



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

Sala Europa

Ore 9.30-16.00

9:30 **Registration / Coffee**

10:00 **Welcome and Opening Remarks**

Dott. Francesco La Camera – *Director General for Sustainable Development, Environmental Damage, European Union and International Affairs, Italian Ministry for the Environment, Land and Sea*

Introduction to the program agenda

Russell Sturm – *Head, Energy Access, Climate Change Advisory at International Finance Corporation (IFC)*

- Introduction of IFC Team leading the workshop:
 - Marco Indelicato, Program Manager, Lighting Pakistan Program Manager
 - Efstratios Tavoulareas, Global Thematic Lead, Power, IFC Advisory Services

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

- 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 to create new market opportunities.
- How the IFC-Italy Energy Access Partnership creates market opportunities while mobilizing the private sector to provide commercial solutions to address economic development challenges at scale: the Lighting Africa/Lighting Global experience.

10:50 **Emerging Opportunities for Italian renewable energy and power solutions companies**

- 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;
 - Residential and small commercial – basic solar services/energy access (devices, small systems, minigrids);
 - Grid-tied renewables
- Market Drivers
 - Limited electric grid access [grid extension, distributed generation, off grid solar]
 - Unreliable grid [captive power solutions, energy storage solutions, distributed generation]
 - Reduced cost/increased competitiveness solar technologies [grid connected solar projects, rooftop solar, distributed generation, diesel replacement]
- IFC programmatic tools to support companies entering these markets
 - *The Scaling Solar Opportunity*

11:15 **Regional Opportunities in Energy Access, Resource Efficiency, and Power**

- A review of the *market drivers* emerging in Africa and the Middle East that are creating opportunities for commercial delivery of renewable energy product and services.

Africa – trends, strategy, sectoral opportunities

Market Overview

- 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)
- Other emerging opportunities

12:15 **Questions/Discussion**

12:30 **Buffet lunch**

13:00 – 16:00 **1 on 1 company meetings with IFC team** [30 minutes company signed-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]