



## ACCELERATING ITALY'S ELECTRIC FUTURE

## #54by2030

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## The 2nd Annual E-Talia

E-Talia 2020 will unite traders, utilities, corporates, investors and banks with Italy's renewable energy value chain to

- Unlock the country's wind/solar potential
- Assist corporate/industrial players with their energy strategies
- Accelerate electricity storage and E-mobility 32% clean energy by 2030



**E-Talia offered  
AN EXTREMELY  
IN-DEPTH AND  
THOROUGH UPDATE  
of the Italian  
renewable landscape."**

**Bluefield**

If you wish to **speak at the conference**  
please contact

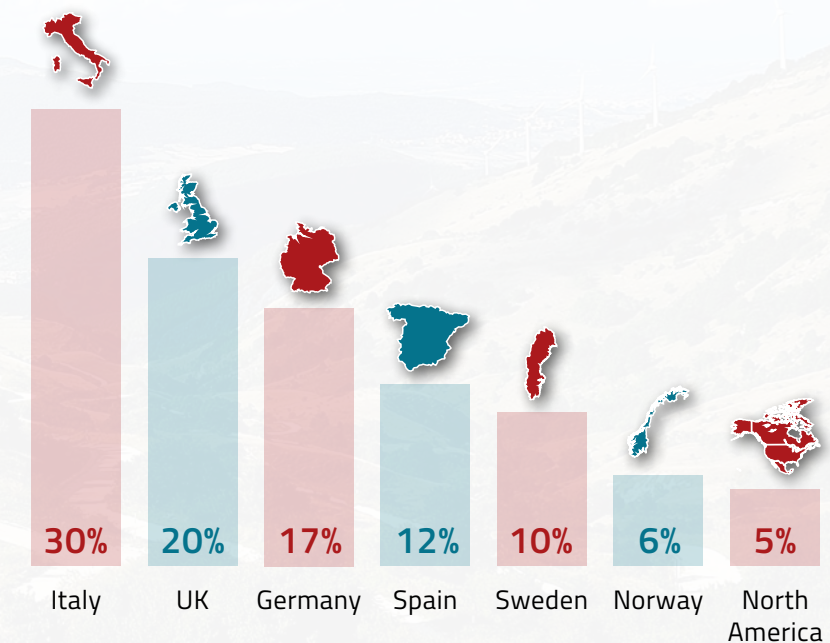
**Nadim Chaudhry**  
Event Director  
[nadim.chaudhry@greenpowerglobal.com](mailto:nadim.chaudhry@greenpowerglobal.com)  
+44 (0) 203 7099 0600



## Audience

### High Quality Senior Decision Makers from:

- Utility Scale Project Developers
- Installers
- Distributors
- Municipalities
- Commercial & Industrial Energy Managers & Buyers
- Energy Advisors
- Architects
- Housing Corporations
- Agricultural Companies
- Real Estate
- Property Developers
- EPC Contractors
- Tourism & Hotel Owners
- & many many more



## DAY 1 - Tuesday 8<sup>th</sup> September

Italy New Energy Leaders: Towards 2030

▪  
Financing the New Energy System

The Regions Panel

## DAY 2 - Wednesday 9<sup>th</sup> September

Women in Renewables Breakfast Briefing

Building a 21st Century Grid ▪  
Financing Energy Infrastructure & Risk  
Management

Electricity Trading  
Italy

Wind Power  
Revamping,  
Repowering - O&M

Networking Lunch

Utility Scale Solar  
▪  
Solar Power Plant  
Construction

Wind Power Best  
Practice  
▪  
Energy Storage,  
Hydro & Pumped  
Hydro

Energy M&A  
▪  
Digital Asset  
Management - O&M

Circular Economy  
& Energy  
▪  
Rolling Out  
E-Charging Networks

PPAs

Corporate &  
Industrial Energy  
Strategies

Closing Plenary - E-Talia Vision:  
Renewables, E-Mobility & Clean Hydrogen

**E-TALIA  
IS A GREAT  
SUMMIT**  
where you  
can meet the  
most active  
stakeholders  
from the wind  
and solar field  
in the Italian  
market."

**Eurowind  
Energy**



## Why Sponsor

Sponsorship gives your brand the platform to stand out from the crowd and gain an edge over your competitors, including: speaker presentations, prominent branding and an opportunity to rub shoulders with key prospects.

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Whether you are a **technology manufacturer**, a **service provider**, a **consultancy** or a **law firm**, we tailor each sponsorship package to suit your needs in this exciting emerging market.

Different to large trade shows, we concentrate on attracting the budget holders and decision makers from across the entire clean energy value chain to ensure your brand is seen by those who matter.

Seize the opportunity to showcase your knowledge and products to local and international companies actively developing and investing in Italy.

## Available Features

Maximise your networking and marketing with sponsored features

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Head of Sponsorship

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# What you can expect from E-Talia 2020



**JOIN**  
**300**  
SENIOR LEVEL  
ATTENDEES



**EXPERIENCE**  
**20+**  
HOURS OF HIGH  
LEVEL CONTENT



**HEAR FROM**  
**70**  
EXPERT  
SPEAKERS



**ORGANISE 1-2-1**  
**MEETINGS**  
THROUGH OUR  
NETWORKING APP

## Who will you meet

E-Talia attracts the most important clean energy senior decision makers covering the entire clean energy value chain:

**CEOs ▪ Presidents ▪ VPs ▪ General Directorst ▪ Technical Directors ▪ Project Directors ▪ Business Development ▪ Directors ▪ and many more...**

**35%**  Developers, Utilities and EPCs

**30%**  Solution and Technology providers

**20%**  Financiers and Investors

**10%**  Corporate and Industrial Energy Buyers

**05%**  Government Members



**“ E-TALIA GAVE ME THE OPPORTUNITY TO GET INFORMATION which we usually lack at the ground investigation consultancy level. ”**

**GMS INTERNACIONAL**



# Hear from the industry leaders shaping Italy's renewable energy future



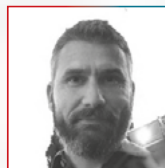
**ALBERTO MUSSO**  
Chief Operating Officer  
**E2i Energie Speciali**



**NICOLA TAGLIAFIERRO**  
Head of Sustainable  
Product Development &  
Circular Economy  
**Enel X**



**GIUSEPPE MORO**  
Chief Executive Officer  
**Convert**



**EMANUELE PICCINNO**  
Head of Staff  
Undersecretary of  
State Ministero dello  
Sviluppo Economico



**SARA GROTTOLA**  
Commercial Asset  
Manager  
**Octopus Renewables**



**CARMELO SCALONE**  
Head of Business  
Development and M&A  
**Falck**



**RAFFAELE MELLONE**  
Presidente  
**Fondo Italiano per  
l'Efficienza Energetica  
(FIEE)**



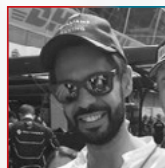
**MICHELE APPENDINO**  
Chairman  
**Solar Ventures**



**FRANCESCO CACCIABUE**  
Senior Partner  
**Glennmont Partners**



**GIOVANNI D'ANDRIA**  
Vice President  
**BlackRock**



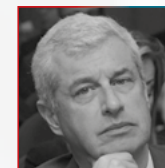
**CLAUDIO PETROLINI**  
Senior Vice President  
**Cubico Sustainable  
Investments**



**CONOR MCGUIGAN**  
Director of Business  
Development Europe  
**LightsourceBP**



**MARCO BERTAZZI**  
Head of Operations  
Southern Europe  
**Encavis**



**ALESSANDRO MARANGONI**  
Chief Executive  
Officer  
**Althesys**



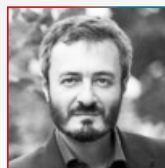
**LUCA MATRONE**  
Global Head of Energy  
**Intesa Sanpaolo**



**ELEONORA PETRARCA**  
Head of Business  
Development  
**Enel Green Power**



**LUCA CONCONE**  
Chief Executive Officer  
**Solar Investment  
Group**



**VINCENT SCHACHTER**  
Head of Energy  
Services – E-Mobility  
**Enel X**



**GIOVANNI MARINONI**  
Vicepresidente  
**ORI Martin**



**ANDREA TOLAI**  
Country Manager  
**Siemens Gamesa Italy**



**STEFANO CAVRIANI**  
Founding and  
Managing Partner  
**Ego Trade**

# Hear from the industry leaders shaping Italy's renewable energy future



**SIMONE TOGNI**  
Presidente  
**ANEV**



**EDOARDO ZANCHINI**  
Vice President  
**Legambiente**



**SIMONE RODOLFI**  
Head of Origination &  
Business Development  
**AXPO**



**ZOSIA RIESNER**  
Head of PPA  
**LightsourceBP**



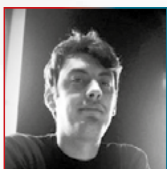
**ENRICO STRETTI**  
Senior Associate  
**ContourGlobal**  
\*attendee only



**DR GIANPIERO CARUSO**  
Vice President  
**Global Capital Finance**



**ANDREA ZAGHI**  
Director General  
**Elettricità Futura**



**EMILIO DODARO**  
Senior Engineering  
& Construction  
Underwriter  
**Swiss RE**



**GIANNI SILVESTRINI**  
Scientific Director  
**Kyoto Club**



**ALESSANDRO MIGLIORINI**  
Country Manager Italy  
**European Energy**



**MARION CALCINE**  
Managing Director  
**Ardian**



**ROBERTO DE MIRANDA**  
Membro del comitato  
esecutivo  
**ORI Martin**



**PIETRO PACCHIONE**  
Head of Project  
Development & Asset  
Management  
**Tages Capital**



**MASSIMO RESTA**  
Partner  
**Zouk Capital**



**TOMMASO BARBETTI**  
Founding Partner  
**Elemens**



**ROBERTO CASTIGLIONI**  
Co-Founder and Chief  
Executive Officer **Ikigai**  
**Energy** & Chair at **STA Solar**  
& **Storage Working Group**



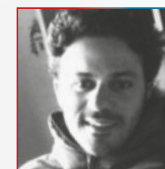
**FEDERICO GIANNANDREA**  
Head of Southern  
Europe  
**Foresight Group**



**STEFANIA CROTTA**  
Direttore  
**Direzione Ambiente**  
& **Energia, Regione**  
**Piemonte**  
\*attendee only



**CLAUDIO VITTORI**  
Senior Research  
Analyst  
**IHS Markit**



**STEFANO MARULLI**  
Direttore Generale  
**PLT Energia**



**STEFANO BIANCHI**  
Direttore Generale  
**Fichtner**

# Hear from the industry leaders shaping Italy's renewable energy future



**MATTIA  
GIUSSANI**  
Senior Power  
Originator  
**DXT Commodities**



**MAURO  
FOLCARELLI**  
Chief Operating Officer  
**Global Solar Fund**



**SARA  
DI MARIO**  
Chief Operating Officer  
**Green Arrow Capital**



**ANNARITA  
MITOLA**  
Chief Executive Officer  
**BFP Service**



**CARLO  
MONTELLA**  
Partner  
**Orrick**



**GIUSEPPE  
TAMMARO**  
Chief Executive Officer  
**Global Solar Fund**



**RODOLFO  
BIGOLIN**  
Managing Partner  
**Horus Capital**



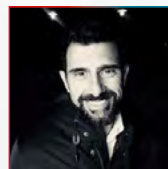
**GIANLUCA  
BISCOTTI**  
Executive chairman  
**BFP**



**RAFFAELLO  
GIACCHETTI**  
Chief Executive Officer  
**CFR**



**PAOLO  
MARTINI**  
Chief Executive Officer  
**Be Power**



**ANGELO PRETE**  
Investor & Non  
Executive Director



**GIUSEPPE  
MARONNA**  
Vice President M&A  
**Sonnedit**



**PIETRO  
ZERAUSCHEK**  
Managing Director  
**LBO France**



**GIUSEPPE  
LA LOGGIA**  
Head of Renewables  
Energy, EOS Investment  
**Management**



**GIANLUCA  
BOCCANERA**  
Managing Director -  
Italy  
**NextEnergy Capital**



**LUCA  
FAEDO**  
Head of Renewables  
**Whysol Investments**



**MATTEO  
VECCHIATO**  
Export Sales Executive  
**ESPE**



**ANDREA  
CROSETTI**  
Renewable Energy  
Senior Manager  
**Vertis Environmental  
Finance**



**BAS LUBACH**  
Global Energy Buyer  
- Global Procurement  
**Heineken**



**CRISTINA  
BRANDOZZI**  
Energy Transition  
Services Originator  
**Engie Italia**



**SIMONE  
TONON**  
Chief Executive Officer  
**4New**



## 08.30 ▪ Networking Morning Espresso, Brioche & Registration



## 08.50 ▪ E-Talia Opening from the Master of Ceremony

Tommaso Barbetti, *Founding Partner, Elemens*

## 09.00 ▪ Global Energy Transition in Numbers

Alessandro Marangoni, *Chief Executive Officer, Althesys*

## 09.30 ▪ Keynote Address: Global Overview of the Energy Disruption

## 10.00 ▪ Italy New Energy Leaders – The Strategic & Regulatory Challenges to Achieving the 2030 Targets

- What is the global energy transition?
- What steps have been taken so far to put Italy on track to reach Renewable Electricity targets of 54%?
- What new regulations are needed to attract investment that de-risks capacity investments and encourages a flexible energy system?
- How can Italy be successful in attracting the necessary capital for energy investments? What will be the role of renewable energy auctions in driving development?
- How will the national electricity system need to adapt to integrate large amounts of new renewable capacity? What are the battery storage options and role of hydrogen to help decarbonize the energy markets?

Session sponsored by



**Moderator:** Alessandro Marangoni, *Chief Executive Officer, Althesys*  
**Giuseppe Tammaro**, *Chief Executive Officer, Global Solar Fund*  
**Francesco Cacciabue**, *Senior Partner, Glennmont Partners*  
**Giuseppe Moro**, *Chief Executive Officer, Convert Italia*

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## 10.45 ▪ Networking Morning Espresso & Brioche



## 11.15 ▪ Financing the New Energy System

- What is the appetite for financing new investment into the Italian Energy Transition?
- In which markets and sectors are there bankable opportunities?
- What are the biggest challenges and opportunities in financing bids in the utility scale clean energy power auctions?
- How is Italy performing in attracting long term asset investment and maintaining a healthy M&A market to recycle capital into new projects?
- Which financing structures and partnerships are successful for other infrastructure investments such as grid upgrades, e-mobility roll outs and storage?

**Moderator:** Tommaso Barbetti, *Founding Partner, Elemens*  
**Claudio Petrolini**, *Senior Vice President, Cubico Sustainable Investments*  
**Luca Matrone**, *Global Head of Energy, Intesa Sanpaolo*  
**Pietro Zerauscheck**, *Managing Director, LBO France*  
**Conor McGuigan**, *Director of Business Development Europe, Lightsource BP*

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## 12.00 ▪ The Regions Panel

- What are the regions energy plans for power projects, energy storage and e-mobility?
- How can the regions attract investment into their territories?
- How can planning be accelerated and the needs of the country, climate and agriculture be combined?
- The value of geographically dispersed power projects
- How can planning and permitting be harmonised to help accelerate the fight against the climate emergency? Zoning and other solutions.
- Repowering regulationsc

**Moderator:** Gianluca B. Biscotti, Executive Chairman, **BFP**  
**Emanuele Piccinno**, Head of Staff  
Undersecretary of State, **Ministero dello Sviluppo Economico**  
**Edoardo Zanchini**, Vice President, **Legambiente**  
**Simone Togni**, Presidente, **ANEV**



## 13.00 ▪ Networking: Extended Lunch



## 14.20 ▪ Utility Scale Solar – Powering Italy



- Why will utility scale solar become a powerful part of the Italian electricity system?
- Where can projects be built?
- How can construction be accelerated?
- Investment structures

**Michele Appendino**, Chairman, **Solar Ventures**  
**Sara Grottola**, Commercial Asset Manager, **Octopus Renewables**  
**Luca Concone**, Chief Executive Officer, **Solar Investment Group**  
**Giuseppe La Loggia**, Head of Renewables Energy, **EOS Investment Management**  
**Rodolfo Bigolin**, Managing Partner, **Horus Capital**

## 14.20 ▪ Wind Project Best Practice

Session sponsored by

**FICHTNER**

- Wind a key pillar for Italy's clean energy grid
- Exploring best practice learned from developing projects in Italy so far
- Are there opportunities for developing new projects under market parity?
- Discovering best practice in preparing auction proposals
- Opportunities for project aggregation and connecting dispersed projects
- Offshore opportunities

**Moderator:** **Simone Togni**, Presidente, **ANEV**  
**Eleonora Petrarca**, Head of Business Development, **Enel Green Power**  
**Andrea Tolai**, Country Manager – Italy, **Siemens Gamesa**  
**Emilio Dodaro**, Senior Engineering & Construction Underwriter, **Swiss RE**  
**Stefano Bianchi**, Direttore Generale, **Fichtner**  
**Luca Faedo**, Head of Renewables, **Whysol Investments**



## 15.10 ▪ Networking & Afternoon Espresso





## 15.40 ▪ Solar Power Project Development & Construction Best Practice



- Hear the best practice for building large scale solar from leading specialists from across the value chain on how to quickly construct high tech, advanced solar power plants

Marco Bertazzi, Head of Operations Southern Europe, **Encavis**  
Alessandro Migliorini, Country Manager Italy, **European Energy**  
Gianluca Boccanera, Managing Director - Italy, **NextEnergy Capital**  
Matteo Vecchiato, Export Sales Executive, **ESPE**

## 16.20 ▪ PPA: Creating Market Liquidity

Panel sponsored by



- Exploring the perspective of a Trader in relation to PPA and their role in the market
- Which advantage can traders bring to the table?
- Which hedging strategies do they implement to improve bankability of PPAs?
- How can risk be shared sustainably between traders, developers and investors when entering into an agreement?
- Can traders account for large amounts of growth in Italian solar?

Stefano Cavriani, Founding and Managing Partner, **Ego Trade**  
Zosia Riesner, Head of PPA, **LightsourceBP**  
Andrea Crosetti, Renewable Energy Senior Manager, **Vertis Environmental Finance**

## 17.30 ▪ E-Talia Networking 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.

## 15.40 ▪ Corporate & Industrial Energy Strategies



- Hear from leading Italian corporate players about their energy strategies - how are they looking to reduce energy intensity, buy more renewables and any new investments in their own electricity production
- Analysing case studies and key learning points
- Demand Response - Connected to Mobility V2G & Industrial Clients

Bas Lubach, Global Energy Buyer - Global Procurement, **Heineken**  
Roberto de Miranda, Vicepresidente, **ORI Martin SpA**  
Giovanni Marinoni Martin, Vice Presidente, **Ori Martin SpA**  
Roberto Castiglioni, Co-Founder and Chief Executive Officer, **Ikigai Energy** & Chair at **STA Solar & Storage Working Group**

## 16.20 ▪ Towards a Flexible Power System: Energy Storage, Batteries & Pumped Hydro



- How can storage provided a key role in increasing the value of solar
- How can capacity markets be created and incentivised to attract investments
- What opportunities and which type of pumped hydro projects are viable?

Cristina Brandozzi, Energy Transition Services Originator, **Engie Italia**





## 08.30 ▪ Women in Renewables Breakfast Discussion - The Benefits of Diversity & Diversity Best Practice

## 09.00 ▪ E-Talia Opening from the Master of Ceremony

Angelo Prete, Investor & Non Executive Director



## 09.20 ▪ Keynote Session – Addressing the Storage Challenge & Developing the 21st Century Grid

- How is the grid developing to enable the energy transition?
- How will the 2030 grid balance for long term seasonal storage?
- How can Italy be successful in attracting grid investment?
- How will the national electricity system need to adapt to integrate large amounts of new renewable capacity?
- How do the markets need to evolve and function: Day Ahead / Intraday / Ancillary and Capacity Markets?

## 09.50 ▪ Financing Energy Infrastructure & Risk Management

- What are the risks for long term asset management finance?
- How can future political risks be managed?
- How can technical and possible curtailment risks be managed?

Giovanni D'Andria, Vice President, **BlackRock**  
Raffaele Mellone, Presidente, **Fondo Italiano per l'Efficienza Energetica (FIEE)**

## 10.40 ▪ Permitting Power – CEO Interview

One of Italy's most experienced PV project developer Raffaello will discuss his experience of preparing over 700MW of projects across Italy. 90% of his projects have arrived at shovel ready stage and 100% success rate in construction and connection

**Interviewee:** Raffaello Giacchetti, Chief Executive Officer, **CFR**

## 11.10 ▪ Networking Morning Espresso & Brioche



## 11.40 ▪ Electricity Trading Italy

- A panel looking at how to develop a liquid electricity trading market for Italy

Carmelo Scalone, Head of Business Development and M&A, **Falck Renewables**  
Simone Rodolfi, Head of Origination & Business Development, **AXPO**  
Mattia Giussani, Senior Power Originator, **DXT Commodities**



## 11.40 ▪ Wind Power Repowering, Revamping, Reblading and Used Turbine Installations



- How can Italy further maximise the power and return of it's wind fleet?
- What are the biggest challenges to repowering and repowering Italian Wind Fleets?
- What are the economics?
- How does current regulation impact the scope and efficiency of repowering and repowering strategies?
- Analysing metrics and KPIs to establish ideal timings for revamp and repower
- Reusing 2nd hand turbines

Alberto Musso, Chief Operating Officer, **E2i Energie Speciali**  
Stefano Marulli, Direttore Generale, **PLT Energia**



## 12.40 ▪ Networking Lunch



## 14.00 ▪ Energy M&A

Session sponsored by



- How further investments be attracted into the energy transition?
- How are declining IRR's balancing against the cost of capital and impacting investor appetite
- How to ensure strong due diligence and risk management in asset acquisition

**Moderator:** Carlo Montella, Partner, **Orrick**  
Dr Gianpiero Caruso, Vice President, **Global Capital Finance**  
Federico Giannandrea, Partner & Head of Southern Europe, **Foresight Group**  
Giuseppe Maronna, Vice President M&A, **Sonnedix**  
Marion Calcine, Managing Director, **Ardian**

## 14.45 ▪ Operations & Digital Asset Management & O&M



- How can digital asset management unlock greater efficiencies and returns for investors and asset owners?
- Are plant designs taking enough care in integrating O&M considerations?
- How to correctly integrate local environment operational factors in to plant conception and construction
- What are the key challenges in developing and building a plant that will operate according to the desired output?
- Best practices in defining KPIs post construction

Mauro Folcarelli, Chief Operating Officer, **Global Solar Fund**  
Pietro Pacchione, Head of Project Development & Asset Management, **Tages Capital**  
Sara di Mario, Chief Operating Officer, **Green Arrow Capital**  
Annarita Mitola, Chief Executive Officer, **BFP Service**  
Simone Tonon, Chief Executive Officer, **4New** (Manager of Ardian's 550MW Italian fleet of PV & Wind assets)

## 15.30 ▪ Networking & Afternoon Espresso



## 15.50 ▪ Closing Plenary - E-Talia Vision: Accelerating Towards a Clean Future of Renewables, E-Mobility & Green Hydrogen

## 17.00 ▪ E-Talia Close & Final Networking

## 14.00 ▪ How can energy industry adopt circular economy best practice



Nicola Tagliafierro, Head of Sustainable Product Development & Circular Economy, **Enel X**

## 14.30 ▪ E-Mobility Charging Rollout Panel



- What is Italy's E-mobility plan and how can this be accelerated?
- How can E-mobility charging infrastructure be rolled out?
- What challenges and problems should be avoided?

Paolo Martini, Chief Executive Officer, **Be Power**  
Vincent Schachter, Head of Energy Services – E-Mobility, **Enel X**  
Massimo Resta, Partner, **Zouk Capital**  
Claudio Vittori, Senior Research Analyst, **IHS Markit**



**Moderator:** Angelo Prete, Investor & Non Executive Director  
Andrea Zaghi, General Manager, **Elettricità Futura**  
Gianni Silvestrini, Scientific Director, **Kyoto Club**  
Gianluca Boccanera, Managing Director - Italy, **NextEnergy Capital**

## Why attend

E-Talia offers unrivalled opportunities for growth and connections

- Learn about the **current challenges and opportunities** facing the Italian renewables sector on the route to 2030 targets
- Keep up to speed with **Italy's dynamic secondary market** and the latest strategies and technologies to optimize assets
- **Network and create business** with decision makers across Italy's renewable energy value chain
- **Get access to E-Talia's networking event app** and set up meetings before, during and after the event!



## 2 DAY PASS

Tuesday 8<sup>th</sup> - Wednesday 9<sup>th</sup> September

### Early Bird Rate

valid until 3<sup>rd</sup> July 2020

**€1,110** +i.v.a.

SAVING YOU **€ 589**

### FINAL PRICE

~~**€1,699**~~  
+i.v.a.

To book your pass and discuss group booking discounts, please contact

**Jonathan Hull**

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





# Meet the E-Talia Summit team

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

## Nadim Chaudhry

Event Director  
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+44 (0) 203 7099 0600



For all **sponsorship and exhibition** enquiries please contact

## Oliver Sawyer

Head of Sponsorship  
oliver.sawyer@greenpowerglobal.com  
+44 (0)203 355 4208



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

## Jonathan Hull

Head of Delegate Sales  
jonathan.hull@greenpowerglobal.com  
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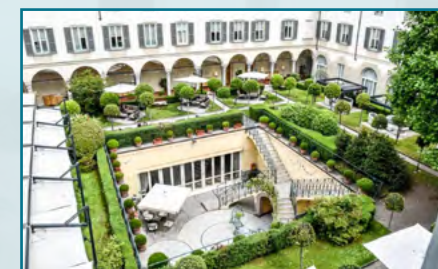
For all **marketing and partnership** enquiries please contact

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