



Business Models to Promote Energy Efficiency Services: Lessons learned from the electricity sector

7 March 2012

Marriott Hotel

Rue Auguste Orts 3-7, 1000 BRUSSELS

Programme

8h30	Registration	
	Session I: The EED's role in the 2050 Energy Strategy - High-level Panel on the status of negotiations	
9h00	Welcome	Hans TEN BERGE Secretary General EURELECTRIC
9h10	The role of the Energy Efficiency Directive in delivering the 2050 Energy roadmap	Marie DONNELLY Director for Renewables, Research & Innovation, Energy Efficiency EUROPEAN COMMISSION, DG Energy
9h25	The Energy Efficiency Directive in context: impact, challenges and solutions	Jonas ROOZE European Power Analyst Thomas ROWLANDS-REES Senior Analyst in the Energy Smart Technologies Bloomberg New Energy Finance
9h35	Panel Debate	Moderator: Jesse SCOTT Head of Unit for Environment & Sustainable Development Policy EURELECTRIC Panellists: Claude TURMES, MEP Rapporteur, Energy Efficiency Directive EUROPEAN PARLIAMENT Daniele AGOSTINI Chair of EURELECTRIC WG Energy Efficiency Head of Renewable Energy and Energy Efficiency Regulation Regulatory, Environment and Carbon Strategy, Enel SpA, Italy
10h30	Coffee break	

Session II: Business models in competitive markets

11h00 **Survey results among electricity companies – Part I: Supplier Companies**

Owen WILSON

Chair of EURELECTRIC Committee Environment & Sustainable Development Policy
Manager Group Health, Safety and Environment, ESB, Ireland

11h15 **Panel Debate**

Moderator:

Owen WILSON

Chair of EURELECTRIC Committee Environment & Sustainable Development Policy
Manager Group Health, Safety and Environment, ESB, Ireland

Panellists:

Birgitta RESVIK

Head of Public Affairs Sweden
Fortum Corporation

Claus FEST

Head of Energy Policy
RWE Effizienz GmbH, Germany

Patrick MEIJER

Manager Public Affairs
ENERGIE-NEDERLAND

Paolo QUAINI

Director for Marketing and Development, Energy Efficiency and Sustainable Development Business Unit, Edison, Italy

Discussant:

Krzysztof GIERULSKI

Policy Officer Energy Efficiency
EUROPEAN COMMISSION, DG Energy

12h30 **Lunch**

Session III: Financing energy efficiency measures: how regulated distribution system operators can facilitate this process

14h00 **Survey results among electricity companies – Part II: Distribution Companies**

Owen WILSON

Chair of EURELECTRIC Committee Environment & Sustainable Development Policy
Manager Group Health, Safety and Environment, ESB, Ireland

14h15 **Panel Debate**

Moderator:

Owen WILSON

Chair of EURELECTRIC Committee Environment & Sustainable Development Policy
Manager Group Health, Safety and Environment, ESB, Ireland

Panellists:

Richard SCHALBURG

Chief Consultant
DANSK ENERGI, Denmark

Donata SUSCA

Responsible for Energy Efficiency
Enel Infrastructure & Network, Italy

Manuel RODRIGUES DA COSTA
EURELECTRIC Networks Committee Vice-Chairman and WG Distribution Regulation and Policy Chairman
Advisor, EDP Distribuição-Energia S.A, Portugal

Discussant:
Manuel SANCHEZ JIMENEZ
Programme Manager for Smart Grids
EUROPEAN COMMISSION, DG Energy

15h30 Coffee break

Session IV: Special cases: regulated retail, small operators, systems in transition

16h00 Panel Discussion

Moderator:
Hans TEN BERGE
Secretary General
EURELECTRIC

Panellists:
Rouzbeh REZAKHANLOU
Head of Department Strategic Analysis
EDF, France

Lawrence SLADE
Chief Operating Office
Energy Retail Association, United Kingdom

Heinrich TSCHOCHOEI
Head of Energy- and Carbon-Management
EWE ENERGIE AG, Germany

Gerard HARNETT
Manager Regulatory Affairs-Operations
Bord Gais Energy, Ireland

Discussant:
Jan PANEK
Head of Unit, Internal Market III: Retail markets;
coal & oil
EUROPEAN COMMISSION, DG Energy

17h00 Remarks & Conclusions

Daniele AGOSTINI
Chair of EURELECTRIC WG Energy Efficiency
Head of Renewable Energy and Energy Efficiency
Regulation
Regulatory, Environment and Carbon Strategy,
Enel SpA, Italy

17h15 End of the Workshop

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