

# Solar Bankability Final Public Workshop



February 7-8<sup>th</sup>, 2017

Renaissance Brussels Hotel | Rue du Parnasse 19 |  
1050 Brussels, Belgium

## *Improving the Attractiveness of solar PV Investment* *Establish a common practice for professional risk assessment*

### Agenda

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| 08:30 | Registration & Good morning coffee  |   |
| 09:00 | Opening Remarks   | Bjoern Zapfel, <b>EASME/European Commission</b> |
| 09:15 | <b>Session 2 – Risk Assessment in Project lifetime</b><br><i>Solar Bankability Experts presenting main results from the project</i> | Moderated by Achim Woyte, <b>3E</b>             |
| 09:15 | Creating a cost-based Failure Modes and Effects Analysis (FMEA) for PV  | David Moser, <b>EURAC</b>                       |
| 09:30 | Mitigating the technical risks in project lifetime  | Ulrike Jahn, <b>TÜV Rheinland</b>               |
| 09:45 | Gap Analysis of Technical Assumptions in PV Electricity Cost and Introduction of Best Practices                                     | Mauricio Richter, <b>3E</b>                     |
| 10:00 | Business Model and profitability assessment - impact of failures on Internal Rate of Return (IRR)                                   | Matthias v. Armansperg, <b>ACCELIOS Solar</b>   |
| 10:15 | Address your questions to the Solar Bankability experts   |   |
| 10:45 | Networking Coffee/Tea Break   | Forum   |



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| 11:15 | <b>Session 3 – Ensuring Bankability from the Development to End of Life – Best Practices from the industry</b>   | Moderated by Vassilis Papaeconomou, <b>Alectris</b>   |
| 11:15 | Best Practices Guidelines for EPC and O&M  | Caroline Tjengdrawira, <b>3E</b>  |
| 11:30 | Optimization of PV assets: how to sustainably increase returns<br>Expert debate  | Ingo Rehmann, <b>Greentech</b>  |
| 11:45 | <i>Technical considerations for a positive cash flow</i><br><i>Incl. Q&amp;A with the attendees</i>  | Carlos Javier, <b>NextEnergy Capital</b><br>Arnoud Klaren, <b>Foresight Group</b><br>Ingo Klute, <b>Juwi</b>  |
| 13:00 | Lunch Break  |   |
| 14:00 | <b>Session 4 – Financial Due Diligence and Optimized Sustainable Performance</b>   | <b>James Watson, SolarPower Europe</b>  |
| 14:00 | Expert debates with experts on:<br><br><ul style="list-style-type: none"> <li>- Additional non-technical and asset management considerations</li> <li>- Warranties and Insurances</li> <li>- Re-financing (re-powering)</li> <li>- Secondary market</li> <li>- Challenges in roof-top segment</li> </ul> | Geoff Hoffheinz, <b>Glennmont Partners</b><br>Volker Hense, <b>AXA</b><br>Joseph Dutton, <b>University of Exeter</b><br>Francesco Girardi, <b>Bluefield</b> |
| 14:30 | <i>Incl. Q&amp;A with the attendees</i>  |   |
| 15:00 | Networking Coffee/Tea Break  | Forum   |
| 15:30 | <b>Session 5 – Ensuring a Quality Infrastructure – What can we learn from other EU and Global initiatives</b>  | David Moser, <b>EURAC</b>   |
| 15:30 | QI: Develop, Control and Cost&Benefit  | Francisco Boshell, <b>IRENA</b>   |
| 15:50 | Financing Implementation Guidelines  | Sonia Dunlop, <b>SolarPower Europe</b>  |
| 16:10 | Solar Standardisation Initiative   | Nicole Iseppi, <b>TWI / Engie</b>   |
| 16:30 | Wrap up remarks – Exploit available knowledge and experience   | James Watson, <b>SolarPower Europe</b>  |
| 16:45 | <b>End of Workshop</b>   |   |

