

INVESTING IN THE ENERGY TRANSITION





OVERVIEW

Dive into the heart of the energy transition at our inaugural Investing in the Energy Transition event taking place in Milan on the 2nd October. Get the chance to engage with industry leaders and key innovators as we explore their pivotal role within emerging energy transition asset classes.

Discover to best transfer existing expertise to these technologies to minimise risk and learn about the different fountains of capital available.

Don't miss out on the chance to leave your mark on the energy transition. Register now and be a part of the actors that will drive sustainable growth forward.

For speaking opportunities
please email:

e.fucile@inspiratia.com

For sponsorship or commercial
enquiries please email:

c.osborne@inspiratia.com

WHO CAN YOU MEET?

Connect with 220+ C-level and leading European and UK energy transition playmakers ranging from institutional investors, financiers, developers, utilities, project sponsors, lenders, government representatives and many more.

DELEGATE BREAKDOWN



5+ HOURS
NETWORKING



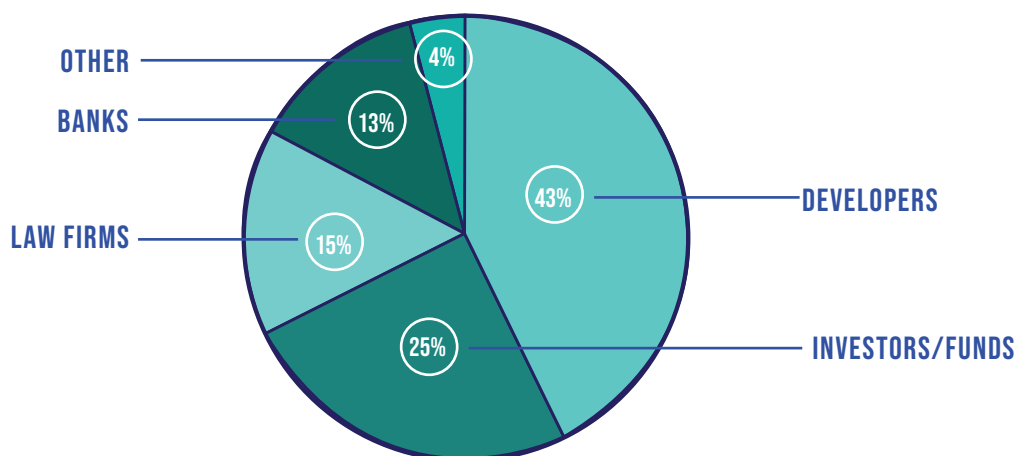
15+
COUNTRIES



30+
SPEAKERS



220+
ATTENDEES



1ST OCTOBER 2024

ITALIAN BRIEFING & ICE-BREAKER DRINKS

IN PARTNERSHIP WITH **Bird & Bird**

**Led and conducted in Italian*

**Maximum 2 per company*

Address: Bird & Bird, Via Porlezza 12, 20122 Milano

17:00

REGISTRATION OPENS

17:30

WELCOME REMARKS

17:40

REGULATORY ARENA

4.6 GW of new renewables projects are expected by December 2028 in Italy. Should Italy's MACSE (Mechanism for the Acquisition of Storage Capacity) prioritise stability through long-term procurement systems or should they allow for market volatility and flexibility to attract a more diverse pool of investment? Initial focus for MACSE tenders are focused on southern Italy. Will this cause a regional imbalance in energy storage development?

Federico Cardini, Country Manager - Uniper Renewables Italy, **Uniper**

Elena Macchi, Team Head Legal Italy, **Aquila Capital**

Salvatore Casa, Partner, **Elemens**

Alessandro Ceschiati, General Manager, Italy, **Enfinity Global**

Moderator: Simone Cadeddu, Partner, **Bird & Bird**

18:20

FINANCING THE ENERGY TRANSITION: ITALY

How are financial institutions weighing up technology risk with bankability? What steps can be done from a lender and developers perspective to minimise risks? Which lessons can be taken away from more mature European markets?

Francesco Lucarini, Associate Director, **Rabobank**

Teresa Gaglio, Project Finance, **Banco BPM**

Raffaele Ciotta, Investment Director Southern Europe, **Foresight**

Moderator: Pierpaolo Mastromarini, Partner, **Bird & Bird**

19:00

THE EVOLVING ASSET-CLASS: BATTERY STORAGE

Battery storage remains a key to integrating renewable energies. What can the storage business model look like in Italy following the recent regulatory updates? How can developers and utilities overcome the current challenges to build resilient business models? How will market players navigate supply chain constraints?

Giovanni Paolo Di Giovanni, Senior Director, **JLL**

Fabrizio Ciaccia, Vice President EMEA, **NHOA Energy**

Roberto Jimenez, Executive Director, **BW ESS**

Francesco Oppici, Co-Founder & CPO, **Energy Dome**

Moderator: Andrea Semmola, Partner, **Bird & Bird**

19:45

ICE-BREAKER COCKTAIL RECEPTION

2ND OCTOBER 2024

Address: Melia Milano, Via Masaccio, 19, 20149 Milano

08:15

BANKERS BREAKFAST

By invitation only. For more information, contact: c.osborne@inspiratia.com

08:30

REGISTRATION OPENS

08:55

WELCOME REMARKS

Monica Colombera, Partner, Legance

09:10

INVESTING: THE ENERGY TRANSITION

- Commercial lenders have sufficient liquidity to deploy into energy transition related projects, however, the uncertainty revolving revenue streams is slowing down progress. How can structures best be translated from established technologies to emerging ones?
- What steps should off takers and developers take to minimise risks when presenting their pipelines to financiers?
- How can commercial banks and developers work more closely to strengthen their cooperation?

Emiliano Scrivo, Executive Director, CIBC

Nicola Di Agostino, Chief Specialist Project Finance, Bayern LB

Cecile Luciano, Associate Director, Nord/LB

Moderator: Pierpaolo Mastromarini, Partner, Bird & Bird

09:50

FINANCING STREAMS: BEYOND COMMERCIAL BANKS

- From funds, to ECAs, to Multilaterals and insurers, how can these market players help alleviate the risks associated with new energy-transition related technologies?
- How do equity players view the emerging energy transition related asset classes?
- ECAs' traditional mandates are to support exporters. However, in recent years, they have become more flexible offering untied lending schemes and relaxing their local content rules – how can they be used as instruments to minimise risk?
- The industry is calling for further intervention from institutional investors to participate within the energy transition. How can risk structures become more diversified (such as portfolio financing) to ease their entrance into energy transitional related sectors? What do they need to expand their activities across related asset classes?

Daniele Tabacco, Head of Europe Origination, Green Credit Fund, CIP

Ahmed Zaki, Managing Director, I Squared Capital

Fabio Guglieri, Senior Client Relationship Manager, SACE

Moderator: Arturo Sferruzza, Partner, Norton Rose Fulbright

10:40

MORNING NETWORKING BREAK

11:40

M&A FINANCING: BATTERY STORAGE AND REPOWERING AGING ASSETS

As the renewable energy sector evolves, new assets are essential to drive the energy transition. BESS is becoming crucial for managing renewable power, requiring innovative equity and debt structures to fund their development. Meanwhile, aging assets demand repowering solutions and new fountains of capital to upgrade equipment. We'll be discussing the BESS market state of play, navigating revenue stacking, new financial players, as well as PPA vs merchant trends.

Miguel Solana, Partner, Alter5

Diomidis Dorkofikis, Partner, Foresight

Marcos Szutan, Partner, Green Oasis Energy

Moderator: Giovanni Paolo Di Giovanni, Senior Director, JLL

12:30

LUNCH

14:00

INVESTING: BATTERY STORAGE – THE CRUX OF THE ENERGY TRANSITION

- Italy is poised to be the next frontier for battery storage after the UK. What are the existing support mechanisms in place? What difficulties will market entrants have to face?
- Spain holds great potential for land use, however, what must regulatory environment outline for pipeline to take off?
- How can BESS projects demonstrate and produce more stable output and cash flows to obtain better financing packages?
- Focus is geared towards generation rather than storage capacity. Is co-location a key to making commercial lenders more comfortable in financing new generation assets?

Emanuele Taibi, Country Manager - Italy, **Field**

Alessia Saibene, Investment Director, **Sosteneo**

Lucie Kanius-Dujardin, Executive VP of Global Markets, **NHOA Energy**

James Taggart, Vice President, **Cero Generation**

Alex O'Kinneide, CEO, **Gore Street Capital**

Moderator: Lorenzo Parola, Managing Partner, **Parola Associati**

14:50

DESTIGMATISING RISK: DEVELOPERS AND OFF TAKERS BUILD THEIR CASE

- How to establish a credible offtake when entering a new market
- Overcoming processing times, will developers have to wait for their current pipeline to clear permitting processes before being able to propose new projects?
- How should developers leverage risk to maximise revenues on generation assets? Is taking on merchant exposure possible?
- What's the best approach for diversifying revenue streams? In emerging technologies, what is the limitation on public financing and where should the private sector take the lead?

Peer Piske, Managing Director, **Alantra Solar**

Alice Cajani, Global Director Energy Management, **Enfinity Global**

Jesús de Pablo, Head of Structured Finance and M&A Europe, **Fotowatio Renewable Ventures (FRV)**

Javier Flamarique, Director Project Finance, **Econergy**

Moderator: Cristina Martorana, Partner, **Legance**

15:40

AFTERNOON NETWORKING BREAK

16:20

BIOFUELS: THE UNDERRATED RENEWABLE ENERGY

- Which national and EU level regulations are having the most impact in the current biofuels state of play? Is further intervention from the public sector required, how much investment burden should the private sector take on?
- Is Italy set to become the key EU market for biomethane and biofuels?
- From an investor perspective, how can biofuels become credibly bankable? Which financing structures have proven the most successful

Monica Foschi, Partner, **MZF & Partners**

Adriano Cordisco, CEO & Co-Founder, **ReFuels**

Carlotta Trucillo, Deputy Director General, **Assitol**

Moderator: Ashkenaz A.L., Reporter, **inspiratia**

16:50

FLOATING OFFSHORE WIND: FRIEND OR FOE?

It is certain that floating offshore wind technology costs will not decrease as quickly as developers would have hoped. The asset class will be heavily reliant on public sector support to reach commercialisation.

- Are the opportunities in the sector tangible?
- As floating technology takes off, will supply chains be able to accommodate the uptick in demand?
- How can developers build in greater predictability when presenting their business case?

Paolo Grossi, Chief Commercial Officer, **Galileo**

Michele Schiavone, Project CEO, **Copenhagen Offshore Partners**

Stefan Vatchev, Executive Director, Project Finance & Infrastructure, **CIBC**

Moderator: Viola Caon, Head of Content, **inspiratia**

17:20

CLOSING REMARKS

Viola Caon, Head of Content, **inspiratia**

17:30

NETWORKING DRINKS RECEPTION IN PARTNERSHIP WITH Legance

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Charlie Osborne
Head of Events
c.osborne@inspiratia.com

For content, speaking
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Elsa Fucile
Head of Production
e.fucile@inspiratia.com

For venue and logistical
enquiries



Alba Boquet
Head of Operations
a.boquet@inspiratia.com