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.

Institutional Sponsors

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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)
Sofía 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, Ferrovial
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, DGE

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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