

Itinerary: Fact Finding Mission to Italy
7 – 14 May 2011



Date,& Time	Location & Event
Saturday, May 7th	Milan
	<ul style="list-style-type: none"> • Arrive Milan • Hotel: Starhotel Business Palace <i>Via Gaggia, 3 – 20139 Milan, T: +39 02 53545</i>
Sunday, May 8th	Milan
12:00 PM – 4:00 PM	<ul style="list-style-type: none"> • Optional Event - Museum Visit to Pinacoteca de Brera <i>Via Brera, 28, 20121 Milan, +39 02 722631, brera.beniculturali.it</i>
6:30 PM 8:15 PM – 10:15 PM	<ul style="list-style-type: none"> • Welcome cocktail at hotel lounge • Welcome Dinner Hosted by Solar Ventures <i>Rigolo (via Solferino 11 (Largo Treves), T: 02 80 45 89)</i>
Monday, May 9th	Milan
9:30 – 12:15 AM	<p>Meeting at US Consulate – Presentations, Q&A (See Draft Program) <i>Via Turati 9, 20121 Milan, T: +39 02.29035.1</i></p> <ul style="list-style-type: none"> • IDC-Energy Insights and Consulate Presentations
1:00 PM 2:00 – 5:00 PM	<p>Lunch and Meeting Hosted by Assolombarda (See Draft Program) <i>Via Pantano, 9, 20122 Milan, T: +39 02 58701</i></p> <ul style="list-style-type: none"> • Lunch • Meeting organizations include: Assolombarda (entrepreneurial association), Assolare with the Italian National PV Industry Association and GIFI, Assoelettrica (Italian Utility Association)
5:30 PM 9:00 PM	<ul style="list-style-type: none"> • Bus to Venice • Check-in to Hotel Hilton Garden Inn <i>Via Orlanda, 1, Venezia, Mestre, T: +39-041-5455901</i>
Tuesday, May 10th	Venice/Rovigo
10:30 AM 11:00 AM – 1:00 PM 1:15 – 2:30 PM	<p>SunEdison Rovigo PV Power: Hosted Site Visit (See Draft Program) <i>Via Valli 5, San Bellino, Rovigo</i></p> <ul style="list-style-type: none"> • Welcome coffee • Presentation and tour of power plant • Bus transfer to lunch hosted by SunEdison <i>La Trattoria Degli Amici</i>
6:00 PM	<p>Evening Activities and Dinner Hosted by SunEdison</p> <ul style="list-style-type: none"> • Water taxi to Piazza S. Marcos and Guided visit of Venice • SunEdison Hosted dinner in Venice City Center <i>Da Raffaella (San Marco 2347, 30124 Venice, T: +39 041 523 2317)</i>
Wednesday, May 11th	Rome
9:39 AM	<ul style="list-style-type: none"> • Train to Rome
1:15 PM 1:45 PM	<ul style="list-style-type: none"> • Arrive in Rome • Bus to Vatican City
2:30 PM 3:30 PM 4:30 PM	<p>The Vatican</p> <ul style="list-style-type: none"> • Briefing on Vatican BIPV and Environmental and Renewable Energy efforts. • Site visit of BIPV on St. Paul VI Auditorium • Tour of the Vatican Museums
6:30 PM	<ul style="list-style-type: none"> • Check-in to Starhotel Michelangelo <i>Via della Stazione di San Pietro, 14, 00165 Rome, T: +39 06 398739</i>

7:30 PM	<ul style="list-style-type: none"> Bus to Dinner at Osteria degli Amici <i>Piazza Sant' Egidio 6, 00153, Rome, T: 06.580.6033</i> http://www.santegidio.org/index.php?pageID=1002&idLng=1062
Thursday, May 12th	Rome
9:30 – 5:00 PM	Utility workshop hosted by E.ON & with GSE & Terna (See Draft Program) <i>At GSE Office (Viale Maresciallo Pilsudski, 92)</i> <ul style="list-style-type: none"> Lunch on terrace at GSE
Friday, May 13th	Rome
9:00 AM – 12:00 PM	Meeting with ENEL & ENEL Green Power (See Draft Program) <ul style="list-style-type: none"> ENEL Green Power <i>Viale Regina Margherita, 125, 00198 Rome, T: +39 06 8305 4665</i> ENEL <i>Viale Regina Margherita, 137, 00198 Rome, T: +39 06 8305 2436</i> Locations are across the street from one another.
1:30 PM	SunPower Hosted Lunch and Site Visit <ul style="list-style-type: none"> Lunch hosted by SunPower <i>Le Murelle – Strada delle Murelle, snc (Montalto di Castro, Viterbo 01014, T: 0766.802.828 C: 380.342.4684)</i> Montalto Di Castro Site Visit hosted by SunPower
8:00	SEPA Farewell Dinner <i>Taverna dei Mercanti (Piazza de' Mercanti, 3a, Trastevere, Rome, T: 06.588.1693)</i>

Agendas and Programs

Monday, May 9th



SEPA FACT FINDING MISSION TO ITALY

Briefing at the American Consulate on The Italian Energy Market

Milan, Monday, May 9, 2011

- 8:50 am Arrive at the American Consulate, Commercial Service
Meet Nicoletta Postiglione at the entrance at Via Turati 9
Tel. +39 02 626 88 522 – 02 626 88 507
Go through the security check
- 9:30 **Welcoming remarks**
Michael Richardson, Principal Commercial Officer
- Doing Business in Italy**
Ben Wohlauer, Political/Economic Officer
- 10:00 **Italian Solar Market Overview**
Roberta Bigliani, EMEA Research Director
Gaia Gallotti, Senior Research Analyst
IDC Energy Insights - EMEA
1. **Overview of Solar Installations in Italy**
 - a. Experienced Growth in Installed Capacity
 - b. Weight of Solar Market on Italy's Generation Mix
 - c. Market Shares of Major Players (Utilities and/or Technology Providers)
 - d. General Solar Trends (Irradiation, North versus South)
 2. **Regulations Impacting Solar Growth in Italy**
 - a. From 1st Conto Energia to 4th Conto Energia
 3. **Mechanisms Incentivizing Solar Technologies**
 - a. Incentivizing various solar markets (PV, CSP, Solar Thermal, BiPV)
 - b. Utilities' changing role: Enel.Si Example
 - c. What does the future hold?
 4. **Conclusions**
- 12:15 pm End of the Briefing Program
- Proceed to Assolombarda by private bus

May 9, 2011
1 p.m. 5 p.m.

Assolombarda
Via Pantano 9, Milano

**Bilateral meeting between Assoelettrica, Assosolare, Gifi
and the Solar Energy Power Association (SEPA)**

***Overview of the solar energy sector in Italy:
present challenges and future outlook***

1p.m. to 2 p.m.
Light lunch

2.p.m. to 5 p.m.
Welcome speech by *Vittorio Biondi, Director of the Energy, Environment and Territory Department at Assolombarda*

Presentation by the main electricity and solar associations

***Overview of solar energy power in Italy: contribution to the national Primary Energy Balance, public support, incentives
scheme, main challenges and future outlook***

- Assoelettrica (Ing. Napoli, Ing. Agostini, t.b.c.)
- GIFl (Ing. Natalizia *President*, Ing. Bonemazzi *VicePresident*)
- Assosolare (Ing. Chianetta *President* t.b.c., Pensini *Glauco*)

Presentation by the SEPA

General overview of the Solar Energy experience in the USA

- The Solar Power Energy Association (Bob Gibson, VP Market Intelligence, t.b.c.)

Tuesday, May 10th

Draft Agenda for SunEdison Hosted Rovigo Site Tour, Lunch, Activities and Dinner

10.30am

Welcome coffee at SunEdison Rovigo PV Power

11.00-1.00pm

Presentation and tour of the power plant

1.15-2.30pm

Bus transfer and lunch at Restaurant *La Trattoria Degli Amici*

2.30pm

Bus transfer to Hotel in Venezia Mestre

3.30pm

Freshen up at the hotel

5.30pm

Bus transfer from Venice Mestre to Piazzale Roma - water transfer to Piazza San Marco & guided tour of the city.

7.30pm

Dinner at restaurant *Da Raffaele* (San Marco Square)

Thursday, May 12th

Draft Program

Workshop Hosted by E.ON

Presentations followed by Q&A and Discussions

- 9:30: introduction on E.ON and EC&R solar business
- 10:00: presentation by E.ON on the Italian solar PV market, recent and planned changes
- 11:30: presentation by the CEO of GSE
- 14:30: presentation by the Director of Operations of Terna
- 16:00 (to be confirmed): presentation by Confindustria

Friday, May 13th

Meeting with ENEL and ENEL Green Power

09.00	Meeting with ENEL Green Power S.p.A. Francesco Starace – CEO Alessandro Pastella – Executive Assistant Ingmar Wilhelm – Director Business Development
10.30	Departure
11.00	Meeting with ENEL S.p.A. Business Development team R&D team
12.00	Departure