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Open seminar  
27th of April  
BASREC-wind - Conditions for  
the acceleration of development  
of offshore wind in the  
BSR.

# WIND POWER IN THE NORDIC & BALTIC REGION

25-26 April Stockholm, Sweden

**Focus on an outlook towards 2020** to uncover the expected development for this 8 year period in the Nordic & Baltic region.

An Update on the Market Development in the Region

Offshore Wind Power Deployment – BASREC-wind

Social Acceptance – Reduce the risk in plant development

Financial Development – Long/ short lending & achieving the targets

Market Integration & Price Coupling

## Seminar / Dissemination of results

BASREC Wind - Deployment of wind power  
in the BSR Friday 27th of April

SUPPORTING  
ORGANISATIONS:



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## Day 1 - 25th April

### 8.30 - 9.00 REGISTRATION & COFFEE

### 9.00 - 9.10 The chairmen Tuulikki Kasonen, Jörg Neubauer introduces the conference

### 9.10 - 9.25 Wind power associations in Lithuania, Sweden, Finland and Estonia signs Letter of Intent

### 9.25 - 10.00: Development of wind power in the Baltic area - Progress report

- Current development plan for wind power in the region?
- Achieving the RES targets?
- Grid status and planned improvements?

### Martin Kruus, Estonian Wind Power Association

Martin Kruus has been involved in renewable energy sector since 2000. He has worked for state owned energy utility Eesti Energia where he created a business unit of renewable energy. Together with private investors from the Nordic countries and Estonia Mr. Kruus has founded Nelja Energia OÜ – currently the biggest wind energy producer in the Baltics. Since 2009 Martin Kruus is also the Chairman of the Board of Estonian Wind Power Association.

### 10.00 - 10.40 State of the art methodologies for wind resource assessment

- How to minimize uncertainty
- Pros and cons for different methods
- Best practice in wind assessment

### Miguel Ferreira, Megajoule

Miguel Ferreira is a wind energy consultant and mechanical engineer, specialized in wind resource assessment since 1992. He holds an MBA in general management. In 2004, he founded Megajoule, which became the Portuguese leader in wind assessment consultancy. Megajoule is now a global company, having offices in Portugal, Brazil and Poland.

### 10.40 - 11.10 NETWORKING

### 11.10 - 11.50 Green certificate collaboration between Sweden & Norway

- Expectations on the new collaboration?
- Low certificate prices and its impact on wind projects
- Norwegian advantages and challenges in the cert market

### Andreas Thon Aasheim, NORWEA

### 11.50 - 12.50 LUNCH

### 12.50 - 13.30 Short term forecasting/ prediction on- & offshore

- What is short-term forecasting?
- Who uses it and who should use it?
- How accurate are the forecasts?

### Lars Landberg, GL Garrad Hassan

Lars Landberg is the R&D Director of the British wind energy consulting company Garrad Hassan with its Nordic office in Denmark. Prior to this he worked at the Wind Energy Department of Risø National Laboratory DTU for 18 years. He has a PhD from University of

Copenhagen in Physics and Geophysics and an MBA from Warwick Business School.

### 13.30 - 13.50 Pre-seminar session of BASREC-wind

Conditions for the acceleration of development of offshore wind in the Baltic Sea Region. Intro and context; briefing on strategic initiatives recommended; key results from the underlying spatial analysis, grid study and regulatory review.

### Jörg Neubauer, Swedish Energy Agency David Williams, GL Garrad Hassan

### 13.50 - 14.20 NETWORKING

### 14.20 - 15.00 Social acceptance - Reduce the risk in plant development

- How can social acceptance be beneficial to the deployment process?
- What risks does community resistance imply?
- "Codes of conduct"

### Fredrik Lindahl, Swedish Wind Power Association

Fredrik Lindahl is the President of Swedish Wind Power Association (SVIF) since year 2010. He possesses the CEO position at the Swedish wind power company Slitevind AB and its Finnish daughter company SABA Wind Oy Ab. He is also board member of the Norwegian wind power company Vindkraft Nord AS.

### 15.00 - 15.40 How to create a single market in the Nordic and Baltic region?

- Political and regulatory issues
- Regional market coupling

### Hando Sutter, Nord Pool Spot

Hando Sutter has been working as Sales Manager in Nord Pool Spot AS – power market operator – since the office opening in Tallinn beginning of 2010. Nord Pool Spot Estonian price area was started April 1st, 2010. Now moving ahead to open price areas in Lithuania and Latvia in 2012.

### 15.40 - 16.20 Electricity price drivers in the Baltic region

- What defines electricity price in Baltic market?
- How changes of market model and planned interconnections will affect electricity price in Baltic market in the future?
- What are balancing costs for wind parks in Baltic market?

### Gatis Junghans, AS Latvenergo

Gatis Junghans is head of risk management at Latvian utility company AS Latvenergo. He has been in the power industry since 2000, working with electricity transmission and distribution. For the last 5 years he has been working with electricity trading. Gatis Junghans has a PhD from Riga Technical University in power engineering and MBA from SEE in Riga.

### 16.20 - 17.00 FINAL DISCUSSIONS

### 19.00 CONFERENCE DINNER

## Day 2 - 26th April

### 08.30 - 09.10 Industrial possibilities offshore

- New industrial possibilities for new players
- How can countries new to wind power benefit from increased offshore wind energy?

### Eero Saava, Consultant, Estonian Wind Power Cluster

### 09.10 - 09.40 Wind power in Finland

- Current status of the Finnish wind power market
- Wind power forecast up to 2020
- How to reach the targets?

### Anni Mikkonen, Executive Manager - Finnish Wind Power Association

### 09.40 - 10.20 Investigation on administrative barriers for Finnish wind power

The reputed investigator Justice Lauri Tarasti will give a presentation of his investigation which will be finished in the end of March 2012.

### Lauri Tarasti, Justice, Finland

Lauri Tarasti holds a Licentiate and has been the Ministry of Environment Permanent Secretary and the Supreme Administrative Court Administrative. Tarasti has played key roles as an expert advisor and as a liquidator, including election -related matters and sports doping cases.

### 10.20 - 10.50 NETWORKING

### 10.50 - 11.30 Finance in a regional perspective

- What are the current market conditions?
- Long-term loans, low risk, low margin
- What is NIB's perspective on its surroundings?

### Yngve Söderlund, Senior Manager - Nordic Investment Bank

### 11.30 - 12.30 LUNCH

### 12.30 - 13.10 Financing wind power projects

- Risk assessment in wind power financing
- Technical, financial and political risks
- Experience from projects – success and difficulties

### Hans Jacob Bull-Berg, Nordea

Hans Jacob Bull-Berg holds a cand.polit degree from the University of Oslo and a degree in public and international administration from E.N.A. in Paris. He has spent most of his professional life working with energy and started his career at the Norwegian Ministry of Petroleum of Energy before moving to the French oil company Elf Aquitaine. Today he is the director of Nordea's Export and Project Finance team.

### 13.10 - 13.40 Grid adaption

- Grid reinforcements due to expected increase of wind power and other RES
- Balancing and regulating issues
- Integrating wind power into the power system

### Terje Gjengedal, Statnett

Professor Gjengedal has a Master of Science and a doctoral degree in electrical engineering and has gained a wide range of experience working within the energy sector. Gjengedal has been working as vice president at Statkraft, where he focused on system and market integration of wind power and other renewable sources. He is now working as SVP and R&D Director at Statnett, The Norwegian TSO. He is also a professor within transmission systems, renewable energy and energy planning.

### 13.40 - 14.10 NETWORKING

### 14.10 - 14.50 Södra Midsjöbanken as a European model project

- Cooperation mechanisms: what should the framework look like and which countries could be potential partners?
- Infrastructure: what would further development of the project look like and which steps have already been taken?

### Albert Sein, E.ON Climate & Renewables Nordic

Sein have a Master Degree in International Relations with a specialization in the geopolitics of energy. He has been with E.ON since 2009 and is currently working as strategy manager for E.ON Climate & Renewables Nordic. Before this he was working in Rotterdam and Munich in strategy- or strategy related departments.

### 14.50 - 15.30 Risk management for wind power projects in cold climates

- Health & safety
- Economical & technical aspects

### Anders Sjögren, WinWinD

Sjögren is a managing director at WinWinD and has been working directly or indirectly with the wind power industry for the last 11 years. Among other projects, Anders has been actively involved in two major pilot projects in Sweden, Vindpark Vänern and Uljabouda. He was chairman of the Swedish Wind Energy Association between 2007-2011.

### 15.30 - 16.10 Projected progress in the Nordic & Baltic region

- How does the legal framework look like after 2020?
- Risks in absence of clear EU targets for renewables
- Critical issues for meeting political targets

### Pierre Tardieu, EWEA

Pierre Tardieu joined EWEA in May 2011. He is in charge of coordinating EWEA's national associations' network and focuses in particular on the effective implementation of the Renewable Energy Directive at national level. Pierre is also in charge of EWEA's trade policy covering issues ranging from bilateral Free Trade Agreements to raw materials access.

### 16.10 - 16.40 FINAL DISCUSSIONS & CLOSING OF THE CONFERENCE

## Conference Exhibitors

### MEGAJOULE

MEGAJOULE is Portugal's leading independent renewable energy consultant for wind and solar energy. Our services include wind measurements, wind mapping and simulation, resource assessment and energy estimates, technical due diligence, support to project development and power curve measurements and performance tests. Our solar PV project portfolio ranges from technical due diligences to country scale resource mapping and prospecting. Dedicated to renewable energy solutions MEGAJOULE operates worldwide with offices in Poland, Brazil and Romania.



### ENERCON

ENERCON has manufactured 19 000 Wind Energy Converters since the start 1984. The WEC's are available from 800kW up to 7500kW and are sold to a wide range of customers worldwide. ENERCON's biggest competitive advantage is 20 years of experience from gearless drive with less moving components and longer lifetime.



### TRIVENTUS

Triventus develops and offers sustainable business solutions throughout the entire value chain in the field of renewable energy. The company has since its start in 2003 had an extreme growth and Triventus today companies with several subsidiaries, all with a focus on renewable energy. Accumulated in the group you'll find a width and competence that makes Triventus unique on the market



### WIND CHOICE

Participants can take advantage of extensive knowledge on the effects of wind power on marine life. Representatives from the research programme Vindval, run by the Swedish Energy Agency and the Swedish Environmental Protection Agency, will be at place during the conference.



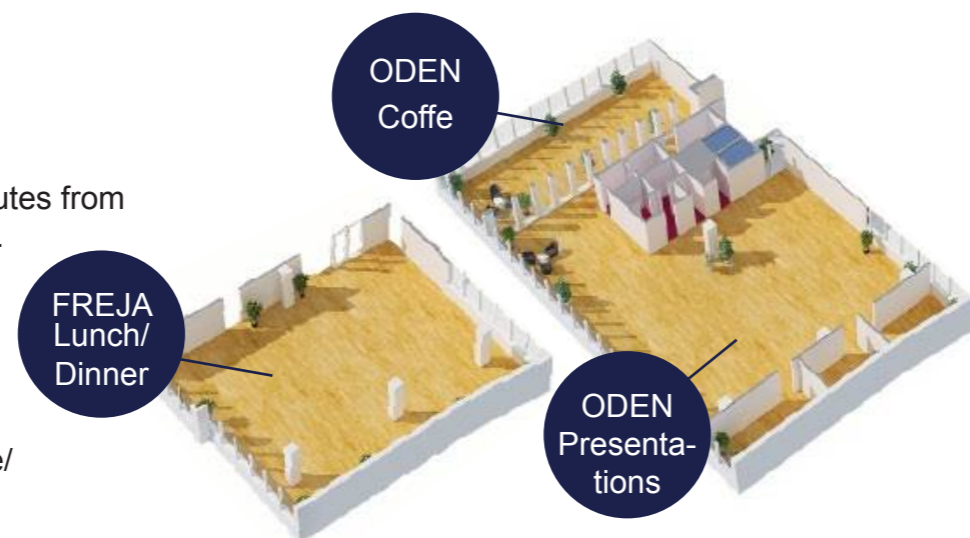
## Conference venue

Konferens Odenplan

The venue is situated only 5 minutes from the Stockholm central rail station.

Address:  
Norrtullsgatan 6  
Stockholm

Website:  
<http://www.konferensodenplan.se/>



## Seminar BASREC-wind

### Open seminar 27th of April

Strategic initiatives and recommendations for the acceleration of development of offshore wind in the Baltic Sea Region.

This seminar provides an in depth-review of the results from the strategic study on offshore wind development in the BSR recently concluded by the Baltic Sea Region Energy Cooperation (BASREC). The focus lies on the potential contribution of BSR offshore wind power to fulfil the EU 20-20-20 and similar national targets in the region but also beyond.

The session will highlight recommended overall and country specific strategic initiatives as well as pointing out the BSR golden locations for large scale offshore wind development. Furthermore in-depth knowledge on the underlying techno-economic assumptions, grid conditions and regulatory situation is provided.

Discussions on the results will form an integral part of the session. All input from the seminar will be condensed into a Stakeholder note supplementing the BASREC-wind reports and national work on offshore wind development.

### WIND CHOICE

The Swedish Vindval (Wind Choice) research programme has gathered extensive knowledge on the environmental impact of offshore wind power. Representatives from the programme will be at place to discuss findings and answer questions covering a wide range of topics, such as effects on marine organisms and communities, exclusion of birds, sediment dispersal, acoustic disturbances and others.

Registration for the seminar is free of charge.

### Time

9.00-11.30 am with coffee break 10:30

### Location

Konferens Odenplan, Stockholm

### Speakers

Jörg Neubauer, Project Leader - Swedish Energy Agency  
David Williams - GL Garrad Hassan  
Martin Korch Enevoldsen - Deloitte

To find out more information, please contact:

Jörg Neubauer  
[basrec-wind@swedishenergyagency.se](mailto:basrec-wind@swedishenergyagency.se)  
or  
Linus Akerblom  
[linus.akerblom@energyforum.com](mailto:linus.akerblom@energyforum.com)