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E-world
energy & water

8.-10.2.2011

Essen / Germany

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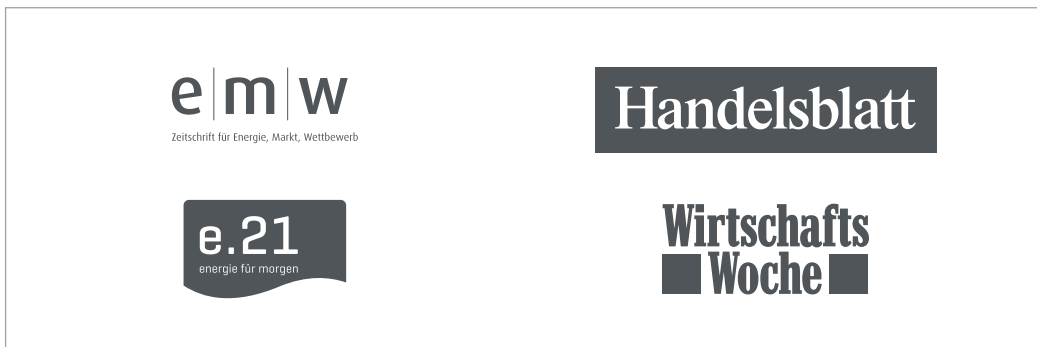
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WELCOME NOTE FROM THE GERMAN FEDERAL MINISTER OF ECONOMICS AND TECHNOLOGY

Setting the energy policy agenda

The German Government has made important choices about the shape of our future energy supply. The Energy Concept adopted by the German Cabinet on 28 September 2010 and approved by the German Bundestag at the end of October formulates guidelines for an environmentally sound, reliable and affordable energy supply. The Concept for the first time charts out the course towards an era of renewable energy as part of an overarching long-term strategy that extends into 2050. The Energy Concept draws together our energy policy goals of securing supply and protecting the environment, while at the same time promoting the growth and competitiveness of German industry. With competitive energy prices and a high level of prosperity, we want the Germany economy to lead the world on energy efficiency and environmental preservation.

There are three pillars to the Energy Concept: ambitious energy and climate policy targets, a programme of specific measures, and a robust financial plan. The Energy Concept is Germany's most demanding and far-reaching energy supply strategy ever. Under an immediate action programme, 10 particularly urgent measures are to be implemented by the end of 2011. Special emphasis is placed on the pressing need to expand the grids.

The broad-based Energy Concept covers electricity, heating and transport. The specific measures range from a programme to finance our first 10 off-shore wind farms to topping up funding for our CO2 building renovation programme and creating an Energy Efficiency Fund at the Federal Ministry of Economics and Technology. We also intend to speed up the market penetration of renewable energy sources, accelerate the expansion of grids and storage systems necessary to do this, and significantly expand our energy research programme.

Our Energy Concept demonstrates that the path toward an age of renewable energy is surmountable. However, it is also clear that this will be no easy challenge. It will take time and money. These efforts will require a significant investment by the public and private sectors. This applies to many areas such as expanding grids, modernising existing power plants and improving building insulation. The Energy Concept is designed to contribute to the certainty that is required for planning. The restructuring of our energy supply offers major opportunities for companies in the energy sector. Today, German firms are already playing a leading role worldwide in many areas of energy and climate protection technology. Moving into the future, this field will continue to provide an important stimulus for growth and jobs in Germany.

E-world energy & water is now in its eleventh year and has become a key event in the industry calendar. I hope this will be an informative and productive occasion for the organisers, exhibitors and visitors.

Yours sincerely,



Rainer Brüderle MdB
Federal Minister of Economics and Technology



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ARRIVAL



Düsseldorf International Airport is your destination airport if you are flying. Airport information-telephone: +49 (0) 211.4210

Airport-Express-Bus

A bus transfer between Düsseldorf Airport and MESSE ESSEN is available for visitors to the E-world energy & water on all three days of the fair.

The Airport-Express-Bus starts outside the hall from the arrival level at exit C. The ride to MESSE ESSEN only takes about 20 minutes. Between 7.45 am and 6.45 pm, the bus runs at 30-minute intervals without stops in between. (Costs: 20 Euro for the round-trip)



An ICE takes only 22 minutes from the Düsseldorf Airport train station (Bahnhof Flughafen Düsseldorf) to Essen main station (Essen Hauptbahnhof).

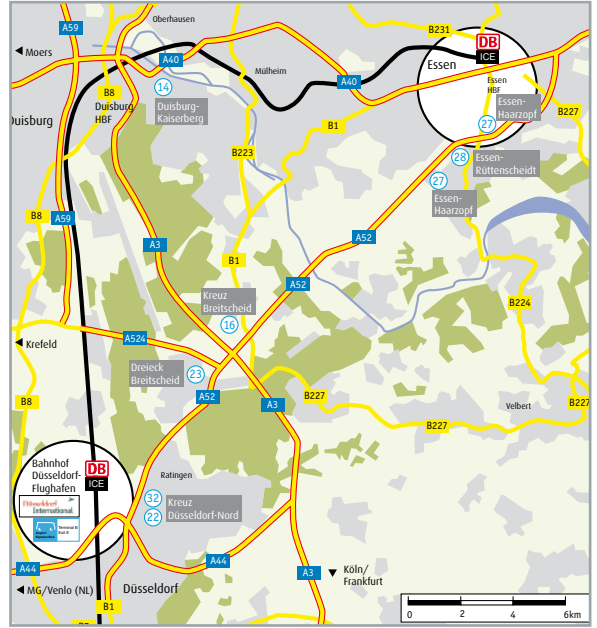
Underground line U11 (U-Bahn Linie 11) takes only 5 minutes to reach the entrance Messe West.

Travel-service-telephone: 118 61 (€ 1.80 per minute)

(All quotes are including VAT and are valid for calls from the conventional German telephone network. Deviant costs for Mobile network calls.)



If you are travelling to Messe Essen by car, the main Rhine Ruhr motorways A52, A3 and A40/A42 will bring you comfortably to your destination.



INFORMATION

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DATE

Tuesday, February 8th, 2011 to
Thursday, February 10th, 2011

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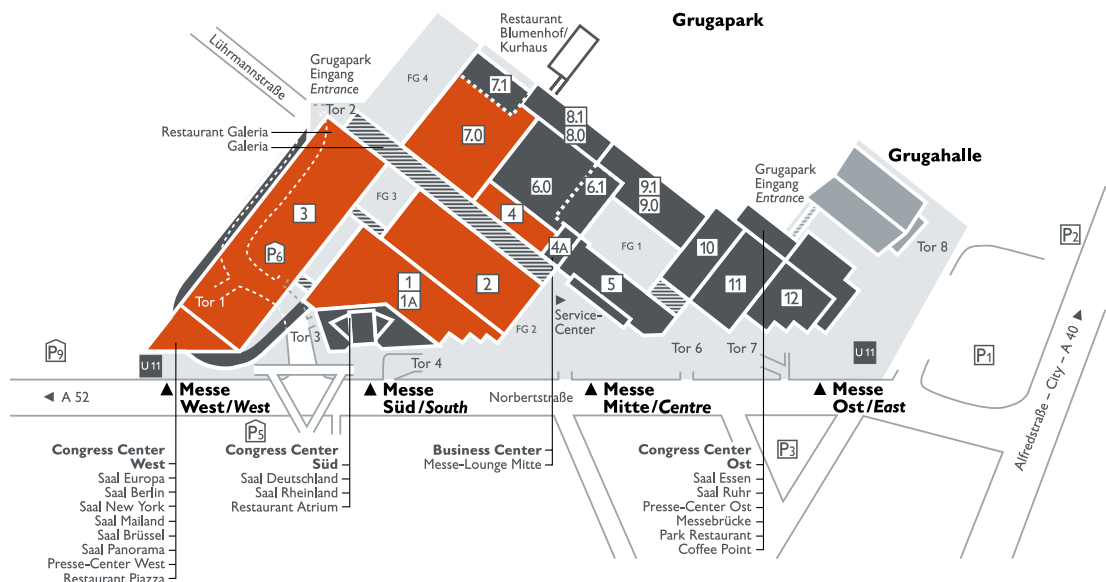
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MAP



15th Special Conference on Future Energies

95 EURO
PLUS VAT

The EnergieAgentur.NRW is holding its 15th Special Conference on Future Energies in cooperation with the EnergieRegion.NRW and EnergieForschung.NRW cluster on 8 February 2011 during „E-world energy & water“. The full-day conference is looking into current special issues in the area of future energies.

9:30 am - 12:30 pm Plenary Session

The Minister for Climate Protection and Environment of North Rhine-Westphalia, Johannes Remmel, will open the 15th Special Conference and comment on the energy policy of the state of North Rhine-Westphalia. Presentations on trends, markets and new developments in energy technology will complete the morning session.

01:30 - 05:00 pm Parallel Fora

In the five parallel fora the topics of energy grids and storage, windpower, (electro) mobility, CHP and geothermal energy will be dealt with.

ENERGY GRIDS AND STORAGE FORUM:

The expansion of the grid but also topic such as grid management, load management („Smart Grids“) and the controllability of power plants are in the focus of this forum. A further aspect is the storage of energy.

WINDPOWER FORUM:

The focus of this forum is on the topics of „Repowering“ and „Expansion“. Furthermore, reports on off-shore projects as well as export and foreign activities of North Rhine-Westphalian suppliers to the windpower industry will be given.

(ELECTRO) MOBILITY FORUM:

Future-oriented mobility strategies are the topic of this forum. In the foreground are activities in the Rhine-Ruhr electromobility model region. Other North Rhine-Westphalian projects involving vehicle concepts will also be looked at.

COMBINED HEAT AND POWER (CHP) FORUM:

In the course of this forum CHP will be discussed using the example of potential integrated utilisation of biomass: starting with the examination of new potentials, above all in the area of residual waste utilisation, and technological applications, to the combined utilisation of biomass and fuel cell technology.

GEOTHERMAL ENERGY FORUM:

This forum will look into the potential exploitation of near-surface geothermal energy, deep geothermal energy as well as mine waters. First projects from North Rhine-Westphalia will be presented.

The registration fee includes participation in the conference, admission of the trade show and a lunch snack.

Free of charge for members of the EnergieAgentur.NRW as well as the EnergieRegion.NRW and EnergieForschung.NRW cluster.

www.energieagentur.nrw.de

www.energieregion.nrw.de

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Dr. Frank-Michael Baumann
Haroldstr. 4
40213 Düsseldorf

Gas Market 2011

980 EURO
PLUS VAT

Moderation: Michael Prinz, Managing Director, con | energy unternehmensberatung gmbh & co. kg, Essen

10:00 am Welcome and opening by the moderator

10:15 am Amendment of the Gas Grid Access Code - Major Changes and Resulting Implications for the Market Partners

- Why do we need an amended Gas Grid Access Code?
- What are the major changes?
- Which are the resulting implications for the market players?

Dr. Stefanie Neveling, Head of Department Grid Access Gas Pipeline, Federal Network Agency, Bonn

10:45 am Balancing Energy 2015 – Demand and Systematics in a European Context

Dr. Ulf Kreienbrock, Managing Director, GASPOOL Balancing Services GmbH, Berlin

11:15 am Discussion

11:30 am Coffee Break

11:45 am Consolidation of Market Areas

- What has happened so far?
- Current developments
- Where are we heading?

Jürgen Fuhlrott, Authorized Officer, Head of Contracting, Open Grid Europe GmbH, Essen

12:15 pm The Energy Plan of the German Government – Implications for Companies in the Gas Industry?

Jens Hobohm, Head of Market Area, Prognos AG, Berlin

12:45 pm Discussion

1:00 pm Lunch Break

2:30 pm Natural Gas – Central Element for a Future Intelligent Gas Supply

Andreas Prohl, Executive Board Director, GASAG AG, Berlin

3:00 pm Biogas 2020 – Do Generation and Market Potentials Match? To What Extent is Action Needed?

York-Alexander Batsch, Head of Renewable Energies and Plant Technology Gas/ Water /Heat, Thüga AG, Munich

3:30 pm Discussion

3:45 pm Coffee Break

4:00 pm Natural Gas – A Cornerstone of Sustainable Energy Policy

Dr. Ludwig Möhring, Managing Director, WINGAS GmbH & Co. KG, Kassel

4:30 pm Future Use and Management of Gas Storage Facilities

- Overview of gas storage facilities in northwest Europe
- Regulation in the area of gas storage facilities?
- General conditions for investors
- Potential use of gas storage facilities

Andreas Halberschmidt, Managing Director, DONG Energy Markets GmbH, Hamburg

5:00 pm Discussion

5:15 pm End of Conference

Seminar: Gas Procurement

980 EURO
PLUS VAT

After the introduction of the current grid access model for gas the opportunities for trading and action in the German gas market have recently been considerably expanded, not least because of the further consolidation of market areas and the increasing liquidity in the futures and spot markets. This development is to be continued with the amendment of the gas grid access code passed in 2010. The mandatory target to reduce the number of market areas to two areas in the future will hence result in further changes in the procurement environment of regional and local gas suppliers.

At the same time external factors such as the slump in sales caused by the economic and financial crisis and last year's fluctuating oil prices are creating steadily growing challenges which have led many suppliers to reconsider their procurement strategies.

What are the repercussions of the increasing divergence between oil and gas prices on oil-price indexing? Which procurement alternatives are available in an increasingly liquid gas market and how can they be sustainably integrated into the procurement and business strategies of utility companies? How is the value of storage facilities impacted by this market development? What are the new opportunities for gas suppliers in view of the new market situation? Which specific aspects have to be considered for balancing group management and forecasts? How is active participation in the balancing energy market possible? What are the specific requirements for settlement?

This seminar gives the participants the opportunity to benefit from the experience of the speakers as well as to obtain answers to these questions and to discuss them critically.

Moderation: Veit Schwerm, Member of the Management Board, con | energy unternehmensberatung gmbh & co. kg, Essen

9:15 am Welcome and opening by the moderator

9:30 am Quo Vadis Oil Price Indexing?

Dr. Josef Auer, Senior Economist, DB Research, Frankfurt

10:30 am Structured Procurement Using the Example of Procurement Cooperation

Roland Jans, Head of Trading and Portfolio Management Division, Energie Südbayern GmbH, Munich

11:30 am Coffee Break

11:45 am The Value of Gas Storage Facilities in the Course of Market Development

Daniel Grude, Structuring Sales Portfolio Management, Portfolio Development, RWE Vertrieb AG, Dortmund

12:45 pm Discussion

1:00 pm Lunch Break

2:00 pm Today's Tasks of Nomination and Balancing Group Management

Markus Deimel, Balancing Group Manager, ehw Energiehandelsgesellschaft West mbH, Münster

3:00 pm Marketing of Gas as Balancing Energy

Michael Küster, Head of Commercial Dispatching Gas Storage, Enovos Deutschland AG, Saarbrücken

4:00 pm Final Discussion

4:30 pm End of Seminar

When will we see post-Kyoto?

600 EURO
PLUS VAT

Moderation: Thorsten Lenck, Senior Consultant, Energy Brainpool GmbH & Co. KG, Berlin

2:00 pm Welcome and opening by the moderator

2:15 pm The Market for CO₂ Certificates after 2012

- Status quo of the post-Kyoto Protocol: The legal framework for international climate protection as of 2013 following Cancun
- European emission trading in the third trading period after 2013
- Second amendment of the Greenhouse Gas Emission Trading Act (TEHG)
- Allocation of emission allowances in accordance with European and German allocation rules

Dr. Markus Ehrmann, Lawyer, SCHOLTKA & PARTNER Rechtsanwälte, Berlin

3:00 pm Long-term Development of CO₂ and Electricity Prices in Europe

- The course of emission trading to date
- Factors influencing the price in the EU-ETS and their development
- Impacts of emission trading on the electricity price
- Price and volume scenarios up to 2030

Marcus Bokermann, Head Analysis & Strategy, EGL Elektrizitäts-Gesellschaft Laufenburg AG, Dietikon

3:45 pm Questions and Discussion

4:00 pm The Global Certificate Market: Is the Future Guaranteed?

- International trading after Cancun - Impacts on demand and supply
- Potential use of CDM and JI after 2012
- Correlations in the third trading period

Sandra Altmeyer, Portfolio Management, First Climate Markets AG, Bad Vilbel

4:45 pm CDM – Project Risks Under the New Framework

- Trends towards new business models
- Risks of investments in CDM projects
- Are investments in CDM projects still profitable

Peter Wiedenhoff, Project Manager Project Leader, Carbon-Scout, Braunschweig

5:30 pm Questions and Discussion

5:45 pm End of Seminar

100% Renewables by 2050

It is by now undisputed among scientists as well as politicians that the CO₂ emissions resulting from the burning of fossil fuels are changing our climate and can result in dramatic ecological and humanitarian disasters. Even though an international climate protection agreement has not yet been reached, there is no way getting around a conversion to an energy supply free of CO₂ if the global rise in temperature is to be reduced to a sustainable level.

The energy plan of the German government takes this into account as well. By 2050 CO₂ emissions from the generation of electricity are to be reduced by 80% compared with 1990. Some studies even go beyond this objective and demand the complete conversion to renewable energy sources by 2050.

This conference will outline which scenarios of an energy supply entirely based on renewable energy sources are feasible and which steps are necessary, which technological and administrative measures have to be taken and where further research is needed.

The main aspects include for instance:

- Achieving efficiency gains
- Storage options for electricity
- Demand-oriented generation using renewable energy sources / market integration
- Incentives for demand-side measures to match load and energy supply
- Grid expansion/ electricity imports
- Modification of market rules to create incentives for investments in the technology required (key word: capacity market)

Moderation: Dr. Michael Ritzau, Managing Director, BET Büro für Energiewirtschaft und technische Planung GmbH, Aachen
Dr. Norbert Krzikalla, Senior Consultant, BET Büro für Energiewirtschaft und technische Planung GmbH, Aachen

10:00 am Welcome and opening by the moderators

10:15 am Energy and Climate Protection - Outlook 2050

- Energy concept of the German government
- Scenarios 2050
- Impact on CO₂ emissions and electricity prices

MinDirig Franzjosef Schafhausen, Head KII - Environment and Energy, Federal Ministry for the Environment, Nature Conservation and Reactor Safety, Berlin

11:00 am 100% Energy Supply from Renewable Sources by 2050: Climate-friendly, Safe and Affordable

- Scenarios
- Demand for electricity
- Potential for the expansion of renewable energies

DirProf. Dr. Christian Hey, Secretary General, Council of Environmental Advisors, Berlin

11:45 am Coffee Break

12:00 pm Incentives for Demand-oriented Power Feed

- Market premium
- Variable price signal (bonus)

Dr. Kurt Rohrig, Deputy Director, Head of the Energy Management and Grid Operation Division, IWES Fraunhofer Institut für Windenergie und Energiesystemtechnik, Kassel

12:45 pm Discussion

1:00 pm Lunch Break

2:00 pm Storage Technologies and Storage Requirements for High Shares of Renewable Energies

- Technologies (status-quo, efficiencies, cost)
- Scenarios
- Storage requirements

Dr. rer. nat. Matthias Luthold, Research Associate – Senior Researcher, ISEA – Institut für Stromrichtertechnik und Elektrische Antriebe RWTH Aachen, Aachen

2:45 pm Requirements on the Power Grids

- Grid expansion required
- Cross-border coupling capacities; current imports

Dr. Wilhelm Winter, TenneT TSO GmbH, Bayreuth (inquired)

3:30 pm Coffee Break

4:00 pm Formation of Electricity Prices in a Market with Predominantly Renewable Energies

- Wholesale prices
- Funding instruments and their effect
- Capacity markets

Dr. Norbert Krzikalla, Senior Consultant, BET Büro für Energiewirtschaft und technische Planung GmbH, Aachen

4:30 pm Final Discussion

5:00 pm End of Conference

Seminar: Introduction into Energy Management

980 EURO
PLUS VAT

The complexity in the electricity and gas industry, in particular as a consequence of liberalisation, regulation and efforts to promote climate protection, has been increasing significantly in the past few years and decades. To be able to efficiently handle the necessary market processes and to proactively shape the market, all employees and not only those at managerial level need a profound understanding of the correlations in the energy industry.

The „Introduction into Energy Management“ seminar lays the foundation. The workshop will first of all give an overview of the essential basics in the energy industry. Here the main features of electricity, gas, coal and oil will be presented and in addition to the special characteristics and details of these energy sources the existing reserves, current trends, pricing and trading structures will be addressed.

After the discussion of the technical basics of the energy industry, the seminar will take a detailed look at the framework conditions in the liberalised German electricity and gas market. Besides the legal guidelines such as „unbundling“, „grid access“ or „incentive regulation“, which were introduced in the course of deregulation, the development of the market environment, in particular in energy trading, will be addressed in more detail.

The final part will focus on global, European and national climate policies. The topics to be discussed include, for instance, the functioning of the Kyoto Protocol and the European Emission Trading System, the climate objectives at European and national level as well as activities initiated by the energy industry („smart topics“).

Moderation: Dr. Ulrich Daamen, Consultant, con | energy unternehmensberatung gmbh & co. kg, Essen
Rachel Mende, Consultant, con | energy unternehmensberatung gmbh & co. kg, Essen

- 9:30 am Welcome and opening by the moderators
- 9:45 am The Basics of Energy Management**
- 10:00 am Characteristics of the Primary Energy Sources**
- 11:00 am Coffee Break
- 11:30 am Liberalisation of the Energy Markets**
- 12:00 pm Basics of the Liberalised Electricity Market**
- 1:00 pm Lunch Break
- 2:30 pm Basics of the Liberalised Gas Market**
- 3:45 pm Coffee Break
- 4:00 pm Global, European and National Climate Policies**
- 4:45 pm Discussion
- 5:00 pm End of Seminar

Who has this conference been designed for?

This workshop is intended for all newcomers and career changers in the energy environment, who would like to get a concise overview of the essential aspects in the energy industry. Among the participants are representatives of the following areas: Procurement, trading, sales, controlling, business

planning and development, accounting, IT/EDP, legal services from energy utilities, industrial companies, other businesses in the area of electricity, gas, water, oil, heat as well as organisations, associations, management and legal consultants with a focus on energy management

TUESDAY 8.2.2011

Improving Energy Efficiency Using Energy Management Systems

300 EURO
PLUS VAT

Moderation: Holger Hoffmann, Manager Business Development New Energy, TÜV NORD Cert GmbH & Co. KG, Hannover

10:00 am Introduction of the TÜV NORD Group with a Focus on Energy Consulting Services

10:15 am Optimisation of Electricity Cost Considering Potential Reductions of Taxes and Duties

Maik Sinagowitz, Manager, PricewaterhouseCoopers, Düsseldorf

11:00 am Energy Efficiency in Generation in Line With Energy Management

- Benefits of corporate energy management
- Step-by-step procedure for implementation
- Initial analytical results and efficiency measures
- Everything at a glance – software support and energy monitoring
- Case study

Christoph Holzäpfel, Project Engineer, Limón GmbH, Kassel

12:00 pm Lunch Break

1:00 pm The DIN EN 16001 Standard from a Certifier's Perspective

Florian Schneichel, Manager Renewable Energies -Management Systems, TÜV NORD CERT GmbH & Co. KG, Hannover

1:45 pm Case Study of a Company Heading Towards Energy Management

N.N.

2:30 pm Final Discussion and Open Dialogue

3:15 pm End of Conference

Current Topics in the Electricity Industry

980 EURO
PLUS VAT

- Moderation:** Dr. Håvard Nymoene, Managing Director, nymoene strategieberatung gmbh & co. kg, Berlin
- 9:30 am Welcome and opening by the moderator
- 9:45 am Key Note Speech: Future Challenges in the Energy Industry**
Prof. Dr. Marc Oliver Bettzüge, Director, Energiewirtschaftliches Institut, Universität zu Köln, Köln
- 10:15 am A Breath of Fresh Air in the Energy Market - Multi-brand Strategy in a Competitive Environment**
- Introduction of the ENERVIE Group
 - Competition as a challenge - development and re-positioning of the ENERVIE group of companies
 - Multi-brand strategy as a growth option
 - Outlook: Positioning innovative topics in the market
- Ivo Grünhagen, Member of the Board, ENERVIE Südwestfalen Energie und Wasser AG, Hagen*
- 10:45 am Discussion
- 11:00 am Coffee Break
- 11:15 am Prospects of Municipal Utilities in the National Market**
Dr. Hermann Janning, Chairman of the Board, Stadtwerke Duisburg AG, Duisburg
- 11:45 am Customer Segmentation and Change Ratio in Context with Renewable Energies - Is a Trend Already Visible?**
Kathrin Heise, Product Manager, Repower AG, Zürich
- 12:15 pm Discussion
- 12:30 pm Lunch Break
- 2:00 pm Energy Exchanges - In the Heart of Competitive Pricing in Europe**
- Market mechanisms should be applied wherever possible since they lead to better results.
 - Exchange prices make political decisions visible.
 - ELIX - European Electricity Index: a new European power index
- Daniel Wragge, Head Political Communication, European Energy Exchange AG, Leipzig*
- 2:30 pm Developing and Harmonizing Market Coupling on the CWE and Nordic Markets**
- What is CWE-Nordic ITVC?
 - How does CWE-Nordic ITVC work?
 - What is the impact of CWE-Nordic ITVC on the CWE and Nordic Spot Markets?
 - What will the future bring
- Enno Böttcher, Managing Director, European Market Coupling Company GmbH, Hamburg*
- 3:00 pm Discussion
- 3:15 pm Coffee Break
- 3:30 pm Managing regulatory uncertainties in the EU ETS – an industrial perspective**
Ranjit Prasad, Global Head of CO2 Trading, Shell International Trading & Shipping Company Ltd, London
- 4:00 pm Industrial Energy Supply in the Field of Conflict Between Climate Protection, Competitiveness and Security of Supply**
Dr. Klaus Schäfer, Managing Director, Currenta GmbH & Co. OHG, Leverkusen
- 4:30 pm Discussion
- 4:45 pm End of Conference

The European Transmission Grid

980 EURO
PLUS VAT

Moderation: Stefan Wietzke, Project Manager, con | energy unternehmensberatung gmbh & co. kg, Essen

10:00 am Welcome and opening by the moderator

10:15 am 10-Year-Plan for the European Transmission Grid

- The role of ENTSO-E in the European energy legislation
- Regulation on grid connection (KraftNAV)
- 10-year-plan for grid development: Pilot 2010 and the preparation of the 2012 plan
- Outlook: Energy Infrastructure Package, Supergrid and R&D

Ph.D. Konstantin Staschus, Secretary General, ENTSO-E - European Network of Transmission System Operators for Electricity, Brussels

10:45 am Electricity for Europe from Africa - The Grid on the Test Stand

Paul van Son, Managing Director, Dii GmbH, Munich

11:15 am Discussion

11:30 am Coffee Break

12:00 pm Current and Future Challenges for Electricity Transmission over Great Distances

Rolf Neumaier, Head Grid Operation and Plant Management, EnBW Transportnetze AG, Wendlingen

12:30 pm Risks of Network System Management in Germany and Their European Dimension

Dr. Peter Hoffmann, Head of Network Management, TenneT TSO GmbH, Bayreuth

1:00 pm Discussion

1:15 pm Lunch Break

2:45 pm The Grid of the Future – Requirements on Tomorrow’s Grid

- Scenarios for energy generation
- Grid expansion at Amprion
- Outlook for the requirements on the grid of the future from a grid operator’s perspective

Gerald Kaendler, Head of Asset Management, Amprion GmbH, Dortmund

3:15 pm From Offshore Grid to a European Supergrid

Prof. Dr. Christian Rehtanz, Chair of Energy Systems and Energy Management, Technische Universität Dortmund, Dortmund

3:45 pm Discussion

4:00 pm Coffee Break

4:30 pm Offshore Windfarms in Europe: Is the Breakthrough in Germany Jeopardised?

- Overview of the current market situation
- Results of the market survey 2010
- Financing of offshore windfarms
- Profitability of offshore windfarms

Karsten Schulze, Senior Manager, Advisory Energy & Natural Resources, KPMG AG Wirtschaftsprüfungsgesellschaft, Hamburg

5:00 pm Discussion

5:30 pm End of Conference

Current and Future Obstacles in the Electricity Grids

980 EURO
PLUS VAT

Moderation: Dr. Krunoslav Latkovic, Member of the Management Board, con | energy unternehmensberatung gmbh & co. kg, Essen

9:30 am Welcome and opening by the moderator

9:45 am Decentralised Generation Structures and Their Impact on Energy Networks

- Feed-in situation in the distribution network
- Impacts on investments and transmission fees
- Distribution network management authorities
- Technological advances required

Dr. Arnt Meyer, Managing Director, N-ERGIE Netz GmbH, Nuremberg

10:15 am The Contribution of the Federal Network Agency to the Creation of a New Efficient Grid Structure

Johannes Kindler, Vice President, Federal Network Agency, Bonn

10:45 am Discussion

11:00 am Coffee Break

11:30 am Potential of the Industry to Stabilize the System

- Industrial Smart Grids
- Avoidance of black-outs with disengageable loads
- Industry in the market for balancing energy
- Atypical load behaviour

Dr. Annette Loske, Managing Director, VIK Verband der Industriellen Energie- und Kraftwirtschaft e. V., Essen

12:00 pm Grid Connection from a Legal Perspective

Marc Baltus, Lawyer and Partner, Heuking Kühn Lüer Wojtek, Düsseldorf

12:30 pm Discussion

12:45 pm Lunch Break

2:15 pm Technology Status: Grid Integration; Renewable Energies in Smart Grids

- Changes in the energy system
- Integration of decentralised generators and renewable energies, fluctuation
- Grid load
- Smart Metering with flexible tariffs as a control tool
- Decentralised optimisation of tariff-controlled power plants
- Pilot projects for smart grids at the Fraunhofer ISE

Dr. Christof Wittwer, Leader of the Working Group Intelligent Energy Systems, Fraunhofer-Institut für Solare Energiesysteme ISE, Freiburg

2:45 pm Estimated Storage Needs in Distribution Networks with a High Proportion of Decentralised Power Generation

Dr. Michael Metzger, Program Manager Control Systems, Siemens AG, Munich

3:15 pm Discussion

3:30 pm Coffee Break

4:00 pm Cost Savings with Flat Rate Products in the Grid? - Experience of the Dutch Grid Operator Enexis

Maurice Gadet, Manager Policy & Projects, Enexis B.V., NH Rosmalen

4:30 pm Road Map to Smart Energy

Thomas Wodtcke, Head Business Area CeGIT, SAG GmbH, Dortmund

5:00 pm Discussion

5:15 pm End of Conference

Moderation: Frank Neumann, Managing Director, con|energy unternehmensberatung gmbh & co. kg, Essen

10:00 am Welcome and opening by the moderator

10:15 am Integral Perspective of the Energy Supply of the Future

Dr. Frank-Detlef Drake, Head Corporate Research & Development, RWE AG, Essen

10:45 am The Role of Energy Efficiency in the Conversion of the Energy Landscape

Stephan Kohler, Chairman of the Management Board, Deutsche Energie-Agentur GmbH (dena), Berlin

11:15 am Discussion

11:30 am Coffee Break

11:45 am Smart City - Model Town Friedrichshafen - New Market Potential for Municipal Utilities by Tapping Opportunities Behind the Smart Meter and Cooperations

- Smart tariffs
- Business models using Smart Grid?
- Smart Home, a niche for municipal utilities?
- Security of supply, energy efficiency, business
- Cooperation for smaller municipal utilities

Stefan Söchtig, Member of the Management Board, Technische Werke Friedrichshafen GmbH, Friedrichshafen

12:15 pm Discussion

12:30 pm Lunch Break

Moderation: Christian Seelos, Chief Editor e.21 – energie für morgen, ener|gate gmbh & co. kg, Berlin

2:00 pm Storage Technologies as a Component for Intelligent Energy Supply

- Options grid expansion / generation and load management
- Storage
- Coupling the electricity grid and the gas network

Dr. Michael Sterner, Head, Fraunhofer Institut für Windenergie und Energiesystemtechnik, Kassel

2:30 pm Challenges and Implementation Issues in the Smart Energy World

- Sustainable changes in the energy markets at all stages of the value chain with smart energy
- Key challenge: Implementation of innovative ideas for products and services
- Necessity to develop new business models for energy companies
- Cross-sector partnerships and networks as a decisive success factor

Dr. Andreas Hense, Principal Energy & Utilities, Capgemini Deutschland GmbH, Köln

3:00 pm Discussion

3:15 pm Coffee Break

3:30 pm Network Control Technology: Intelligence in the Smart Grid

Lutz Rose, Head of Department Association for Electronic Components and Systems, ZVEI - Zentralverband Elektrotechnik- und Elektronikindustrie e.V., Berlin

4:00 pm Smart Metering Products 2011 - Product Components, Marketing Strategies, Market Potentials

- Key features and methodology of the study
- Definition of Smart Metering products
- Product analysis and examples
- Market analysis
- Profit optimisation with tariff simulation
- Conclusions and outlook

Dr. Harald Schäffler, Managing Director, EnCT GmbH - Forschungsgruppe Energie- und Kommunikationstechnologien, Freiburg

4:30 pm Discussion

4:45 pm End of Conference

SPONSOR



Smart Mobility

980 EURO
PLUS VAT

Moderation: Dr. Roman Dudenhausen, Executive Board Director, con | energy ag, Essen

9:15 am Welcome and opening by the moderator

9:30 am Strategies of the German Federal Government for Electromobility

Guido Zielke, Head, Gemeinsame Geschäftsstelle Elektromobilität, Berlin

10:00 am On the Way to the „Smart“ Energy World with Electromobility

Roger Kohlmann, Senior Managing Director, BDEW - Bundesverband der Energie- und Wasserwirtschaft, Berlin

10:30 am Discussion

10:45 am Coffee Break

11:00 am Electromobility in a Holistic Transport Concept

Dr. Susanne Böhler-Baedeker, Deputy Research Group Leader, Wuppertal Institut für Klima, Umwelt, Energie GmbH, Wuppertal

11:30 am E-Mobility from a Utility's Perspective

Thomas Gunkel, Project Manager E-Mobility, EnBW Energie Baden-Württemberg AG, Karlsruhe

12:00 pm E-Cars – How Willing are Customers to Buy?

Kerstin Haarmann, General Director, VCD e. V. Bundesverband, Berlin

12:30 pm Discussion

12:45 pm Lunch Break

Moderation: Dr. Heike Hahn, Project Manager, con | energy unternehmensberatung gmbh & co. kg, Essen

2:15 pm Electromobility in the Field of Conflict Between Automotive and Energy Industry

Dr. Ulrich Eberle, Project Manager, Research Strategy Hydrogen & Electric Drive Systems GM Alternative Propulsion Center Europe, Adam Opel GmbH, Rüsselsheim

2:45 pm A New Sales Possibility – Sales Potential for Municipal Utilities

Dr. Roman Dudenhausen, Managing Director, mia electric gmbh, Essen

3:15 pm Discussion

3:30 pm Coffee Break

3:45 pm Model Region Aachen - STAWAG as the Pioneer in the E-Mobility Market

- The Aachen model for electromobility
- Implementation and key learnings
- ladenetz.de - Cooperation of municipal utilities for electromobility
- Summary

Dr. Christian Becker, Executive Board Director, STAWAG Stadtwerke Aachen AG, Aachen

4:15 pm Potential of the E-Mobility Market from a Grid Operator's Perspective

- The role of E-Mobility with regard to a customer-oriented energy supply
- E-Mobility as an opportunity for an energy services provider
- Challenges for the distribution grid
- The role of controllable loads in the grid

Dr. Andreas Breuer, Head New Technologies / Projects, RWE Rheinland Westfalen Netz AG, Essen

4:45 pm Discussion

5:00 pm End of Conference

Energy Services as the Market for the Future - Current Information on Sales and Technology

600 EURO
PLUS VAT

Moderation: Andreas Böhl, Managing Director, MPW Consulting GmbH, Northeim

9:30 am Welcome and opening by the moderator

DEVELOPMENTS IN THE MARKET FOR ENERGY SERVICES PROVIDERS

9:45 am Current Market Developments

Andreas Bachor, Head of Department, E.ON Ruhrgas AG, Essen

10:30 am Discussion

11:00 am Coffee Break

BUSINESS DEVELOPMENT EXPECTATIONS VS. REALITY

11:20 am The Forecast Market - Expectations and Realities

Roland Gilges, Authorized Signatory / Sales Manager, gc Wärmedienste GmbH, Neuss

11:45 am A Look „Outside“: What is the Development in the Liberalised Markets?

Thorsten Sutt, Partner, MPW Consulting GmbH, Northeim

12:15 pm Discussion

12:30 pm Lunch Break

SALES AND TECHNOLOGY

2:30 pm Professionalism in Sales – A Cure for Disillusionment

Andreas Böhl, Managing Director, MPW Consulting GmbH, Northeim

3:00 pm Technology - Status Quo: Cogeneration Plants as a Ray of Hope?

Walther Velten, Managing Director, MPW Consulting GmbH, Northeim

3:30 pm Discussion

3:45 pm Coffee Break

THE CONTROVERSIAL ISSUE

4:15 pm Smart Metering – Balancing Legal Provisions and Market Opportunities

Ingo Tiede, Managing Director, utilicount GmbH & Co. KG, Aachen

4:45 pm Discussion and Summary

5:00 pm End of Conference

PARTNERS



MPW Legal & Tax
Güterbahnhofstraße 35
37154 Northeim



ESCO Forum im ZVEI
Lyoner Straße 9
60528 Frankfurt am Main



Verband für Wärmelieferung
Ständehausstr. 3
30159 Hannover

EFET General Agreements – Content and Topics in Practice

600 EURO
PLUS VAT

The professionalisation of the energy trading markets is making further progress. The European Federation of Energy Traders (EFET) is, for instance, working on standardising the documentation of energy trading transactions and has therefore developed the EFET General Agreements for the physical trading of electricity and gas as well as numerous appendices, for example for emission trading. In the early years the documentation of energy trading contracts was based on individual agreements and individual framework agreements, in the meantime, though, the EFET documentation has become an established standard for physical electricity and gas trading contracts in Europe.

In the workshop the participants will first of all be given an overview of EFET's objectives and activities, and the current topics the EFET Legal Committee is involved in will be presented. This is followed by an introduction and detailed discussion of:

- the contracts generally used in the area of energy trading,
- the EFET General Agreements and the respective appendices,
- the main provisions in the agreements as well as

- the requests for modifications and amendments as well as design flexibilities typically discussed in the course of contract negotiations

The workshop participants will have the opportunity to discuss their previous experience in the negotiations of individual contractual provisions and to receive practical assistance from the workshop leader.

This workshop is intended for employees in companies who would like to familiarise themselves with the structure of the EFET documentation and to get a general idea of the provisions in the EFET General Agreements. At the same time it is aimed at those employees who have already had initial experience with the EFET documentation and would now like to get an in-depth insight into specific provisions and issues relevant in practice. The workshop is also suitable for lawyers as well as employees in the front and back-office and those involved in risk controlling in the area of energy trading. All information is given on the basis of the German law.

Moderation: Michael Cieslarczyk, Lawyer and Partner, DLA Piper UK LLP, Cologne

9:45 am Reception and handing out of conference papers

10:00 am Welcome and opening of the workshop by the moderator

10:15 am Objectives and Activities of EFET and the EFET Legal Committee

Dr. Jan Haizmann, Head of EFET Legal Committee, EFET – European Federation of Energy Traders, Brussels

10:45 am General Agreements in Energy Trading / Structure and Purpose of the EFET Documentation

*Michael Cieslarczyk, Lawyer and Partner, DLA Piper UK LLP, Cologne
Marek Dal-Canton, LL.M., Lawyer, DLA Piper UK LLP, Cologne*

11:15 am Coffee Break

11:30 am The Provisions in the EFET General Agreements

*Michael Cieslarczyk, Lawyer and Partner, DLA Piper UK LLP, Cologne
Marek Dal-Canton, LL.M., Lawyer, DLA Piper UK LLP, Cologne*

1:00 pm Lunch Break

2:30 pm Current Topics in Practice

Michael Cieslarczyk, Lawyer and Partner, DLA Piper UK LLP, Cologne

3:15 pm Allowance Appendix and Other Essential Appendices

Marek Dal-Canton, LL.M., Lawyer, DLA Piper UK LLP, Cologne

4:00 pm End of Workshop

Communication Strategies in the Energy Industry

980 EURO
PLUS VAT

Moderation: Dirk P. Lindgens, Managing Director, ener|gate gmbh & co. kg, Essen

9:15 am Opening and welcome by the moderator

9:30 am Image and Credibility of the Energy Industry

Klaus Stratmann, Correspondent, Handelsblatt GmbH, Berlin

9:45 am Corporate Responsibility – A Path Towards Transparent Communication

Dr. Walter Reitler, Head of Corporate Responsibility, E.ON Energie AG, Munich

10:15 am Brand, Brand Building and Brand Strengthening

- VORWEG GEHEN - our attitude, our brand, our success
- Everybody is talking about renewable energies: Shouldn't utilities be renewable as well?
- 10 years after liberalisation: from consumer to decision-taker

Sabine Schmittwilken, Head Of Group Brand Communications, RWE AG, Essen

10:45 am Discussion

11:00 am Coffee Break

11:30 am Do You Know What Your Customers Tell About Your Company and Your Products?

- Facts about the rapid development of new communication channels
- Opportunities and risks in using Social Media
- Social Media strategy – potential solutions

Thomas Friedrich, Utilities Division, Attensity Europe GmbH, Kaiserslautern

12:00 pm Scoring with Innovation and Sustainability - Changes in the Energy Industry as a Challenge and Opportunity for Corporate Communication

- The Energy Revolution
- Green Energy as a driving force for the economy

Prof. Dieter Weirich, Head Corporate Communication, HEAG Südthessische Energie AG (HSE), Darmstadt

12:30 pm PR for Renewable Energies: Between Wish and Reality – A Conflict in Goals

- Relevance and role of renewable energies in the perception of the general population
- Think global, act local? The NIMBY principle taking renewable energy projects as an example

Marcus Brian, Managing Director, ENERCHANGE – agentur für erneuerbare energien, Freiburg

1:00 pm Discussion

1:15 pm Lunch Break

2:30 pm Emotionalisation of Energy Products

- Case study: Development of an independent, cross-regional brand
- From energy supplier to energy service provider – from price liberaliser to efficiency expert
- Creating identity – Promoting identification of the customer with the product

Heike Klumpe, Head Of Corporate Communication, Member of the Management Board, lekker Energie GmbH, Berlin

3:00 pm Teamwork Right Down the Line - Sponsoring as a Central Instrument for Communication: The Example of TelDaFax

- The inclusion of sponsoring in an integrated communication
- High importance of sponsoring in the marketing mix – which lessons can others learn?
- On skis and lawn – a combination that fits.

Daniel Thillmann, Sponsoring and Event, TelDaFax Marketing GmbH, Troisdorf

3:30 pm Coffee Break

4:00 pm Social Media Marketing as a Part of Web Marketing

- What have Facebook, YouTube & Co. changed?
- Customer acquisition and communication with webvideos

Dr. Robert Biermann, Executive Board Director, Webeffekt AG, VideoCounter.com, Dinslaken

4:30 pm Communication Strategies Regarding Churn Prevention and Retention

- Enlarged customer data pool and customer typologies
- Active and efficient communication with customers likely to churn in the day-to-day business

Roger Dierig, Head of Competence Center Churn Management, arvato, Gütersloh

5:00 pm Discussion

5:15 pm End of Conference

Current Legal Issues in the Energy Industry

980 EURO
PLUS VAT

- Moderation:** Dr. Christian de Wyl, Lawyer and Partner, Becker Büttner Held, Berlin
- 8:45 am Reception and handing out of conference papers
- 9:00 am Welcome and opening of the conference by the moderator
- 9:00 am The Gas Market in 2011 – Breakthrough and Remaining Obstacles**
- From the new Gas Network Access Ordinance (GasNZV) to the Cooperation Agreement IV (KoP IV)
 - Market Areas with same quality standards
- Dr. Erik Ahnis, Lawyer, Becker Büttner Held, Berlin*
Dr. Pascal Heßler, Lawyer, Becker Büttner Held, Cologne
- 9:45 am New Regulations for Closed Distribution Networks**
- Legal requirements on the future operation of closed distribution networks
 - Separation from customer installations
 - Grid access / third-party supplies
- Dr. Thies Christian Hartmann, Lawyer, Becker Büttner Held, Berlin*
Ulf Jacobshagen, Lawyer, Becker Büttner Held, Berlin
- 10:30 am Business Model „Metering Point Operator/ Metering Service Provider“ – Legal and Regulatory Framework Conditions**
- Background: Current status of liberalisation of the market for metering point operation and metering services
 - Market communication and business processes following the definition of change processes in metering (WiM)
- Dr. Jost Eder, Lawyer and Partner, Becker Büttner Held, Berlin*
Jan Hendrik vom Wege, Lawyer, Becker Büttner Held, Berlin
- 11:15 am Coffee Break
- 11:45 am The New European Energy Policy – from the Infrastructure Package to Energy Efficiency**
- Transposition of the Energy Directives into the Energy Management Act – Impacts on grid operators and industrial companies
 - Grid expansion plans and investments – Who is planning? Who is funding? Who is paying?
 - Decentralised generation, Smart Grids and energy efficiency – What are the market roles of the future?
- Dr. Dörte Fouquet, Lawyer and Senior Partner, Kuhbier Rechtsanwälte, Brussels*
Christian Thole, Lawyer, Becker Büttner Held, Berlin
- 12:30 pm Lunch Break
- 1:45 pm Electricity Tax / Energy Tax - Impacts of the New Regulations on Businesses**
- Amendments of the Electricity Tax Act and the Energy Tax Act
(changes in tax relief for manufacturing companies, contracting, taxation of substitute fuels etc.)
 - Recent court decisions and implementation in the fiscal administration
- Niko Liebheit, Lawyer, Becker Büttner Held, Berlin*
Daniel Schiebold, Lawyer and Partner, Becker Büttner Held, Berlin
- 2:30 pm Current Topics in the Competition Law**
- Direct Marketing: One year after the law against telephone advertising was passed: New court decisions on consent clauses
 - Environmental claims: Advertising using „CO₂ neutral“ and „Sustainability“
 - Price-based advertising/ gambling advertising: Abolition of the coupling prohibition and price engines
- Oliver Baustian, Lawyer, Becker Büttner Held, Berlin*
Stefan Wollschläger, Lawyer and Partner, Becker Büttner Held, Berlin
- 3:00 pm Coffee Break
- 3:30 pm Alternative Forms of Financing for Utilities – How to Become One’s Own Bank**
- Financing Options
 - Focus: Bearer bonds
- Dr. Christian Dessau, Lawyer, Becker Büttner Held, Berlin*
- 4:00 pm The Allocation of Emission Allowances in the Third Trading Period (2013 – 2020)**
- Do’s and Dont’s in the allocation process
 - Allocation rules for energy and industry
 - Everything about CO₂ site optimisation
- Dr. Miriam Vollmer, Lawyer Lawyer, Becker Büttner Held, Berlin*
- 4:30 pm Compliance in the Energy Industry**
- Compliance objectives
 - Compliance organisation
 - Typical compliance violations
- Dr. Ralf Schäfer, Lawyer, Becker Büttner Held, Cologne*
- 5:00 pm End of Conference

The Future of Gas: Orderly Withdrawal or Technology Offensive

150 EURO
PLUS VAT

Moderation: Prof. Dr. Dieter Oesterwind, Fachhochschule Düsseldorf, Düsseldorf

9:30 am Opening and welcome by the moderator

9:45 am The Problem of the Future Will Not Be Gas Procurement but Gas Demand

- Implications of identifiable and established trends and general conditions
 - Issues of the established network-based energies in conjunction with regenerative energies, economic implications
- Madjid Kübler, Managing Director, TEAM CONSULT, Berlin*

10:30 am Future Energy Systems from the Perspective of Energy Research

- What do energy researchers expect future energy supply systems to look like?
 - Which generation, infrastructure and energy application systems will become important and which criteria do they have to meet?
- Prof. Dr. Harald Bolt, Member of the Management Board, Forschungszentrum Jülich GmbH, Jülich*

11:15 am Coffee Break

11:45 am Power to Gas - Innovative Challenges for the Gas Infrastructure

- Innovative gas technologies as a solution for the integration of regenerative energies into the energy systems
- Potentials of the gas infrastructure to solve the storage problem of regenerative power generation
- New requirements on grids

Dr. Jürgen Lenz, Vice-President Gas, DVGW e.V., Bonn

Heinrich Busch, Managing Director Technology, Rheinische NETZGesellschaft mbH, Cologne

12:30 pm Climate Protection and Reduction in Energy Demand – Faster, Cost-effective and Efficient with a New Application Technology for Gas

- Innovative, highly-efficient and flexible application technology for gas as a fast, efficient and cost-effective technology for reducing CO₂ and lowering energy demand as well as compensating regenerative electricity generation

Dr. Bernhard Klocke, Senior Department Head of Water and Energy Technology, GELSENWASSER AG, Gelsenkirchen

1:15 pm Final Discussion

2:00 pm End of Conference

PARTNER



Die DVGW-Innovationsoffensive.
www.dvgw-innovation.de

DVGW Deutscher Verein des Gas- und Wasserfaches e.V.
Technisch-wissenschaftlicher Verein
Josef-Wirmer-Str. 1-3
53123 Bonn

Gas Trading

980 EURO
PLUS VAT

- Moderation:** Dr. Heiko Lohmann, Journalist, Berlin
- 9:30 am Opening and welcome by the moderator
- 9:45 am EntsoG and Acer: The Influence of European Regulation on the Markets**
Stephan Kamphues, Spokesman of the Management, Open Grid Europe GmbH, Essen
- 10:15 am Global Demand and Supply: Gas Glut or Gas Scarcity – How are Prices Developing**
- The recession triggered by the financial market crisis and the consequential decrease in demand of industrial customers and power plants
 - The increased offer of LNG and an increase in recoverable reserves and the resulting increase in upstream investments
 - The marked increase in unconventional gas reserves which are increasingly substituting LNG imports above all in the USA
- Ingolf Hoven, Head of Gas Trading, E.ON Energy Trading SE, Düsseldorf*
- 10:45 am Discussion
- 11:00 am Coffee Break
- 11:15 am CEE: A Future Part of the European Trading Markets?**
- Introduction of RWE Group
 - Activities of RWE in CEE gas market
 - Development of CEE gas markets is still fragmented
 - Integration of national markets into one regional market will be achieved
- Martin Herrmann, Executive Board Director, RWE Transgas, a.s., Prag*
- 11:45 am LNG Arbitrage Between Europe and America, Increasing Dynamics?**
Howard Rogers, Senior Research Fellow, Oxford Institute for Energy Studies, Oxford
- 12:15 pm Discussion
- 12:30 pm Lunch Break
- 2:00 pm Capacity Bottlenecks in International Transport: Where Does Additional Demand for Trading Exist?**
Joachim Rahls, Vice-Chairman Gas Task Force, EFET Deutschland – Verband Deutscher Gas- und Stromhändler e.V., Berlin
- 2:30 pm Intraday-Trading at the EEX: A Profitable Business for Storage Operators**
Michael Küster, Head of Commercial Dispatching Gas Storage, Enovos Deutschland AG, Saarbrücken
- 3:00 pm Discussion
- 3:15 pm Coffee Break
- 3:30 pm Procurement of Gas for Gas Power Plants in the Trading Market - Does it Work?**
- Gas procurement strategies
 - Practical experience with liquidity
 - The index issue
- Dr. Jürgen Tzschoppe, Managing Director, Statkraft Markets GmbH, Düsseldorf*
- 4:00 pm Portfolio Management for Municipal Utilities: The Model of RheinEnergie Trading**
- Gas procurement and gas trading – making use of new opportunities
 - Portfolio management gas – what is that?
 - Instruments required – what is needed?
 - Interface with sales – success factors
 - Market areas – the L-gas issue
 - Make or buy – the model of RheinEnergie Trading
- Arndt Robbe, Managing Director, RheinEnergie Trading GmbH, Cologne*
- 4:30 pm Discussion
- 4:45 pm End of Conference

Current Developments in Portfolio and Risk Management

980 EURO
PLUS VAT

With the „Current Developments in Portfolio and Risk Management“ workshop the E-World congress programme offers a platform for exchange between science and practice. In view of the current developments in the energy markets and in energy policy flexibility is of utmost importance. The increasing volumes coming from fluctuating energy sources, expanding international trade and new energy policy objectives require flexible plants and contracts to ensure that appropriate measures can be taken at any time. The question, however, arises how the flexibility of assets can be valued appropriately - both in the short-term period and when assessing the course of action beyond the liquid trading period.

This workshop compares new scientific strategies with the challenges and current developments in practice. The topics dealt with include:

- Price and volatility models as a basis for flexibility assessment
- Strategies for flexibility assessment
- Challenges in the transition from short-term to long-term observation

In the discussion rounds the participants will have the opportunity to discuss the strategies presented and their experience in detail and to assess them with regard to their practicability and transferability.

Moderation: Prof. Dr. Christoph Weber, Chair for Energy Management, Universität Duisburg-Essen, Essen

9:30 am Welcome and opening by the moderator

9:45 am Flexibility in the Electricity Generation Mix of the Future

Prof. Dr. Christoph Weber, Chair for Energy Management, Universität Duisburg-Essen, Essen

10:15 am The Value of Flexibility for Energy Companies

N.N.

10:45 am Discussion

11:00 am Coffee Break

11:15 am Option Theory for the Assessment of Assets

N.N.

11:45 am Price Modelling as a Basis for Flexibility Assessment

N.N.

12:15 pm Discussion

12:30 pm Lunch Break

2:00 pm International Flexibility – Increasing Value with Increasing International (Gas) Trading?

N.N.

2:30 pm Political Risks and Value of Flexibility in Emission Allowances Trading

N.N.

3:00 pm Discussion

3:15 pm Coffee Break

3:30 pm Forecast Models for Electricity Volatilities and Impacts on Flexibility Assessment

Joachim Benatzky, Research Fellow at the Chair for Energy Management (EWL), Universität Duisburg-Essen, Essen

4:00 pm Risk Management with Regard to Changing Volatilities

N.N.

4:30 pm Discussion

4:45 pm End of Conference

Innovative Approaches in Electricity and Gas Sales

980 EURO
PLUS VAT

Moderation: Ron Keßeler, Project Manager, con | energy unternehmensberatung gmbh & co. kg, Essen

9:30 am Welcome and opening of the conference by the moderators

OVERVIEW OF AND COMPETITION IN THE ELECTRICITY AND GAS MARKET

9:45 am **Current Developments in the Retail Customer Market**

- Intensity of competition on the supply side
- Intensity of competition on the demand side
- Outlook

Peter Reese, Head of Energy Business, Verivox GmbH, Heidelberg

10:15 am **Current Developments in the Wholesale Market**

Dr. Heike Hahn, Project Manager, con | energy unternehmensberatung gmbh & co. kg, Essen

10:45 am Discussion

11:00 am Coffee Break

MUNICIPAL UTILITIES ARE FACING NEW CHALLENGES

11:15 am **„Der kleine Racker“ - Online Sales in a Cooperation of Municipal Utilities**

N.N.

11:45 am **Nationwide Marketing of a Local Brand**

Matthias Wolfskeil, Chairman of the Management Board, Stadtwerke Flensburg GmbH, Flensburg

12:15 pm Discussion

12:30 pm Lunch Break

MORE MARKET DYNAMICS WITH NEW SUPPLIERS

2:00 pm **Strategies for Success in Retail Sales Taking Goldgas as an Example**

Michael Notzon, Managing Director, goldgas SL GmbH, Nuremberg

2:30 pm **HAMBURG ENERGIE - The Hamburg Approach Towards a Municipal Energy Supply**

Dr. Ulrich Bammert, Managing Director, HAMBURG ENERGIE GmbH, Hamburg

3:00 pm Discussion

3:15 pm Coffee Break

NEW BUSINESS MODELS OF SUPPLIERS FROM OUTSIDE THE INDUSTRY

3:30 pm **Kofler Energies Club AG: The New AA of Energy Savers**

- Kofler Energies Group - structure, business model, projects
- Kofler Energies Group Club for retail customers
- Steps towards more energy efficiency
- The energy turnaround: visions for the future

Dr. Peter Vest, CEO, Kofler Energies Club AG, Frankfurt am Main

4:00 pm **Electricity and Gas for Policy-holders of Provinzial Rheinland Versicherung AG**

Dr. Martin Creutz, Managing Director, proefa GmbH, Düsseldorf

4:30 pm **Gas Offer of BILD-Magazine: Energy for Everybody**

Dr. Kirsten Nölke, Managing Director, X00L GmbH, Hannover

5:00 pm Discussion

5:15 pm End of Conference

Energy Services as the Market for the Future - Current Legal and Tax Developments

600 EURO
PLUS VAT

Moderation: Michael Körber, Lawyer and Partner, MPW Legal & Tax, Northeim

9:30 am Welcome by the moderator

EU DIRECTIVES, LAWS, REGULATIONS - WHAT IS NEW?

9:45 am The Energy Plan of the German Government – A Status Report

MinDirig Franzjosef Schafhausen, Head KII - Environment and Energy, Federal Ministry for the Environment, Nature Conservation and Reactor Safety, Berlin

10:15 am Transposition of the EU-Energy Services Directive: The Act on Energy Services and More ...

Wulf Bittner, Head of Department, Federal Office for Economy and Export Control, Eschborn (inquired)

10:45 am Discussion

11:00 am Coffee Break

NEW BUSINESS MODELS - LEGAL ISSUES AND SOLUTIONS

11:15 am EEG vs KWKG: The Necessity to Harmonise the Legal Framework for Energy Services Products

Michael Körber, Lawyer and Partner, MPW Legal & Tax, Northeim

11:45 am Smart Energy Services: Energy Services Providers as Metering Point Operators and Metering Service Providers

Ralf Schade, Managing Director, ENOMETRIK Gesellschaft für Messdienstleistungen mbH, Bruchsal

12:15 pm Discussion

12:30 pm Lunch Break

ENERGY AND ELECTRICITY TAX - QUESTIONS AND ANSWERS

2:30 pm Changes in the Energy and Electricity Tax Law

MinR Peter Bille, Head of Department III A 1, Federal Ministry of Finance, Bonn (inquired)

3:00 pm Energy / Electricity Tax and Energy Services: What is (Still) Possible?

Karsten Ahrens, Lawyer, Tax Lawyer and Partner, MPW Legal & Tax, Northeim

3:30 pm Discussion

3:45 pm Coffee Break

THE CONTROVERSIAL ISSUE

4:15 pm Accounting Standards and Contracting: Changes! Solutions?

Wolfram Moritz, Auditor, Tax Consultant, Partner, MPW Legal & Tax, Northeim

4:45 pm Discussion and Summary

5:00 pm End of Conference

PARTNERS



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Güterbahnhofstraße 35
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ESCO Forum im ZVEI
Lyoner Straße 9
60528 Frankfurt am Main



Verband für Wärmelieferung
Ständehausstr. 3
30159 Hannover

Bio Natural Gas - Green Energy of the Future

- Moderation:** Wim Hahn, Division Manager Biogas Plants, swb Services GmbH & Co. KG, Bremen
- 9:30 am Opening and welcome by the moderator
- BIO NATURAL GAS – A FUEL WITH POTENTIAL
- 9:45 am Bio Energy Contracting - Potential, Competition and Market Development up to 2020**
Jens Gatena, Project Manager, trend:research, Bremen
- 10:15 am Prospects for the Use of Biomethane Against the Background of the Instruments for the Promotion of Renewable Energies - From Production to Utilization**
Uwe Holzhammer, Division KI III 2, Senior Analyst, Ecologic Institut - Federal Ministry for the Environment, Nature Conversation and Reactor Safety, Berlin
- 10:45 am Discussion
- 11:00 am Coffee Break
- PRACTICAL EXPERIENCE WITH BIO NATURAL GAS PROJECTS
- 11:15 am Bio Natural Gas - Prospects and Need for Action from the Grid Operators' and Energy Suppliers' Perspective**
Thomas Fritsch, Managing Director, BALANCE VNG Bioenergie GmbH, Leipzig
- 11:45 am Two Processes, Three Producers - Reprocessing Projects from an Operator's Perspective**
- erdgas schwaben (Renewable Energy Projects)
 - Initial situation
 - Requirements on: reprocessing plant, feeding plant
 - Outlook
- Georg Radlinger, Head Renewable Energies and Innovation, Erdgas Schwaben GmbH, Augsburg*
- 12:15 pm Discussion
- 12:30 pm Lunch Break
- 2:00 pm Development of Bio Natural Gas Projects and Mapping of the Entire Value Chain**
- Project development of the value chain: production of raw biogas - biogas reprocessing - decentralised cogeneration plants
 - Cornerstones, decision-taking and practical experience in the course of project development
- Werner Larmann, Team Leader Project Development, swb Services GmbH & Co. KG, Bremen*
- HEAT GENERATION USING BIOGAS
- 2:30 pm Heat Contracting with Biogas: Legal Framework of a Model for the Future**
Hartwig von Bredow, Lawyer, Rechtsanwälte Schnutenhaus & Kollegen, Berlin
- 3:00 pm Discussion
- 3:15 pm Coffee Break
- 3:30 pm Bio Natural Gas CHP - When and for Whom is it Worthwhile?**
- Opportunities of contracting
 - Strategies for cogeneration and CHP plants
 - Potential applications of bio natural gas
- Arthur Dornburg, Managing Director, m+p consulting Süd GmbH, Munich*
- BIO NATURAL GAS TRADING
- 4:00 pm Practical Experience with Trading Bio Natural Gas**
- Trading of biomethane
 - Potential application and utilization of biomethane
 - Market development and potential
 - Market obstacles and possible solutions
- Dr. Andreas Seebach, Managing Director, bmp greengas GmbH, Munich*
- 4:30 pm Discussion
- 4:45 pm End of Conference

Seminar: New Developments in Offshore Wind Power

600 EURO
PLUS VAT

The energy plan of the German government has identified the expansion of offshore wind power as a priority. By 2030 offshore windpower output is to increase to 25 GW with an investment of 75bn Euro. But the expectations are as high as the challenges in the still very young industry. The difficulties range from minimum requirements, such as the development of a high-performance network infrastructure, and legal standards for permissions as well as project agreements to the central success factor of financing.

The seminar will give comprehensive information on current developments in all critical areas of offshore windpower as well as the experience gained in the first German commercial offshore windfarm. Reports from experts in the respective fields ensure practical orientation.

Moderation: Christopher Bremme, Partner, Linklaters LLP, Berlin
Dr. Kai-Uwe Pritzsche, Partner, Linklaters LLP, Berlin
Dr. Eva Reudelhuber, Partner, Linklaters LLP, Frankfurt am Main

10:00 am Welcome and opening by the moderators

10:15 am Current Information on Approval Practice

Christian Dahlke, Head Legal Affairs, Bundesamt für Seeschifffahrt und Hydrographie, Hamburg

11:00 am Current Information on Grid Access

Matthias Otte, Chairman of the Ruling Chamber 6, Federal Network Agency for Electricity, Gas, Telecommunications, Post and Railway, Bonn

12:00 pm Coffee Break

12:15 pm Bard – Experience with the First German Commercial Offshore Windfarm

N.N., Bard Energieering GmbH

1:00 pm Lunch Break

2:00 pm Financing of Offshore Windfarms from the Banks' Perspective

Ulrich Verkamp, Head of Project and Structured Public Finance, Dexia Kommunalbank Deutschland AG, Berlin

2:45 pm Current Legal Issues Associated with Multi-contracting and Financing

*Dr. Wolfram Distler, Managing Associate, Linklaters LLP, Frankfurt am Main
Thomas Schulz, Managing Associate, Linklaters LLP, Berlin*

3:30 pm End of Seminar

The Renewable Energies Act (EEG) in the Energy Plan

600 EURO
PLUS VAT

Moderation: Thorsten Lenck, Senior Consultant, Energy Brainpool GmbH & Co. KG, Berlin

2:00 pm Welcome by the Chairman

2:15 pm Integration of Renewable Energies in the Energy Plan

- Promotion of marketability
- Current and reviewed allocation mechanism
- Market integration with market premium
- Green power privilege: Genuine green power from Germany

Thorsten Lenck, Senior Consultant, Energy Brainpool GmbH & Co. KG, Berlin

3:00 pm Development of the EEG Levy

- The principle behind the EEG levy
- Assessment of EEG levy
- The development of the EEG levy in the following years
- Compensating incorrect assessments in later periods

Kevin Hayward, Head of Energy Markets, Dalkia GmbH, Neu-Isenburg

3:45 pm Questions and Discussion

4:00 pm Adaptation of Generation and Consumption to Negative Electricity Prices

- Cost and financial incentives
- Operational implementation
- Options for adaptation
- From electricity generator to electricity eliminator

N.N.

4:30 pm Direct Marketing Under Attack

- Strategic changes using an energy plan
- Economic potential and marketing risks
- Operational processes
- Efficient limitation of marketing risks

Dr. Thomas Pilgram, Managing Director, Q-Cells Clean Sourcing GmbH, Bitterfeld-Wolfen

5:15 pm Questions and Discussion

5:30 pm End of Seminar

Energy Generation and Emission Trading: Current Developments and Strategies

600 EURO
PLUS VAT

Moderation: Christian von Hammerstein, Lawyer, RAUE LLP, Berlin

9:30 am Welcome and introduction to the topic

9:45 am The Structure of the European Emission Trading System (EU ETS) as of 2013: Challenges for Energy Generators

- Scope of the EU ETS
- Allocation: EU regulation, transposition at national level, procedures
- Auctioning: admissibility of full auctioning and national opt-out platform
- Monitoring and sanctions
- Provisions for small installations

Dr. Uwe Neuser, KI I 2 Legal Issues Environment and Energy as well as Climate Protection, Emission Trading, Federal Ministry for the Environment, Nature Conservation and Reactor Safety, Berlin

10:15 am Moderated Discussion

Dr. Carl-Stephan Schweer, Lawyer, RAUE LLP, Berlin

10:45 am Coffee Break

11:00 am Uncertain Future: How will the Emission Trading Markets Develop until 2012 and Beyond?

- Uncertainties of the EU ETS
- CDM and JI - what is next?
- CO₂ hedging for power plants
- Differences between compliance and commodity markets

Koen Dejonghe, Head of Customer Business Global Carbon, Statkraft, Amsterdam
Benedikt von Butler, Director, Citigroup Global Markets Limited, London

11:30 am Moderated Discussion

Dr. Bernd Beckmann, Lawyer, RAUE LLP, Berlin

12:15 pm Lunch Break

1:15 pm Contractual Hedging Against Emission Trading Risks

- Market standards in emission trading contracts
- Optimum wording of risk-relevant contract clauses

Alexander Sarac, General Counsel, EcoSecurities, Oxford
Dr. Bernd Beckmann, Lawyer, RAUE LLP, Berlin

2:15 pm Market Prospects with Linking: Will the EU ETS be Linked with Other Emission Trading Systems?

- Legal challenges of linking
- Realistic linking scenarios
- Market impulses with linking

Dr. Bernd Beckmann, Lawyer, RAUE LLP, Berlin

2:45 pm Questions and final discussion

3:00 pm End of Conference

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of receipt. Registration using this form is necessary for every participant; we will gladly send you more forms. E-world energy & water GmbH has entrusted con | energy ag, Norbertstraße 5, 45131 Essen, with the organisation of the participant administration. Any questions on the programme and registration: **con | energy agentur gmbh, Phone +49 (0) 201.1022.236.**

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