

Moscow, Russia

23rd – 25th January 2013

 Half-Day Interactive Pre-Conference Workshop
on 23rd January 2013 :

Integrating a Power Generation Project on an Industrial Enterprise

Workshop Leader:

Senior Executive

Energy Efficiency Centre of INTER RAO UES

 **Panel Discussions:**

Operating under the New Model of Wholesale and Retail Markets

Discussing the Opportunities and Challenges for Independent, Distributed and Renewable Power Production Development in Russia

Attending this Conference will Enable You to:

- **Analyse** the recent updates on the regulations in the sphere
- **Discuss** the new wholesale and retail markets model
- **Anticipate** the competitive development of the electricity markets and **adjust** your business strategy responsively
- **Evaluate** the investment attraction options in the current market conditions and **efficiently manage** risks of the investment projects
- **Benchmark** the power generation sector development in the Moscow Region and other regions of Russia

Learn from Key Practical Case Studies:

- **Inter RAO – Management of Electric Power Plants** discussing the challenges and perspectives of the wholesale electricity and capacity market
- **ROSATOM** assessing the efficiency of international alliances and partnerships for investment attraction to the sector
- **Fortum** creating stimuli for modernising power generating facilities
- **NLMK Group** integrating an own generation project based on secondary energy resources
- **Integrated Energy Systems** assessing the potential of central heating and power plants in the regions
- **Lukoil** discussing the opportunities for independent, distributed and renewable power production development in Russia

Adjusting to the **new rules** in the **power generation market**



Expert Speaker Panel:

Ivan Grachev
Chairman
State Duma Energy Committee

Sergey Vasiliev*
Director, Department of Power
Generation Development
Ministry of Energy of Russia

Vitaly Korolev
Head of Power Generation
Control Department
**Federal Antimonopoly
Committee of Russia**

Maxim Egorov*
Head of Regulatory Department,
Power Generation Sector
Federal Tariff Service of Russia

Dominique Fache
Chairman of the Board of Directors
Enel OGC-5

Yuriy Udaltsov*
Head of innovative Development
RUSNANO

Sergey Melnichenko
General Director
**Corporation Ural
Industrial – Ural Polar**

Vladislav Kuzminov*
Deputy General Director, Strategic
Development and Investment
Moscow United Energy Company

Alexandra Panina
Deputy Director, Marketing
and Distribution
**Inter RAO – Management
of Electric Power Plants**

Yury Stankevich
Deputy Head of Energy Policy and
Energy Efficiency Committee
**Russian Union of Industrialists
and Entrepreneurs**

Maxim Shirokov
General Director
E.ON Russia

Alexander Dyuzhinov
Head of IR Service
**Federal Grid Company of the United
Energy System of Russia**

Andrey Vinnikov
Head of Strategy Department
Integrated Energy Systems

Vasily Zubakin
Deputy Head of the
Chief Energy Division
Lukoil

Igor Karavaev
Chief Strategy and Investment Officer
ROSATOM

Yuriy Eroshin
Vice President,
Portfolio Management and Trading
Fortum

Alexander Starchenko
Energy Director
NLMK Group

Sergey Chebotarev
Head of Energy Policy Department
NLMK Group

Stanislav Shubin
Deputy Director, Department
of the Energy Markets Development
NCP "Council of Power Producers"

Dmitry Govorov
Director
**NCP "Community
of Power Consumers"**

Natalia Nevmerzhitskaya
Chairman of the Board
NCP of POLRs and Utilities



23rd January 2013

INTEGRATING A POWER GENERATION PROJECT ON AN INDUSTRIAL ENTERPRISE

This interactive practical workshop will enable the participants to learn about the key aspects of integrating the internal capacity of power generation on an industrial enterprise in the Russian and international practice. In highly professional atmosphere the participants will assess the investment opportunities of such projects and discuss the economic aspects of integrating an own generation project in the real market conditions.

13.00 Registration and Coffee

13.30 Opening Address from the Workshop Leader

Senior Executive Energy Efficiency Centre of INTER RAO UES

Topic Covered Include:

- Defining the key goals and tasks of a small generator project integration
- Analysing the main risks of the project integration
- Planning the project realisation steps and ensuring the deadlines fulfilment
- Building efficient cooperation with service providers within the project realisation
- Evaluating the economic effect of the project integration
- Measuring the impact of such projects on the Russian power generation market

17.00 Closing Remarks from the Workshop Leader

Who Should Attend:

- CEOs, General Directors, Deputy CEOs/General Directors
- Heads of Departments: Corporate Strategy, Corporate Planning, International Strategy, Business Development, Energy (Electricity) Trading, Utilities Managing Directors, Project Managers from the energy companies of all kinds and their end-users.
- Heads of Small Generation Projects, Chief Power Engineers from the large industrial holding companies and enterprises.

As well as the Representatives of the Leading Energy Associations, International Consultancies and Law Firms, IT-Solutions Providers, International Financial Institutions and Investment Banks.

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marcus evans conferences

Producers of high quality business to business conferences designed to address the strategic information needs of senior executives. Speakers are practitioners from international blue-chip organisations and financial institutions, as well as business schools, academic bodies and government ministries. More than 1,000 conferences take place each year, attracting over 100,000 delegates and 16,000 speakers.

marcus evans summits

Producers and promoters of over 150 of the world's leading business and economic summits every year for senior decision makers at exclusive locations around the world. These events provide attendees with a unique opportunity to access the latest developments in their chosen industry and to network in a structured environment with leading industry practitioners.

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marcus evans language training

marcus evans linguarama offers effective training in language, communication and culture for business and professional people. With more than 30 years' experience and over 20 centres in Europe, we are one of Europe's largest business language and communication training organisations. Each year **marcus evans linguarama** trains people from over 60 countries worldwide and provides over 1,000 companies and organisations with total training solutions where our courses are focused entirely on the needs of the individual participant or group and have practical relevance to business and professional life.

marcus evans corporate hospitality

Specialists in corporate hospitality linked to the premier international sporting events around the world. Trading as The Hospitality Group (thg), Sports Marketing Group (smg) and International Championship Management, the event diary is nothing less than an international sporting directory.

marcus evans congresses

marcus evans congresses bring together the leading vendors and decision makers from a wide range of services and industries. Each event provides an opportunity for key suppliers to exhibit and demonstrate their products to the region's key professionals. In addition to the exhibition format the event's educational conference is attended only by delegates who are pre-qualified, in most cases to a minimum spend of US\$5 million and many with budgets in excess of \$50 million.

24th January 2013

08.30 Registration and Coffee

09.00 Opening Address from the Chair

THE POWER GENERATION AND CAPACITY MARKETS DEVELOPMENT POTENTIAL

09.10 Welcome Speech from the Regulator

09.20 Browsing the Key Challenges and Development Perspectives of the Wholesale Electricity and Capacity Market: a Generator's Point of View

- Anticipating the possible directions for the reform development
- Preparing a generating company for the upcoming updates integration
- Discussing the development perspectives of the power delivery contracts

Alexandra Panina

Deputy Director, Marketing and Distribution

Inter RAO - Management of Electric Power Plants**10.00 Consumers' Point of View on the Market Development Potential**

- Implementing the Winning Government Relations Strategy in the Volatile Market Conditions
- Approaches to disputes resolution related to avoidance of contracts execution or intrusion of disadvantageous conditions
- Preventing the violations of monopoly regulation

Dmitry Govorov

Director

NCP "Community of Power Consumers"

10.40 Coffee and Networking Break

11.10 Market Development Perspectives for the Wholesale and Retail Electric Power

- Analysing the recently implemented and planned changes in the Russian legislative framework
- Assessing the consumer point of view on the market development potential

**PANEL DISCUSSION****11.50 Operating under the New Model of Wholesale and Retail Markets**

- Review of the current by-laws of the wholesale markets
- Implementing the pricing mechanism for the competitive power takeoff
- Tariff setting in the Russian power generation: The basis for the retail and wholesale markets operations

*Moderator:***Stanislav Shubin**

Deputy Director, Department of the Energy Markets Development

NCP "Council of Power Producers"*Panellists:***Dmitry Govorov**

Director

NCP "Community of Power Consumers"**Alexandra Panina**

Deputy Director, Marketing and Distribution

Inter RAO – Management of Electric Power Plants**Natalia Nevmerzhitskaya**

Chairman of the Board

NCP of POLRs and Utilities

12.30 Networking Lunch

Booking Line:

Jana Borisova

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E-Mail: JanaB@marcusevansuk.com**PRICING AND TARIFF REGULATION IN POWER GENERATION****14.00 Case Study****The Impact of the Consolidation of FGC UES and IDGC on the Market Conjuncture**

- Browsing the key specific features of the merging process
- Analysing the consequences of the consolidation for diverse market players
- Anticipating the tariff setting perspectives in the distribution market

Alexander Dyuzhinov

Head of IR Service

Federal Grid Company of the United Energy System of Russia**LEGISLATIVE UPDATES IN THE SECTOR AND COMPETITION DEVELOPMENT PERSPECTIVES IN RUSSIA****14.40 The Current Competition Regulations in the Russian Power Generation Industry**

- Competitive development of the electricity markets in the current conditions
- Observing the recent legal proceedings with generating companies in the Federal Antimonopoly Service of Russia

Vitaly Korolev

Head of Power Generation Control Department

Federal Antimonopoly Committee of Russia

15.10 Coffee and Networking Break

15.40 Antimonopoly Regulation versus Competitive Development

- Applying the antimonopoly regulative measures in the wholesale market
- The impact of the antimonopoly regulation on generating companies operations

Stanislav Shubin

Deputy Director, Department of the Energy Markets Development

NCP "Council of Power Producers"**ELECTRICITY SUPPLY IN THE CURRENT MARKETS****16.20 Assessing the Recent Legislative Changes and Their Impact on the Market of Electricity Supply**

- Analysing the current situation in the retail electricity market
- Approaches to Operating Efficiently in the Current Market Conditions
- Anticipating the market development perspectives in relation with the recent and planned updates

Natalia Nevmerzhitskaya

Chairman of the Board

NCP of POLRs and Utilities

17.00 Closing Comments from Chair and End of Day One

Business Development Opportunities:

Does your company have services, solutions or technologies that the conference delegates would benefit from knowing about? If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:

Jana Borisova, Marketing Manager, **marcus evans** London

Tel: +44 (0) 20 3002 3321, Fax: +44 (0) 20 3002 3016

Email: JanaB@marcusevansuk.com

08.30 Registration and Coffee

09.00 Opening Address from the Chair

INVESTING IN THE RUSSIAN POWER GENERATION

09.15 **International Strategic Alliances and Partnerships: Attracting Investment to the Industry**

- Comparing the external and internal macroeconomic forecasts on the energy markets
- Investment appeal of Russia: Is the game worth the candle?
- Assessing the recent and planned projects in the sphere of renewables

Igor Karavaev

Chief Strategy and Investment Officer

ROSATOM

10.00 **Case Study**

Investing in Long-Term Projects in Power Generation

- Analysing the key challenges in financing the long-term investment programmes
- Browsing the winning solutions applicable to the current conditions

10.45 Coffee and Networking Break

11.15 **Assessing the Risks of the Investment Projects in the Sector**

- Specific features of the current investment climate in Russia
- Analysing the risks crucial for the power generation sector
- Approaches to efficient risk management in the current market conditions

Dominique Fache

Chairman of the Board of Directors

Enel OGC-5

PERSPECTIVES OF INDEPENDENT, DISTRIBUTED AND ALTERNATIVE ENERGY FORMS INTEGRATION IN RUSSIA

12.00 **Case Study**

Exploring the Practice of a Consumer in Developing an Own Generation Based on Secondary Energy Resources

Sergey Chebotarev

Head of Energy Policy Department

NLMK Group

PANEL DISCUSSION

12.20 **Discussing the Opportunities and Challenges for Independent, Distributed and Renewable Power Production Development in Russia**

- What is the background for small generation development in Russia?
- Analysing the economic indicators of integration and utilisation of alternative energy sources
- Exploring the existing projects and measuring their impact on the market conjuncture
- The future of alternative energy forms in Russia and the world

Moderator:

Vasily Zubakin

Deputy Head of the Chief Energy Division

Lukoil

Panellists:

Ivan Grachev

Chairman

State Duma Energy Committee

Alexander Starchenko

Energy Director

NLMK Group

Igor Karavaev

Chief Strategy and Investment Officer

ROSATOM

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13.10 Networking Lunch

ASSESSING THE DEVELOPMENT POTENTIAL OF MOSCOW AND THE MOSCOW REGION

14.00 **Case Study**

Browsing the Consolidation Process in the Energy Industry of the Moscow Region

- Obtaining the status of a unified heating supply company in practice
- Assessing the results of annexation of new territories to Moscow
- Mechanisms for creation of the balanced cooperation system between the market players of Moscow and the Moscow region

THE RECENT TRENDS OF THE SECTOR DEVELOPMENT IN OTHER REGIONS OF RUSSIA

14.40 **Case Study**

Creating the Stimuli for Modernising the Power Generation Facilities in Russia

Yuriy Eroshin

Vice President, Portfolio Management and Trading

Fortum

15.20 **Central Heating and Power Plants as a Regional Generation Perspective**

- Why small-scale power generation is efficient?
- Where are the limits of small-scale power generation?
- Electric energy and capacity (reliability)
- Practical case on calculating the manufacturing economics and electricity consumption of a plant
- Analysing the current heating and electricity "market" situation
- The market for the economy

Andrey Vinnikov

Head of Strategy Department

Integrated Energy Systems

16.00 Coffee and Networking Break

16.30 **Decentralised Power Generation System of the Far East: Studying the Development Potential**

- Browsing the key trends of the economic development of the Far Eastern federal district
- Assessing the potential of developing small distributed generation in the area

17.10 **Elaborating and Integrating Regional Energy Saving and Energy Efficiency Programmes**

- Realising the state policy in the sphere of energy efficiency
- Economic factors stimulating modernisation and boosting the energy efficiency level
- Energy efficiency in the Russian power generation: Dependence on investment

Yury Stankevich

Deputy Head of Energy Policy

and Energy Efficiency Committee

Russian Union of Industrialists and Entrepreneurs

17.50 Closing Comments from Chair and End of the Conference

Conference Language:

The official conference language is **Russian**. All presentations unless specified will be presented in Russian with simultaneous translation to English. This will also extend to any panel discussions and question and answer sessions.