



2nd International Conference on Solar Photovoltaic Investments

Frankfurt am Main, Germany
19th & 20th February 2008

AGENDA

Day One – Tuesday, 19th February 2008

9:00 Registration and welcome coffee

Conference Chairman: Christian Langen, EPIA Board Director

Session 1: Market trends and policy overview

Market trends and expected developments - moderator: Ernesto Macias, EPIA Vice-President

- 09:30 – 09:50** Global Market situation and scenarios for the next 5 years, Winfried Hoffmann, EPIA President
- 09:50 – 10:10** Overview on leading and emerging PV markets, Mathias Fawer, Sarasin Bank
- 10:10 – 10:30** Trends in market segments: towards more solar parks or individual installations? Markus A.W. Hoehner, EuPD
- 10:30 – 10:50** Discussion
- 10:50 – 11:10** Coffee break

Political overview: how is policy shaping market developments? - moderator: Adel El Gammal, EPIA General Secretary

- 11:10 – 11:22** The successful story of Germany, Gerhard Stryi-Hipp, BSW
- 12 min speech** The case of Spain, Javier Anta, ASIF
- 12 min speech** The case of France, Richard Loyen, ENERPLAN
- 12 min speech** The case of Italy, Dario Soria, Assosolare
- 12 min speech** The case of Greece, Christos Protogeropoulos, Solar Cells Hellas
- 12 min speech** Policy developments at EU level: its impact on national markets, Eleni Despotou, Policy Officer, EPIA
- 12 min speech** A unique policy development outside Europe: the example of Malaysia, Ahmad Hadri Haris, Pusat Tenaga Malaysia (Malaysian Energy Centre)
- Discussion
- 13:00 – 14:00** Lunch Break

Session 2 : Technical session

Photovoltaic Industry overview – moderator: Winfried Hoffmann, EPIA President

- 14:00 – 14:30** Future global production capacities, analysis of the value chain and silicon availability Paula Mints, Navigant Consulting
- 14:30 – 14:45** Module technologies, Ingo A. Schwirtlich, Schott Solar
- 14:45 – 15:00** Balance of System costs, Manfred Bächler, Phoenix Solar
- 15:00 – 15:15** Building Integrated Photovoltaic and systems developments, Evert Vlaswinkel, Scheuten Projects
- 15:15 – 15:30** Discussion
- 15:30 – 15:50** Coffee break

Reliability of Photovoltaic products – moderator: Günther Cramer, EPIA Board Director

- 15:50 – 16:10** Long-term performance of modules, Artur Skoczek, JRC
- 16:10 – 16:30** Product certification of PV modules, Quality requirements & standards, Werner Herrmann, TÜV
- 16:30 – 16:50** Yield optimisation and monitoring the output of solar plants over their lifetime, Thomas Nordmann, TNC Consulting
- 16:50 – 17:15** Discussion



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Day Two – Wednesday, 20th February 2008

8:45 **Welcome coffee**

Parallel sessions:

3a: Investing in PV companies

Focus on the financing of PV companies

3b: PV Project finance

Focus on financing PV installations

In parallel to these sessions and at the end of the day, some meetings can be arranged bilaterally. Please contact adm@epia.org to arrange a meeting.

Parallel session 3a: Investing in PV companies

Financing PV-Start-Up Companies - moderator: Helge Hardacker, Quantum Board

- 09:00 – 09:20** Business Angle activity in PV , Helge Hardacker, Quantum Board
- 09:20 – 09:40** Lessons learnt from 10 years in alternative energy investments, Andreas Rüter, Grazia Equity
- 09:40 – 10:00** Future areas of seed-investments in PV, Guido Agostinelli, European PV Technology Platform
- 10:00 – 10:50** 4 innovating companies present their project to Venture Capital investors:
 - Mark Buchanan, Norsk Solkraft
 - Mark Jeanes, Spark Solar
 - Thomas J. S. Schubert, lolitec
 - Nikolaus Meyer, Sulfurcell
- 10:50 – 11:10** Discussion
- 11:10 – 11:30** Coffee Break

Venture capital Investments in PV – Moderator: Jenny Chase, New Energy Finance

- 11:30 – 12:00** Venture capital needs and activities in Europe
Sven Hansen, Good Energies
- 12:00 – 12:30** Strategic venturing into PV from a corporate perspective, Frans Van den Heuvel, Scheuten Solar
- 12:30 – 13:00** Questions and answers session
- 13:00 – 14:00** Lunch Break

Panel Discussion: Consistency and Confidence - Moderator: Murray Cameron, EPIA Vice-President

- 14:00 - 15:30** Panel discussion between Analysts & Industry: With the participation of:
 - Sven Kapell, Deutsche Bank
 - Hendrik Hilgert, Citigroup Global Markets
 - Neil Perry, Solarcentury
 - Jerry Stokes, SuntechFollowed by a debate with participants

Closing Remarks by: Helge Hardacker, Quantum Board

- 15:30 – 17:00** Bilateral meetings



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Parallel session 3 b: PV Project finance

Equity Investment - Moderator: Murray Cameron, EPIA Vice-President

- 09:00 – 09:30 *Project developers perspective* - Project Placement – From market approach to closing the deal, Barbara Flesche, Epuron
- 09:30 – 09:50 *Investors' perspective* - Practical example: challenges from the investors side
Peter van Egmond Rossbach, Impax Asset Management
- 09:50 – 10:10 Project Developers and Investors: challenges, risks and conclusions on financial strategies, Robert Kröni, Edisun Power Europe
- 10:10 – 10:40 Discussion
- 10:40 – 11:00 Coffee break

Debts financing - Moderator: Christian Langen, EPIA Board Director

- 11:00 – 11:30 *Project developers' perspective*, - How to achieve cash neutral project finance?
Miguel Fernandez, BP Solar
- 11:30 – 12:00 Example for financing Building Integrated Photovoltaic project, Thierry Lepercq,
Solaire Direct
- 12:00 – 12:30 *Bank perspective* - Non recourse financing from a PV project, Nikolai Ulrich, HSH
Nordbank
- 12:30 – 13:00 Discussion
- 13:00 – 14:00 Lunch Break

Limiting investments risks – Moderator : Christian Langen, EPIA Board Director

- 14:00 – 14:30 Capital markets financing versus bank debt financing for PV projects, Christian T.
Junior, Commerzbank
- 14:30 – 15:00 Addressing technical and performance risks via adequate contractual structures at
the outset, Fabrizio Donini Ferretti, Dexia
- 15:00 – 15:30 Discussion
- Closing Remarks by : Christian Langen, EPIA Board Director
- 15:30 – 17:00 Bilateral meetings