



Wind Power Portugal

22-23 November 2011, Marriott Hotel, Lisbon, Portugal

Strengthen
Your Organisations
Involvement
in the Portuguese
Wind Power Market

Join the Government and Key Developers in Evaluating the Future of the Industry and Consolidate Your Strategy for the Region



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Hear from the major players driving Portugal's wind power industry forward:



Pedro Cabral, Advisor to the Secretary of State for Energy, Portuguese Government

Clara Braga da Costa, Member of the Board, Inovcapital

Antonio Messias, Executive Director, ACE InovGrid, EDP Distribuicao

Alla Weinstein, President and CEO, Principle Power

Nelson Quinta, Director, Business Development, Iberwind

Helder Baptista, Investment Director & Business Development, Fomentinvest

Miguel de Vasconcelos Ferreira, Executive Board Member, MegaJoule

Artur Trindade, Director, Costs and Revenues, Energy Services Regulatory Authority (ERSE)

Paulo Silva, General Manager, CJR Wind

Nuno de Souza e Silva, General Director and Country Manager, KEMA

Ana Estanqueiro, Research Analyst, Offshore Wind, LNEG

José Carlos Matos, Head of Wind Energy Group, Energy and Environment Unit, INEGI

João Peças Lopes, Director, INESC Porto

Senior Representative, Santander

Senior Representative, US Export-Import Bank

Senior Representative, Cener

Key reasons to attend Wind Power Portugal 2011:

- ✓ Hear firsthand from the new government regarding future wind power development and the impact this will have on your organisation
- ✓ The only conference focussed exclusively on the Portuguese wind sector, bringing together the knowledge and contacts that you need
- ✓ Exploit the latest in knowledge on **Offshore Wind development** and develop your offshore strategy
- ✓ Put yourself ahead of the curve by **networking with government officials, developers, utilities, grid operators, financiers and more**
- ✓ Hear from **top financiers** on how they could benefit the development of your organisation
- ✓ Analyse **developments in smart grid and storage technologies** and expand your knowledge of their role in regulating increasing wind penetration



Hear exclusively from the Portuguese Department of Energy

See overleaf for full agenda

"One of the best renewable energy conferences I have attended in terms of quality of participants and presentations and opportunities to network for real business leads."

Wolf Theiss - Past Attendee, Wind Power Global Series

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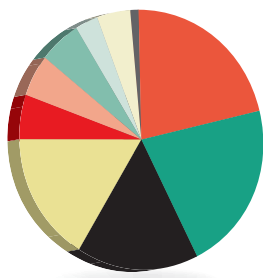
Secure your position in one of Europe's premier wind energy markets...

Despite the current economic climate and the coming of a new government, the Portuguese wind sector has continued to propel forwards. The ambitious **2020 target of 8500MW** and the launch of **innovative offshore pilot projects** have placed Portugal in the **World Wind Energy Associations top 10 global wind markets**.

The Minister of Economy recently issued reassurances that changes in tariff will not affect current projects. The aim of Wind Power Portugal is to bring together key industry players to drive this confidence forward, consolidating support for future developments and stimulating new investment.

By attending Wind Power Portugal you will benefit from the latest government news, unavailable anywhere else, and place yourself in the best position to develop your business strategy by hearing from 20 senior speakers from across the industry.

High numbers of developers and financiers in attendance



Developers	22%
Financiers	22%
Manufacturers	16%
Consultancy	16%
Utility	5%
Installation	5%
Operation & Maintenance	5%
Government	3%
Academic Research	4%
Legal	1%

The Leading Wind Power Global Series

Now in its third year, Green Power Conferences' Wind Power Global Series is an annual portfolio of events, which provide an excellent platform to do business with the leading wind power industry leaders and attract major utilities, developers and investors, who attend to gain strategic intelligence, exchange ideas and do business.

GLOBAL REACH:

Leaders:	120+ leading utilities, developers and wind farm owners have given case studies
Productive:	Over 2050 high-level executives have attended our wind events with over 55% C-level/Director level
Geography:	Participants from over 45 countries have attended our wind power series to date

Previous Wind Power Global Series Attendees Include:

Utilities:

RWE, Vattenfall, E.ON Climate & Renewables, Dong Energy, Scottish Power Renewables, Centrica, SSE, EDP Renovaveis, Eneco, Statkraft, Statoil, ENBW, RWE Innogy, RWE npower, Eesti Energia, EDF, Electrabel, GDF Suez, National Grid, Areva Renewables, Korean Southern Power Company

Developers:

Mainstream Renewable Power, SeaEnergy Renewables, Belwind, Iberdrola Renovables, Acciona Energia, Cape Wind, NaiKun Wind Energy, Deepwater Wind, Fishermen's Energy of New Jersey, NRG Bluewater Wind, La Compagnie Du Vent, Evelop, Apex Offshore Wind, enXco, New Jersey Board of Public Utilities, Terna Energy, Eolfi, Acciona Energia

Investors:

Morgan Stanley, Citigroup, Goldman Sachs, RBS, BNP Paribas, Fortis, RBC Capital Markets, Santander, Dexia Credit Local, Rabobank, European Investment Bank, EBRD, Energy Capital Partners, Global Capital Finance, Transmission Capital, Bayerische Landesbank, KfW, EKF, NIBC Bank, Hg Capital, Platina Partners, Siemens Project Ventures, Marubeni Corporation

OEMs, Suppliers & Service Providers:

Siemens Energy, Siemens Transmission & Distribution, Gamesa, Vestas, REpower, Mitsubishi Corporation, Enercon, Goldwind, GE Energy, Bard Engineering, Nordex, Alstom, Fluor, DNV, ERM, Garrad Hassan, Hansen Transmission, Lahmeyer International, Clipper, Ramboll, SGS, Sinovel

Who will you meet?

- ✓ Government representatives
- ✓ Wind project developers
- ✓ Project financiers and investors
- ✓ Transmission system operators, planners and reliability authorities
- ✓ Utilities
- ✓ Wind power technology research and development companies
- ✓ Energy analysts, environmental engineering consultants and industry press



Key topics to be addressed at Wind Power Portugal 2011:

1. **Accessing project finance:** Which organisations are currently investing? What financing options are available? Can long term investment be stimulated?
2. **The continuation of the feed in tariff:** At what level will the tariff be secured? Will this lead to sustainable project financing?
3. **Overcoming long project lead-in times:** How can the issue of insufficient grid connection points be resolved? Can the permitting process be made simpler?
4. **Developing the offshore wind industry:** What technologies are under development? Where does your organisation fit into achieving 750MW by 2020?
5. **Examining increasing environmental concerns:** Will tensions increase as the onshore market further matures? What are the key environmental concerns?
6. **Smart grid development:** How important is its role in balancing increasing wind integration?

Media Partners:





Day One - 22 November 2011

08.30 Welcome coffee & registration

09.00 Chair's opening remarks

09.10 **Towards 2020: Achieving 8500MW of Installed Capacity**

- What are the key issues facing the achievement of the 2020 target?
 - Finance and risk
 - Maintenance of the feed in tariff
 - Process of grid interconnection
- What steps are being taken towards offshore wind development?



Pedro Cabral, *Advisor to the Secretary of State for Energy,*
Portuguese Government

Policy

9.50 **Policy and Project Completion**

- Can the 2020 wind target still be met?
- Ensuring that a stable price for electricity is secured
- Placing your organization as part of a competitive wind power market
- Driving forward the completion of Tender Phases A, B and C

Artur Trindale, *Director, Costs and Tariffs,*
Energy Services Regulatory Authority (ERSE)
Paulo Silva, *General manager,*
CJR Wind

Nuno de Souza e Silva, *General Director and Country Manager,*
KEMA

10.50 Networking refreshment break

Sponsored by:  **cener**
national renewable energy centre

Project Finance

11.10 **Securing Project Finance**

- How best to attract international investment
 - What types of funding are available?
 - Who are potential investment partners?
 - Promoting the viability of Portuguese wind to best benefit your organisation
- What investment opportunities are available for smaller projects?
- How best to reinvigorate the market for O&M and turbine upgrade

Clara Braga da Costa, *Member of the Board,*
Inovcapital

Helder Baptista, *Investment Director & Business Development,*
Fomentinvest
Senior Representative, US Import- Export Bank
Senior Representative, Santander

12.30 Networking lunch break

Repowering

14.30 **Maintaining Wind Assets: Developing Cost-effective O&M Strategies**

- Reinvigorating the market for O&M and turbine upgrade
- Making repowering possible
- Technology innovations and increasing profitability of existing installations

Nelson Qunita, *Director, Business Development,*
Iberwind

15.30 Networking refreshment break

Grid

16.00 **Grid Capacity, Smart Grid and Storage Solutions**

- Improving Iberian grid interconnection and preventing the need for curtailment
 - Resolving the voltage difference between Spain and Portugal
 - Connection with European and North African markets
- Inovgrid case study and future developments
 - Complementing increased wind penetration
 - Improving energy efficiency and grid stability
- Other storage options in soothing wind integration

António Aires Messiah, *Executive Director of ACE*
InovGrid,
EDP Distribuciao
João Peças Lopes, *Director,*
INESC Porto

17.00 Chair's closing remarks

17.10 End of day one and networking drinks



Day Two - Wednesday 23 November 2011

08.30 Welcome coffee

09.00 Chair's opening remarks

Offshore Wind

09.10 **Developing the Offshore Wind Industry**

- WindFloat overview
 - How has the project developed?
 - Key successes to date
- Development of new offshore technologies
- Future potential of the offshore wind market

Alla Weinstein, President and CEO,

Principle Power

José Carlos Matos, Head of Wind Energy Group,
Energy and Environment Unit,

INEGI

Ana Estanqueiro, Research Analyst, Offshore Wind,
LNEG

Senior Representative, CENER

10.50 Networking refreshment break

11.30 **Discussion Panel: What are the options available to best drive forward development of Portugal's Offshore Wind Resource?**

Speakers to be confirmed

12.30 Networking lunch break



Environmental Considerations and Onshore Development

14.00 **Balancing Project Development, Wind Resource and Environment**

- Issues arising in a mature wind market and their impact on future projects
- Reducing lengthy administrative processes
 - Could project approval be granted by one body as oppose to three?
- Environmental considerations
 - Will increasing environmental concerns prevent future developments?
 - Is offshore environmentally viable? Will it affect the tourist landscape?

Miguel Ferreira, Executive Board Member,
MegaJoule

15.30 Networking lunch break

16.00 **Discussion Panel: Where are the Long-Term Growth Opportunities in the Portuguese Wind Market**

- Increasing international competition
- Project operator's experiences and view points
- Which business models will work in light of new tariffs?
- Conflict with solar investment?

Speakers to be confirmed

17.00 Chair's closing remarks

17.10 End of conference

Agenda correct at the time of going to press.





Wind Power Portugal

"It was a pleasure partnering with Green Power Conferences and we look forward to another opportunity at the event next year"

Wolf Theiss - Past Attendee, Wind Power Romania 2011

Sponsorship & Exhibition Opportunities

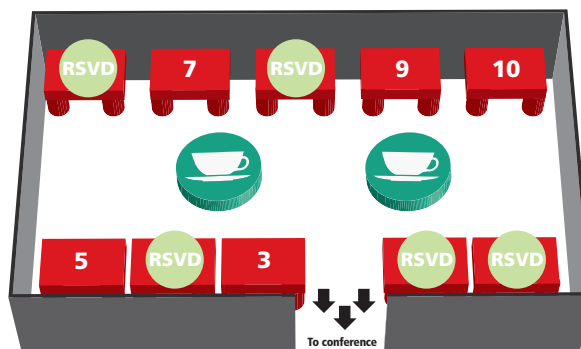
Sponsorships are now available and provide access to strategic marketing, networking and media opportunities both in the lead up to the event and onsite. Customised packages offering varying levels of branding and exposure are available to suit budgets and marketing aims.

Promote your company in the run-up to the event:

- ✓ Benefit from an extensive pre-conference marketing campaign to our global database of over 1,000,000 contacts
- ✓ Gain far-reaching coverage through the event's supporting organisations and industry press
- ✓ Impress existing and potential clients offering them an exclusive client discount and pre-arranged free passes
- ✓ Enhance the profile of your company through association with the utility sector's leading figures

Leverage cost effective promotional & business opportunities on-site:

- ✓ Arrange a prime exhibition space to showcase your business to the industry's decision makers (the most popular positions are already starting to be taken)
- ✓ Host a lunch or refreshment break and raise your brand profile above your competitors
- ✓ Organise strategic business meetings in one of our dedicated meeting rooms
- ✓ Host an associated workshop or tutorial to demonstrate your expertise to potential clients
- ✓ Brand an item for delegates to take away with them and keep your company at the forefront of their mind



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Book early to guarantee your place

These are just some of the examples of marketing opportunities our previous events sponsors have found effective. To discuss your aims for 2011 and to design a tailor made sponsorship package, contact Natalia Valencia:

Natalia Valencia

Business Development Manager

Tel: +44 (0)203 384 6214

Email: natalia.valencia@greenpowerconferences.com

GreenPower
Online NetWorking

use, private networking system.
www.greenpowerconferences.com

Take advantage of the fantastic online networking system for Wind Power Portugal. All pre-registered delegates, speakers and guests can contact each other, organise meetings and network before, during and after the event using this easy to use, private networking system. For more information, please visit the website:

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ACADEMY

have recently changed jobs or simply wish to refresh your knowledge, our training should become a key part of your personal or company professional development programme.

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Green Power Academy exists to provide the quality, impartial, informative and enjoyable training needed to increase and distribute knowledge and skills to green energy industry professionals. Whether you are new to the industry, our training should become a key part of your personal or company professional development programme.

GreenPower
conferences

138 countries and built a global database of 900,000+ contacts. Our expertise lies in producing high quality, interactive conferences and training courses that provide ample networking opportunities for delegates and partners alike.

Each event is developed by a team of market research professionals who ensure our events provide in-depth discussions and the latest industry updates in these fast-moving sectors. With a global portfolio of 50+ events, Green Power Conferences is helping to accelerate the uptake of sustainable business practices from Rio to Hong Kong. We also walk the talk, by offsetting all our commercial activities through renewable energy projects around the world.

For more information please see our website: www.greenpowerconferences.com

Green Power Conferences was the first to offer professionally organised events focusing on the sustainability sector. Over the last seven years, we have welcomed over 15,000 delegates from

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under Groups.

FORTHCOMING EVENTS



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17-18 January 2012, Bucharest, Romania



Offshore Wind Power USA

22-23 February 2012, Boston, USA



Wind Power Mexico

15-16 May 2012, Mexico City, Mexico

Book Now - Call +44 (0)20 7099 0600



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isabella.bottini@greenpowerconferences.com

Online:

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if you book
before 17 October

Please Register Me For	Standard Rates
<input type="checkbox"/> 2 Day Conference (22-23 November)	EUR €1599
<input type="checkbox"/> Non-profit organisations rates (20% discount) *Note: Non profit rates are available for registered NGOs, government representatives and non profit organisations only. Discounts are at the discretion of Green Power Conferences and proof of status may be required. Discounts are not applicable to training course only packages.	
Special Group Offer: Register 3 delegates, only pay for 2	
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Delegate 3: Name: Surname:
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Telephone: Business Email:

Company Details

Company Name:
Address:
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Country: Fax:

Venue details:

Wind Power Portugal will be held at:

The Lisbon Marriott Hotel

Av. Combatentes, 45

1600-042 Lisbon - PT

Phone: 351-21-7235400

Fax: 351-21-7264281

www.lisbonmarriott.com

Accommodation:

Registered delegates will be sent hotel options and booking forms.

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Account Number: 71354456
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IBAN: GB37MIDL40051571354456

**PAYMENT MUST BE
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THE CONFERENCE**

TERMS & CONDITIONS

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If you do not receive anything within 48 hours, please contact info@greenpowerconferences.com to ensure we have received your booking.

CANCELLATIONS: If you cancel at least 10 full working days before the event date you will only be charged a 15% cancellation fee. We regret that no cancellations can be accepted after this date and full payment is due. Cancellations which are the result of a Force Majeure Event will also be chargeable on the above guidelines. Substitutions are welcome at any time. All other amendments to your booking may incur a 5% charge.

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