



# E-TALIA

The future of wind and solar

4 - 5 June 2019 - Four Seasons Hotel - Milan

## ACCELERATING ITALY'S WIND & SOLAR MARKETS #54by2030

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# Italy: 50GW of Wind & Solar to be Built by 2030!

## 1. A CLEAR VISION FOR A RENEWABLES DRIVEN FUTURE

**Both EU targets and Italy's 2030 Plan** set clear and ambitious targets. 30+ GWs of Solar, almost 9 GW of wind over the next 11 years. That's more than 3.5GW per year!

## 2. A NEW SOLAR WAVE

The market parity tsunami is sweeping across Europe and Italy is next. The road is being paved with the **first PPA already signed** and many more in the pipeline!

## 3. RENEWABLE ENERGY AUCTIONS ON THE HORIZON

**The new renewable energy decree** is expected to be in place **within the first half of 2019**. Auctions will follow soon after and provide another attractive route into project development.

## 4. THE FIRST OFF-SHORE WIND PROJECT

The pioneering 30MW project located in the port of Taranto confirms the massive potential for developing off-shore wind in Italy

## 5. A DYNAMIC M&A MARKET

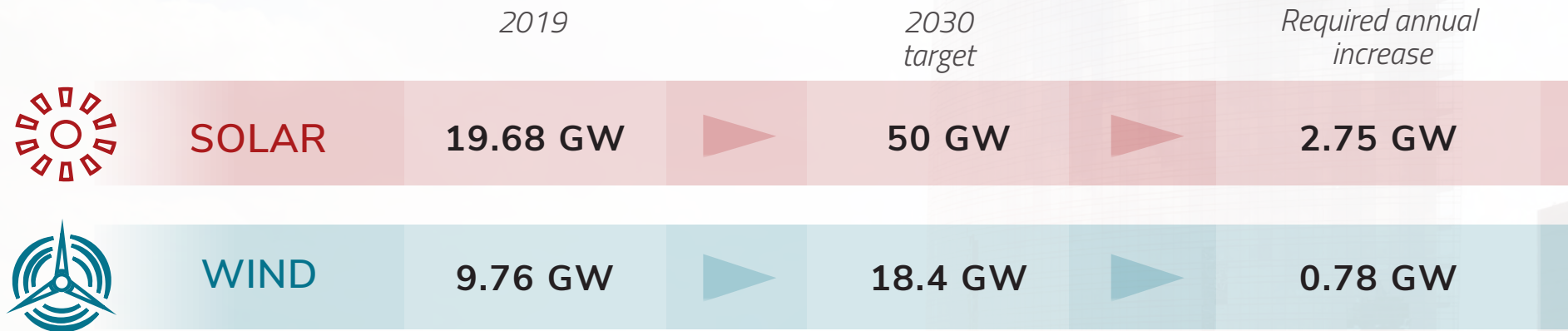
With the **top 5 players in the market owning only 3.8% of Italy's total installed capacity**, the race for consolidation is on and asset optimization has never been more of a priority.

Uniting traders, utilities, corporates, investors and banks with Italy's renewable energy value chain. E-Talia Summit is here to unlock the country's wind and solar potential and help reach **54% clean electricity by 2030**

Already participating at E-Talia Summit







**E-Talia Summit 2019** promises to create the leading international platform where only the most senior global industry representatives will meet to shape the future of Italy's Renewable Energy Sector and achieve 2030 targets.

## 4 KEY THEMES FOR 2019

### 1. A NEW SOLAR WAVE

**Grid Parity & PPAs:** engage with investors, developers and off-takers as they come together to look at case studies and solve the PPA puzzle

### 3. 2019 AUCTIONS

**Join leading developers** and utilities as they discuss how they prepare for 2019 auctions and the associated risks/opportunities

### 2. WIND PROJECT DEVELOPMENT

**Gain insight and meet the protagonists** behind pioneering wind project including Italy's first off-shore farm

### 4. ASSET MANAGEMENT AND O&M

Connect with Italy's key asset owners & M&A community to discuss challenges in optimisation and revamping of wind & solar assets



# Join the Leaders in Italy's Clean Energy Markets

At **E-Talia Summit 2019**, companies with an interest in Italy's clean energy journey will join over 250 C-level attendees to contribute as thought leaders, showcase their technologies and share insights with pre-qualified developers, EPCs, investors and installers.

Get involved to...

Demonstrate Thought Leadership &  
**Technology Innovation**

Create highly impactful and lasting  
**Brand Presence**

Conduct over 75 meetings with both **existing and potential customers**

**Raise your company profile at E-Talia Summit** and show your leadership. To find out about our Networking Arena, please contact

**Maria Onofrio**

Business Development Manager

[maria.onofrio@greenpowerglobal.com](mailto:maria.onofrio@greenpowerglobal.com)

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Networking Arena in front of over  
200 C-Level attendees



**Position your company**  
as a key player in  
renewable energy

# Get Inspired by E-Talia's Powerful Agenda of 70+ Thought Leaders

**DAY 1** - Tuesday 4th June

**DAY 2** - Wednesday 5th June

1-2-1 Networking opportunities & coffee

Italy on the Starting  
Blocks: Towards 2030

Risks & Opportunities in  
the Secondary Market

Asset Management  
Optimization

Networking lunch

Italy's New Solar

Italy's New  
Wind

O&M Solar

Corporate  
Market - O&M  
Wind

Exclusive Drinks  
Reception

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/// I want to thank Nadim and the Green  
Power team **for their fantastic work...**

**Al Gore**  
Former US Vice President



E-TALIA SUMMIT  
IN NUMBERS



**70+**  
SPEAKERS



**250+**  
ATTENDEES



**20+**  
HOURS OF  
CONTENT




# 70+ Thought Leaders: Project Developers, Financiers & Experts




**Ed Pitt Ford**  
Senior Investment Manager  
**Octopus Investments**




**Marco Bertazzi**  
Head of Operations  
Southern Europe **Encavis**

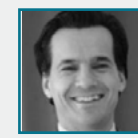
**Giovanni D'Andria** Director - Real  
Assets: Renewable Power  
Group **Blackrock**





**Federico Campione**  
Operations & Commercial  
Manager **Eni**





**Alberto Paturzo**  
Director Southern Europe  
**Bluefield Partners**



**Miguel Morales**  
Global Head of Power  
Project Financer **Santander**





**Conor McGuigan** Director of  
Business Development for  
Europe **Lightsource BP**

**Roberto Magnanelli** Head of  
Renewables Energies  
Development **Engie**

**Ulrika Wising**  
Head of Solar & Battery  
Storage **Macquarie**




**Eleonora Petrarca**  
Head of Business  
Development **Enel**




**Unsal AI** Head of Power Business  
Development **Shell Energy  
Europe Limited**




**Konstantino Tsolakoglou**  
Head Of Engineering  
**RTR CAPITAL**






**Gianluca Boccanera**  
Managing Director Italy  
**NextEnergy Capital**





**Giuseppe Tammaro**  
Chief Executive Officer  
**Global Solar Fund**




**Alessandro Migliorini**  
Country Manager Italy  
**European Energy A/S**

**Carmelo Scalone** Head of  
Business Development and  
M&A **Falck Renewables**




**Diomidis Dorkofikis**  
Director  
**Foresight Group**





**Marco Wedemeier**  
Senior Director  
**Nord LB**





**Michele Appendino**  
Chairman  
**Solar Ventures**




**Edgar Arvizu**  
Head of Development &  
Power Marketing **Sonnedit**





**Luca Matrone**  
Global Head of Energy  
**Banca Intesa Sanpaolo**



# 70+ Thought Leaders: 2 Days of Content-Rich Market Detail

**Paolo Grossi**  
Amministratore Delegato  
**Innogy**




**Massimo Ricci**  
Direttore Divisione Energia  
**ARERA**



**Roberto Micoli**  
Group Head of Finance  
**Falck Renewables**




**Adele Ara**  
Director of Asset Management  
**Lightsource BP**



**Federico Giannandrea**  
Partner, Head of Southern Europe  
**Foresight Group**



**Simone Togni**  
Presidente  
**ANEV**



**Virginia Canazza**  
Chief Executive Officer  
**REF-E**




**Lorenzo Longo** Managing Director,  
Business & Project Development,  
Renewable Energy  
**Wpd Italia**



**Sauro Mostarda**  
Head of Operations & Development  
**Solar Ventures**



**Gianfranco Memoli**  
Country Manager - Italy  
**X-ELIO**




**Gianluca Biscotti**  
Executive Chairman  
**Studio BFP**



**Paolo Sereni**  
Vice President  
**SUSI Partners AG**



**Tommaso Barbetti**  
Founding Partner  
**Elemens**



**Mattia Giussani**  
Power Origination  
**DXT Commodities**



**Simone Rodolfi**  
Head of Origination & Business Development  
**AXPO**




**Stefano Cavriani**  
Founding and Managing Partner  
**Ego Trade**



**David Delaire**  
Managing Director  
**MPC Capital**



**Riccardo Siliprandi**  
Principal Consultant  
**Pöyry**



**Luca Bragoli**  
Head of International and Institutional Affairs  
**ERG**



**Giacomo Occhilupo**  
Amministratore Delegato  
**Gruppo MondoPower**



**Fausto Pappalardo**  
Vice President Italy Technology  
**NextEnergy Capital**







# 70+ Thought Leaders: Outstanding Face to Face Networking



**Majdouline El Aasemi**  
Senior Consultant Renewable Energy  
**South Pole**

**Alessandro Marangoni**  
CEO  
**Althesys**



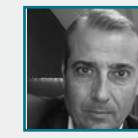

**Francesco Marghella**  
Senior Analyst  
**Althesys**






**Diletta Zeni**  
Advisor Energy  
**Wind Europe**





**Fernando Dominguez**  
Executive Director  
**Santander**

**Enrico Oddone** Business Development - Head of Planning & Evaluation  
**ERG**

**Massimo Pecorari**  
Group Head - Project Finance  
**Unicredit**




**Paolo Sammartino**  
Chief Operating Officer  
**Renexia SpA**




**Gianni Chianetta**  
Co-Chairman  
**Global Solar Council**




**Michele Governatori**  
Presidente  
**European Energy Retailers**




**Luca Concone**  
Chief Executive Officer  
**Solar Investment Group**





**Romina Maurizi**  
Direttore  
**QE - Quotidiano Energia**





**Giuseppe Moro**  
Chief Executive Officer  
**Convert Italia**





**Egidio Labanca**  
Chief Executive Officer  
**AEER**


**Guido Paci**  
Head of Project Finance  
**Monte dei Paschi di Siena**



**Paolo Rocco Viscontini**  
President  
**ItaliaSolare**





**Gionata Picchio**  
Vicedirettore  
**Staffetta Quotidiana**

**Laura Serri** Head of Research  
Group **RSE - Ricerca Sistema Energetico**

**Davide Bartesaghi**  
Direttore Responsabile  
**Solare B2B**



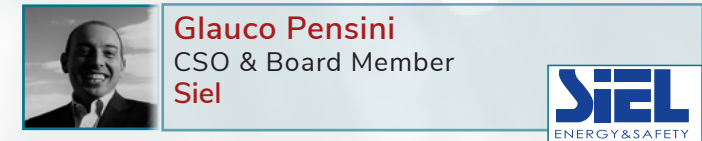
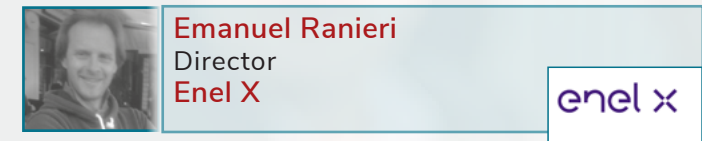
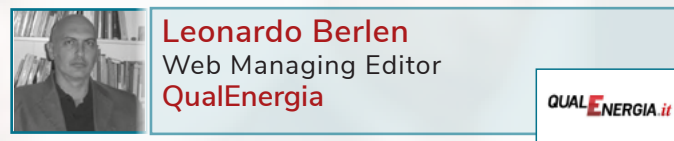
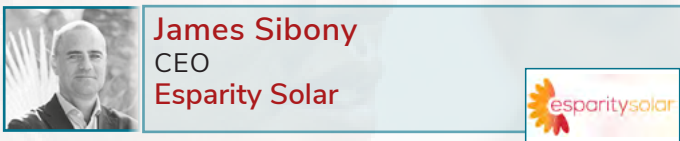
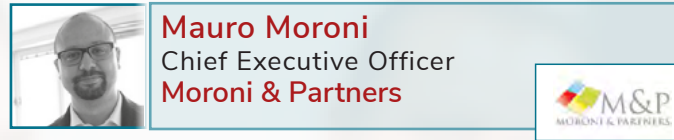

**Susanne von Aichberger**  
Senior Analyst Solar Power  
**IHS Markit**




**Enrico Ambrosini**  
Head of European Power Origination  
**TrailStone**



# 70+ Thought Leaders: Project Developers, Financiers & Experts



If you are interested in  
speaking at E-Talia Summit

please contact

**Nadim Chaudhry**

Event Director

[nadim.chaudhry@greenpowerglobal.com](mailto:nadim.chaudhry@greenpowerglobal.com)

+44 (0) 203 7099 0600



# E-Talia Summit Agenda

## Day One – Tuesday 4th June

### – ITALY ON THE STARTING BLOCKS: TOWARDS 2030

#### – 08.45 - Opening Remarks

Leonardo Berlen, Web Managing Director, **QualEnergia**

#### – 09.00 - Global Overview of the Energy Disruption

- Technology driven disruption from the oil age to the electric age
- New business models for the new service paradigm, from metered electrons to services
- Enel X case studies, global lessons and Italy

Emanuel Ranieri Director **Enel X**

#### – 09.30 - EU Renewable Targets Round Table: Strategic and Regulatory Challenges

- What steps have been taken so far to put Italy on track to reach European targets of 32%
- How can Italy be successful in attracting large amounts of international investment?
- What will be the role of renewable energy auctions in driving development?
- How will Wind and Solar combine to achieve the required growth in renewables?
- Are wind and solar markets expected to drive themselves independently from state intervention in the long term?
- How will the national energy network need to adapt to welcome the new renewable capacity?
- Analysing the distribution and transmission requirements
- How can the development of large scale projects and distributed energy systems be coordinated?
- How will dispatch systems need to be adapted and regulated?

**Moderator:** Leonardo Berlen Web Managing Editor **QualEnergia**  
Massimo Ricci Direttore Divisione Energia **ARERA**  
Gianni Chianetta Co-Chairman **Global Solar Council**  
Egidio Labanca Chief Executive Officer **Arpinge Energy Efficiency & Renewables**  
Luca Bragoli Head of International & Institutional Affairs **ERG**

#### – 10.10 - The Financing Challenge for Italy's New Energy Transition

- What is the appetite of Italian and international financiers and investors to finance solar and wind projects in Italy?
- Which are the key requirements of a PPA for the projects to be bankable?
- Which are the key risk factors that require mitigation to make grid parity projects bankable?
- What comparisons can be drawn with recent experiences in the Nordics and Spain?
- What are the biggest challenges and opportunities in financing large scale auction driven projects?
- Which financing structures and partnership will be most successful in financing auction winners?

**Moderator:** Tommaso Barbetti Founding Partner **Elemens**  
Miguel Morales Global Head of Power Project Finance **Santander**  
Guido Paci Head of Project Finance **Monte dei Paschi di Siena**  
Roberto Micoli Group Head of Finance **Falck Renewables**  
Marco Wedemeier Senior Director **Nord LB**

#### – 10.50 - Increasing Project Revenue Streams

- How to accurately value and extract greater revenue from Guarantees of Origin

Fabio Mancin, Chief Executive Officer, **NValue**

#### – 11.20 - "Speed Networking", Morning Refreshment & Coffee - Sponsored by



# E-Talia Summit Agenda

## Day One – Tuesday 4th June

### 11.50 - Italian Energy Economics, Price Prediction and Technology LCOE

- Analysing the structure and diversity of Italy's current energy matrix
- How will global energy trends and technological innovation influence the Italian market?
- With energy pricing being key to the economics of project development, what are the economics and margins in Italy to reduce electricity prices AND decarbonise the grid?
- What are the technology trends for costs of LCOE? How will wind continue to decline both onshore/offshore and will solar costs halve again in the coming decades?
- How solar technology efficiency and productivity gains have led to dramatic falls in the cost of solar electricity?

**Moderator:** Leonardo Berlen Web Managing Director

**QualEnergia**

Giuseppe Moro Chief Executive Officer **Convert (a Valmont Company)**

Francesco Marghella Senior Analyst **Althesys**

### 12.20 - The Etalia CEO Visionary Interview – Solar Energy Disruption

- The Beginning of the Solar Age
- Solar driving Decarbonisation, Decentralisation and Digitalisation

**Moderator:** Leonardo Berlen Web Managing Director

**QualEnergia**

Diego Percopo Chief Executive Officer **EF Solare Italia**

### 12.40 - Regulating and Deregulating: How to Streamline Renewables Project Development

- Whilst new national decrees look to streamline and incentivise market development, regional permitting processes are stifling renewables. How can the industry move beyond this dichotomy?
- With more than 4GWs of project required annually to reach 2030 targets, what strategies can be implemented to streamline the regional authorization process?
- Analysing case studies of authorization processes and key learning points

**Moderator:** Romina Maurizi Direttore **Quotidiano Energia**

Simone Togni Presidente **ANEV**

Mauro Moroni CEO **Moroni & Partners**

Giuseppe Tammaro CEO **Global Solar Fund**

Cristiano Spillati Managing Director **Limes Renewable Energy**

### 13.10 - Networking: Extended Lunch - Sponsored by

**e<sub>2</sub>i energie speciali**



# E-Talia Summit Agenda

## Day One – Tuesday 4th June

### ITALY'S NEW SOLAR

#### 14.30 - A Cross Industry Discussion: Italy's Solar Utility Scale Market 10 years into the future

- Who will be the main players driving growth in grid parity and utility scale solar?
- What is the minimum energy price required to develop the industry sustainably?
- Is there a shortage of locations to sustain development?
- What needs to change from a regulation standpoint over the next 10 years for Grid Parity to flourish?
- What infrastructure developments need to occur to allow the connection of 40GW of solar?

**Moderator:** Riccardo Siliprandi *Principal Consultant* Pöyry Management Consulting  
Luca Concone *Chief Executive Officer* Solar Investment Group  
Carmelo Scalone *Head of Business Development and M&A* Falck Renewables  
Michele Appendino *Chairman* Solar Ventures  
Conor McGuigan *Director of Business Development for Europe* Lightsource BP  
Giovanni D'Andrea *Director - Real Assets: Renewable Power Group* Blackrock

#### 15.10 - New Solar Project Development Case Studies

- Case study analysis
- What are the key success factors for developing projects?
- How were the projects financed?
- Was the project backed by a PPA?
- What's the current state of PV technology and what are the best options to optimise the performance of recent projects?
- What are the crucial lessons learnt going forward with new projects?

**Moderator:** Davide Bartesaghi *Director* Solare B2B  
Ed Pitt Ford *Senior Investment Manager* Octopus Investments  
Simone Rodolfi *Head of Origination & Business Development* AXPO  
Alessandro Migliorini *Country Manager Italy* European Energy  
James Sibony *Chief Executive* Esparity Solar  
Rodolfo Bigolin *Managing Partner* Horus Capital & Suncore Energy

### ITALY'S NEW WIND

#### 14.30 - Italian Wind Sector: The Big Picture

- How does Wind fit into Italy's national energy strategy?
- What is the potential to develop wind projects in Italy and where?
- What are the bottlenecks?
- What will be the scale of projects, utility scale or smaller projects?
- How much capacity will come from green field developments vs repowering?

**Moderator:** Mariyana Yaneva *Product Manager* Renewables Now  
Paolo Grossi *Amministratore Delegato* Innogy  
Laura Serrim *Head of Research Group* RSE - Ricerca Sistema Energetico  
Lorenzo Longo *Managing Director, Business & Project Development* Renewable Energy Wpd Italia  
Roberto Magnanelli *Head of Renewable Energies Development* ENGIE

#### 15.10 - Financing Wind Project Development: Auctions vs Market

- Will the auction system be successful in attracting investment?
- Could market parity projects provide a better return than projects under state auctions?
- What are the economics of wind solar development?

**Moderator:** Mariyana Yaneva *Product Manager* Renewables Now  
Virginia Canazza *Chief Executive Officer* REF-E  
Enrico Oddone *Business Development - Head of Planning & Evaluation* ERG  
Luca Matrone *Global Head of Energy* - Intesa Sanpaolo  
Pedro Gomes Pereira *Managing Director - Southern Europe* Eurowind

# E-Talia Summit Agenda

## Day One – Tuesday 4th June

### 15.50 - Networking: Afternoon Refreshments & Coffee

## SOLAR GRID PARITY

### 16.20 - PPA: Trader's Perspective of the Market

- What are the priorities of a trader when entering into negotiations of PPA contract?
- Where can traders be more flexible?
- Which hedging strategies can they use to make PPAs bankable?
- Which elements need to be in place to conduct a successful PPA negotiation
- Can traders account for large amounts of growth in Italian solar?

**Moderator:** Gionata Picchio *Vicedirettore* **Staffetta Quotidiana**  
Majdouline El Aasemi *Senior Consultant Renewable Energy* **South Pole**  
**Enrico Ambrosini** *Head of European Power Origination* **Trailstone**  
Mattia Giussani *Power Origination* **DXT Commodities**  
Stefano Cavriani *Founding and Managing Partner* **Ego Trade**  
Vincenzo Quinci *Originator Structured Origination* **Danske Commodities**

### 17.00 - Comparative Approaches to PPAs: Learning from the Neighbours

- Analysing case studies of successful PPA in the Nordics & Spain?
- What are the circumstantial differences with Italy's current landscape?
- Which factors show the most disparity compared to Italy: energy prices, regulation, investment appetite, regional administrations or other?
- What lessons can be learned?

**Moderator:** Dario Gallanti *Partner* **Our New Energy**  
Michele Governatori *Presidente* **European Energy Retailers**  
Gianfranco Memoli *Country Manager - Italy* **X-Elío**  
Ulrika Wising *Head of Solar and Battery Storage* **Macquarie**  
Federico Giannandrea *Partner, Head of Southern Europe* **Foresight Group**  
Edgar Arvizu *Head of Development & Power Marketing* **Sonnedix**

### 18.10 - Networking: Extended Drinks Reception - Sponsored by

All attendees are invited to relax and enjoy drinks and food courtesy of Europe's leading solar tracker company, Convert. The party will be held nearby at the fabulous Martini Terrace from where attendees can enjoy great networking and fantastic views of Milan's iconic Cathedral, il Duomo.

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## WIND: 2019 AUCTIONS

### 16.20 - Wind Project Development & Construction Best Practice, & Case Studies

- Exploring best practice learned from developing projects in Italy?
- What are the challenges to building wind projects in Italy?
- What are the opportunities for repowering and greenfield sites in Italy?

Eleonora Petrarca *Head of Business Development Italy* **Enel Green Power**  
Luca Faedo *Chief Executive Officer* **Alerion Clean Power**  
Andrea Perduca *Chief Executive Officer* **Renovico**

### 17.00 - Exploring the Potential of Italian Offshore Wind

- What are the predictions for the offshore market in Italy?
- Exploring a case study of the first Italian offshore project
- What are currently the largest challenges facing this market
- Exploring best practice in project development and construction
- Which are key lessons to be learned from offshore development worldwide?

Paolo Sammartino *Chief Operating Officer* **Renexia SpA**  
Laura Serrim *Head of Research Group* **RSE - Ricerca Sistema Energetico**





# E-Talia Summit Agenda

## Day Two – Wednesday 5th June

**Moderator:** Francesca Morra *Partner* **Paul Hastings**

### 08.45 - PPA Masterclass: PPA, a risk allocation tool to the service of market parity?

- An indepth exploration of the some of the latest best practice in Italian PPA's from two of the leading experts in the market.

Dario Gallanti *Partner* **Our New Energy**  
Lorenzo Parola *Partner* **Paul Hastings**

### 09.40 - What are the Current Challenges and Appetite to Integrating Storage Solutions?

- Is the investment required still too high to justify the addition of storage to operational projects?
- Which storage solution is the currently the most viable?
- What kind of regulation could be introduced to accelerate storage integration into projects?
- Analysing best practice and case studies of pioneering projects

Virginia Canazza *Chief Executive Officer* **REF-E**  
Paolo Sereni *Vice President* **Susi Partners**

### 10.15 - Latest Intelligence on E-Mobility and the Impact on the Grid

- Measuring the trend and forecasting the take up of alternative vehicle propulsion vehicles
- The potential impact on the grid and the demand for electricity

Claudio Vittori *Senior Research Analyst E-Mobility* **IHS Market**



## OPPORTUNITIES IN ITALY'S M&A MARKETS

### 10.40 - Consolidation & Creating Economies of Scale: Identifying Opportunities in the Secondary Market

- With the top five players owning only 3,8% of Italy's total installed capacity, what kind of consolidation can we expect in years to come?
- What are the key challenges in consolidating varied assets?
- Which type of assets offer the most value within aggregation strategies?
- When is an asset beyond recovery in terms of its performance?

**Moderator:** Susanne Von Aichberger *Senior Analyst*  
Solar Power **IHS Markit**

Diomidis Dorkofikis *Director* **Foresight Group**  
Gianluca Boccanera *Managing Director Italy* **NextEnergy Capital**  
Alessandro Marangoni *Chief Executive Officer* **Althesys**  
Paolo Sereni *Vice President* **Susi Partners**

### 11.20 - Networking: Morning Refreshments & Coffee - Sponsored by





# E-Talia Summit Agenda

## Day Two – Wednesday 5th June

### 11.50 - Best Practice in Managing Large Portfolios of Assets

- What are the key challenges in managing large fleets of small assets?
- What are the impacts on operational structure of having assets in diverse territories?
- Embracing Tech Centralization and Best Practice in Asset Management
- Exploring key factors in maintaining healthy owner contractor relationships
- Analysing the necessity for efficient processes when stepping into a post-warranty ISP-led world

Marco Bertazzi Head of Operations Southern Europe **Encavis**  
Francesco Girardi Chairman **Bluefield Partners**  
Adele Ara Director of Asset Management **Lightsource BP**  
Mauro Folcarelli Chief Operating Officer **Global Solar Fund**

### 12.30 - Navigating the Tech Landscape: Discovering the Best Tools to Optimise & Streamline

- How have systems and software developed to support efficient asset management and cross portfolio optimization?
- Is there a need for solutions to become more flexible and tailored to the needs of asset managers?
- Which newest solutions are worth the investments and provide tangible results?
- Exploring the latest advances in big data processing and advances analytics

Paolo Sereni Vice President **Susi Partners**  
Paolo Rocco Viscontini President **ItaliaSolare**  
Federico Campione Operations & Commercial Manager **Eni**



### 13.10 - Networking: Extended Lunch

## RISKS, OPERATIONS & MAINTENANCE

### 14.30 - Reducing Secondary Market Acquisition Risks

- Which are the elements of due diligence that carry the highest risk within the Italian market?
- Should investors look to Integrate O&M guidance during the acquisition due diligence period?
- Which technical analysis should be carried out during due diligence and what is the potential for cost saving?

**Moderator:** Majdouline El Aasemi Senior Consultant Renewable Energy **South Pole**  
Gianluca Biscotti Executive Chairman **Studio BFP**  
Fausto Pappalardo Vice President Italy Technology **NextEnergy Capital**

## CORPORATE MARKET

### 14.30 - Towards a Corporate Market of Green Energy Sourcing

- What are the key benefits of using energy from green sources?
- Are corporate PPA currently a viable option for large Italian companies?
- What is the current regulatory developments for a PPA market?
- How will the way corporates source energy likely to change in the next 10 years?
- Which technologies can help support the transition to sourcing 100% renewable energy?

# E-Talia Summit Agenda

## Day Two – Wednesday 5th June

### O&M SOLAR

#### 15.10 - Exploring Efficient & Innovative Strategies for Solar O&M

- Exploring the largest challenges in revamping and repowering Italian solar assets
- Analysis and metrics to identify the best timing to implement revamping and repowering operations
- What's the current state of PV technology: bifacials, mono, module prices
- Fixed mounting vs trackers
- Analysing the developments in inverter technology that can provide greatest stability and efficiency
- Which new technologies can we expect to see on the market in the next decade?
- Challenges of Italian Market for Inverter Technology (efficiency, grid features and grid services)

Mauro Moroni CEO **Moroni & Partners**

Leonardo Lotti Senior Manager Business Development - System Business **Trina Solar**

Giacomo Occhilupo Amministratore Delegato **Gruppo MondoPower**

Glauco Pensini CSO & Board Member **SIEL**

#### 15.50 - Networking: Afternoon Refreshments & Coffee

#### 16.20 - Integrating Asset Optimization from the Development & Construction Stage

- Are plant designs taking enough care in integrating O&M considerations?
- How to correctly integrate local environment operational factors in to plant conception and development
- What are the key challenges in developing and building a plant that will operate according to the stated output?
- Best practices in defining KPIs for assets

Konstantino Tsolakoglou Head Of Engineering **RTR Capital**

David Delaire Managing Director **MPC Capital**

#### 17.00 - Chair's Address & Conference Close

### O&M WIND

#### 15.10 - Case Study in Optimizing and Adding the value to Wind Assets?

David Delaire Managing Director **MPC Capital**

Francesco Paolo Liuzzi Managing Director - Italy **Baywa-RE**

#### 15.50 - Networking: Afternoon Refreshments & Coffee

#### 16.20 - Exploring Efficient & Innovative Strategies for Revamping & Repowering

- What are the biggest challenges to repowering Italian Wind Fleets?
- What are the economics for repowering projects in Italy
- How does current regulation impact the efficiency of repowering strategies?
- Analysing when is the ideal time to revamp and repower
- Which turbine Technologies are most adapt and most easily deployed to Italy's on-shore landscapes?

Diletta Zeni Advisor Energy **Wind Europe**





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## WHY ATTEND?

- **Network and create business** with decision makers across Italy's renewable energy value chain.
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- Learn about the **current challenges and opportunities** facing the Italian renewables sector on the route to 2030 targets.
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**// ...The conference not only pulls together a very impressive group of panellists, but allows the opportunity to **interact directly with the decision makers active in each market****

Business Development Manager  
**Trina solar**

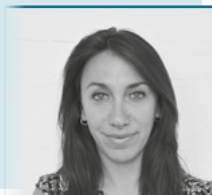


# Meet the E-Talia Summit team

For all **Sponsorship and Exhibition** enquiries please contact:

## Maria Onofrio

Business Development Manager  
[maria.onofrio@greenpowerglobal.com](mailto:maria.onofrio@greenpowerglobal.com)  
+44 (0)203 355 4212



Interested in **attending as a delegate?** please contact:

## Jonathan Hull

Head of Delegate Sales  
[jonathan.hull@greenpowerglobal.com](mailto:jonathan.hull@greenpowerglobal.com)  
+44 (0) 203 355 4207



For any enquires about the programme, or **speaker opportunities** please contact:

## Nadim Chaudhry

Event Director  
[nadim.chaudhry@greenpowerglobal.com](mailto:nadim.chaudhry@greenpowerglobal.com)  
+44 (0) 203 7099 0600



For any enquires about the venue or **where to stay in Milan** please contact:

## Maggie Koperkiewicz

Head of Operations  
[maggie.k@greenpowerglobal.com](mailto:maggie.k@greenpowerglobal.com)  
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**Green Power Global was founded in London in 2003** to accelerate the fight against climate change by creating events that connect senior level decision makers in the renewable energy space.

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Executive Board Member  
**First Climate**