

Alterenergy strategic Project Business to Business meeting

Belgrade 22-23 April 2015
RENEXPO FAIR

BelExpocentar - Španskih boraca 74 - 11000 Belgrade, Serbia

Co-organized by the Serbian Ministry of Mining and Energy



Република Србија
МИНИСТАРСТВО
РУДАРСТВА И ЕНЕРГЕТИКЕ

Supported by
Chamber of Commerce of Bari
Internationalization Department of Puglia Region

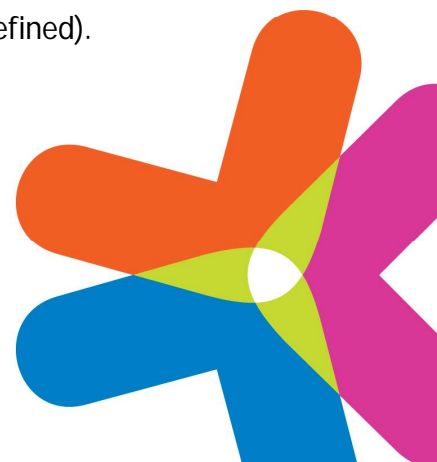
INTRODUCTION

The strategic project Alterenergy (Energy sustainability for Adriatic small communities), funded within the cross-border Cooperation Programme IPA-Adriatic 2007-2013, adopts a vision of international level to promote sustainability in small Adriatic communities through an integrated approach for the efficient use of energy and its production from renewable sources. The precise aim of the project is **to develop replicable models of sustainable management of energy resources in small Adriatic municipalities through attended participated approach involving public administrations, policy makers, citizens and local stakeholders**, improving their ability to plan and manage integrated actions of energy saving and the production of energy from renewable sources.

The ALTERENERGY, thanks to a partnership of 18 organizations, regions, ministries and energy agencies belonging to all the countries of the Adriatic area, also focused capacity building interventions and BtoB meetings between companies and investors, all supporting the internationalization process of the Adriatic production systems and the actual trade in the RES and RUE sector. The ambition is to set up "Adriatic energy clusters", thus supporting a good return in terms of economy and employment

Two sessions of BtoB meetings are planned in Serbia and in Puglia Region, for the development of an Adriatic Market of technologies, goods and services for RES/RUE sector, involving SMEs coming from the following Countries: Italy (Abruzzo, Emilia Romagna, Marche, Molise, Puglia, Veneto Emilia Romagna, Friuli Venezia Giulia), Albania, Bosnia Herzegovina, Croazia, Greece, Montenegro, Serbia, Slovenia.

- ✓ BtoB Serbia: Fiera RENEXPO – Belgrade - 22-23 April 2015
- ✓ BtoB Puglia: Energy Forum – Bari – May/June 2015 (date to be defined).



THE ALTERENERGY PROGRAMME SUITABLE FOR ALL PARTICIPATING ADRIATIC SMES CHOSEN BY THE ALTERENERGY PARTNERSHIP

(The whole programme will be held within RENEXPO® WESTERN BALKANS fair as the largest and the most important event on renewables in Serbia, as well as the largest energy platform for the entire Western Balkans region.

SERVICES

- **Alterenergy stand** within the RENEXPO fair, in order to guarantee an institutional participation of the project during the event targeted to energy Sector and suitable as STOP STATION for information, material, and short meetings
- Alterenergy catalogue of SMEs in RES & RUE sector, which includes all SMEs selected by the Partnership for the internationalization purpose in the Adriatic area
- **BtoB dedicated agenda** among participating SMEs
- Dedicated **Focus Session** on "*The Adriatic Context For The Internationalization of SMEs in RES & RUE Sector*"
- **Free entrance** for all participants to RENEXPO fair on the 22 and 23 April 2015
- **Translators' service:** English language-National languages ensured; other languages under evaluation according to the needs of each delegation participating

GENERAL PROGRAMME

22 APRIL 2015, BELEXPOCENTER BELGRADE, SERBIA	
08:30	Transport for about 100 people from hotels to Belexpocenter
09:00	Arrival to RENEXPO® Western Balkans Trade Fair
09:30	Attending Official Opening Ceremony of the international energy event
10:00 – 12.00	Alterenergy Focus Session
12:00 – 13.30	B2B Meeting
13:30	Free Lunch at the venue
14:30 – 17.00	B2B Meeting (including coffee break)
19:30	Transfer Departure from Hotel to Restaurant for Social Dinner
23:00	Departure to Hotel

23 APRIL 2015, BELEXPOCENTER BELGRADE, SERBIA

Free Visit to RENEXPO fair

FACILITIES FOR ALL ADRIATIC PARTICIPATING SMES AND AVAILABLE TOOLS

- List of hotels with special price for the Alterenergy guests

These prices are only for 15+ guests who register in chosen hotel under registration form of MoME or RENEXPO. Hotels in city center are:

- Hotel Moscow (four stars)**, <http://www.hotelmoskva.rs/>, Google maps - <https://www.google.rs/maps/place/%D0%A5%D0%BE%D1%82%D0%B5%D0%BB+%E2%80%9E%D0%9C%D0%BE%D1%81%D0%BA%D0%B2%D0%B0%E2%80%9C/@44.812868,20.460487,15z/data=!4m2!3m1!1s0x0:0x52504f6400d4b777>

Single standard room at special rate of 99 € daily per room
Double/Twin room at special rate of 109 € daily per room
Superior duplex room 119 €

- Hotel Park (three stars)**, <http://www.hotelparkbeograd.rs/>, Google maps - <https://www.google.rs/maps/place/%D0%9F%D0%B0%D1%80%D0%BA/@44.805164,20.466376,15z/data=!4m2!3m1!1s0x0:0xd9609791a15374ae>

Single standard room at special rate of 45 € daily per room
De lux room at special rate of 55 € daily per room
Double/Twin room at special rate of 65 € daily per room

- Holiday IN (four stars, place of RENEXPO fair)**, <http://www.belexpocentar.rs/sr/holiday-inn-beograd.htm>, Google maps - <https://www.google.rs/maps/place/Holiday+Inn+Belgrade/@44.809755,20.414288,15z/data=!4m2!3m1!1s0x0:0x878bbce2692050e>

Single standard: EUR 105 / room/night
Twin / Double standard: EUR 130 / room/night

- Bus transfer from/to Hotel to BELEXPOCENTAR (*in charge to each Alterenergy partner for its delegation*)
- Dedicated hostess for information, support and registration of participants to the Focus session and BtoB meeting
- Dedicated conference hall for the BtoB meetings with personalized agenda for each participating SME
- Coffee break
- Social dinner (to be defined on the spot)

ANNEX 1

AGENDA FOCUS SESSION

THE ADRIATIC CONTEXT FOR THE INTERNATIONALIZATION OF SMES IN RES & RUE SECTOR

Official language: ENGLISH

h. 09.00 a.m Participants' registration

h. 09.30 Attending Official Opening Ceremony of the international energy event

h. 10.00 a.m. Institutional Welcomes

Ministry of Mining and Energy - SERBIA

Mr Bernardo NOTARANGELO – Director of Mediterranean Department – Puglia Region - ITALY

Chairman: referent from Serbian Ministry of Mining and Energy

h. 10.15 a.m Presentation of Alterenergy Strategic Project and of Business and Investment support activities (WP5) - *Puglia Region*

h. 10.30 a.m Presentations of the national RES/RUE framework at Country Level

- The Serbian framework of regulations and investments – *Ministry of Mining and Energy*
- The Albanian framework of regulations and investments – *Ministry of Energy and Industry (to be confirmed)*

- Serbian Internationalization context in RES & RUE sector – *ICE Belgrade*

h. 11.30 a.m Coffee Break

h. 11.45 a.m

- *The involvement of the Bank institutes in the SMEs internationalization process - Unicredit Serbia*

h.12.00 Conclusion

ANNEX 2

RENEXPO® WESTERN BALKANS BIGGEST KEY ENERGY PLATFORM

RENEXPO® WESTERN BALKANS is not only the largest and the most important event on renewables in Serbia, but also **the largest energy platform** for the entire Western Balkans region. **In April 2015**, the most important business meeting point of the investors, decision makers, ministries representatives and municipal authorities, as well as business leaders from renewable energy sectors will be located in BelExpoCentar in Belgrade!

There are foreseen over 80 exhibitors and more than 3.000 visitors coming from variety of local and international associations, chambers, engineering offices target groups. The advantages expected regard:

- **direct sales**
- **B2B matching** with the project managers from neighbouring countries
- **networking** with industry leaders, government agencies, investors, research institutions and the media
- introduction of **local communities energy sector activities**, together with presentation of already implemented and available projects

Visitors come from sectors like:

<ul style="list-style-type: none"> • Agriculture and forestry • Architects and planners • Associations • Energy advisors • Energy suppliers, energy trading • Engineering offices • Financing, funding and insurance • Handcraft • Home owners 	<ul style="list-style-type: none"> • Housing industry • Media • Public authorities, administrations, ministries • Science, research, development • Trading, sales • Politics • Investors • Project Developers • Consulting • Other services
<p>Fair Organizer:  REECO</p>	<p>REECO SRB d.o.o. Tel: +381 (0) 21 2101 897 - 898 Fax: +381 (0) 21 2101 896 info@reeco.rs; www.reeco.rs</p>

List of exhibitors 2015: General Electric, ABB, Global Hydro Power, Vaptech, Vestas, Enercon, Schnell Motoren AG, Holzenergie Wegscheid, Dive Turbinen, Superlit Romania, ECO Consult (Vamed), Intrade Energija, Holz-Tim, ATB Sever, Flux Technology, Alterenergy, M&D Unit, MVM Ovit, Spaans Babcock, Conveco s.r.l., GIZ Gesellschaft für internationale Zusammenarbeit, Ragni IC, Saidel Engeieering, Armand Group, Erste Bank, Ministry for Mining and Energy, Norimport, Sun Balkan Energy, GGE, Energy Agency Novi Sad, UNDP, PORR GmbH, PWW doo, City of Belgrade and more to follow.