

CONFERENCE PROGRAM

The future of Greek Gas and Power Markets:

Looking ahead with optimism and realism

29
APRIL

Ethniki Insurance, Athens / Greece

Dinner: Intercontinental Hotel

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CONFERENCE PROGRAM

09:15 - 10:00

REGISTRATION

10:00 - 10:15

Welcome remarks:

Alexandros Lagakos - Chairman of GEF
Kostas Andriosopoulos - Director of RCEM at ESCP Europe

10:15 - 10:45

Opening keynote address:

Makis Papageorgiou - Deputy Minister of Environment, Energy and Climate Change, Hellenic Republic

10:45 - 12:45

“The role of Greece in supporting the 2030 European Energy Targets”

- Is the vision for a pan-European market a utopia or a tangible target?
- How can the national regulators and networks support the EU energy strategy?
- What should be the role of Greece in the European energy future?
- What would be the best means of representation for the Greek Energy Industry in the European Energy Debate?

Introduction and Chair: Nikos Andritsos - Journalist, SKAI

1. **Pantelis Capros** - Professor, National Technical University Athens
2. **Miltos Aslanoglou** - Deputy Chairman, Regulatory Authority for Energy (RAE)
3. **Sergio Ascari** - Gas Adviser, European University Institute
4. **Panagiotis K. Chaviaropoulos** - Mechanical Engineer NTUA, Director, Renewable Energy Sources Division Centre for Renewable Sources, CRES
5. **Vassiliki Lazarakou** - Vice President, Hellenic Capital Markets Commission
6. **George Kremlis** - Acting Director ENVD. Implementation, Governance and Semester, European Commission

12:45 - 13:45

LIGHT LUNCH

13:45 - 15:30

“Liberalisation of the Natural Gas Market and the road to a Trading Hub”

- What are the requirements and the prospects for the establishment of a regional gas trading hub (virtual trading point) in the Balkans?
- Which are the necessary measures for boosting competition within the domestic natural gas market?
- What could attract more international energy firms to seek active involvement in the Greek market?
- What will be the benefits for the consumers?

Introduction and Chair: Alexandros Lagakos - Senior Gas Analyst, Shell
Chairman of Greek Energy Forum

1. **Konstantinos Xifaras** - CEO, Hellenic Gas Transmission System Operator (DESFA)
2. **Roberte Kesteman** - General Manager, EPA Thessaloniki @ EPA Thessalia
3. **Thierry Bros** - Senior Analyst European Gas and LNG, Societe Generale
4. **Michalis Thomadakis** - Board Member, Regulatory Authority for Energy (RAE)
5. **Panagiotis Kanellopoulos** - Managing Director, M@M Gas
6. **Andrea Siri** - Representative, European Federation of Energy Traders (EFET); Head of Origination, Southeast Europe – Edison

15:30 - 16:00

COFFEE BREAK

16:00 - 18:00

“The future of power generation and the prospects of regional energy trading”

- How is the on-going liberalisation of the power market progressing?
- What will be the future role of gas in regional power generation? What about renewables?
- What will be the impact of back-loading on the energy cost of businesses?
- Will the introduction of energy derivative contracts help the opening of the market and risk mitigation?
- Are the banks in a position to provide the necessary financing and credit requirement for this new era of the power market?

Introduction and Chair: Kostas Andriosopoulos, Director of RCEM at ESCP Europe

1. **Arthuros Zervos** - Chairman and CEO, Greek Public Power Corporation
2. **Anastasios Garis** - Chairman @ CEO, Operator of Electricity Market (LAGHE)
3. **Dimitris Dimopoulos** – Chairman, Ethniki Insurance; General Manager of Corporate Banking, National Bank of Greece
4. **Dinos Bernoubi** - Executive Director-General Manager, PROTERGIA S.A.
5. **Gianfranco Scalabrini** - Partner, 3H Partners; Board Member, Research Centre for Energy Management (RCEM)
6. **Georgios Peristeris** - CEO, GEK Terna Group
7. **Yanos Michopoulos** - Vice President, Business Development, Vestas
8. **Stelios Loumakis** - Chairman, Hellenic Association of Photovoltaic Energy Producers
9. **Loukas Lazarakis** - CEO, EDF EN Hellas S.A.

19:45

DINNER

Conference Conclusions:

Kostas Andriosopoulos - Director of RCEM at ESCP Europe

Closing remarks:

Antonis C. Samaras - Prime Minister of the Hellenic Republic

KEYNOTE SPEAKERS



Antonis C. Samaras

Prime Minister of the Hellenic Republic

Antonis C. Samaras is the Prime Minister of the Hellenic Republic and President of Nea Demokratia (ND). He was born in Athens on May 23, 1951. He is married to Georgia Kritikos; they have a daughter, Lena, 23, and a son, Kostas, 16. He holds degrees in Economics and Business Administration from Amherst College and Harvard University (MBA). From 1977 to 1993 he was a member of the Hellenic Parliament representing the Prefecture of Messinia with Nea Demokratia and served as Minister of Finance and Minister for Foreign Affairs. In 1993 he was elected member of the Hellenic Parliament for the Prefecture of Messinia with the political party “Political Spring” (Politiki Anixi), which he founded and led till 2004. In 2004 he was elected member of the European Parliament with Nea Demokratia. He was member of the Budget Committee, the Committee for Economic and Monetary Affairs, the Committee for the Lisbon Treaty and the Committee of the EU-Russia Parliamentary Cooperation. In 2007 Mr. Samaras was elected member of the Hellenic Parliament for the Prefecture of Messinia with Nea Demokratia and was reelected in 2009. He was a member of the Standing Committee for Economic Affairs and the Committee for European Affairs of the Hellenic Parliament until January 2009, when he was appointed Minister of Culture. Under this capacity, he inaugurated the new Acropolis Museum in July 2009. In November 2009 he was elected the 7th President of Nea Demokratia by the party members. On June 20th, 2012, he was elected Prime Minister of the Hellenic Republic and formed a three party coalition government. He is fluent in English, French and Italian.



Makis Papageorgiou

Deputy Minister of Environment, Energy and Climate Change, Hellenic Republic

Born in 1956 in Athens, Greece, Makis Papageorgiou graduated from the Experimental School of the University of Athens (Peiramatiko) and obtained a Law Degree from the University of Thessaloniki. After a degree in Business Administration he obtained an MBA from Bentley University in Boston, Ma., USA. Prior to his appointment as Managing Director of Public Gas Corporation (DEPA) SA in December 2005, he worked for more than ten years in several senior positions and as General Manager in various companies of the private sector in Greece and abroad mainly within the auto industry and the publishing and retail industry. From June 2004 till December 2005 he was the Managing Director of Suburban Railroad SA. He joined DEPA in December 2005 as Managing Director and from May 31, 2006 until December 16, 2009 as Chairman of the Board of Directors and CEO. From 2010 he worked as a consultant for Business Investments. He served as Deputy Section Head for Energy within the political party of New Democracy and on June 21 2012 he was appointed Deputy Minister of Environment, Energy and Climate Change. Makis Papageorgiou is a father of four children. He is fluent in English and during his leisure time he enjoys sports, cinema and theatre.

SESSION CHAIRS AND MODERATORS



Kostas Andriosopoulos

Director, Research Centre for Energy Management at ESCP Europe

Dr. Kostas Andriosopoulos is the Executive Director of the Research Centre for Energy Management at ESCP Europe Business School where he holds the position of Assistant Professor in Finance and Energy Economics. He is also the Academic Director of the Master in Energy Management and Co-Director of the Executive Master in Energy Management. Kostas holds a PhD in Finance (Cass Business School, City University London), where he has been the recipient of the prestigious Alexander S. Onassis Public Benefit Foundation's scholarship. He also holds an MBA and MSc in Finance (Northeastern University, Boston, USA), and a bachelor's degree in Production Engineering and Management (Technical University of Crete, Greece). Kostas' current interests include energy-related geopolitical issues, price modelling, financial engineering and the application of operational research tools on risk management and investment techniques in energy, shipping and agricultural commodity markets. His work has been published in numerous international finance-and energy-related Journals and has been presented in recognised conferences world-wide. He is the Associate Editor for the International Journal of Financial Engineering and Risk Management, he has edited special issues and has acted as reviewer for a number of recognised academic journals and has organised numerous international conferences. In addition to his academic profile he has an extensive professional experience in the business world. Kostas is an affiliate partner of 3H Partners since July 2013. Kostas has served as an advisor for a number of international clients from the energy, food, manufacturing, web & software, commodity trading and shipping industries. In addition to his consultancy role, Kostas co-founded in 2009 Symmetria Web Solutions, a web-based software company. He is also member of the board of Symmetria Ltd., a family owned commodities brokerage and trading firm. He has also worked for the British Bankers' Association reporting directly to the senior Director for Retail Banking and the CEO (2007). Kostas' mother tongue is Greek, he is fluent in English, and has a basic knowledge in Italian. He lives in London with his wife Chrysoula and his two children, Maria and Dimitris.



Alexandros Lagakos

Senior Gas Analyst, Shell Energy Europe and Chairman of the Greek Energy Forum

Alex is a Senior Gas Analyst in Shell Energy Europe in London and the Founding Chairman of the Greek Energy Forum. In his current role in Shell, he is responsible for the analysis of gas markets' fundamentals and is the focal point for European gas trading analytics for senior management within the Group. His duties include providing traders with personal price forecasts, trade recommendations and optimisation advice on trading strategies. In the past, he has been a member of the Business Development Team of Shell Energy Europe, focused on the origination and negotiation of complex energy deals with major international companies. Before joining Shell, Alex worked for Gazprom as a Risk Analyst, involved in risk-due diligence on new market entries and innovative commercial products/structured deals on gas, electricity, carbon permits and biomass. He also possesses consulting experience, having worked in Mott MacDonald within the energy economics and finance team in the UK and having liaised with prestigious customers such as the World Bank and the Department of Energy and Climate Change (DECC). Alex has addressed a number of international conferences as a guest speaker and has participated in market consultation exercises as a company representative. He holds an MEng in Electrical Engineering from the Aristotle University of Thessaloniki and an MSc on Sustainable Energy Futures from Imperial College in London. He is an enthusiastic and active supporter of initiatives that aim at helping Greece accelerate its way towards a better future, as both his earlier political involvement as an elected municipal councilor at the age of 22 and his decision to start the Greek Energy Forum in London hopefully prove in practice.



Thierry Bros

Senior Analyst, European Gas and LNG Markets, Société Générale

Thierry Bros was appointed Senior European Gas and LNG Analyst for Société Générale's Commodities team in 2010, having joined the group in 2007 as a Senior Financial Analyst to provide recommendations on listed pan-European gas stocks and in-depth research on gas issues. Thierry covered the gas chain from upstream to downstream with BG Group, Centrica, Enagas, Gas Natural, Gazprom, GDF SUEZ and Snam. From 2002 to 2007, Thierry was a Senior Oil & Gas expert at the French Ministère de l'Economie des Finances et de l'Industrie, where he represented France on oil markets and advised on emergency issues at the International Energy Agency (Paris), the European Commission and the Energy Charter (Brussels). His responsibilities included providing global oil and gas industry reviews to senior French officials and negotiating European directives. As a gas specialist, he reviewed the regulations governing the opening up and liberalisation of the French gas market and supervised the Contingency Gas Plan. Prior to that, Thierry was, for six years, Head of Internal Communications at IFPEN, an oil & gas research institute. Since 2011, Thierry has also regularly chaired sessions at the United Nations Gas Centre (Geneva). Dr. Bros is also a visiting faculty professor at several universities and a speaker at international conferences on gas-related subjects. He is the author of the book "After the US shale gas revolution" published, in 2012, by Editions Technip. In December 2012, Thierry was appointed as a member of the EU-Russia Gas Advisory Council which provides recommendations on long-term gas cooperation to the Russian Federation Minister of Energy and the European Commissioner for Energy.

INVITED SPEAKERS



Sergio Ascari

Gas Adviser, European University Institute

Born in 1958, graduated in Economics at the University of Pavia in 1982; M.Sc. (Econ.), University of York, 1985. Research assistant, research director and lecturer in Energy and Environmental Economics, in the Institute of Energy Economics (IEFE), Bocconi University, Milan (1982-94), and in the University of Pavia (1994-97). Worked extensively in the 1990's on the evaluation of external costs of energy generation and use, also on behalf of the European Commission. Head of Gas Tariffs and economic regulation, the Environmental Unit and International Co-operation in the Italian Regulatory Authority for Electricity and Gas (1997-2006). Since 2002 he worked for the promotion and harmonisation of energy regulation and capacity building and training of energy regulators in Czech Republic, Lithuania, Turkey, Portugal, Ukraine, Egypt, and other countries. Gas Expert in the Regulatory Section of the Energy Community Secretariat in Vienna (2007-9), focusing on the Western Balkan gas market. Gas Advisor and Instructor of the Florence School of Regulation, in charge of gas training activities (since 2006). Took part in the development of the Gas Target Model for the European Union integrated gas market (2011). Senior Consultant, working mainly with REF-E, Milan, Italy, in the analysis and modelling of the European gas market and regulation (since 2009).



Pantelis Capros

Professor, National Technical University of Athens

Prof. Pantelis Capros heads the E3MLab of ICCS. He is a Professor of Energy Economics and Operation Research at the Department of Electrical and Computer Engineering of National Technical University of Athens. He has built and used a variety of large-scale mathematical models and has more than 20 years professional experience of consultancy in the domain of energy and economic policy. For the MEDPRO project, E3MLAB will use and apply the GEM-E3 general equilibrium model. In particular, the model version developed already for the integrated FP6 research project CIRCE studying impacts of climate change on the Mediterranean economic and ecological system.



Miltos Aslanoglou

Vice Chairman B, Regulatory Authority for Energy

Miltos Aslanoglou is the Vice President of the Regulatory Authority for Energy as from Dec 2010. He served as the Head of the Energy Markets and Competition Department of the Greek Regulatory Authority for Energy (RAE) as from 2002. He has been actively involved in the preparation of the trading arrangements in Greece and the restructuring of the end user tariffs. Miltos Aslanoglou studied mechanical engineering, economics and energy policy and before joining the Greek Energy Regulator, he was working for major electricity and natural gas traders in London.



Panagiotis K. Chaviaropoulos

Mechanical Engineer NTUA, Director, Renewable Energy Sources Division Centre for Renewable Sources, CRES

Mechanical Engineering Diploma, MsC degree in 1982 at National Technical University of Athens (NTUA). PhD degree, Mech. Engineering School at NTUA in 1987. Post doctorate at Laboratory of Thermal Turbomachines of NTUA (1987 - 1994). Research Engineer in the Wind Energy Dept. of the Centre for Renewable Energy Sources (CRES), as head of the modelling group (1994-1998). Director of the Renewable Energy Sources Division, of CRES (6/98-today). 55 Research associates working in the fields of Wind Energy, Biomass, PV Systems & Distributed Generation, Small Hydro, Geothermal, Solar Thermal and Hydrogen technologies. Head of the Greek RES Office (2010-2011). Thirty year experience in R&D projects funded by the E.U., the European Industry and the Greek State. Participation in more than 40 research programs (co-ordinator of six of them). Last twenty five years working in the fields of horizontal axis wind turbines aeroelasticity and complex terrain wind field modelling. More than 150 Journal and peer reviewed Conference publications, co-editor of two books on optimum aerodynamic design. Member of the Greek delegation in the European Framework Programmes (FP5, FP6, FP7, Horizon 2020) Energy Committee (2000 - today). President of European Academy for Wind Energy www.eawe.eu (2006-2007). Vice-Chairman of the European Wind Energy Technology Platform www.windplatform.eu (2007-2012). Greek Representative in the SET-Plan Steering Group (2008-today). EAWA Scientific Award 2010. Aiolos Award 2013 (Greek Wind Energy Association).



Dinos Benroubi

Executive Director-General Manager PROTERGIA S.A.

Born in 1954 in Thessaloniki. B.Sc. and M.Sc. in Mechanical Engineering from Rice University (USA) and M.Sc in Management from Troy State University (USA). Has worked for 25 years in Titan Cement, where ultimately he held the title of Cement Division Director-Greece, and for 2 years in Viohalco as CEO of Elval S.A. He has been working for Mytilineos Group since January 2006. He has held the positions of CEO of Elvo S.A. (Defense Industry), CEO of Delta Project (Renewable Energy), Zinc-Lead Metallurgy Director and Chairman of the Board of Endesa Hellas. Since July 2009, he holds the position of Managing Director of Korinthos Power and in parallel, the position of Executive Director - General Manager of Protergia S.A. Since October 2012 he holds the position of Vice President of the Hellenic Association of Independent Power Producers (HAIPP).



Anastasios Garis

Chairman & CEO, Operator of Electricity Market

Dr Anastasios Garis has 30 years experience as an executive in the Energy sector primarily with major multinational companies such as Royal Dutch Shell and McKinsey based in London but with global exposure. In recent years he served as the CEO of PPC Renewables and currently as the Chairman and CEO of the Greek Power Exchange (LAGIE) and member of the EUROPEX Steering Committee. Dr Garis has a BSc in Engineering, an MBA and a Doctorate in Mathematics, all from UK Universities.



Panayiotis Kanellopoulos

CEO of M&M Gas Co S.A

Panayiotis Kanellopoulos is the CEO of M&M Gas Co S.A., a corporation founded in August 2010, by Mytilineos Holdings S.A. and Motor Oil Hellas (Corinth Refineries) S.A. Panayiotis is responsible for the leadership of M&M of which scope is to source and provide secure and competitive Natural Gas supplies to both the shareholders' affiliate companies as well as to serve eligible customers in the Greek Market.

Panayiotis joined Mytilineos Group in 2010, as executive director being responsible for the natural gas activities of the group leading the efforts for the import of the first private LNG cargo in the Greek market. Previously he was CEO of the Hellenic Natural Gas Transmission System Operator (DESFA) where he initiated the efforts and set up the basis for the open up of the Greek natural gas market. Prior to his role with DESFA, Panagiotis was CEO of the Athens Electrical Buses where under his leadership the company achieved high operational and service standards while at the same time rationalised its cost structure. Earlier in his career, Panayiotis for more than 11 years held various positions ranging from Sales Manager to Supply Chain Manager in MOBIL and BP Hellas gaining management experience in both sales and operations in the national and international energy sector. He started his professional career with Greek Public Gas Corporation (DEPA) where he acquired valuable experience of the Greek natural gas market. He holds an engineering degree from the National Technical University of Athens, Greece, an M.Sc. from Imperial College, London, UK and an MBA from ALBA, Greece.



Roberte Kesteman

General Manager, EPA THESSALONIKI S.A. @ EPA THESSALIA S.A.

Roberte Kesteman born in Belgium is currently, since November 2012, the General Manager of EPA Thessaloniki S.A. and EPA Thessalia S.A., Greece. January 2008–October 2012: CEO Nuon Belgium NV (power and gas supplier acquired by ENI in 2012). September 2002–December 2008: CFO and HR Director Nuon Belgium NV. October 1989–August 2002: CFO and Secretary-General for Belgian companies of the group

Imperial Chemical Industries PLC. February 1982–October 1989: Asset Manager Europe ('86-'89) and Financial Analyst ('82-'86') at Ridge Tool Europe NV's European Headquarter in Belgium. October 1979–February 1982: young graduate in the Finance Department of Levis N.V. (Belgian paint manufacturer acquired by Akzo Nobel). Education:1975-1979: Master in Applied Economics – Vlaamse Economische Hogeschool Brussels, Belgium.1993: INSEAD: International Corporate Finance Programme



Georges Kremlis

Acting Director ENV.D. Implementation, Governance and Semester European Commission

Georges Kremlis has started his career in the European Union in 1981. Currently he is the Head of the "Cohesion Policy and Environmental Impact Assessments" Unit in the Directorate-General for the Environment of the European Commission. He has joined as a Head of Unit DG Environment in 1995 and has served since then as the Head of the Legal and the Governance Units. Before joining DG Environment, he was

a Legal advisor in the European Commission's Legal Service, with an interruption of three years (1990-1993) in Greece. In that period he exercised the functions of Advisor to the Greek Minister of National Economy (1990), National co-ordinator for the EC internal market (1990-1992), Head of the EC Committee under the Greek Prime Minister (1993) and Secretary General for the European affairs in the Ministry of National Economy (1993). He is also: The founding and Honorary President of the Hellenic Environmental Law Association; The honorary President of the NGO INTEN-Synergy (Inter-Disciplinary Environmental Synergy) active on Sustainable development issues and trans-boundary environmental co-operation in the Balkans, the Black Sea and Eastern Mediterranean; A founding member of a number of different European and International Associations, such as F.I.D.E. (International Federation for European Law), UAE (Association of European Lawyers), the ECU Institute (Lyon), etc; A visiting Professor in a number of European Universities, such Athens Law School, University Centre of Nancy, University Centre of Luxembourg, etc; Organised and participated as a moderator or speaker in various seminars on EU Policy and/or Law across the EU; A lawyer of the Greek Supreme Court and in the past he has been a Research fellow at the Centre of International Economic and European Law (1979-1980), in Thessaloniki. He is the author of a very large number of various publications, in English, French and Greek, including books and articles, on EU Policy and Law, in particular institutional law, business law, private international law, environmental law, comparative law etc. He is the co-author of a four volumes Commentary, Article by Article, of the EU and EC Treaties (in Greek).



Konstantinos Ksifaras

CEO, DESFA

Konstantinos D. Ksifaras is a Production and Management Engineer specialized in Operational Research. He has extended experience as a researcher and business consultant. He has served as Special Advisor to the Leadership of the Ministries of Development (2005-2006) and the Environment, Energy and Climate Change (2013). He has also served as Director of the Office of the Deputy Minister of Development, Competitiveness,

Infrastructure, Transport and Networks, competent for the management of the implementation and the funds absorption of NSRF 2007-2013, as well as, the design of the new programming period 2014-2020. He is Vice President of the National Association of Production Engineering & Management and held until recently the position of the Secretary of the Executive Committee of the Technical Chamber of Greece / Department of Western Crete. He is fluent in English.



Loukas Lazarakis

CEO, EDF EN Hellas S.A.

Loukas Lazarakis was born in 1972. He holds a degree in economics from the University of Pireaus. He is dealing with renewables since 1999 as CFO in Windsolar Hellas SA. In 2003 he was one of the founders of RETD SA. He has held the positions of CFO/CEO of RETD S.A. and developed hundreds of MWs of RES projects. In 2007 RETD SA became an EDF EN subsidiary. Since June 2013 he holds the position of CEO in EDF

EN Hellas S.A., the 100% Greek subsidiary of EDF Energies Nouvelles SA.



Vassiliki Lazarakou

Vice President at Hellenic Capital Market Commission

Dr. Vassiliki Lazarakou is a First Vice President of the Hellenic Capital Markets Commission (HCMC) since September 2012. She is a member of the Board of Directors and the Executive Committee of the HCMC. Before joining the HCMC, she was a Partner with Zepos & Yannopoulos law firm in Athens, Greece and the Head of the relevant Banking, Capital Markets and Finance Group of such firm for several years. She is a

lawyer admitted at both the Athens Bar and the New York Bar Association. She has expertise on capital markets, M&As, privatizations, corporate law and other similar issues. In 2000 and for one year she worked at the legal department of the Athens Stock Exchange. Before that, she had worked with Zepos & Zepos law firm and earlier in the Legal Department of a pharmaceutical company, Sterling Winthrop Inc., New York, USA. She has a Doctorate in Law (JSD) and her Doctoral thesis was on "Greek privatizations in International Perspective". She also has an LLM in International Legal Studies from New York University School of Law, New York, USA and Bachelor in Law from the Athens University, School of Law.



Stelios Loumakis

Chairman, Hellenic Association of Photovoltaic Energy Producers

Born in Athens he graduated Chemical Engineer in National Technical University of Athens (NTUA) in 1992. At post-graduate level he has been awarded the degree of Master of Business Administration (MBA) from Portsmouth University of U.K. Furthermore he has attended dozens of seminars and courses in technical, financial and managerial field while many of them related to photovoltaic technology and PV plant design. He

started his professional career in the family business for decades involved in exports of garments to European markets. In this company he developed a new department trading OTC para-pharmaceuticals, diagnostic tests and health products both in Greece and Cyprus. He worked for five years as an executive in Marketing and Sales in a multinational and later a Greek industrial company producing and trading fast moving consumer goods (FMCG) and food products. Back in business he was involved in the rapidly expanding sector of organized food retail. In 2006 he entered the field of power generation through photovoltaic (PV) technology. He pioneered in Greece developing centralized PV plants. His company's first centralized PV plant was one of the first of its kind in the country and was connected to the grid in April 2008. Mr. Stelios Loumakis is the President of the Greek Association of Photovoltaic Energy Producers (www.spef.gr). SPEF is the official business and scientific association that represents in Greece power generating organizations from PVs. Members of SPEF today are 450 companies with multiple PV plants summing-up to an at least installed power of 350 MW.



Yanos Michopoulos

Vice President Vestas Wind Systems S.A.

Yanos Michopoulos has more than 25 years of international Energy experience, covering both the private and the public sectors. He studied Physics first at Athens University (BSc) and then at Durham University in the UK (PhD). After a spell as a University Professor at universities in the UK and Austria, he spent 18-year with Shell International in various positions at Global and Regional levels. His last job in Shell was Regional General Manager for Shell Marine Products, responsible for Med, Middle East and Africa. He left in 2008 to become CEO of the only Rail Operator in Greece, TRAINOSE. Yanos joined Vestas, the No 1 Wind Turbine Manufacturer in May 2009 as Vice President, responsible for Sales and Operations to major local and international energy and utility companies in Greece, Cyprus and other Balkan countries. As of January 2013 Yanos has an additional role in Vestas as Vice President for Business Development for Central & Eastern Europe, Central Asia and Africa. His main responsibilities are to explore new growth opportunities, as well as for coordinating Vestas' interests in the various emerging markets in the region. He is married and has three children.



Georgios Peristeris

CEO, GEK Terna Group

He was born in Athens in 1957. In 1980 he graduated as a Civil Engineer from the National Technical University of Athens. His involvement with TERNA S.A. started in 1981. Between 1982 and 1984 he was the Construction Manager in important Hydraulics and Railway projects. In 1984 he became Chairman and Managing Director of TERNA S.A. He has also been greatly active in the fields of Renewable Energy Sources (RES) since 1997. Indeed, since 2000 he has been Chairman of the Hellenic Association of Renewable Energy Electricity Producers. This Association is one of the founders and member of the Board of Directors of the corresponding European Renewable Energies Federation - EREF.



Gianfranco Scalabrini

Partner, 3H Partners

Gianfranco is Italian and graduated from the University of Naples "Federico II" in 1997 in Mechanical Engineering. He also has a PhD in Thermo-Mechanic Engineering Systems with a thesis on "Public pipelines management". Soon after his graduation Gianfranco became affiliate professor in Rome, Naples and Aversa Universities, and he was involved in a number of collaborations between Utilities and Academia. In the meantime he developed many entrepreneurial initiatives in international environment. In 2000 Gianfranco joint McKinsey & Co. where he held the position of Associate Partner working on a number of projects in the industrial sectors, mainly in Power&gas, Oil and Basic Material. He was the European leader of the Marketing & Sales Competence Center in Power and Oil. In addition Gianfranco was responsible for the recruiting in South Italy and Milan area. In 2010 Gianfranco left McKinsey and joint Azimut Benetti Group, world leader in luxury yachts production, as Central Director and CEO of all the foreign companies, mainly in Brazil, Turkey and China; he was responsible for the key areas of the business, from production to Marketing and Sales. After one and half year, Gianfranco decided to leave the Group to come back in the consulting to serve, as Independent Professional, his key clients in the industrial sectors. As last step Gianfranco moved to 3H partners. He covers a wide range of industries, such as Energy, Oil, Telecommunications and Assembly. Gianfranco is also very active in Corporate Relations and Communication. In 2003 he founded, with other young entrepreneurs and managers, Auriga, a permanent observatory of the new management class. In 2007 Gianfranco founded Vera, a small firm working in Corporate Communication and Corporate Social Responsibility, in close collaboration with Bocconi University of Milan. Gianfranco's interests are also in management transformation. He is the author of numerous articles, published on newspapers (as "Management Matters", Corriere della Sera), magazines (as "I campioni della crescita", Global Competition) and case studies. Gianfranco is also author of many scientific publications on the main International magazines in the Technical Physics sector. Gianfranco speaks fluently English and Italian. He lives in Rome with his wife Laura and his son, Francesco Giovanni.



Andrea Siri

European Federation of Energy Traders (EFET); Head of Origination, Edison Trading

Andrea Siri is Head of Power South Eastern Europe in Edison Trading S.p.A. (Milan) since 2012 and Bulgaria Branch Manager. He has been member of the Board of Director in Elpedison Trading S.A. (Athens), today Elpedison Energy, and Head of Power Origination for Continental Europe. Before he has been the International Power Trading Manager in Edison Trading S.p.A. for several years, developing from scratch the international power trading activities and starting the trading activities in Italy. He worked in the Supply Trading and Risk Management for Shell in Italy, and before he spent some years as Technical Service Coordinator in the management of a Complex Refinery for the Exxon Group. He hold a M.Sc. degree in Chemical Engineering, he has followed a post-graduate yearly course and several financial and economical course by Bocconi University and Milan Polytechnic Business School. He's got official trading licences for spot and futures markets in EEX (European Energy Exchange), EXAA (Austria), South Pool (Slovenia). He is Board Member of EFET since 2011 and Chairman of the Task Force Italy of EFET since 2009 (www.efet.org). He is Board Member of CONFINDUSTRIA Bulgaria (www.confindustriabulgaria.bg) since 2012. He is Member of the EEX Council since 2006 (www.eex.de), and Chairman of Member Chamber of BSP-South Pool since 2011 (www.bsp-southpool.com). He has been appointed in 2009 member of the European ad-hoc expert group of ERGEG (European Regulators' Group for Electricity and Gas) on "grid access". He has published in the internet energy site www.agienergia.it and several articles in the specialized press. He participated as a key speaker in several Conferences and Seminars on Energy Markets in Europe.



Michael Thomadakis

Board Member, Regulatory Authority for Energy

Dr. Michael Thomadakis is Member of the Board of RAE-Greece's Regulatory Authority for Energy. He is also Elected Chairman of the Gas Working Group of the Energy Community Regulatory Board and the Chairman of the Investment Group of the Energy Charter Conference. He has extensive experience in international affairs, regulation of gas and electricity markets, long-term energy planning and management. Before joining RAE, Dr Thomadakis was responsible for the administration of DEPA's (Public Gas Corporation of Greece) gas supply contracts, development and administration of time charter agreements for LNG transportation. He also participated in gas price negotiations and in the development of gas pricing policies. He has a Mechanical Engineering degree from National Technical University of Athens (1986) and a PhD from the same University (1992) and has worked as senior research engineer in the Mechanical Engineering Department of University of Manchester Institute of Science and Technology from 1993 to 1995. He has published more than 25 papers in scientific journals and scientific conferences.



Arthouros Zervos

Chairman and CEO, Greek Public Power Corporation

Arthouros Zervos is a Professor at the National Technical University of Athens and presently Chairman and Chief Executive Officer of Public Power Corporation - Greece as well as Chairman of the Public Power Corporation Renewables in Greece, both since 2009. Professor Zervos has more than 30 years of high level expertise in policy, science, research and technology across the renewable energy sector. He led key European renewable energy bodies and has acted as policy advisor to Governments, EU bodies and policy fora. He is Chairman of Renewable Energy Policy Network for the 21st Century (REN21). He has been President of the European Wind Energy Association (EWEA) from 2001 to 2013, President of the European Renewable Energy Council (EREC) from 2000 to 2012 and President of the Global Wind Energy Council (GWEC) from 2005 to 2010. In 1974 he received his Bachelor of Science in Engineering, in 1975 his Master of Science in Engineering, both from the Department of Aerospace and Mechanical Sciences of Princeton University, U.S.A. He continued his studies at the Universite Pet M.Curie in Paris, where he took his Diplome d'Etudes Approfondies (D.E.A) de Mecanique Experimentale des Fluides- Aerodynamique in 1978 and his Diplome de Docteur - Ingenieur in 1981. From 1990 to 1995 he worked as a scientific officer in the Renewable Energy Unit of DG Research of the European Commission in Brussels. He is the author of more than 180 publications in international magazines and conference proceedings. He was the lead author of the White Paper on Renewable Sources of Energy for the EC in 1997.

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