



MINISTERO DELL'AMBIENTE
E DELLA TUTELA DEL TERRITORIO E DEL MARE

Energy Access and Clean Energy Business Opportunities

28 ottobre 2016

Ministero dell'Ambiente e della Tutela del Territorio e del Mare
Via Capitan Bavastro n. 174 – Roma
Auditorium
Ore 9.30-16.00

9:30 Registration / Coffee

10:00 Welcome & Introduction

- Dott. Francesco La Camera – *Director General for Sustainable Development, Environmental Damage, European Union and International Affairs, Italian Ministry for the Environment, Land and Sea*
- Dott. Ing. Gilberto DIALUCE – *Director General for Security of Supply and Energy Infrastructure, Italian Ministry of Economic Development¹*
- Mr. Russell Sturm – *Head, Energy Access, Climate Change Advisory at International Finance Corporation International Finance Corporation (IFC)*

10:20 IFC and the IFC-Italy Energy Access Partnership

- Russell Sturm – *Head, Energy Access, Climate Change Advisory at International Finance Corporation International Finance Corporation (IFC)*
- IFC's approach to market development and supporting companies to enter new markets; How IFC works with private firms and how it works at the market level.
- Opportunities to take advantage of emerging markets
 - Current IFC partnerships with Italian companies in the sector (Futura Sun, Enel, Turboden, others)
- Key areas of commercial opportunities in emerging markets
 - Distributed Energy for Commercial and Industrial Sectors – diesel replacement; grid parity market, backup in areas with poor grid, ;

¹To be confirmed.

- Residential and small commercial – basic solar services/energy access (devices, small systems, minigrids);
- Grid-tied renewables

10:50 **Regional Opportunities in Energy Access, Resource Efficiency, and Power**

- Efstratios Tavoulareas - *Global Sector Lead, Power, IFC Advisory Services*
- Marco Indelicato - *Renewable Energy Specialist and Program Manager Lighting Pakistan*

Africa – trends, strategy, sectoral opportunities

- Programmatic platforms to support market entry and drive market opportunity
 - Lighting Africa – off-grid solar
 - Scaling Solar – streamlining grid-connected solar transactions
 - IFC support for captive power solutions – opportunities for service and technology providers.

MENA – report from the field; Pakistan and emerging regional opportunities

- Sectoral opportunities regionally (overview)
- Lighting Pakistan (opportunities, how to engage)

12:00 **Questions/Discussion**

12:30 **Buffet lunch**

13:00 – 16:00 **1 on 1 company meetings with IFC team**

15 minutes company sign-up sessions with 1 or more IFC team members to discuss each company's interests and capabilities and how to engage with IFC in specific markets.