



International Executive Conference on
**Expanding the Market for Concentrating Solar Power (CSP) -
Moving Opportunities into Projects**

19 - 20 June 2002
Berlin, Germany

OBJECTIVES

Two coordinated and integrated international executive dialogues will be held in Berlin and, later this year, in Los Angeles. These conferences will explore ways to turn global CSP opportunities into projects by identifying and removing the barriers that currently block their progress. By leveling the playing field, aggregating and expanding the market and sharing related risks by the key stakeholders these projects can help bring down the cost of CSP power.

SPONSORS

The German Federal Environment Ministry (BMU) and the Kreditanstalt für Wiederaufbau (KfW) will co-sponsor the first conference, focused on barriers to current CSP projects, on 19-20 June 2002 in Berlin. The California Energy Commission, the US Department of Energy and IEA Solar PACES will co-sponsor the second conference, focused on market aggregation and risk sharing for CSP. The UNEP-GEF Technology Transfer Networks are facilitating both conferences.

SCOPE

These two conferences will focus on business, market, policy and financing issues and will not address R&D matters. The key issues to be addressed include barriers to current projects, market aggregation and expansion, capital cost and power output cost reduction, financing, risk sharing and mitigation, policy framework and image.

BERLIN CONFERENCE

The objective of the Berlin Conference is to identify urgent actions needed to overcome barriers that have appeared in the past years to the current project opportunities and through this to turn CSP opportunities into projects. Special focus will be on the essential government policies and the link between CSP and national and international priorities. This conference will initiate a comprehensive plan to open the global CSP market and thereby create a market facilitation network of public and private entities with mutual interest in CSP. The issues to be addressed at the Berlin Conference are:

- Importance – What can CSP bring to national and international priorities?
- Barriers – What are the barriers that are preventing today's CSP opportunities from becoming projects and what must be done to overcome these barriers?
- Policies – What policies and incentives are needed to open markets and level the playing field for CSP?
- Financing – What financing requirements are currently needed to ensure the realization of known CSP project opportunities, which alternative vehicles should be explored?

Wednesday, 19 June 2002	
11.30 - 13.00 h	Registration and Welcome Snacks
Opening Session	
13.00 h	<p>Welcome and Opening Remarks Wolfgang Kroh Member of the Board, Kreditanstalt für Wiederaufbau (KfW), Germany</p> <p>CSP and the Challenge of Global Sustainable Energy Supply Simone Probst Parliamentary State Secretary, Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU), Germany</p> <p>Turning Environmental Challenges into Market Opportunities Per Bakken Director - Cross-cutting programs, United Nations Environment Programme, Division of Technology, Industry, and Economics</p> <p>Break</p>
Key Presentations	
14.00 h	<p>Session Moderator Frank Rittner General Manager, UNEP-GEF Technology Transfer Networks</p> <p>Conference Objectives and Approach Frederick H. Morse President, Morse Associates, Inc., USA</p> <p>The Status and Prospects of CSP Technologies</p> <ul style="list-style-type: none"> ➤ Georg Brakmann, Managing Director, Fichtner Solar, Germany and President of the European Solar Thermal Power Generation Industry Association (ESTIA) ➤ David Kearney, President, K&A, USA <p>The Challenges and Expectations Facing CSP</p> <ul style="list-style-type: none"> ➤ Rainer Aringhoff, General Manager, Solar Millennium, Germany and Secretary General of ESTIA ➤ John Myles, President, Duke Solar, USA <p>Discussion</p>
15.15 h	Coffee Break

Panel Sessions	
Panel No. 1	
Status of Major Project Opportunities. The Current Situation, Issues, Barriers and Planned Solutions	
15.45 h	<p>Projects Overview and Panel Moderator Michael Geyer Executive Secretary, IEA SolarPACES</p> <ul style="list-style-type: none"> ➤ Iranian Project Mohammad Ali Tahani, Deputy Managing Director, IPDC, Iran ➤ Jordanian Project Ziad Jibril Sabra, Manager of the Non-Conventional Power Generation Section, Ministry of Energy and Mineral Resources, Jordan ➤ Moroccan Project Abdeselam Boudlal, Directeur Technique et Ingénierie, Office National d'Electricité (ONE), Morocco ➤ Spanish Projects Rafael Osuna González-Aguilar, President, Solucar S.A., Spain <p>Discussion</p>
16.45 h	Coffee Break
17.15 h	<ul style="list-style-type: none"> ➤ Indian Project Shyam S. Agarwal, Managing Director, Rajasthan State Power Corporation Ltd., India ➤ Israeli Project Eli Ronen, Senior Deputy Director General, Ministry of National Infrastructures, Israel Avi Brenmiller, President, Solel Solar Systems, Israel ➤ Mexican Project Roberto Cadenas Tovar, Manager of Renewable Energy Unit, Comision Federal de Electricidad (CFE), Mexico ➤ South African Project Ehud Matya, Executive Director: Generation Group, ESKOM, South Africa ➤ United States Projects David Slawson, CEO, Stirling Energy Systems (SES), USA <p>Discussion</p>
18.30 h	End of First Conference Day
19.30 h	Boat Ride with Dinner and informal stakeholder discussions

Thursday, 20 June 2002	
Cont. Panel Sessions	
Panel No. 2	
Policies to Level the Playing Field	
9.00 h	<p>Policy Overview and Panel Moderator Marwan Masri, Renewable Program Manager, California Energy Commission, USA</p> <p>Incentives Francisco Barroso Palomino Special Technical Expert, Ministry of Economy, Spain</p> <p>Legislative and Regulatory Policies – Options & Experience William Gillett Manager, European Commission, Directorate-General Energy and Transport (DG TREN), Brussels</p> <p>Kyoto Mechanisms Available to CSP and their Potential to Increase Project Revenues Christoph Sutter Project Manager, Factor Consulting + Management AG, Switzerland</p> <p>Discussion</p>
10.45 h	Coffee Break
Panel No. 3	
Financing Requirements to Realize CSP Projects	
11.15 h	<p>Bridging the Gap: The Case for Preferential Financing and Panel Moderator Bruno Wenn Senior Vice President, Kreditanstalt für Wiederaufbau (KfW)</p> <p>Sources for Preferential Financing Manfred Konukiewitz Head of Division 413, Federal Ministry for Economic Co-Operation and Development (BMZ), Germany</p> <p>Strategic Options for Global Market Introduction Peter Hilliges Program Manager, Global Environment Facility (GEF)</p> <p>Conditions Required to Attract Financing for CSP Günter Westermann Head of Energy, Telecom and Waste Management Department, European Investment Bank (EIB), Luxembourg</p> <p>Discussion</p>
12.45 h	Lunch

Closing Session	
	Session Moderator Bruno Wenn Senior Vice President, Kreditanstalt für Wiederaufbau, Germany
Highlights of Panel Sessions	
14.00 h	<ul style="list-style-type: none"> ➤ Projects Moderator Michael Geyer, Germany/Spain ➤ Policies Moderator Marwan Masri, USA ➤ Financing Moderator Bruno Wenn, Germany
Panel No. 4 Next Steps	
14.30 h	<ul style="list-style-type: none"> ➤ Declaration of Berlin Frederick H. Morse, USA ➤ Potential Project Owner Rafael Osuna González-Aguilar, Spain ➤ Utility Roberto Cadenas Tovar, Mexico ➤ Project Development Rainer Aringhoff, Germany ➤ Finance Günter Westermann, Luxembourg ➤ California Conference Marwan Masri, Renewable Program Manager, California Energy Commission, USA
Closing Remarks	
16.00 h	<p>Federal Environment Ministry (BMU), Germany Dr. Hendrik Vygen, Deputy Director-General</p> <p>United Nations Environment Programme (UNEP) Frank Rittner, General Manager, UNEP-GEF Technology Transfer Networks</p> <p>Kreditanstalt für Wiederaufbau (KfW), Germany Bruno Wenn</p>
16.30 h	End of Conference

Conference Chairman**Bruno Wenn**

Senior Vice President
Kreditanstalt für Wiederaufbau, Germany

Conference Sponsors

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