



# Energy Market South East Europe 2012

The third EU internal market package as admission ticket to the European Union

► 6 September 2012, Swiss Diamond Hotel Prishtina, Kosovo

## Our speakers:



Dr. Besim Beqaj,  
Minister of Economic  
Development,  
Republic of Kosovo



Dr. Gunter Schall,  
Head of private sector  
and development, ADA



Christoph Kloidt,  
Managing Director,  
bofest consult GmbH



Jan-Peter Olters,  
Country Manager Kosovo,  
The World Bank



Sven Nuhn,  
Head of Network Sales,  
E.ON Mitte AG



Besjan Pesha,  
Executive Director,  
National Agency of Natural  
Resources - AKBN



Fadil Ismajli,  
Chief Executive Officer,  
KOSTT j.s.c.



René Eschemann,  
Director, KfW Regional  
Office Albania and  
Kosovo



Dr. Christian Gabriel,  
Chief Executive Officer,  
Devoll Hydropower Sh.A.



Reinhard Trenkle,  
Head of Programme  
Economy Promotion,  
GIZ



Christoph Busch,  
Managing Director,  
AVG Köln mbh



Luke Franson,  
Investment Advisor,  
Green for Growth Fund  
South East Europe

## The topics of the conference:

- Tomorrow's South East European energy markets - where is the journey heading?
- Current challenges and implementation of liberalization requirements
- Potentials for Renewable Energy and Energy Efficiency
- Examples for realized and planned projects in South East Europe concerning energy generation, distribution and efficiency

# The future of the South East European energy market

For South East Europe the energy sector is the key to regional economic growth, increasing prosperity as well as a potential door opener to the European Union, as the natural resources in South East Europe offer diverse investment opportunities. In October 2005, the European Community and numerous states of South East Europe signed the "Treaty establishing the Energy Community". On this basis, the contracting parties have committed themselves to implement the EU legal acts for the energy industry.

**Energy Market South East Europe 2012** provides a platform for information exchange, in which decision makers of the energy industry and politics discuss challenges, investment opportunities and future trends.



## Program

Thursday 6 September 2012

8:30 - 9:00

### Registration, hand out of conference documents

9:00 - 9:20

### Opening of the conference by the chairmen

*Bashkim Malushaj, Managing Director, evroenergie L.L.C*

*Dr. Gunter Schall, Head of private sector and development, Austrian Development Agency*

9:20 - 10:00

### Energy related perspectives in Kosovo

*Dr. Besim Beqaj, Minister of Economic Development, Republic of Kosovo*

## Current challenges, future trends and regulation

10:00 - 10:20

### Challenges of the third EU internal market package

*Christoph Kloidt, Managing Director, bofest consult GmbH*

- ▶ Which requirements are to be fulfilled already?
- ▶ What can be expected from the European Union?

10:20 - 10:50

### Break with coffee and tea

10:50 - 11:10

### Increasing complexity and costs due to regulation

*Sven Nuhn, Head of Network Sales, E.ON Mitte AG*

- ▶ Current challenges for network operators based on the example of Germany
- ▶ Consequences for IT systems and organizational structures



11:10 - 11:30

### Strategy for grid expansion in Kosovo until 2021

*Fadil Ismajli, Chief Executive Officer, KOSTT j.s.c.*

- ▶ Planned grid connection to neighbor countries
- ▶ Conditions and projects for the integration of decentralized energy generation

11:30 - 12:00

### Questions and discussion

**Moderator:** *Kujtim Dobruna, President, Economic Initiative Kosovo - ECIKS*

12:00 - 13:30

### Lunch and time for personal dialogues

## Projects and investment potentials in South East Europe - Renewable Energy as growth driver

13:30 - 13:50

### Renewable Energy and Energy Efficiency

*Jan-Peter Olters, Country Manager for Kosovo, The World Bank*

- ▶ Investment potentials
- ▶ Strategy followed by The World Bank in South East Europe

13:50 - 14:10

### Expansion of power plants and network infrastructure

*René Eschemann, Director, KfW Regional Office Albania and Kosovo*

- ▶ Stabilization of electricity supply
- ▶ Current and planned projects by KfW

14:10 - 14:30

### The influence of wind energy on the economic development of Kosovo

*Reinhard Trenkle, Head of Programme Economy Promotion, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH*

- ▶ Establishment of value-added chains and know-how
- ▶ Positioning as pioneer in the region

14:30 - 14:50

### A bottom-up perspective: Innovative financing solutions for Renewables and Energy Efficiency

*Luke Franson, Investment Advisor, Green for Growth Fund South East Europe*

- ▶ Energy Efficiency Product-portfolio Matching
- ▶ Non-recourse Project Finance

14:50 - 15:20

### Questions and discussion

**Moderator:** *Svetlana Stojisic, Regional Manager for South East Europe and Western Balkan, Wirtschaftskammer Österreich*

15:20 - 15:50

### Break with coffee and tea

15:50 - 16:10

### Investment potentials of hydropower plants in Albania

*Besjan Pesha, Executive Director, National Agency of Natural Resources - AKBN*

- ▶ Chances and conditions
- ▶ Planned projects

16:10 - 16:30

### Successful implementation of a hydropower plant

*Dr. Christian Gabriel, Chief Executive Officer, Devoll Hydropower Sh.A.*

- ▶ The largest current investment in hydropower in Albania - From the idea to the commissioning
- ▶ Milestones and bottlenecks

16:30 - 16:50

### Energy potentials of waste

*Christoph Busch, Managing Director, AVG Köln mbh*

- ▶ Utilization of the potentials for energy generation by waste incineration based on the example of Germany
- ▶ Perspectives for the South East European countries and presentation of a project concept for Kosovo

16:50 - 17:20

### Questions and discussion

**Moderator:** *Lulzim Sylja, Chairman of the Committee on Energy Efficiency, Kosovo Renewable Energy Association - SHERK*

17:25

### End of the conference Energy Market South East Europe 2012



## Who will you meet at this conference?

Members of the management, skilled professionals and executives from:

- Politics
- Energy supply companies
- Potential investors
- Energy agencies, associations and organizations
- Banks
- Software companies
- Public institutions

**with focus on the energy industry.**

## Why you should participate:

- Top-class speakers provide information on current challenges, future trends, regulatory frameworks and investment potentials in South East Europe
- Personal contacts with the market participants, made in an exclusive environment, allow you to open up new sales channels
- International as well as regional experts from the energy industry answer your questions

### Venue:

Swiss Diamond Hotel  
Str. Sheshi Nena Tereze,  
10 000 Prishtina, Kosovo

We are looking forward to hearing from you.



Arta Shehu  
Conference Manager  
arta.shehu@evroenergie.com  
Tel.: +381 (0) 38 223 481



Vjosa Kupina  
Conference Manager  
vjosa.kupina@evroenergie.com  
Tel.: +381 (0) 38 223 481

Yes, I wish to participate in the event in Prishtina on 6 September 2012 at the price of € 80,- [each person/+ VAT (16%)].

Name/First name	
Position/Department	
Phone	Fax
Email	
Company	
Street/Postal code/City/Country	
Signature	Date

**Please fill in and fax to us at: +381 (0) 38 223 482**

Kindly supported by: