

*Workshop*

**“RENEWABLE ENERGY INVESTMENTS IN THE MEDITERRANEAN AND  
BEYOND”**

Jointly organized by Elettricità Futura and RES4MED  
*in cooperation with Assolombarda*

Milan, October 30<sup>th</sup> 2017  
Assolombarda | Via Chiaravalle, 8

With the significant development of **new renewable energy installations** that took place in **Italy** during the past few years, our country's electric enterprises hold a rather unique *know-how* and are experienced enough to face the challenge of **internationalisation**.

Elettricità Futura, Italy's main national Association in the electricity sector, presents itself as able to facilitate this process within a system that involves **both the big utilities and the SMEs specialised in energy production**, the main focus, and in **providing services and technical support**.

On this issue, the Association organises the following seminar, along with RES4MED and in cooperation with Assolombarda, which aims at:

- **identifying the present opportunities** in the segment of renewable energy sources in the North Africa region, especially in **Morocco, Tunisia and Algeria**;
- **discussing the difficulties** encountered up to now for internationalisation initiatives in such geographical area;
- **present success case studies** and possible new concrete projects which would also be of interest to SMEs;
- explore the different existing **financing sources**, both on a national and international level;
- favour **dialogue and mutual awareness** of the various stakeholders involved, from institutions to the world of enterprises up to the financing sector.

With this event, Elettricità Futura launches a **new line of services for its partners**, with the aim to become a reference point for enterprises in the electricity sector even on this subject matter.

## AGENDA

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- 09:30-10:00**      **Registration and welcome coffee**
- 10:00-10:30**      **Opening session**  
**Antonio Calabrò**, Vice President Assolombarda Confindustria Milano Monza e Brianza  
**Simone Mori**, President Eletttricità Futura  
**Roberto Vigotti**, Secretary General RES4MED
- Key note addresses**  
**H.E. Mr Hassan Abouyoub**, Ambassador of the Kingdom of Morocco to Italy  
**Nicola Lener**, Principal Director for International Business Promotion, Ministry of Foreign Affairs and International Cooperation
- 10:30-11:30**      **Opportunities to invest in renewable energies in Maghreb**  
**Matteo Codazzi**, CEO Cesi  
**Noureddine Moussafir**, Head of Energy at General Secretariat, Ministry of Energy of the Kingdom of Morocco  
**Mounir Talioua**, Head of Planning and Control at General Secretariat, Ministry of Energy of the Kingdom of Morocco  
**Adel Baba-Aissa**, Director, Renewable Energy Partner (RnE Partner) Representative of Tunisia Ministry of Energy or STEG
- 11:30-12:15**      **Bankability and financing support**  
**Alessandro Marangoni**, CEO Althesys  
**Alberto Castronovo**, International Business Development SIMEST  
**Raffaele Nardone**, CEO Openeconomics  
Representative of European Investment Bank (EIB)
- 12:15-13:30**      **Challenges and lesson learned and presentation of Business Cases**  
**Discussion panel**  
**Moderator:** Francesca Basso, Corriere della Sera  
*Discussants*  
**Michele Porri**, Head of Business Development Africa Enel Green Power  
**Michele Scandellari**, CEO Enerray  
**Giuseppe De Beni**, Managing Director and CEO Italgen  
**Agostino Re Rebaudengo**, President Asja Ambiente  
**Edoardo Zanchini**, Vicepresidente Legambiente
- Business cases: How SMEs can face the foreign markets**  
**Giovanni Simoni**, CEO Kenergia  
**Filippo Carzaniga**, Chairman FIMER
- 13:30-13:40**      **Conclusions and next steps**  
**Simone Mori**, President Eletttricità Futura  
**Roberto Vigotti**, Secretary General RES4MED
- 13:40-15:00**      **Light Lunch and Networking**