



## The SEAF Investor Forum Milan

*Making energy efficiency finance work*

Wednesday March 8<sup>th</sup> 2017

Location TBD

The SEAF Investor Forum, hosted by the Sustainable Energy Asset Framework (an EU-funded project under the Horizon 2020 Programme), and with the participation ICP (the Investor Confidence Project), is an interactive event that aims to develop a **community** of ESCOs and financiers dedicated to making energy efficiency the **new normal** across Europe. The event will provide a forum in which investors and contractors can learn from each other in order to foster future cooperation and investment.

Discussion will concentrate on financial terms and concepts that have the potential to open new avenues of project finance to ESCOs and facilitate communication with investors. In particular, investors will discuss the difference between bank loans and private funds, and the importance of SPV, standardized processes and contracts. Within this context, the IT Platform developed by the SEAF Consortium will be unveiled as a “market ready” solution that connects small energy efficiency projects to finance. Attendees will have the opportunity to test the Platform and interact with its developers.

The agenda will allow ample opportunity for interactive exchange between project owners and investors with a focus on discussion and problem solving. The day will end with networking drinks for participants.

**Note:** We would like to inform you that the conference will be filmed. Photos will also be taken to report about the event (used on the organisers’ websites and in newsletters). Please request not be photographed or filmed upon arrival if you wish not to be.



## Agenda: The SEAF Investor Forum Milan, March 8<sup>th</sup> 2017

- 14:30**      **Welcome coffee**
- 14:45**      **Welcome** - Antonio Ciccarelli, CEO, Servizi Energia Ambiente
- 15:00**      **The Italian ESCO Market: State of the art** – Roberto Olivieri, President, ASSOESCO
- 15:20**      **eQuad: Valuation, Standardization, Insurance – lowering barriers to finance**,  
Jessica Stromback, Chair, Joule Assets Europe, Dave Worthington, Managing  
Director, Verco
- 16:00**      **Investor roundtable: understanding finance and investor requirements**
- Risk Management for beginners: The basics every ESCO should know.* Sebastian Carneiro, Director of Energy Efficiency Investments, SUSI Partners
- Bank loans vs. private funds: What's the difference?* Ruperto Unzué, CEO, SUMA Capital
- What is SPV and why does it matter to investors?* Sebastian Waldburg, Founding Partner, SI Capital
- The importance of standardized processes and contracts.* Paola Rusconi, Investment Advisor, European Energy Efficiency Fund
- The benefits of energy efficiency insurance.* Paul Cullum, Product Development Manager, HSB Engineering Insurance
- Investing in Italy: Learnings from Italian ESCO projects* – Franco Hauri, Partner, Adaxia Capital Partners
- 17:30**      **Coffee and open testing of eQuad platform**
- 18:00**      **Case Studies: eQuad early user experience and project success**
- 18:30**      **Wrap up of discussion and main conclusions of the day**, Mike Gordon, CEO, Joule Assets Europe
- 19:00**      **Networking drinks**