

# Agenda Investor Days Porto

## Finance and Energy Efficiency

January 18, 2018

Ordem do Engenheiros Região Norte  
R. de Rodrigues Sampaio 123, 4000-124 Porto, Portugal

Current levels of investment in sustainable energy are not enough to meet the EU's climate and energy goals for 2030. The use of private finance will be increasingly required to deliver the required investments in energy efficiency in particular in buildings.

**Investor Days Porto** is an interactive event, developed after the success of Investor Days Lisbon in 2016 and aims to develop a **community** of ESCOs, project developers and financiers dedicated to making energy efficiency the **new normal** across Europe.

This event aims to share best practices and the role of standardization on how energy efficiency investments can be financed. This includes the use of private funds and innovative financing instruments, notably in the building. Speakers will focus on practical experiences in developing and structuring investment programmes and the event will allow time for debate.

The agenda will allow ample opportunity for interactive exchange between project owners and investors with a focus on discussion and problem solving in topics such as:

- Opportunities in Portugal and across Europe
- Project valuation elements
- Project standardization processes
- Customer acquisition

The event is organized by **RdA – Climate Solutions** and the **Investor Confidence Project (ICP) Europe**.

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## Speakers List

Mário Guedes, General Director, DGEG \*

Jorge Rodrigues de Almeida, Managing Partner, RdA Climate Solutions  
Bento Aires, Ordem dos Engenheiros, Região Norte

Ivone Rocha, Of Counsel, Telles

Jorge Araújo, President, APESE

Elena González, Manager, ANESE (SP)

Sofia Santos, General Secretary, BCSD

Ricardo Sá, CEO, Edifícios Saudáveis

Inés Simón, Technical Director, SONINGEO (SP)

João Raposo, CEO, Âmago Energia Inteligente

João Durana, Head of Energy Efficiency, Ferrovia

António Franca Ferreira, Siemens

Dave Worthington, Managing Director, Verco (UK)

José Carlos Nascimento, President, Porto Vivo \*

Hugo Santos Ferreira, Executive Vice President, APPII

Sandra Pinho, PF4EE, Banco BPI

Alexander Rothlin, Director, SUSI Partners

Nuno Brito Jorge, CEO, GoParity

Fernando Garcia, ENERINVEST, Deloitte (SP)

*\*to be confirmed*



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- 09:00**      **Registration and networking**
- 09:30**      **Welcome address**, Jorge Rodrigues de Almeida, Managing Partner, RdA Climate Solutions; Director, ICP Europe and Bento Aires, Ordem dos Engenheiros, Região Norte
- 09:40**      **Key note Speech** Mário Guedes, General Director, DGEG
- 10:00**      **Investing in Energy Efficiency in Portugal: the Legal Framework**, Ivone Rocha, Telles
- 10:15**      **The ESCO Market**
- Jorge Araújo, President APESE (Portuguese ESCO association)
  - Elena González, Manager, ANESE (Spanish ESCO association)
- 10:45**      **Sustainable Finance**, Sofia Santos, General Secretary, BCSD
- 11:00**      **Coffee break and networking**
- 11:30**      **Project Developer Panel: The challenge of market uptake and new business models**
- Ricardo Sá, CEO, Edifícios Saudáveis
  - João Raposo, CEO, Âmago
  - Inés Simón, Technical Director, SONINGEO
  - João Durana, Head of Energy Efficiency, Ferrovial
  - Antonio Franca Ferreira, Siemens
  - Dave Worthington, CEO, VERCO
- 13:00**      **Lunch**



- 14:30**      **The Jigsaw of Energy Efficiency**, Jorge Rodrigues de Almeida, Managing Partner, RdA Climate Solutions; Director, ICP Europe
- 14:45**      **IREE certification lowering barriers to finance**, Dave Worthington, CEO, VERCO
- 15:00**      **Building and Energy Efficiency**, José Carlos Nascimento, President, Porto Vivo
- 15:15**      **Investor Panel: Key criteria for successful Energy Efficiency projects**
- Hugo Santos Ferreira, Executive Vice President, APPII
  - Sandra Pinho, PF4EE, Banco BPI
  - Alexander Rothlin, Director, SUSI Partners
  - Nuno Brito Jorge, CEO, GoParity
  - Fernando Garcia, ENERINVEST, Deloitte
- 16:30**      **Wrap up of discussion and main conclusions of the day**, Sofia Santos, General Secretary, BCSD
- 16:45**      **Coffee and networking**

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