

Do not miss:
➤ More than 20 international speakers
➤ Best practices - CEE & WEU companies
➤ report about their experiences
➤ EPCON Award first time on EPCON CEE
➤ Regulatory Authorities & Ministries from 7 CEE countries

EPCON C E 2006



Liberalization on the CEE energy market – Progress and Challenges

Some of our Speakers:



Emmanuel Bergasse,
IEA Organisation Paris



Ingmar Bergsten,
Vattenfall Sweden



Ing. Tomas Hüner,
Cez Bulgaria



Dr. Peter Kaderjak,
Uni Corvinus Hungary



Pal Kovacs,
MOL Hungary

Speaker to be confirmed,
Gazprom

Hot Topics:

- Best practices' of Liberalization – Vattenfall company reports about their experiences
- The competition environment – the significance of competition and market opening in Central & Eastern Europe
- Unbundling – challenges and legislation – what is the companies point of view?
- Security of supply – how to manage? The pipeline & grid situation in CEE
- Risk Management – Opportunities and threats for investors?
- Energy prices – costs of liberalization covered by steadily increasing energy prices?

***** SPECIAL ! *** SPECIAL ! *** SPECIAL ! *** SPECIAL ! *****



Turkey

Turkish Energy Market Developments –
Gas pipeline projects-Power Plant Projects
20th of March 2006



Vienna, November 2005

The initiative of IIR to organise a congress on crucial energy issues in the new EU member states is very much welcome and timely, only two years after their membership.

These countries have accomplished impressive results in their energy reforms over the last 15 years but still have to undertake further key reforms to ensure sound, balanced and sustainable energy policies.

The opening of the electricity and gas markets to competition require an advanced stage of market reform. An effective customer choice and access to networks need concerted action by all stakeholders; public administration, energy companies and customers.

In parallel, governments also need to enhance policies to guarantee security of energy supply in particular for imports from non-OECD countries, improve energy efficiency and reduce environmental impacts of energy.

I look forward to stimulating discussions on these important issues at the 2006 edition of EPCON CEE.



Emmanuel Bergasse
International Energy Agency
Administrator for Central and South East Europe

Speakers

- **Dr. Stephan Ressler**, Director of the European Commission Unit "Electricity and Gas"
- **Bozena Mazur** (to be confirmed), Financial Legal Administration Director, Interim Energy Community Secretariat
- **Ing. Vladimir Stepan/Ing. Jiri Gavor**, partners ENA CZ
- **Damjan Stanek**, Director Development and Analysis, Borzen d.o.o. Slovenia
- **Dr. Christoph Riechmann**, Director, Frontier-economics
- **Péter Kiss**, Partner, Business Advisory Services, KPMG in Hungary
- **Roman Fuchs**, Managing Director, Macquarie Corporate Finance Ltd.
- **Ingmar Bergsten**, Salesmanager, Vattenfall Sweden
- **DI Erwin Marchhart**, Associate Director, Export Guarantees – Project Underwriting, Österreichische Kontrollbank AG
- **Dr. Miroslaw Duda**, Advisor Energy Market, Agency SA Poland
- **Ivan Ivanov**, Executive Director, Energoprojekt Bulgaria
- **Ing. Ivan Karovic**, Director of Distribution of Electric Energy, Zapadoslovenska energetika a.s.
- **Emmanuel Bergasse**, Administrator for Central and South Europe, International Energy Agency
- **Ing. Tomas Hüner**, Director, Foreign Affiliates Cez Bulgaria
- **Dr. Pal Kovacs**, Head of Energy Procurement, MOL Hungarian Oil and Gas Company
- **Dr. Peter Kaderjak**, Uni Corvinus Budapest/Hungary
- **Michael Weber**, Compliance Market Manager Emissions, Europe of EGL Austria GmbH
- **Dr. Alois Geißelhofer**, Director, The Austrian Energy Agency

Regulatory Authorities:

- **Isztvan Pataki**, Vice President Hungarian Regulatory Authority
- **Alexandru Sandulescu**, President ANRE Regulatory Authority Romania
- **Ing. Jan Klepac**, Vice President URS Regulatory Authority Slovak Republic
- **Gorazd Skerbinek**, Vice President AGEN-RS Regulatory Authority Slovenia
- **Msc. Djordje Zebeljan**, Director General Energy, Environment and Spatial Planning Slovenia
- **Györgi Hatvani**, State Secretary Energy Hungary
- **Jiri Bis**, Vice Minister Raw materials and metallurgy
- **Speaker to be confirmed**, South East Energy Authority
- **Speaker to be confirmed**, ERU CZ, Czech Regulation Authority Office
- **Dr. Tahir Kapetanovic**, Head of electricity, Energie-Control Austria
- **Speaker to be confirmed**, Regulatory Authority Poland

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 - Transmission Concerns
- **Presidents and Chairmen of Regulatory Authorities**
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 - Heads of different Departments and project coordinators from Power companies
 - National and International Energy Organizations
 - Advisors to the Energy Industry
 - Investment Banks
 - Lawyers
 - Management and Strategic Consultants

EPCON Award 2006

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Recognizing Innovation in the Energy Industry

Energy companies are challenged to continually develop effective new solutions throughout their business in order to remain competitive. The Vienna-based Institute for International Research (IIR) promotes the development of sustainable innovations by inviting companies to compete for its annual **EPCON Award** for the best new products, technologies, services or management methods for the energy market.

The IIR established the internationally known **EPCON Award** in 2001. Accenture has sponsored the award since its inception. Applications for the 2006 **EPCON Award** are now being accepted. For the first time energy companies in Central and Eastern Europe are also invited to take part in the competition. Submissions will be judged by a distinguished panel of experts. The award ceremony will be held during the 2006 **EPCON** energy congress for decision-makers from Austria and Central and Eastern Europe. All accepted submissions will be presented not only to the congress participants but to the general public as well.

The jury's primary criteria:

- **Innovation:** The technology, product or concept must be new to the energy sector.
- **Clear, concrete benefits:** For the energy company, the sector as a whole and/or the customers.
- **Success:** The product, concept or service must have delivered, or convincingly promise to deliver, demonstrable commercial success in terms of cost savings, process streamlining, improved earnings outlook or higher customer satisfaction ratings.

Eligibility for the award is open to any company that is engaged in energy supply, energy services, power supply operation, or other branches of the energy sector, and has developed innovative products, concepts, ideas and projects for the liberalized energy market.

The jury for this years EPCON Award:

- Ao.Univ.Prof. Dipl.-Ing. Dr.techn. Reinhard Haas, Department of Power Systems and Energy Economics, Vienna University of Technology
- George W. Hamilton, Journalist, Platts-McGraw-Hill Energy
- Dipl. Ing. Roland Hess, Partner for Energy and Natural Resources, Accenture
- Dr. Péter Kaderják, Director, Research Centre Corvinus, University of Budapest/Hungary
- Michael Krammer, CEO, tele.ring Telekom Service GmbH
- Ing. Mag. Herbert Lechner, Division Manager Energy, E.V.A. The Austrian Energy Agency
- Dipl. Ing. Peter Reichel, Director, Austrian Electrotechnical Association

Contact person:

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The deadline for applications is February 10th, 2006.

For further information on the Award visit our website: www.epcon-cee.at or www.epcon.at

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For years, Accenture has provided over 4,000 global organizations with support and advice on how to successfully complete their change processes. This has enabled Accenture to acquire unique professional and business experience at an international

level. Our clients include 87 companies from the Fortune Global 100 Index, and more than two-thirds of the organizations listed in the Fortune Global 500.

Accenture combines management consulting and IT-based service provision within a single organization – with no losses of friction. This enables the company to help its clients achieve decisive advantage in terms of efficiency and innovation at every level – from daily business processes and functions through to the strategic planning and implementation of end-to-end changes in organizational form. This integrated role focusing on change has made Accenture the leading service provider in the Business Innovation Partner category in recent years. The company's internet address is www.accenture.de (Austria: www.accenture.at; Switzerland: www.accenture.ch).

Further information at:

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Turkish energy market developments – Gas Pipeline Projects and Power Plants Generation

State of energy market liberalization in Turkey

- The Role of the Regulatory Authority within the State Energy Policy
- Status of regulation/liberalization and Unbundling in Turkey
- Challenges and experiences of Regulation/Liberalization/Unbundling
- Future outlook

The Turkish energy market

- Introduction
- Status of Liberalization/Regulation in Turkey
- Overview over the energy and gas market in Turkey
- Grid and pipeline situation
 - Significance of energy and gas
 - Grid and pipeline security
- Production capacity vs. challenges – past and future development till 2020
- Electricity production vs. consumption – past and future development till 2020
- Future perspectives

The Turkish pipeline and power plants projects in general

- An overview

Power plant projects

- Importance of power plants in Turkey
- Actual power plant projects

Financing of Power Plant Projects

- Short introduction of OeKB
- OeKBs' experience in power plant projects in Turkey
- Recent development in the Turkish energy sector and possible impacts on future projects

Overview over gas pipeline and power plants projects in connection with Turkey

Gas pipeline projects – the Turkish State Petroleum Company reports

- Short presentation of TPAO
- Gas pipeline projects of TPAO

Future energy risks in South-East Europe and Turkey

New acquisitions and projects in Turkey

Nabucco – gas pipeline project

- Experiences of Transgaz, MOL, Bulgargaz
- Short introduction and explanation of project content
 - Involved parties

Speakers from the following companies already confirmed:

OMV Nabucco company · Turkish State Petroleum Company (TPAO) · ISS Ljubljana (SLO) · ENA Czech Republic · OeKB (Österreichische Kontrollbank) Ernst & Young South-East Europe · Vienna University of Technology

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Day 1 – 21st of March 2006

Liberalization in Central & Eastern Europe – Progress & Challenges

Chairman: Péter Kiss, Partner, Business Advisory Services, KPMG Hungary

8.30 Chairman's welcome and introduction by IIR

8.45 CEE energy market – the legal framework

- Economy market participants
 - The role of State monopolies
 - Future of State monopolies
- Competition situation
- Differences between the energy and the gas sector in view to the liberalization
 - Production and Supply
- New EU countries energy market vs. old EU countries energy market
- Sustainability of liberalization – lessons learnt from liberalized countries

Speaker: Dr. Stephan Ressler, Director of the European Commission Unit "Electricity and Gas"

9.10 South-East European Energy Contract – the Interim Energy Community Secretariat reports

- Self-introduction and status of the Authority within e-control
- Members
- Fields of activity
- Decision authority – yes or no?
- South-East European Contract – contents and significance**
 - Significance of the contract
 - First experiences in implementation of the contract
 - Future outlook

Speaker: Bozena Mazur (to be confirmed), Financial Legal Administration Director, Interim Energy Community Secretariat

9.30 New Energy Technologies – Contribution to sustainable energy supply in CEE

Speaker: Dr. Alois Geißelhofer, Director, The Austrian Energy Agency

Regulation Authorities

The Role of the Regulatory Authority within the State Energy Policy

Challenges of liberalization/regulation and unbundling process

- Effects of the EU Directives for Bulgaria
 - Difficulties in implementing EU Directives
 - Significance of the Green Paper for Bulgaria
 - Future steps to be done
- Importance of the "Revenue cap" method in Bulgaria
- Actual implementation challenges
- How to deal with challenges and threats

Future Outlook

- Expectations reg. European Union enforcement
- Future Role of primary energy sources vs. renewable resources
- EU Directives in connection with renewable energy sources
- Emission trading and the Bulgarian Emission Trading Scheme
 - Impact of the Kyoto protocol on the Energy Industry

Statements of the following countries

9.50 Czech Republic

Speaker: Josef Firt, President ERU CR, Czech Regulation Authority Office

10.10 Hungaria

Speaker: Isztvan Pataki, Vice President Hungarian Regulatory Authority

10.30 Poland

Speaker: To be confirmed

10.50 Coffee Break

11.30 EPCON Award-Celebration issued by Institute for International Research in Cooperation with Award-Sponsor Accenture and Media Partners „Wirtschaftsblatt“ and „Energiewirtschaftliche Tagesfragen“

12.05 Romania

Speaker: Alexandru Sandulescu, President ANRE Regulatory Authority Romania

12.25 Slovakia

Speaker: Ing. Jan Klepac, Vice President URS Regulatory Authority Slovak Republic

12.40 Slovenia

Speaker: Gorazd Skerbinek, Vice President AGEN-RS Regulatory Authority Slovenia

13.00 Lunch Break

14.15 Austria

Actual status of the regulation in Austria – adaption of the market model

Market situation and perspectives in Central & Eastern European countries from the Austrian point of view

Security of supply

- GRID – UCTE network: What are the plans towards extension, also in connection with Bulgaria and Romania
- Financial support of the EU
- Security of supply in connection with higher demand due to the liberalization
- Danger and risk of blackouts

Future Outlook

- Expectations reg. European Union enforcement
- Future Role of primary energy sources vs. renewable resources
- EU Directives in connection with renewable energy sources

Speaker: Dr. Tahir Kapetanovic, Head of electricity, Energie-Control Austria

14.40 Discussion Regulatory Authorities and Ministry

Challenges of liberalization/regulation and unbundling between countries

- Exchange of experiences

Future Outlook

- Expectations reg. European Union enforcement

Questions

Speaker: Msc. Djordje Zebeljan, Director General Energy, Environment and Spatial Planning Slovenia
 Györgi Hatvani, State Secretary Energy Hungary
 Jiri Bis, Vice Minister Raw materials and metallurgy
 Bozena Mazur, South East Energy Authority (to be confirmed)
 Dr. Tahir Kapetanovic, Head of electricity, Energie-Control Austria

15.00 Unbundling

Challenges of Unbundling

- Gas prices
 - High price of oil – lower competitiveness of gas on energy market
 - Development of gas prices for customers in 2005 – relation between prices for eligible and protected customers
 - Unbundling 2006 – impacts on gas prices
- Storage capacities
 - Diversification of sources means higher security of supply?
 - Surplus or shortage of capacities – future situation

Unbundling – the future situation
Environmental legislation

Speaker: Ing. Vladimir Stepan/Ing. Jiri Gavor, partners ENA CZ

15.15 Unbundling – the companies point of view

- New company structure
- Reorganisation expenditure
 - New company structure
 - IT structure reorganisation

Costs of unbundling

Speaker: Damjan Stanek, Director Development and Analysis, Borzen d.o.o. Slovenia

15.35 Necessary achievements of CEE Countries to be competitive with Western European countries

To find the appropriate market model and the implementation of the market model

- Role of the monopolists – how to solve monopolistic structure and create competition?

Creation of a legal and regulatory environment – which steps have to be done by the Government?

Speaker: Dr. Christoph Riechmann, Director, Frontier-economics

15.45 Coffee Break

16.35 Risk Management – Opportunities & threats for investors

- Importance of Risk management in connection with investments
- Chances/Opportunities/Risks for investors
 - Actual Information; Advantage of competition for investors
 - Risks to consider in connection with competition

Speaker: Péter Kiss, Partner, Business Advisory Services, KPMG in Hungary

16.55 Investment opportunities in the energy sector in CEE – the investors' point of view

- Rationale behind investments
- Investment criteria
- The importance of the regulatory regime
- Financing techniques
- Case studies

Speaker: Roman Fuchs, Managing Director, Macquarie Corporate Finance Ltd.

17.15 Questions, open points

ca. 18.00 End of the First Day of the Congress

19.00 Evening programme



OMV Gas and IIR invite you to an traditional Austrian „Heurigen“ with typical wine and specialities.



Day 2 – 22nd of March 2006

Chairman: Ing. Vladimír Štepan, Ing. Jiri Gavor, ENA partners' Czech Republic

8.30 Welcome by Chairmen and presentation IIR

8.50 Liberalization – a Scandinavian vanguard reports about the experiences

Short history about the liberalization process

- Electricity sector

Experience with the implementation of liberalization

- Step by step explanation of liberalization
- Support by EU Commission in connection with liberalization implementation

Difficulties

- How to resolve long-term contracts (in view of trade and sale separation necessity)?

Important results of the liberalization

Future outlook – what is the next step?

Speaker: Ingmar Bergsten, Salesmanager, Vattenfall Sweden

9.40 Financing of Power Plant Projects

Different approaches for the financing of power projects

The role of Export Credit Agencies in the financing of power projects

Current developments and their implication on financing: Kyoto, renewable energy

Speaker: DI Erwin Marchhart, Associate Director, Export Guarantees – Project Underwriting, Österreichische Kontrollbank AG

10.10 Situation of Primary Energy in a liberalized market

- Available primary energy sources
- Impact of EU environmental legislation on the development of the power sector
- Ecological challenges
- Primary energy supply policy, the role of coal
- Needs for investments in primary energy sources

Speaker: Dr. Mirosław Duda, Advisor Energy Market, Agency SA Poland

11.15 Significance of renewable Resources in CEE

- The role of renewable resources for enterprises
- Cost related with renewable energy sources for companies
- Fulfillment of Renewable Energy Act in CEE by companies

Effects of climatic changes in connection with renewable energy sources

Speaker: Ivan Ivanov, Executive Director, Energoprojekt Bulgaria

11.35 Emissions Trading – Significance of Renewable Energy Sources in CEE

- Market overview – what happened so far
- CO2 trading aspects
- EUAA one uniform trading good in Europe
- Experience in the compliance market – chances and burden for the companies

Speaker: Michael Weber, Compliance Market Manager Emissions, Europe of EGL Austria GmbH

12.00 Security of supply

Pipelines – projects to secure gas supply

- Pipeline network in Europe
 - Technical standard of pipelines
 - New pipeline projects
 - Financing – the role the EU and foreign investors as a donor
 - Parties involved in pipeline projects
 - Significance of LNG in CEE

Speaker: Ing. Vladimír Štepan, Ing. Jiri Gavor, ENA partners' Czech Republic

12.20



Enjoy the appetizer sponsored by EGL, followed by lunch.



13.35 Can Russia turn off the gas tap?

- Gas pipeline projects – the Role of Gazprom successfully

Speaker: To be confirmed, Gazprom

14.00 Grid network in Central & Eastern Europe

- Western Slovakia – Servicing and management of power grid in a fast growing region
 - Issues of maintenance
 - Operation and asset management under new regulatory framework
- UCTE network
 - Importance of the network
 - Effectivity of the network
 - Extension plans towards Romania and Bulgaria?
 - Financing and logistic – supported by the European Union?
 - Blackouts – how to deal with black out problems; occurrence & reasons

Future Outlook

- Expectations reg. European Union enforcement
- Future role of primary energy resources vs. renewable resources
- EU Directives in connection with renewable energy sources
- Emission Trading and the Slovakian Renewables Act
 - Impacts of the Kyoto Protocol on Slovakian Energy Industry

Speaker: Ing. Ivan Karovic, Director of Distribution of Electric Energy, Zapadoslovenska energetika a.s.

14.25 Discussion

Grid capacity & security of supply

- Is the network quality and the grid capacity enough to ensure an increasing demand due to the liberalization – National vs. cross border capacities?

Moderator: Emmanuel Bergasse, IEA organisation

Participants: Speakers of the day

14.40 Competition

Market Opening

- Market opening situation
 - Significance of market opening for companies
 - Way companies deal with the new market situation
- Degree of market opening
- Future steps to be done towards market opening?

Speaker: Emmanuel Bergasse, Administrator for Central and South Europe, International Energy Agency

15.05 **Market Opening - The companies point of view**

- Market opening situation
 - Significance of market opening for companies
 - Way companies deal with the new market situation
- Degree of market opening
- Future steps to be done towards market opening?

Speaker: Ing. Tomas Hüner, Director Foreign Affiliates Cez Bulgaria

15.25 **MOL – The position of a key player in a liberalized market**

Actual information about MOL group activity Energy (electricity, natural gas, heat) production and purchase Interaction of the energy prices

CEE energy market from point of view of a large industrial consumer

Speaker: Pal Kovacs, Head of Energy Procurement, MOL Hungarian Oil and Gas Company

15.45 Coffee Break

16.05 Discussion

Competition – a national or international factor

- Actual and future Role of monopolistic companies in a liberalized and unbundled market

Participants: Speakers of the day

16.20 Pricing

Energy pricing – the development towards energy pricing

- Status quo of energy prices
- Future energy price development
- Impact of the liberalization on energy prices
- Dependency of energy prices

Energy pricing to the final customer – criteria and future perspectives

Energy pricing and taxation

Gas pricing – status quo and gas price development

- Gazprom monopoly – influences on gas price (Discussion)
 - Liberalization impacts on gas prices
 - Dependency of gas prices
 - The influence of stock exchanges on pricing

Speaker: Dr. Peter Kaderjak, Uni Corvinus Budapest/Hungary

16.40 End of the congress

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20th–22nd of March 2006
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Dates

Pre-Congress Day:	Monday, 20 th of March 2006	9.00 – 17.45
Congress:	Tuesday, 21 st of March 2006	8.45 – 18.00
	Wednesday, 22 nd of March 2006	8.50 – 16.40

Congress Casino Baden

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