

23<sup>rd</sup> Handelsblatt Annual Conference

# Energy Industry 2016

19<sup>th</sup> to 21<sup>st</sup> January 2016, Hotel InterContinental Berlin

## Countdown for the energy industry.

**Existential political and strategic choices lie ahead:**

The future of the energy system is at stake.

Just a few weeks to go before the industry holds its 'must attend' meeting. The industry's leading strategists will be there to talk things over, develop ideas and make decisions.

**The clock is ticking. Don't miss it.**

**Updated Program**

As of January 2016

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Substance matters.

# These key players are setting the agenda for the energy industry:



**Dr Ulrike Baumgartner-Gabitzer**  
Chairwoman of the Board,  
Austrian Power Grid AG



**Prof. Dr Marc Oliver Bettzüge**  
Director,  
Research Institute for Energy  
Economics, Cologne University



**Dr Gernot Blanke**  
Executive Board,  
wpd AG



**Dr Hans Jürgen Brick**  
Member of the Managing Board,  
Amprion GmbH



**Matthias Brückmann**  
CEO,  
EWE AG



**Christian Buchel**  
Chief International and  
Digital Officer,  
ERDF



**Peter Franke**  
Vice President,  
Federal Network Agency



**Klaus Freiberg**  
Member of the Board,  
Vonovia SE



**Sigmar Gabriel**  
Federal Minister for Economics,  
Energy and Technology, BMWi



**Vera Gäde-Butzlaff**  
Chairwoman of the Board,  
GASAG AG



**Frédéric Gastaldo**  
CEO,  
Swisscom Energy Solutions AG



**Carl-Ernst Gisting**  
Chairman of the Board and  
Chief Financial Office,  
RWE Vertrieb AG



**Markus Hinz**  
Director Multi-Vertical,  
Google Germany GmbH



**Dr Gerhard Holtmeier**  
Member of the Board,  
Thüga AG



**Stephan Kamphues**  
CEO,  
Open Grid Europe GmbH



**Dr Urban Keussen**  
CEO,  
TenneT TSO GmbH



**Ralf Klöpfer**  
Member of the Board,  
MVV Energie AG



**Dr Oliver Koch**  
Deputy Head of Section,  
DG Energy,  
European Commission



**Sergej Mahnovski**  
Director, Utility of the  
Future Con Edison



**Dr Frank Mastiaux**  
CEO,  
EnBW AG



**Dr Michael Maxelon**  
Technical Director,  
Stadtwerke Stuttgart GmbH



**Mario Mehren**  
CEO,  
Wintershall Holding GmbH



**Matthias Moeller**  
Chairman of the Executive Board,  
arvato Systems perdata GmbH



**Dr Christoph Müller**  
CEO,  
Netze BW GmbH



**Marc Sauthoff**  
Managing Director Utilities,  
Accenture



**Klaus Schäfer**  
Chairman of the Board,  
Uniper



**Dr Rolf Martin Schmitz**  
Deputy Chairman of the  
Executive Board,  
RWE AG



**Prof. Dr Armin Schnettler**  
Leader New Technology &  
Innovation Fields, Siemens  
Corporate Technology (NTF) and  
Head of Institute for High  
Voltage Technology, RWTH Aachen



**Boris Schucht**  
Chairman of the  
Managing Board,  
50Hertz Transmission GmbH



**Dr Norbert Schwieters**  
Partner, Global Energy,  
Utilities & Mining Leader,  
PwC AG WPG



**Erik von Scholz**  
CEO,  
GDF SUEZ Energie Deutschland AG  
(ENGIE)



**Mechthild Wörsdörfer**  
Head of Directorate A:  
Energy Policy, Directorate General  
Energy (DG ENER),  
European Commission



**Dr Marie-Luise Wolff-Hertwig**  
CEO,  
ENTEGA AG



**Robert Busch**  
Managing Director,  
Association of Energy Market  
Innovators (bne)



**Dr. Andreas Cerbe**  
Member of the Board,  
RheinEnergie AG



**Bobby Chada**  
Managing Director,  
Morgan Stanley



**Dietmar Dahmen**  
Futurologist and Innovation expert/  
Chief Innovation Officer,  
ecx.io austria GmbH



**Henning Deters**  
CEO,  
Gelsenwasser AG



**Dr. Christian Feißt**  
Managing Director,  
BEEGY GmbH



**Joachim Goldbeck**  
Managing Director,  
Goldbeck Solar GmbH



**Prof. Dr. Sibylle Günter**  
Scientific Director,  
Max Planck Institute of  
Plasma Physics



**Heike Heim**  
CEO,  
Energy Supply Offenbach AG (EVO) Federal Ministry of the Environment



**Dr. Barbara Hendricks**  
Minister of the Environment,  
WirtschaftsWoche



**Angela Hennersdorf**  
Editor Companies and Markets,  
WirtschaftsWoche



**Prof. Dr. Hans-Martin Henning**  
Deputy Director,  
Fraunhofer Institute for  
Solar Energy Systems – ISE



**Ines Kolmsee**  
Chief Technology Officer,  
EWE AG



**Dr. Gerhard König**  
Chairman,  
WINGAS GmbH



**Andreas Kuhlmann**  
Chief Executive,  
German Energy Agency (dena)



**Gero Lücking**  
Managing Director,  
LichtBlick SE



**John Lynch**,  
Managing Director, Head of Power,  
Utilities and Renewables for EMEA,  
Bank of America Merrill Lynch



**Matthias Machnig**  
permanent State Secretary,  
BMWi



**Hildegard Müller**  
CEO,  
BDEW e.V.



**Dr. Arndt Neuhaus**  
CEO,  
RWE Deutschland AG



**Thomas Rappuhn**  
CEO,  
DEA Deutsche Erdoel AG



**Katherina Reiche**  
Designated President,  
VKU e.V.



**Prof. Dr. Ortwin Renn**,  
Director of the Stuttgart Research  
Center for Interdisciplinary  
Risk and Innovation Studies,  
University of Stuttgart



**Dr. Bernhard Reutersberg**  
Chief Markets Officer,  
E.ON SE



**Jörg Stäglich**  
Partner,  
Oliver Wyman GmbH



**Gabor Steingart**  
Editor-in-Chief,  
Handelsblatt



**Klaus Stratmann**  
Deputy Head of the  
Berlin Office,  
Handelsblatt



**Prof. Dr. Jens Strüker**  
Süwag Endowed Professor for  
Energy Management/CEO Institute  
for Energy (INEWI),  
Fresenius University of  
Applied Sciences



**Dr. Utz Tillmann**  
CEO,  
German chemical industry  
association VCI



**Erna-Maria Trixl**  
Member of the Board,  
Stadtwerke München GmbH

# The way people, technologies, trends and behaviour change established business models

Tuesday, January 19<sup>th</sup>, 2016

9.20 – 9.30 a.m. Opening

## Welcome address and film



**Gabor Steingart**,  
Editor-in-Chief,  
Handelsblatt, Dusseldorf

## Moderators of the day:



**Prof. Dr Marc Oliver Bettzüge**, Director,  
Research Institute for Energy Economics, Cologne University  
**Klaus Stratmann**, Deputy Head of the Berlin Office, Handelsblatt, Berlin

9.30 – 10.00 a.m.

## PRESENTATION AND DISCUSSION

### The energy transition – state of affairs, outlook until 2020 and a look into the future – the energy system in 2030



**Sigmar Gabriel**, Federal Minister for Economics,  
Energy and Technology, BMWi, Berlin

10.00 – 10.50 a.m.

## DISCUSSION OF THE PRESENTATION



**Henning Deters**, CEO, Gelsenwasser AG, Gelsenkirchen  
**Sigmar Gabriel**, Federal Minister for Economics,  
Energy and Technology, BMWi, Berlin  
**Dr Urban Keussen**, CEO, TenneT TSO GmbH, Bayreuth  
**Dr Rolf Martin Schmitz**, Deputy Chairman of the Executive Board,  
RWE AG, Essen

10.50 – 11.30 a.m. Coffee Break



11.30 a.m. – 12.10 p.m.

## PRESENTATIONS FOLLOWED BY DISCUSSION

### In what way are customers, technologies, trends and behavior changing energy suppliers' established business models?

- Answers undergoing radical change – disrupt your own business
- New products, new sales channels, new processes, new structures
- Liberalization, miniaturization, digitalization, automation, demographics, and changed customer behavior as drivers of change in the energy industry



**Dr Norbert Schwieters**, Partner, Global Energy & Utilities,  
Leader, PricewaterhouseCoopers AG WPG, Dusseldorf

*An additional speaker is to be determined*

12.10 – 1.10 p.m.

## PRESENTATIONS FOLLOWED BY DISCUSSION

### Actively shaping the transformation process

#### Transformation is the new core business

- Energy transition, regulation, shrinking margins and markets are the new realities in the energy industry
- We are in for disruptive innovations from non-energy players
- Companies planning to stay in the industry need excellence in their core business and above all a lot of stamina to consistently conquer growing markets
- Fresh ideas, a higher readiness to take risks and cultural change are called for



**Vera Gäde-Butzlaff**, Chairwoman of the Board,  
GASAG AG, Berlin

#### Change – a necessity and opportunity: EnBW's perspective

- Disruptive change in the energy landscape
- What is EnBW's approach – measures and lessons learned
- Outlook



**Dr Frank Mastiaux**, CEO,  
EnBW AG, Karlsruhe

#### Tomorrow's energy world: innovative, efficient, distributed

- Drivers of transformation: customers, technology and framework conditions
- Look into the crystal ball: where are energy companies heading?
- A practical example: where are we today?



**Erik von Scholz**, CEO,  
GDF SUEZ Energie Deutschland AG (ENGIE), Berlin

*An additional speaker is to be determined*

1.10 – 2.30 p.m. Lunch Break

# Big Data and Digitalization – value added for the energy industry

2.30 – 3.00 p.m.

## PRESENTATION FOLLOWED BY DISCUSSION

### Systemic risks:

#### Driving and guiding transformation processes

- What are systemic risks and where do these occur in the energy transition process?
- Internal and external assessment: transformation of the energy system. And of the energy suppliers, too.
- Vulnerabilities and mistakes: why are these systemic risks so difficult to measure and to manage?
- How can we deal better with systemic risks?



**Prof. Dr Dr Ortwin Renn**, Director of the Stuttgart Research Center for Interdisciplinary Risk and Innovation Studies, University of Stuttgart

3.00 – 3.10 p.m.

## SHORT KEYNOTE

### Municipal utilities in the digital age – where are the new business opportunities?

- Trust-based customer relationship – how can we exploit this competitive advantage?
- Smart services as springboard market
- Municipal utilities and their role in the driver's seat



**Katherina Reiche**, Designated President, VKU e.V., Berlin

3.10 – 4.20 p.m.

## SHORT STATEMENTS FOLLOWED BY DISCUSSION

### Digitalization as a driver of process and product innovation

- Internet of things: home, transport, health, facilities, infrastructure, cities, industry
- Digitalization helps to create value in product and services development



**Matthias Brückmann**, CEO, EWE AG, Oldenburg



**Katherina Reiche**, designated President, VKU e.V., Berlin



**Matthias Moeller**, Chairman of the Executive Board, arvato Systems perdata GmbH, Leipzig



**Dr Bernhard Reutersberg**, Member of the Board of Management – Chief Markets Officer, E.ON SE, Dusseldorf

*An additional speaker is to be determined*

4.20 – 5.00 p.m. Coffee Break

5.00 – 5.20 p.m.

## PRESENTATION FOLLOWED BY DISCUSSION

### Digitalization and customer focus: why our view of the energy transition has to change

- New entrants in the energy market: who are the drivers of the second phase of the energy transition?
- Top-down versus bottom-up: why customer perspective will change our concept of the energy transition
- Bringing together market interests, players and solutions: the concept of the 'platform digital energy world'



**Andreas Kuhlmann**, Chief Executive, German Energy Agency (dena), Berlin

5.20 – 6.00

## PRESENTATIONS FOLLOWED BY DISCUSSION

### Smart marketing and big sales

- Information and media consumption habits in the internet of things
- Data based sales and marketing strategies for the energy industry
- From the CRM system to the integrated operating system for digital marketing



**Markus Hinz**, Director Multi-Vertical, Google Germany GmbH, Munich

### Customer information systems – things you can learn and derive from data

- Big Data supporting and accelerating decisions
- Predictive Analytics helping to optimize services, processes and operations along the value chain
  - Generation: smart generation & asset lifecycle management
  - Retail: demand forecast, portfolio optimization, decision support, risk management
  - Grid: planning and operation, workforce management
  - Sales: customer segmentation, CRM, product development, meter to cash, communications
- Full evaluation of data required for targeted sales activities
- Customer segmentation and product differentiation
- Digital marketing and sales with the help of big data



**Erna-Maria Trixl**, Member of the Board, Stadtwerke München GmbH, Munich

6.00 – 6.20 p.m.

## PRESENTATION FOLLOWED BY LIVE STREAM

### Insights: Wendelstein 7-X nuclear fusion reactor



**Prof. Dr Sibylle Günter**, Scientific Director, Max Planck Institute of Plasma Physics, Garching/Greifswald

# Current geopolitical risks and security of supply

6.20 – 6.30 p.m.

## SUMMARY OF THE FIRST CONFERENCE DAY



**Prof. Dr Marc Oliver Bettzüge**, Director,  
Research Institute for Energy Economics, Cologne University  
**Klaus Stratmann**, Deputy Head of the Berlin Office, Handelsblatt, Berlin

6.30 p.m. End of the first conference day

6.45 to 7.00 p.m.

## Departure for dinner

We cordially invite you to enjoy a culinary trip around the world. Indulge in excellent food and drinks and experience an evening of friendly conversation in the relaxed atmosphere of the Loewe Saal.



Wednesday, January 20<sup>th</sup>, 2016



7.00 a.m.

## PwC Early Morning Run:

### Meeting Point at the hotel main entrance

Get some fresh air and energize for the day by joining our jogging-roundtrip in the Tiergarten. Bring your running shoes and become a member of this yearly growing community!



8.40 – 8.50 a.m. Welcome

## Moderators of the day:



**Prof. Dr Marc Oliver Bettzüge**, Director,  
Research Institute for Energy Economics, Cologne University  
**Klaus Stratmann**, Deputy Head of the Berlin Office, Handelsblatt, Berlin

8.50 – 9.20 a.m.

## KEYNOTE AND DISCUSSION

### European energy policy, industry 4.0, digitalization – how strong are Germany and Europe as industrial locations?

- Geopolitical risks
- EU Single Market and Energy Union
- Setting the signals for an innovative and secure industrial Europe



**Mechthild Wörsdörfer**, Head of Directorate A: Energy Policy, Directorate General Energy (DG ENER), European Commission, Brüssel

9.20 – 10.10 a.m.

## DISCUSSION

### Current geopolitical risks and security of supply: Development of European gas, coal and oil supply and demand

- Impacts on short and mid term price developments
- Changing structure of generation – new players – new supply channels – new rules
- Development of industrial power and heat consumption
- Russia's position – Europe versus China?



**Mario Mehren**, CEO,  
Wintershall Holding GmbH, Kassel



**Thomas Rappuhn**, CEO,  
DEA Deutsche Erdoel AG, Hamburg



**Klaus Schäfer**, Chairman of the Board,  
Uniper, Dusseldorf



**Dr Utz Tillmann**, Hauptgeschäftsführer,  
Verband der Chemischen Industrie e.V. (VCI), Frankfurt/Main

10.10 – 10.40

## INTERVIEW

### Financial outlook for the energy business – which part of the business model is broken? Where to invest the money?



**Bobby Chada**, Managing Director, Morgan Stanley, London



**John Lynch**, Managing Director, Head of Power, Utilities and Renewables for EMEA, Bank of America Merrill Lynch, London

10.40 – 11.20 a.m. Coffee Break

11.20 – 11.40 a.m.

## SHORT KEYNOTES

### The Fourth “20” – Growth areas along the lines of decarbonization and digitization

- An industry forced to innovate – incubators, accelerators and intrapreneurship



**Marc Sauthoff**, Managing Director Utilities,  
Accenture, Kronberg



# Tomorrow's customer: lifestyle, home and city in 2030

## Smart energy – on our way to tomorrow's energy world

- Involving employees in the innovation process
- Customer-oriented development of new services
- Faster launch of digital services



**Dr Marie-Luise Wolff-Hertwig**, CEO,  
ENTEKA AG, Darmstadt

11.40 a.m. – 12.30 p.m.

### DISCUSSION

#### Executive Circle – strategic agenda 2016/2017

- Change and innovation management
- Processes, structures, cost-cutting measures
- Adjusting internally to the new challenges – demographic change, new markets, new business fields, new target groups
- Cash flow and funding options
- War for talent



**Dr Gernot Blanke**, Executive Board, wpd AG, Bremen  
**Heike Heim**, CEO, Energy Supply Offenbach AG (EVO), Offenbach  
**Dr Gerhard Holtmeier**, Member of the Board, Thüga AG, Munich  
**Dr Gerhard König**, Chairman, WINGAS GmbH, Kassel

12.30 – 1.45 p.m. Lunch Break

 **PwC welcomes all women to the women & energy lunch**

1.45 – 2.00 p.m.

## Handover of the climate certificate

### INTRODUCTORY FILM

#### Tomorrow's customer: lifestyle, home and city in 2030

2.00 – 2.20 p.m.

### PRESENTATION

#### The German Climate Policy after the Paris Conference



**Dr Barbara Hendricks**, Minister of the Environment,  
Federal Ministry of the Environment, Berlin

2.20 – 3.00 p.m.

### DISCUSSION OF THE PRESENTATION

#### The world of energy in 2030

- Climate protection, energy efficiency, environmentally friendly building and construction, new business models for integrated energy systems and the city of tomorrow
- New business models and energy efficiency
- The heat market as an important building block for self-sufficient energy supply
- Cooperation with the housing industry
- Lease power from residential roofs and district CHP solutions – self-sufficient energy supply
- Industry customers and energy efficiency
- Mobility – the interaction of car sharing, e-mobility, e-bike and public transport



**Robert Busch**, Managing Director,  
Association of Energy Market Innovators (bne), Berlin  
**Klaus Freiberg**, Member of the Board, Vonovia SE, Bochum  
**Dr Barbara Hendricks**, Minister of the Environment,  
Federal Ministry of the Environment, Berlin  
**Dr Arndt Neuhaus**, CEO, RWE Deutschland AG, Essen

3.00 – 3.20 p.m. Questions and answers

3.20 – 4.10 p.m.

### SHORT PRESENTATION AND QUESTIONS

#### Market integration of renewable energies



**Joachim Goldbeck**, Managing Director, Goldbeck Solar GmbH, Hirschberg  
**Stephan Kamphues**, CEO, Open Grid Europe GmbH, Essen  
**Hildegard Müller**, CEO, BDEW e. V., Berlin  
**Boris Schucht**, Chairman of the Managing Board,  
50Hertz Transmission GmbH, Berlin

4.10 – 4.50 p.m. Coffee Break

# Which market design facilitates transformation and digitalization?

4.50 – 5.10 p.m.

## SHORT PRESENTATION AND QUESTIONS

### Innovative energy is our future

- Research and development as enablers of the energy transition
- Interfaces between science and industry
- Efficiency – renewable energies – resilient grids



**Prof. Dr Hans-Martin Henning**, Deputy Director, Fraunhofer Institute for Solar Energy Systems – ISE, Heidelberg

5.10 – 6.30 p.m.

## SHORT STATEMENTS FOLLOWED BY DISCUSSION

### Increasing flexibility as one building block of the EU market design reform

- Catchword “flexibilization” – what does it mean?
- Flexibilization as disruptive change for the rules applied in the electricity market
- Impact on wholesale and retail level



**Dr Oliver Koch**, Deputy Head of Section, DG Energy, European Commission, Brussels

### The “swarm energy” approach for the integration of distributed installations and flexibilization of the electricity market

- Energy transition and decreasing trend in costs lead to decentralization of energy markets
- Digitalization enables and accelerates transition
- The “Swarm energy” approach serves as strategy for distributed business models
- What we expect from politics: consumer-oriented, cost-oriented and market and competition related framework conditions for the energy transition



**Gero Lücking**, Managing Director, LichtBlick SE, Hamburg

### The ‘energy’ world in 2030 – how do current energy policy developments in Germany and Europe fit into this picture?



**Matthias Machnig**, permanent State Secretary, BMWi, Berlin

### The grid on its way to 2030

- Smart grids – dream or reality?
- Who owns flexibility and who uses flexibility?
- Flexible generation, grids and customers – regulation also flexible?
- And what about security of supply?



**Dr Christoph Müller**, CEO, Netze BW GmbH, Stuttgart

### Implementing the energy transition – more than just grid expansion

- System 2030 requirements
- Flexibilities and system services
- Implementation options



**Prof. Dr Armin Schnettler**, Leader New Technology & Innovation Fields, Siemens Corporate Technology (NTF), Munich and Head of Institute for High Voltage Technology, RWTH Aachen

6.30 p.m.

### End of the second conference day and beginning of the evening event

We cordially invite you to an evening at our Ski Resort. Experience a ski and winter sport evening and demonstrate your skills at the ski or bobsled simulator, in ski jumping, ice hockey and air hockey. We offer typical German food for those who want to relax and get you back on your feet again with drinks and live music by the band LadyLike.



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# The energy system of the future

Thursday, January 21<sup>st</sup>, 2016



7.00 a.m.

## PwC Early Morning Run:

### Meeting Point at the hotel main entrance

Get some fresh air and energize for the day by joining our jogging-roundtrip in the Tiergarten. Bring your running shoes and become a member of this yearly growing community!



8.30 – 8.40 a.m. Welcome

### Conference moderators:



**Prof. Dr Marc Oliver Bettzüge**, Director,

Research Institute for Energy Economics, Cologne University

**Klaus Stratmann**, Deputy Head of the Berlin Office, Handelsblatt, Berlin

**Prof. Dr Jens Strüker**, Süwag Endowed Professor for Energy Management/CEO Institute for Energy (INEWI),  
Fresenius University of Applied Sciences, Frankfurt/Main

8.40 – 9.00 a.m.

### SHORT KEYNOTE

#### Grid-related framework conditions in face of ever more complex requirements due to decentralized feed-in

- Regulation of the grids – in line with the digital world and the new requirements posed by the integration of renewables



**Peter Franke**, Vice President,  
Federal Network Agency, Bonn



9.00 – 10.10 a.m.

### DISCUSSION

#### Grids – main artery of the energy transition and pulse generator for the digital transformation

- Integration of distributed installations and possible feed-in tariffs
- Coordination at and between the physical grid layer and the market level
- Grid redundancy: power – gas – heat
- What shape will tomorrow's infrastructure take in face of ever increasing independent energy systems?
- How much grid is necessary?
- Integration of renewables and expansion of networks – which role will storage facilities play?



**Dr Ulrike Baumgartner-Gabitzer**, Chairwoman of the Board,  
Austrian Power Grid AG, Vienna

**Dr Hans Jürgen Brick**, Member of the Managing Board,  
Amprion GmbH, Dortmund

**Dr Andreas Cerbe**, Member of the Board, RheinEnergie AG, Cologne  
**Peter Franke**, Vice President, Bundesnetzagentur, Bonn

10.10 – 10.30 a.m.

#### Flexibility – automation – digitalization Information and communication technologies interacting with metering and network technology

- How to organize the interface between grid and customer?
- Smart grid through sensors and analysis of primary and secondary data
- Data security by analysis of digital meters
- Storage facilities between grid and market stability
- Customer data processing as a service
- Predictive analytics: what information data can provide on willingness to change supplier and price sensitivity
- Cross-border view: what could DSO 2.0 look like?



**Christian Buchel**, Chief International and Digital Officer,  
ERDF, Paris

10.30 – 11.00 a.m. Coffee Break

Change is taking place now!

Make use of innovations and disruption

Thursday, January 21<sup>st</sup>, 2016

11.00 a.m. – 12.00 noon

**SHOW**

**Disruption and shared economy in the energy system?  
It's all about connectivity, sensors and underutilized resources!**

- Do not just address disruption but use it to your benefit!
- The floor is open: technologies and platforms for smart interconnections
- Best practices and mind shift: what the energy industry can learn from AirBnB and others



**Dietmar Dahmen,**  
Futurologist and Innovation expert/Chief Innovation Officer,  
ex.io austria GmbH, Wien

12.00 noon – 12.20 p.m.

**Why understanding the example of New York is worthwhile  
when designing the market**

- Starting point and conditions: why New York was able to develop in this way
- Transferability and learnings: premises are not so different
- Perspective: how grids in Germany can become (im)pulse generators



**Sergej Mahnovski,** Director,  
Utility of the Future Con Edison, New York

12.20 – 1.30 p.m.

**SHORT STATEMENTS FOLLOWED BY DISCUSSION**

**Distributed generation assuming a key role in the  
energy system**

- Distribution networks put to the test: Are infrastructure and technologies capable of coping with increasingly distributed generation
- Next steps: intelligent, automated systems to manage volatile generation
- Close to the prosumer and consumer: exploring business fields for energy supply activities
- Alternative to mega power transmission lines? Distributed generation and storage instead of grid expansion
- Stable (and affordable) energy system: discussion on regulatory framework conditions and political ambitions
- Sponsored by politics and energy efficient: decentralized CHPs as a supporting pillar for the energy transition



**Dr Christian Feißt,** Managing Director,  
BEEGY GmbH, Mannheim



**Frédéric Gastaldo,** CEO,  
Swisscom Energy Solutions AG, Olten



**Ines Kolmsee,** Chief Technology Officer,  
EWE AG, Oldenburg



**Dr Michael Maxelon,** Technical Director,  
Stadtwerke Stuttgart GmbH, Stuttgart



1.30 – 2.30 p.m.

Lunch and end of the 23<sup>rd</sup> Handelsblatt Annual Conference  
Energy Industry 2016

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**For further information  
please contact:**

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CONTENT AND DESIGN



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ORGANIZATION



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Senior Conference Coordinator  
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“Since 10 years we have been the main sponsor of the Handelsblatt Annual Conference ‘Energy Industry’ as it is for us a successful start into the year. The conference can be rightly called the flagship event of the energy industry in Germany.”

**Dr Norbert Schwieters**, Partner, Global Energy, Utilities & Mining Leader, PwC AG WPG

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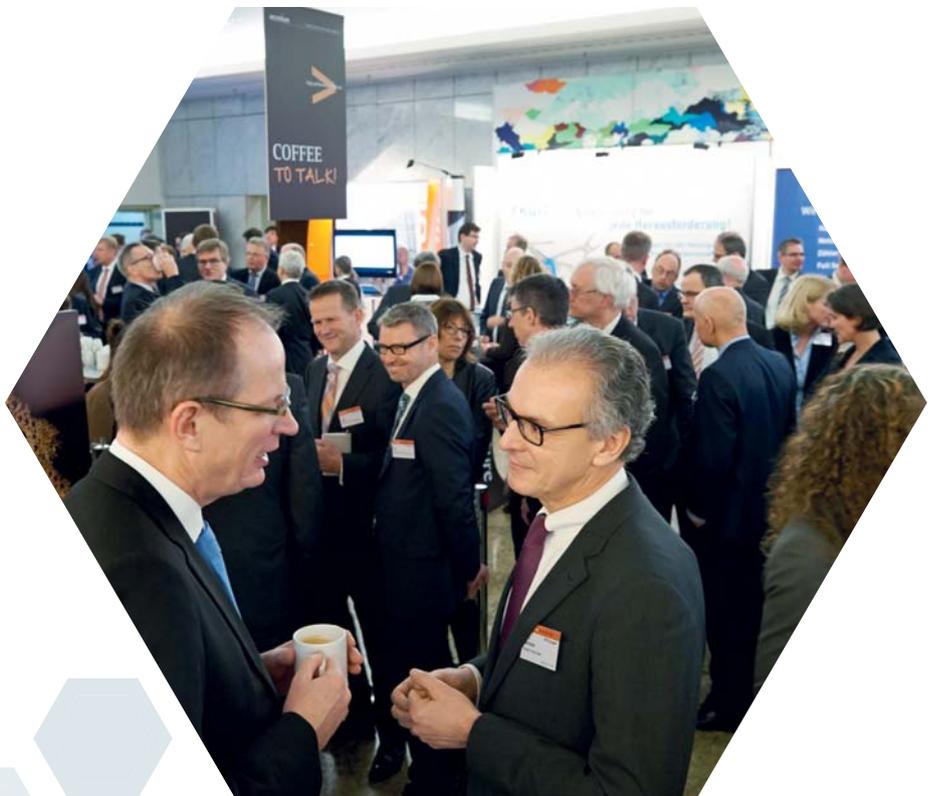
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“The energy transition is a long-term and worldwide transformation project, for which there is neither a blueprint nor a ‘one-fits-all’-solution. This is why exchanging views and opinions with decision makers of the industry at the Handelsblatt Annual Conference is so important.”

**Prof. Dr Armin Schnettler**, Leader New Technology & Innovation Fields, Siemens Corporate Technology (NTF) and Head of Institute for High Voltage Technology, RWTH Aachen



“Being the biggest German, internationally operating oil and gas producer, this largest German energy industry meeting is a „must be“ for us. This is the platform where – at the beginning of each year - current trends in the energy industry are discussed on a national and european level.”

**Mario Mehren**, CEO, Wintershall Holding GmbH

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# The accompanying exhibition – the industry's marketplace

We invite you to visit the exhibition and to inform yourself about the latest products and services –  
an optimal opportunity for an in depth conversation with colleagues, speakers and exhibitors.



# You have an important message for the industry? Become a partner at our conferences!

Up-to-date topics, respected speakers, an interested and qualified audience and accompanying exhibitions – these are the ingredients of Handelsblatt events, independent and well respected forums for information and discussion in the German energy landscape.

As a partner of these events, you will sharpen your company's profile and boost your awareness as a leading player or innovative organization. Increase your company's presence and proof your expertise in topics relevant to your potential customers! As a sponsor or exhibitor, you present your company with a distinct logo presence in a high-quality, well selected environment, e.g. in our conference program brochures, in advertisements and on our websites. Secure your engagement now and benefit immediately from extensive marketing even before each event.

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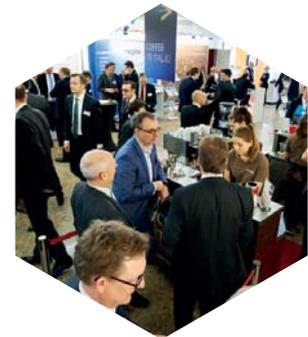


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Personal networking is most important to you? As the **host of a Social Event** (e.g. dinner, evening events, business breakfast or lunch) you have the chance to address relevant executives in a relaxed, yet professional way. We will support your invitation management and provide the appropriate setting.

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### Content Partner

As a **content partner** you will have numerous options to proof your expertise to an interested target audience. Organize a workshop with a special topic, publish an article in the Handelsblatt Journal „Energy Industry“ or contribute to our blog and other social media channels. Beyond that, we can support you in marketing interesting white papers, published by your organization.

### Digital Partner

The future is digital! All information e.g. presentations and program is brought to the delegates via our Event App. As the **digital partner** you will benefit from our interactive media: webcast, live streaming and our Event-App offer various options to put your company into the limelight.



If you are interested in finding out about exhibition opportunities or how to sponsor our events, please get in contact with us!

2<sup>nd</sup> Handelsblatt Annual Conference

## Digitalize the Energy Industry

6<sup>th</sup> and 7<sup>th</sup> of June 2016, Berlin

Get in contact with us!



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7<sup>th</sup> Handelsblatt Annual Conference

## Renewable Energies

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23<sup>rd</sup> Handelsblatt Annual Conference

## Energy Industry 2016

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**ABOUT US.** Handelsblatt Events organises high-quality management conferences and seminars aimed at presenting important commercial information on current topics of interest. This provides senior managers from the fields of commerce and industry with a forum for knowledge transfer and the exchange of ideas. EUROFORUM Deutschland GmbH is responsible for planning and organising our events.

### Registration and information

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