote speech

Bruce Douglas, Eurelectric

9:30 - 10:30 Corporate procurement of renewable energy from a regional perspective

Policies encouraging renewables, corporate procurement in particular, have always lagged behind the market in SEE but the high energy prices and volatility on the market pushed policy makers to take swift action.

Greece is a clear leader, revising upwards its 2030 renewable energy target to 28 GW of new renewables plus 8 GW of energy storage.

Romania announced plans to lift the share of renewables in the power mix to 34%, in other words, targeting 10 GW of new RES capacity by the end of the decade.

Bulgaria is still working out its long-term energy plans but a 'silent' revolution is taking place with a boom of self-consumption projects in the C&I sector and plenty of utility-scale projects in the pipeline, some of which are already starting to come online. The country added close to 400 MW new solar power projects in 2022 with a view of 700 MW more coming up this year.

Türkiye's renewable electricity generation has nearly tripled in the last decade and the National Energy Plan for 2035 reveals an ambition to boost solar power capacity by five times and triple the wind power capacity.

The opening panel will gather representatives of the RES associations in Bulgaria, Greece, Romania and Türkiye to share their views on policy developments, planned new investments, incentives and challenges for corporate procurement of renewable energy in the region.

Moderator: Daniel Dang, Director Business Development at SolarPower Europe, RE-Source Platform

Participants:

Nikola Gazdov, Association for production, storage and trading of electricity (APSTE)

Miglena Stoilova, Bulgarian Wind Energy Association (BGWEA)

Irene Mihai, Romanian Photovoltaic Industry Association (RPIA)

Andrei Manea, Romanian Wind Energy Association (RWEA)

Dimitris Varlamis, Hellenic Association of Photovoltaic Companies HELAPCO

Halil Demirdağ, Turkish Photovoltaic Industry Association GENSED

10:35 -11:00 Coffee break

Powered by  **wpa**
think energy

11:00 - 11:55 **Focus on Bulgaria: New elections, new energy strategy?**

Despite raised green ambitions in the National Recovery and Resilience Plan, Bulgaria is yet to adopt a key legislation to accelerate renewables development and grid-integration. This panel will explore the views of key policy makers on cutting red tape and supporting investments and corporate procurement of renewable energy in Bulgaria.

Moderator: Atanas Georgiev, Assoc. Prof, Dean of the Faculty of Economics and Business Administration at Sofia University

Participants:

Angelin Tsachev, Executive Director at Electricity System Operator (ESO)

Ivan Ivanov, Chairman of Bulgaria's Energy and Water Regulatory Commission (EWRC)

Atanas Pekanov, Deputy Prime Minister for the Management of EU funds of the Republic of Bulgaria (tbc)

Vladislav Panev, Member of Parliament

Radoslav Ribarski, Member of Parliament

Delyan Dobrev, Member of Parliament

12:00 - 12:55 **Achieving better return on investment for RES projects**

Leading developers, equipment manufacturers, EPC contractors and service providers will join us for this panel to discuss latest technological advances, supply chains, price trends and quality checks as well as lessons learned on how to ensure the best return on investment for RES projects. We will talk frankly about risks and how these can be mitigated, how we plan procuring strategies can be employed and what are the key factors for success. What the EU Green Deal Industrial Plan could mean for SEE markets and renewable energy buyers? How do we ensure quality and longevity of renewable energy assets?

Moderator: Arthur Claire, Head of Technology, Sinovoltaics

Participants:

Alex Sekulovic, Chief Operating and Financial Officer, CWP Europe

Maria Merdzhanova, Head of Sales Northern Europe, UK & Ireland, Jinko Solar

Vladimir Tabutov, CEO, hec solar

Martin Iliev, Managing Director, WPD

Sam Zheng, Managing Director for Huawei Digital Power South Balkans, Photomate

Session powered by:



13:00 - 14:00 **LUNCH**

14:00 - 15:00 **Taming uncertainty in energy trading. PPA pricing & hedging strategies.**

While self-consumption and on-site generation is still the prevailing choice for SEE corporates, the PPA market has the potential to catch up fast, as first deals have already been announced in Bulgaria, Greece and Romania and most recently in Serbia and North Macedonia too. Across Europe, high market prices tempted power producers to shift towards short-term PPAs and more active energy trading strategies with a rising focus on short-term hedges. Last year, over 160 corporate PPAs were signed in Europe for a total of 8.4 GW of renewable energy assets. Does the SEE region benefit from this trend and what PPA pricing & hedging strategies can be applied?

Experienced European traders and developers are coming to this panel to share key insights and strategic views on the SEE power market.

Moderator: Maria Popova, Director Carbon Neutrality and Renewable Electricity, European Federation of Energy Traders (EFET).

Participants:

Konstantin Konstantinov, CEO, Independent Bulgarian Energy Exchange (IBEX)

Dr Evangelos Gazis, Market Lead for South Eastern Europe, Aurora Research

Ivan Velev, Sales Trader Environmental Commodities, ACT Commodities

Milena Videnova, Managing Director, Axpo Bulgaria

Severin Vartigov, Country Manager Bulgaria, Enefy

Mats Lundin, Country Manager Romania, Emergy

Dimitar Bartov, Managing Director, Synergon Energy

Session powered by:   

15:05 - 16:00 **Sustainable financing for RES projects**

This panel will gather leading financial institutions to discuss the role of the EU's Green Taxonomy and environmental, social and governance (ESG) considerations in fueling renewable energy development in Southeastern Europe. How do developers and corporates structure a bankable PPA? Is there a secret recipe for success when securing financing?

Moderator: Rositsa Chojeva, CEO of xFigure Finance

Participants:

Svetlin Pislenski, Associate Director at European Bank for Reconstruction and Development (EBRD)

Atanas Ivanov, Public sector lending, Central and South East Europe Department, European Investment bank (EIB)

Patrick Zeiting, Member of the Supervisory Board, ProCredit Bank Bulgaria

Matej Kruspan, Chief Commercial Officer, Rezolv Energy

Delyan Iliev, Managing Director, Renewable Energy Insurance Broker (REIB)

Session powered by:



16:00 - 16:30 Coffee break

Powered by



16:30 - 17:30 Industry decarbonisation paths - what it takes to make a climate neutral strategy work in SEE

The panel will gather companies from different industry sectors to discuss the challenges of implementing renewable energy solutions as a way to achieve climate neutrality and energy security at the same time. Different approaches will be presented - from steel production to sustainable tourism, and from on-site generation to corporate PPAs. We will discuss what drives corporate policies and targets for renewable energy and what is the difference of being ESG compliant, climate neutral, net zero or carbon negative.

Moderator: Stefano Miriello, Policy and Business Development Advisor, RE-Source Platform

Participants:

Ema Popova, Industry Lead Southeast Europe, Microsoft

Rumen Karamihalev, Managing Director for Eastern Europe, Ovako, part of Nippon Steel & Sumitomo Metal

Yoanna Ilchovska, Legal and Regulatory Manager, Cetin, part of PPF Group

Dimitar Stanev, Deputy Director Business Development, Albena seaside resort

Nicholas Bitsios, Head of Brussels Office at Mytilineos

Session powered by:



17:30 - 20:00 Networking cocktail

Powered by



DAY 2, May 19, 2023



9:00 - 9:30 Welcome coffee, powered by

9:30 - 10:30 **No transition without transmission..., distribution, and storage.**

Providing renewable energy at the lowest cost for customers requires integral planning of electricity networks and new market rules to incentivise investments in grid congestion management and distributed flexibility. The panelists here will discuss the role of digitalisation, smart grids and energy storage for grid stability and security of energy supply in a RES dominated power mix, what regulatory changes are needed to incentivise and accelerate grid investments in SEE and how to make the most of energy storage.

Moderator: Mariyana Yaneva, Policy & Communications Director, APSTE

Participants:

Martin Georgiev, Executive Director National Electricity Company (NEK)

Peter Nemcek, Chief Technology officer, CyberGrid

Anna Dimitrova, Head of Department Energy Policy, Environment and Innovation, EVN

Rosa Milano, Senior Sales Manager, EMEA Growing markets, Fluence

Teodor Bobochikov, CEO, Entra Energy

Faysal Pirmohamed, Energy Storage Technology Expert, DNV

ENTSO-E / ESO representative (tbc)

Session powered by:



EUROPEAN
ENERGY



CyberGrid

10:30 - 11:30 **The other half. Sector coupling and renewable energy corporate sourcing beyond electricity.**

Heat, accounting for close to 50% of energy consumption in the industry, is the next big challenge in the corporate decarbonization journey. Electrifying vehicle fleets in different industries has its own barriers and challenges. Dual land use strategies and finding new synergies between sectors like combining wind and solar generation with agricultural activities will further support corporate uptake of renewable energy. This session will explore the potential of heat-pumps, hydrogen, agrivoltaics and EVs to tackle “the other half” challenge, offering market intelligence, practical tips and real-life examples from pioneers in the fields.

Moderator: Annie Scanlan, Policy & Impact Director, RE-Source Platform

Participants:

Christian Pho Duc, Chief Technology Officer at Smartenergy (hydrogen)

Christophe Lits, Market Analyst, SolarPower Europe (PV and heat pumps)

Ivo Tsachev, EV fleets and charging infrastructure

agrivoltaics example (tbc)

11:30 - 11:45 **Closing remarks and Farewell!**