

WindPower Romania

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Romanian Wind Energy Association:



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18-19 January 2011, JW Marriott, Bucharest, Romania

Unleashing the Potential of Romanian Wind Power

Hear from 20+ leading stakeholders in the
Romanian Wind market

Alexandru Săndulescu, General Director,
General Directorate for Energy, Oil and Natural Gas,
Ministry of Economy, Romania

Xabier Viteri, Chief Executive Officer,
Iberdrola Renovables

Giulio Antonello, Chief Executive Officer,
Alerion

Petre Stroe, Managing Director EGL Romania,
EGL Gas & Power Romania

Mike Scholey, Member of the Board &
Chief Executive Officer,
Continental Wind Partners

Michael Lassager,
Chief Executive Officer,
Ventureal

Alexandru Filip, Managing Director,
FAS Bros Data

Markus Vrieling, Chief Executive Officer,
Lamar Company

Ondrej Safar, Project Manager,
CEZ

Mihai Cristian Tantareanu, Executive Director,
ENERO

Andreas Schweitzer, Managing Director,
Investissements Mistral Ltd

Ioan Dan Gheorghiu, Chairman and Chief Executive Officer,
ISPE

Bryan Jardine, Managing Partner,
Wolf Theiss

Eric Achtmann, Managing Director,
Global Capital Advisors

More than
10 C-Level
Speakers

Conference
will be translated
simultaneously

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ROMANIAN INSTITUTE FOR ENERGY
DEVELOPMENT STUDIES

This landmark event brings together the major stakeholders from Romania and Europe to explore the opportunities in the Romanian wind market. This event will show you how you can:

- Secure project finance, what investors are looking for and how funding models are evolving
- Understand government incentives for wind and who the beneficiaries of green certificates will be and how the market for green certificates in Romania will develop
- Navigate local permitting and siting issues that will allow you to make the early stages of your project more efficient
- Hear the latest developments in wind resource assessment and technology, including overviews on SONAR and LIDAR
- Deal with performance, reliability, O&M issues in a more effective way
- Benefit from first hand experience of active Romanian wind projects, including key case studies from Iberdrola Renovables, CEZ, Continental Wind Partners and Eolica Dobrogea

PLUS Green Power Academy Training Course

Wind Technology & Market Briefing

17 January 2011

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A message from the conference chair,
Dana Duica, Executive Director,
Romanian Wind Energy Association

Dear Members, Associates and Friends,

May I invite you to join us and participate in the **RWEA's official, WIND POWER ROMANIA 2011 Congress and Exhibition**, which will take place from **18-19 January 2011** in Bucharest, Romania.

Romania's wind industry is blossoming. New wind farms are now online and forecasts suggest that in 2010 energy from wind will grow from 14 MW to 650 MW. Having the highest wind power potential in south east Europe - of up to 23 TWh - Romania is set to significantly expand its wind energy capacity over the coming years. With a 24% target of energy from renewable to reach by 2020 (as stipulated by the EU Directive), now is the time to take a close look at one of Europe's most promising wind power markets.

Wind Power Romania offers an unprecedented opportunity to learn from and network with board-level executives and experts as they lead a full agenda packed with information and networking opportunities of more than 7.5 hours. The entire value chain will be present to help you understand how you can:

Understand what financiers are looking for in order for you to secure project finance

What are investors' appetites for risk in Romania in the current economic climate? How have the recession and local policies affected liquidity of investment? What are the traps you need to avoid and the due diligence you need to undertake to establish confidence in your project? See how funding models are evolving and how you can develop credible cost benchmarks.

Meet with an international delegation of thought leaders

A delegation which brings the entire value chain together to learn about the Romanian market, find out how experiences in other countries can be applied. See how the market will develop and establish a strong foundation to move into the future. If your company is looking at the potential that exists in the market, no other event will combine the opportunities of a full conference programme and excellent networking opportunities that send you back to the office ready to engage with Romania.

Congress Agenda

The congress programme will cover all aspects of wind power potential in the region, with a particular focus on policy and regulatory opportunities and challenges.

There is no better place to hear about the latest industry developments and trends than Wind Power Romania 2011.

I look forward to meeting you all at WIND POWER ROMANIA in Bucharest.

Kind regards,

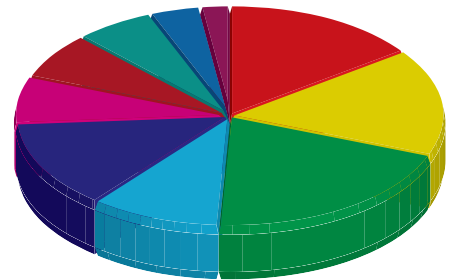
Dana Duica,
Executive Director
The Romanian Wind Energy Association



“Excellent. Quite markedly the quality of the content in the formal presentations was outstanding”



42% of attendees were of past Director, President or C-Level



■ Project Developer	15%
■ Utility / IPP	16%
■ Technology Manufacturer/Component Suppliers ..	20%
■ Consultancies/Engineering Consultants/Lawyers ..	10%
■ Finance and Investment	13%
■ Government and Regulatory Bodies	7%
■ Wind Power Integrators/Installers	7%
■ Transportation/Logistics	6%
■ Universities / Association / Press	4%
■ Legal	2%

Attendee Breakdown From Wind Power Turkey, 2010



“Great job chaps. It was a well-rounded event; wouldn't change a thing. Brilliant!”

(PM, NRG Bluewater Wind, Offshore Wind Power, Philadelphia, 2-3 February 2010)



Conference Day One - 18th January 2011

08:30 Registration & welcome coffee

09:00 Chair's opening remarks

- Romania's current energy mix, wind potential and overview of regional developments

Overview of the Market

09:15 Policies to Support the Wind Industry in Romania

Opening Keynote Presentations

- Update on legislation, forthcoming reforms and advocating growth in renewable energy generation until 2020
- Secondary legislation to support ongoing growth
- Establishing a functioning market based on competition: support mechanisms, policies and incentives
- The interplay between EU and Romanian legislature and the need for increased energy independence and sustainability across Europe
- Creating a stable environment for wind power in Romania and increasing the amount of power from renewable sources
- Scenarios for wind energy development in Romania

Siting, Permitting and Assessing Site Suitability

10:15 Understanding and Working with Romanian Permitting Procedures

- The need for clear administrative and permitting processes to drive investment in wind power in Romania
- A comparison of national and local procedures and processes and effective ways to work across jurisdictions
- Speeding up approval of Environmental Impact Assessments
- The importance of local etiquette and the personal skills of the development team
- Testing, standards and certification

10:45 Conducting more Effective Site Assessments

- Understanding what makes a suitable site for development and avoiding errors that can be magnified later on down the line
- Carrying out an accurate wind resource assessment to reduce uncertainty
- Advancements in wind assessment technology
- Best practices in forecasting techniques and methodologies
- Forecasting simulation and modelling technologies

11:15 Networking refreshments break

11:45 Developments in Forecasting to Enable More Effective Assessments of Wind Potential

- An overview of different models (physical and statistical)
- SONAR, LIDAR and other technologies to enhance short-term forecasting
- Improving prediction of ramping events
- Minimising long-term forecasting errors to allow better prediction of return on investment

12:45 Networking Lunch

Finance and Investment

13:45 Securing Project Finance for Wind Power Installations in Romania

- Best practice guidelines: factors and futures, opportunities and challenges
- What are investors looking in terms of risk-mitigation?
- How do the short term and long term costs of wind farms compare to those of normal power plants and how do risk-mitigation practices differ?
- Financing wind power deals across the region: how are funding models are evolving?
- Project finance standards for environmental and social performance: the challenges and opportunities for wind power developers
- Applying project finance standards as part of a risk management approach
- Seeking equity, project and debt finance
- Due diligence, bankability, risk assessment and developing credible cost benchmarks
- Attracting foreign capital flow

14:15 From Privatisation to Recession: what are the Implications and Challenges for new Wind Power Projects?

Panel Discussion

- What impact has the global financial downturn had upon the Romanian economy and how has it affected liquidity of investment?
- How does the Romanian economic climate and potential for return on investment compare with the rest of Europe?
- Privatisation of the Romanian energy sector and the implications for the market
- Sources of investment: debt finance, PE, VC, pension funds, structural funds and incentives
- Fair pricing for green energy

15:00 Networking refreshment break

15:30 How will the Market for Green Certificates Unfold?

Panel Discussion

- What impact do green certificates have on investor confidence and how will this change as their value fluctuates?
- Minimum and maximum pricing for renewable certificates: will these be attractive as prices shift between now and 2017?
- Factoring pricing risk and penalties into the life cycle cost of farms
- Mandatory quota for suppliers combined with a system of green certificates (GC) trading

Case Studies from Developments in Romania

16:10 Building a Wind Farm in Romania, from Inception to Connection

Case Studies

- The legal environment and how it supports investments into green technologies and its impact upon the tendering procedures
- Differing trading models and the effect these have on ROI
- Negotiating different sources of funding and dealing with a variety of stakeholders
- Developing local and international partnerships to formulate a strong and flexible operating model

17:10 End of day one and networking drinks

Conference Day Two - 19 January 2011

08:30 Welcome coffee

09:00 Chair's opening remarks

Grid Infrastructure and Grid Connection

09:15 How can Wind be Integrated into the Existing Transmission Infrastructure?

For wind energy to play a role in supplying the nation's energy needs, integrating wind energy into the power grid is an important issue for stakeholders to resolve.

- What are the key issues for connecting wind to the grid system?
- Limits for connection to the grid
- Developing a national framework to allow generation from wind to flourish, how can market players co-ordinate to tackle these issues?
- Improving the use of the existing transmission system and expanding the power grid to deliver wind energy - transmission planning and analysis
- How can national grid codes be optimized and harmonized and which grid optimization tools are the most efficient?
- Financing of grid development and strategic grid expansion
- Wind variability and the potential of storage - is this a viable option?

10:15 Interconnectivity with Neighbouring Countries and Plans for the Future

- Existing integration with Ukraine, Bulgaria, the former Yugoslavia, Republic of Moldavia and Hungary
- Integration into the UCPT system
- Upgrades to the Romanian transmission system to make it more compatible with the western European power network
- Partnering with utilities and government

Key Developments in Turbine Design

10:45 Technological Developments in Turbine Design

- Challenges for wind turbine designers, electricity industry, power suppliers and operators
- Developments that aid grid connection
- Blade materials
- Gearbox enhancements
- Electronic control systems
- Technical and economic implications of wind integration

11:30 Networking refreshment break

Supply Chain

12:00 Developing and Building a Strong Supply Chain

- Existing supply chain capability in Romania and the wider region
- Identifying existing bottlenecks and developing ways to reduce them
- Key transportation and distribution challenges
- Manufacturing and technological expertise
- Manufacturing electrical and mechanical components
- Wind project transportation and construction issues

13:00 Lunch break

Operations and Maintenance

14:00 Monitoring and Key Operations and Maintenance Strategies

- Key elements of evaluating and maintaining wind assets
- Increasing operational efficiency and improving energy yields
- The opportunity for advanced operating strategies to maximise wind plant performance
- Successful O&M planning and scheduling
- Is a full service contract the best option?
- Advantages and disadvantages of outsourcing versus an in-house O&M approach
- Increasing operating efficiency and customising O&M strategies for the long-term to help developers cut total operating costs

Romanian Offshore Potential

15:00 Networking refreshment break

15:30 Overcoming the Challenges to Unleashing the Black Sea Potential

- Key challenges in developing an offshore wind industry in Romania
- Regulatory policies, financing considerations, construction and Installation challenges, O&M considerations
- Lessons learned from key European developers
- Risk management
- Navigating the permitting process
- Challenges in the supply chain

16:30 Chair's closing remarks and close of conference

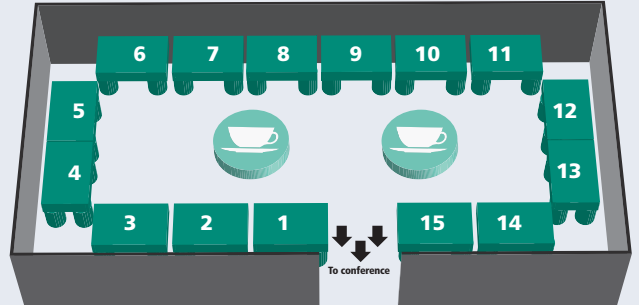


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- ✓ **Be part of the future:** Your company will be forefront as one of the pioneers in the Romanian wind industry.
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Nick Chantrell Tel: +44 203 355 4203 or Email: nick.chantrell@greenpowerconferences.com



Wind Technology & Market Briefing

Monday 17 January 2011

This one-day course ensures you are up-to-speed with the key, fundamental technology aspects of wind power, both on and offshore, and with their business context.

You will learn about the **scale, availability and variability of wind energy resources, how wind turbines operate** - both their abilities and limitations in harnessing the wind's energy - plus the **planning, construction and operational factors** which will decide the commercial success or failure of wind as a power source.

Throughout the day, technologies are discussed within their commercial and market context, in a “hype-free” manner, and including reference to the wider power market and other relevant external and competitive factors.

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