

AGRION

BUSINESS NETWORK FOR ENERGY
CLEANTECH, SUSTAINABLE DEVELOPMENT

PROGRAM

January – June 2010

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WHO WE ARE

Agrion is a global business network that brings together companies involved in energy, cleantech, raw materials, mobility and sustainable development. The document you are reading is the annual program of meetings organized by Agrion's local offices in Frankfurt, Paris, and San Francisco. Agrion will also open representative offices in New York (March 2010), Abu Dhabi and Beijing (June 2011).

In each country, the sessions are organized on the same topics and the conference transcripts are translated into English and shared on the Agrion website.

The Agrion website allows users to take part in conferences either live or access them later, regardless of their location. The Agrion membership is valid in all countries where the community is present and is limited to the local area. If members decide to participate in a conference live, they will also be able to interact with other online attendees and share their comments on the forum.

On Agrion.org, members can:


- § Read selected news (published daily in four languages).
- § Network - Members can create their profile, identify and manage their contacts, publish articles on their own page (like a blog), publish on their contacts' pages and even, if they are authorized to do so, publish an article directly on the homepage of the site.
- § Participate in the boards. The boards are forums with the latest information and knowledge on precise, pre-defined subjects. They each contain documentary databases and networking services.
- § And, of course, take part in conferences without leaving the comfort of their office (live visio-meetings).

The online networking system manages three member levels: standard, Business Class and Executive Class. Business and Executive Class members are able to restrict their networking to include only other Business or Executive Class members. Their membership is granted according to the professional reputation and decision-making level of the member. Full service members are automatically granted Business Class memberships whereas the Executive Class membership is reserved for selected Executive Managers.

Membership packages are the following:

- § Full service Membership: \$5000 plus tax/year (365 days), allows five employees from the same department access to all of Agrion's services.
- § Online Membership: \$3000 plus tax/year (365 days) allows five employees from the same department to participate in all online services offered by Agrion (but does not include in-person access to Agrion conferences and dinners, for example).

Other offers are available, if a company wants more than five of its employees to take advantage of the Agrion services.

The conferences that are preceded by a  are organized simultaneously in at least three Agrion locations. These conferences have two parts: one hour of local discussion on the topic (in the local language) and one hour of international exchange live (in English), broadcasted via videoconference.

Is Paper Becoming an Eco-Industry?

1- What is the status of the paper and cardboard market?

How have the paper and cardboard markets been affected by shifting economic trends?
Is this market one of the first victims of the green movement?

2- Industrial processes and green compliance

Are paper and cardboard *by their very nature* incompatible with green objectives:

- Due to the material requirements of wood and the link to deforestation?
- Due to the industrial processes that overuse water resources and produce pollutants and waste by-products?

3- Towards a paper eco-chain?

- What green labels are on the paper market?
- What obligations must manufacturers and distributors abide by?
- What measures are taken to police this market?
- Are these recognized internationally?

4- Recycling

- What quantity of paper and cardboard is recycled? What are the quantitative objectives of the paper industry?
- Are industrial recycling processes in themselves compliant with green objectives?

Wednesday, January 13th, 9.00 – 12.00, Paris

Outlook: Cleantech Entrepreneurs & Cleantech Investments in Germany

1- Are cleantech industries compatible with individual entrepreneurship?

- Cleantech is a marketing concept. What industries does 'cleantech' include? Renewable energies and smart grid, waste treatment, mobility, new materials... Aren't these fields already an integral part of the corporate agenda? Is there a place for entrepreneurs in 'cleantech' industries considering the high capital investment and technical assets required?

2- How are cleantech companies financed?

- What is the current state of venture capital in Germany? How much money is invested and in which stage of operations (LBO, seed, middle range...)? To which fields: energy, high tech, biotech...? What are the other sources of financing besides venture capital funds (private funds, government grants...)?
- What proportion of total venture investments is devoted to cleantech (field by field)?
- What exits exist for investors? (Review of the latest exits, acquisitions or IPOs.)
- With which world regions does Germany competing? Silicon Valley, Texas, India...? What is the respective position of each?

3- Who are the German cleantech entrepreneurs?

- Who are the current German cleantech entrepreneurs? Do they come from corporations, from public research institutions? Examples of some successful ventures in Germany?
- Are German top-level managers willing to break off to start their own ventures or do they prefer the corporate cocoon?

Thursday, January 14th, 18.00 – 20.00, Frankfurt

Evaluation of Corporate Sustainability by Rating Agencies and Sustainability Indexes

1. Sustainability Indexes and sustainability ratings as tools for investors

- Insight into sustainability indexes using the example of the Dow Jones Sustainability Index: basis criteria, opportunities for investors, advantages of being listed in such an index
- The most influential indexes
- Uses and attractiveness for investors
- The methods involved in a sustainability rating: assessment criteria, the evaluation process and the models of rating agencies

2- How to deal with ratings agencies' requests for information

(Using the example of the telecommunications and chemical industries)

- Answering the rating agencies' questionnaires: manually or with the support of a knowledge-management tool?
- Demands from the finance community
- The influence of product portfolio adherence to ESG (Environmental-Social-Governance) criteria on the external evaluation of the company

Wednesday, January 20th, 14.00 – 17.00, Frankfurt

Moving towards Fluvial Transport: Why and How?

1- The advantages of fluvial transport over rail and road transport

- For which markets is fluvial transport adapted? Is the MEEDDAT's (the French Ministry of Ecology, Energy, Sustainable Development and Planning and Development) objective of doubling fluvial transport of goods within 10 years possible?
- What savings can be envisaged? What are the environmental advantages? What will the impact be on energy efficiency and CO2 emissions?
- How to benefit in terms of image and public relations?

2- Adapting the supply chain

- Relationships with ports
- What changes are necessary to adapt to fluvial transport? At what cost?
- Combined fluvial-road transport
- Fluvial waste transport

Wednesday, January 20th, 9.00 – 12.00, Paris

Offshore Wind and Hydraulic Turbines

1- The worldwide onshore turbine situation

- Turbines are subject to much criticism. How have they been accepted? What are the current sales, orders and the pace of installation?
- Questions of credibility:
 - The complete energy audit of a turbine
 - The financial balance sheet of a turbine

2- Major offshore turbine projects

- Technical and economic specificities of wind farms (potential profitability?)
- Major projects around the world
- Case study: Northern Germany's offshore wind farms, with the participation of a manager via videoconference.

3- Hydraulic turbine projects

- What is the credibility of hydraulic turbines given the aggressive marine environment, particularly in terms of erosion?
- What are the potential results in terms of energy yield and return on investment?
- Which sites lend themselves to hydraulic turbine farms?
- Which projects have gained financing so far?

Wednesday, January 27th, 2010, 14.00 – 17.00, Frankfurt & Paris

FEBRUARY 2010

New High-Performance Raw Materials

This is a cleantech meeting

Agrion's objective is to identify four new high-performance materials and challenge their qualities, costs and industrial compliance before the members.

Trends and developments in raw material supply

- How are prices for fossil, mineral and agricultural commodities developing?
- What does the future of industrial raw-material supplies look like, and how can companies respond to prospective price increases and shortages of commodities?
- What are the alternatives to fossil fuel-based raw-material supplies?
- What is the current share of renewable resources in total raw material supply?

Diversification of commodities via the adoption of alternative materials

- Current market development, characteristics of materials and processing, application spectrum, delivery capacity, price, legislation

What is the potential of materials made of renewable resources for different applications and industries?

- What are the strengths and weaknesses of bio-materials?

- What is the state of industrial biotechnology and what types of materials does it emphasize?
- What is the potential of wood as a renewable resource?
- What kind of bio-materials could be used as substitutes for synthetic materials?

What are the new raw materials and composite materials substituting steel?

- Do price increases in steel and the shortage of raw materials lead to the renewed popularity of composite materials and carbon fiber in particular?
- What is the focus of current materials research? Does carbon fiber meet the demands of the range of new applications and develop new markets?

Examples for the adoption of alternative materials in industrial production

- Where have alternative materials been successfully used in industrial production and what obstacles have yet to be overcome (Automotive industry, building, furniture, consumer goods)?

Tuesday, February 2nd, 14.00 – 17.00, Frankfurt

The Electric Car & Charging Station Networks

Charging station networks: a gamble on electric vehicles (major principles, financial viability, compatibility with existing systems)

- *The electric car, a brief update*
 - What are the technical choices?
 - How do various attributes perform (storage, weight...) and what are the near-term prospects?
 - What projects are out there? What is the current position of the major car manufacturers and the state (economic and industrial) of single commodity producers in the EV industry?
- *What is a charge spot? How does it work?*
 - What is the business model, profit expectation and break-even point?
 - How will petrol producers (Exxon, Shell, Total...) react? Will they adapt their gas station infrastructure by adding charge spot devices?
 - Is there competition over standards? Are systems compatible with one another?
 - What are the alternatives to charge spots? Won't the progress of electric storage invalidate the viability of charge-spot systems?

Charge spots in their environment:

- Who will create the network? What will governments' role be?
- How will the infrastructure be financed? What role will government subsidies play?
- Which world regions will be addressed first?
- What is the position of car builders concerning charge spots? Must they make their cars charge-spot compatible? What will they gain if they do?

Charge spots in the near future:

- What are the main projects in the world?
- When and where will charging and switching station networks be established?
- When will the break-even point be reached?

Focus on Electric Vehicle Services

- What are the main developments in Electric Vehicle driver services, systems, and infrastructure?

 **Live Conference broadcast with simultaneous translation in Frankfurt, Paris and San Francisco**

Wednesday, February 3rd, 18.30 – 21.30, Frankfurt and Paris

Wednesday, February 3rd, 9.00 – 12.30, San Francisco

How can Companies Manage Carbon Obligations after Copenhagen?

How to leverage carbon footprint reduction? What are the new obligations following the Copenhagen summit?

1- The Cap-and-Trade market beyond 2012 – what has changed in the post-Copenhagen environment?

- Analysis of the outcome of the December 2009 Copenhagen Climate Summit
- Impacts on EU climate policy and the third phase of the EU ETS from 2013 onwards
- The future of the Kyoto protocol's "flexible mechanisms": the Clean Development Mechanism (CDM)/Joint Implementation (JI), Certified Emissions Reductions (CER)/Emission Reduction Units (ERU)
- New perspectives and strategies in Carbon Asset Management and Carbon Investment
- The US Emissions Trading System
- How is industry reacting to these changes?

2- How to build a carbon strategy

- Group-wide? Via which method: Reduction of carbon footprint or CO² offsets?
- How to motivate staff internally
- What technologies are available? At what price? How are they developed on an industrial basis?
- What is the market price of quotas or carbon credits?

3- Case studies

- Experience of successful strategies
- American experience: What is the feedback on the carbon tax in San Francisco? Can we project this regional experience nationally or worldwide?

Wednesday, February 10th, 9.00 – 12.00, San Francisco

Wednesday, March 10th, 14.00 – 17.00, Frankfurt

Wednesday, March 24th, 9.00 – 12.00, Paris

The ROI of Sustainable Development

On what actions, results and statistics are sustainable development directors assessed? Are they required to prove their contribution to the ROI of the company?

1- Putting sustainable development into the wider context of the company

- Under whose responsibility (CEO, CFO...) are SD departments?
- What is their average number of employees? What is their budget and how is it broken down: travel, Agrion membership, advisory missions...
- What is generally expected of them: internal audit, employee adherence, communication... or the adoption of plans that have direct implications for industrial processes or service provision?

2- How are SD departments' programs assessed?

- Are SD departments asked to provide an annual program, to follow it and to show how its objectives have been met materially?
- What statistics, quantitative and qualitative results can be used to justify that objectives have been met?

3- Contributing to the company's ROI

Whether reporting is explicitly specified or not, it can be politically useful to show how the SD department participates in a company's ROI optimization. How can this be done?

Thursday, February 11th, 9.00 – 12.00, Paris

Green Packaging

1- What role does green packaging play in today's retail environment?

- What percentage of the overall cost of a retail product (food and cosmetics) is packaging?
- How much of a role does it play in purchase motivation? In marketing perception?
- What does green packaging represent today in the global retail market?
- Is green packaging more expensive than traditional packaging?

2- What is green packaging?

- Is it a question of material or manufacturing or recycling? Is plastic systematically non-'green,' except when it's bioplastic?
- What about paper or cardboard? Glass?

3- Green packaging and marketing

- Does green packaging help to sell products?
- How to publicize the benefits of green packaging

4- Life-cycle analysis of packaging

- What must be included in the assessment?
- Are there several methods or is one more accepted than others? Are there some labels that are more recognized than others? Who (what agency) validates them?
- Is recycling taken into account in the assessment?

5- How to fulfill the objective of 75% recyclability in 2012?

Can this objective be achieved? What does it imply in terms of reorganization of the retail chain?

Wednesday, February 17th, 9.00 – 12.00, Paris

Wednesday, February 17th, 9.00 – 12.00, San Francisco

The Solar Business: Value Creation, Development, Exit and Business Opportunities

1- Professions, profitability and valorization of the solar business

- Market presentation: anticipated volumetric analysis, regulation and public incentives
- What is the value, profitability and the possibility of leveraging the different professions in the value chain?
- Should the whole value chain (R&D, manufacturing, distribution...) be integrated or is it necessary to concentrate on a particular domain of knowledge? What is the specific role of R&D in company valorization and its weight in operating expenses?
- Is the solar sector necessarily global? Should we expect consolidation in coming years?

2- How to follow company development

- How much should be invested before you can expect to break even?
- Is it indispensable to have a truly global dimension in order to assure the value and development of the company?
- For a venture capitalist: at what point to get in, when to get out and at what price? What are the ways out: IPO, sale to a market leader? What multipliers can be expected? What are the specific sector risks?

Wednesday, February 24th, 14.00 – 17.00, Frankfurt

Wednesday, February 24th, 9.00 – 12.00, San Francisco

MARCH 2010 _____

Sustainable Development, an Update

1- What are Sustainable development managers' most current projects and concerns?

- How can corporate sustainability managers identify relevant sustainability topics for their company or for their whole sector?
- How can strategic management respond to current sustainability trends and head for sustainability within their strategic development?
- How to integrate sustainability into the core business and the corporate strategy? Which instruments are used? What budget is available?
- How to involve the top management and several company divisions? Is hierarchical placement an important point for the success of sustainability management?
- What standards exist? How to control compliance with these standards. What could be done beyond these standards?

2- How to implement and monitor sustainability measures?

- Which management systems exist in sustainability and how does one build up an integrated management system? What are the weak points inside the different systems?
- How could best practices for leadership as well as incentive schemes or management schemes be used to integrate sustainability issues in every division of the company?
- What are precise ecological and social measures and how could these procedures be integrated in the daily business?

- Which sustainability key performance indicators must be established to control and supervise the implementation of sustainability strategies?
- How to integrate supervisory mechanisms in common internal auditing processes.
- Knowledge management: how to manage all the available internal information. What software is suitable for such management?

3- Is publishing an “official report” about sustainable development useful?

In France, all companies listed on the CAC 40 Index must publish a report about their sustainable development actions and policies. In Germany, no such legal obligation exists, but do companies voluntarily publish such a report?

- When should a company publish a Sustainability Report?
- Advantages and challenges of such a document
- How to involve stakeholders (the media, NGOs, investors, customers and so forth)
- How to implement processes of data acquisition and data management
- What are the newest developments and trends in writing sustainability reports?

4- What are the next steps for sustainability delegates?

What are the upcoming challenges for sustainability managers:

- Follow carbon negotiations and lobby key decision-makers?
- Identify and test new software technologies for metering and modeling carbon emissions?
- Educate and motivate staff?
- Work with the marketing department to publicize green compliancy efforts?
- Try to identify new business opportunities?

Tuesday, March 2nd, 14.00 – 17.00, Frankfurt

The Coming Carbon Market Boom

The global carbon market is forecast to reach \$2 trillion by 2025, a market evolution akin to the internet boom of the 1990s, and equally disruptive. We focus on the United States within the context of the wider international market.

1- Is cap-and-trade/the carbon market effective?

- How to deal with the low prices and price volatility of carbon? Review of requested price floor.
- How to achieve transparency, depth, liquidity, scale, connectivity?
- How are GHG reductions earned, traded and managed? What is the best way to ensure additionality? What needs to change?
- What regulation is necessary? Review of fraud on the EU carbon market.
- Will national regulatory differences open up the possibility of fraudulent arbitrage?
- Does Obama’s plan to auction off carbon offsets realistically address carbon market imperfections?
- Should the focus be on companies, not governments – as some have suggested?
- Who should regulate the U.S. carbon market: FERC, CFTC?

2- Is cap-and-trade/the carbon market an effective way of funding low carbon emissions technology?

- Why do carbon markets drive existing technologies and not pre-commercial breakthrough technologies?
- How can the carbon market be structured to produce the optimal abatement technologies?

- Comparison of carbon market-financed technologies and green certificate- and feed-in system-financed technologies.

3- The European (EU-ETS) carbon trading market and beyond

What can the U.S. learn?

- CDM: Is Europe putting unhelpful restrictions on the clean development mechanism even as the secondary market is booming?
- Energy-intensive industries: is Europe losing them to regions without a price on emissions?
- Carbon markets in South Korea, Australia, Japan, China?

Wednesday March 3rd, 9.00 – 12.00 San Francisco

Carbon Capture & Storage

Capture and sequestration of carbon dioxide at the source is one of the great issues for global industry, but is a heavy constraint in technological and financial terms.

1- Where to capture

- What are the activities that generate CO₂ that are potentially compatible with capture and sequestration (and those that are not)?
- At what level of emissions does it become possible to capture and store CO₂? Should we take into account global volumes or is a proportion of emissions ecologically and socially acceptable?

2- How to capture

- Where are technologies currently in operation?
- What are the axes of research?
- What is the cost of carbon capture in various domains of activity?

3- CO₂ startups

- Are startups operational in this segment?
- What are the potential capacities, know-how and business models for these companies, and what is their potential for the future?

4- What to do with the captured CO₂

- Where should the captured CO₂ be stored, and how can it be transported?
- Destination sites and geological constraints
- The alternatives to storage

5- Who pays? Voluntary or forced storage?

- Who should pay for the capture, transport and storage: the emitter or the authorities?
- Public policies and regulatory projects in Europe, the US and China.
- How to conciliate economic factors and the overall benefit: By offering incentives or by normalization and social pressure?

6- Industrial perspectives

- What experiments are currently being conducted around the world? What industrialization can be expected and what will this mean for chemists and machinery manufacturers?

Thursday, March 4nd, 14.00 – 17.00, Frankfurt

Thursday, March 11th, 9.00 – 12.00, Paris

Wednesday, March 24th, 9.00 – 12.00, San Francisco

The Storage of Stationary Energy: Rising to the Challenge of Photovoltaic and Wind

How can the mass of electrical energy be stored for collective use? Photovoltaic sources do not produce energy at night, while wind turbines produce both day and night, but not necessarily at periods of peak demand.

1- Available technologies

- § Manufacturing, performance, economic and eco-efficiency analysis of the life-cycle of different technologies (is it more expensive to store energy than to produce and distribute it?)

2- Battery and hydrogen storage

- § Storage dimensions and management: what is needed? Centralized or decentralized storage?
- § Industrial players involved in this domain: plans, projects, means, production and delivery capacities
- § Examples of a storage facility projects

Wednesday, March 10th, 9.00 – 12.00, San Francisco

Wednesday, March 17th, 14.00 – 17.00, Frankfurt

Smart Grid Challenges: Different Approaches in Europe and the United States

1- Technical aspects

- Interoperability standards: Europe's Smart Grid Roadmap, NIST Framework and Roadmap for Smart Grid Interoperability Standards
- Future Proofing Utility Systems Architecture: Extensible, Standards-based hardware, Open Interfaces
- Different communication technologies: Radio, cellular, broadband-over-powerline, powerline-carrier and fiber
- Smart Grid Killer Applications in Europe, the United States
- Integration of power and telecom markets
- Integrating increasing amounts of renewable and distributed energy: different models?

2- Re-defining utility business models and incentives

- Level of government incentives: city, state, federal
- Public/private collaborations
- EC ownership unbundling, U.S. Decoupling
- Utility regulators
- Amsterdam and Boulder: Case Studies

Wednesday, March 17th, 18.30 – 21.00, Frankfurt & Paris

Wednesday, March 17th, 9.00 – 12.00, San Francisco

How can Companies Manage Carbon Obligations after Copenhagen?

How to leverage carbon footprint reduction?

Wednesday March 10th, 14.00 – 17.00, Frankfurt, for the detailed program of this event, see page 10

Wednesday March 24th, 9.00 – 12.00, Paris, for the detailed program of this event, see page 10

Carbon Capture & Storage

Wednesday March 24th, 9.00 – 12.00, San Francisco, for the detailed program of this event, see page 14

Green Building

1- Eco-construction (new buildings)

- § The "ecological construction" concept
- § Green building materials: What are eco-materials? Research in this area.
- § Energy efficiency: state of the art, outstanding projects worldwide (zero-energy houses)
- § Cost accounting: how can the total environmental costs for construction, maintenance and use of a building be calculated?
- § International comparisons of standards and labels (LEED, EnEV): what are the benefits of quality labels for the building owner?
- § Examples of large green building projects (residential and commercial property: is ecological commercial construction feasible on a large scale?)

2- Eco-renovation (of existing buildings)

- § Can older buildings become eco-efficient?
- § What type of buildings can be restored and under what economic conditions?
- § Where to start? What refurbishment processes show the best results? How can the results be verified?
- § What are the political incentives for refurbishing buildings to be energy efficient or environmentally friendly? What funding models exist?
- § What is the market potential for ecological refurbishments?

3- Energy management and air conditioning

- § Technology in buildings and intelligent network management - the responsibilities of the energy manager and the user of private/commercial buildings
- § Air conditioning: the general use of air conditioning in commercial buildings and even industrial buildings has led to a significant rise in electricity consumption. Is air conditioning perceived as a necessary convenience?
- § How can room temperature be regulated without air conditioning?

- § The reduction of air conditioning in existing buildings, especially in skyscrapers: Can old buildings be "eco"-refurbished and existing air conditioning systems shut down? How can this be done? What are the costs, savings, financing opportunities?

Tuesday, March 24th, 14.00 – 17.00, Frankfurt

Green IT: CIOs and Sustainable Development

1- Laptops, computers, network...

- What is the CIO's responsibility with regard to the management of hardware?
- How do CIOs maintain up-to-date equipment, weather the rhythm of change, track electricity consumption, the cost of replacing equipment, staff education?
- Must they follow protocols with regard to recycling equipment?
- Must the CIO also take into account the sustainability practices of service contractors (development, engineering)?

2- Server centers

- Server centers are indispensable to all companies. However, they are among the biggest electricity consumers in the world. How can CIOs integrate these concerns into their policies? How can a server center reduce or mitigate its electricity consumption? Is this reduction or mitigation a competitive advantage?

Tuesday, March 30th, 9.00 – 12.00, Paris

Masdar & the World's Eco-Cities

1- What is an eco-city?

What is the principle of an eco-city: transport, energy, waste treatment and valorization? Is a zero-emission city possible when taking into account all of its needs, including external consumption?

2- Summary of existing and proposed eco-cities and eco-districts

Typology of the eco-cities and districts currently under development or being planned. How are the building and urban planning elements financed? Who is the creator, the owner, the user? Are investments public or private? Are construction firms, real-estate developers and energy providers involved in the project in advance?

3- Should the European Commission launch tender offers for European eco-cities?

What should the EU's policy be when it comes to eco-cities and districts? What projects are currently in preparation, and how does the EU position itself with respect to national and local/regional government?

4- The example of Masdar

What were the Masdar project's objectives? What does it mean to create a brand new green city? What are the main stages in this project, what is the official schedule? What are the technical challenges? The greatest obstacles to be overcome? Who are the stakeholders,

what is the overall budget, is it only financed by public funds? Which companies take part in its financing?

Date to be determined according to the availability of Masdar's executive managers. Our objective is March 2010.

🌐 Conference broadcast live and simultaneously translated into English, in Abu Dhabi, Frankfurt and Paris

APRIL 2010

The Solar Business: Value Creation, Development, Exit and Business Opportunities

Thursday, April 1st, 9.00 – 12.00, Paris *See page 12 to view the full program for this event*

How do Energy Providers optimize their Renewable Energy Pools?

1- Can we define an ideal energy mix?

- In which renewable energies are utility companies investing?
- Solar power station projects
- How is each type of energy evaluated (energy audit, profitability)
- What type of relationships do renewable energy equipment providers have with utility providers?

2- Renewable energy financing

- Finding financing for a project: putting together a business plan, leasing methods and other manufacturer incentives
- Government funding and tax credits

3- Exportable know-how?

What is the potential valorization of the expertise gained on domestic markets?

Tuesday April 7th, 9.00 – 12.00, Paris

Wednesday April 28th, 14.00 – 17.00, Frankfurt

Wednesday, April 28th, 9.00 – 12.00, San Francisco

Second and Third Generation Bio-fuels

1- Second-generation bio-fuels

The valorization of agricultural waste and human consumption

- Summary of the channels currently in operation (Oil, Sugar/alcohol, Lignocellulose, Biomethane...)
- Status and perspectives for each branch
- Experiments and industrialization projects

- Performance, progressive integration in existing fuels (green fuels at the pump within 15 years?)
- Availability of resources
- European Union policies and those of large member countries

2- *Third generation bio-fuels*

Microalgae and other revolutionary plant sources

- Summary of existing research
- Performance and target markets
- Possible uses and impact
- The nature and volumetric analysis of resources
- Production techniques and industrial capacity

Wednesday, April 14th, 2010, 18.30 – 21.00, Frankfurt & Paris

Wednesday, April 14th, 2010, 9.00 – 12.00, San Francisco

The ROI of Sustainable Development

Wednesday April 21st, 18.00 – 20.00 (drink), Frankfurt

Wednesday April 21st, 9.00 – 12.00, San Francisco

See page 10 for the full program for this event

How do Energy Providers optimize their Renewable Energy Pools?

Wednesday April 28th, 14.00 – 17.00, Frankfurt

Wednesday April 28th, 9.00 – 12.00, San Francisco

See page 18 for the full program for this event

Plant Chemistry and Valorization of Organic By-products

What agricultural by-products can be used for bio-fuels or for manufacturing new materials?

- § Example of a residual cane-waste transformation into bio-ethanol in Brazil
- § Chemists and agricultural cooperatives: a new collaboration? Towards the constitution of bicephalic groups?
- § Agricultural startups (focused on the valorization of waste and agricultural by-products)

Wednesday, May 5th, 9.00 – 12.00, Paris & San Francisco

Thursday, May 6th, 14.00pm – 17.00 Frankfurt

How to Purchase Energy

Energy costs are certainly less central to cost reductions and purchasing directors' preoccupations than they were 18 months ago. Nevertheless, the price of electrical energy will continue to increase in coming years and could not only prevent company profitability but also that of the industrialized economy as a whole. It is time to seriously reflect on this...

1- How to negotiate electricity supply contracts

What elements are included in supplier contracts for major tertiary and industrial organizations? What are the elements open to negotiation? How can you use competition between suppliers to negotiate a drop in the price per kWh?

2- How to buy green energy

What contracts already exist? Are they clear? Is green energy more expensive? How can you be sure that the energy distributed is truly renewable?

3- "Homemade" current

Can you generate your own electricity and sell the surplus to the electricity provider? What technologies are most often used? How much does the installation cost? How can you finance it (upstream financing, selling surplus to the provider...)? Who are the suppliers? What are the constraints linked to production, management and maintenance? Example of a typical operation statement.

- Presentation of a tertiary case
- Presentation of an example of energy production for industrial use

Tuesday, May 11th, 2010, 14.00 – 17.00, Frankfurt

Wednesday, May 12th, 9.00 – 12.00, Paris & San Francisco

Sustainability & CSR in Post-Merger Integration

Saving money in operating costs, and more especially in staffing costs, is often one of the base synergies expected from a merger. So, how to deal with the question of CSR and sustainability when two companies merge? What to do with the jobs that are redundant? How to deal with differences in the CSR and the sustainable development policies? What to do about the two corporate cultures, the two CSR charters, if they exist, the sustainability clauses in deals with contractors? Are sustainability and CSR systematically the last concerns when a merger occurs?

This meeting will highlight examples taken from the German and international markets

Wednesday, May 19th, 14.00 – 17.00, Frankfurt

Reshaping California's Economy: The Marriage of Cleantech and IT

1- IT's recent integration into Cleantech; What role has it played in the overall environment?

Efficiency and Energy Intelligence:

- Smart grid
- Solar
- Building energy management.

2- What are the next steps for IT in the cleantech space?

- Where can IT make the largest impact in cleantech?
- Where can IT generate the most profits in cleantech?
- Is IT's entrance into the cleantech sector pushing it in new directions?

3- IT entrepreneurs' relationship with Legacy Systems/Utilities

- Legacy Systems/Utilities often lack up-to-date technical and/or IT expertise. Does this affect the partnership between small IT startups dedicated to this sector versus industry giants and the Legacy Systems/Utilities?
- Is there a lack of trust between the Legacy Systems/Utilities and new market players that do not have a history with machine-to-machine communication?

Wednesday May 19th, 9.00 – 12.00, San Francisco

Cleantech Now: Entrepreneurs, Technology, Value, Exit

1- Is there a cleantech entrepreneurial ecosystem?

Who are the cleantech entrepreneurs, what is their profile, their industrial experience, their domains of technological competence? In which sectors is it possible to create or seed a company? What technological assets are needed? Can stages be identified according to financing needs and the time-lapse needed to break even? Do patents still have a value? Or is it more beneficial to be the first on the market and the one who develops the fastest?

2- Profit-sharing mechanisms for value creation

Stock plans and purchasing options: on what security should the stocks be established? To whom should it be given? How to evaluate goodwill? What are the pitfalls, control mechanisms and potential exit routes?

3- The corporate venture

How to associate existing industrial and technological capacities with external financing capacities (e.g. venture capitalists)? In what environment is a joint venture possible? What are the potential exit routes?

4- Cleantech now

Which of Agrion's member companies are currently in the portfolio of capital risk firms? Why did they choose them? What were the criteria of choice? The valorization and exit prospects? What lesson can be drawn from the latest exits, purchases or IPOs?

🌐 Conference broadcast live in Frankfurt, Paris and San Francisco

Thursday, May 27th, 18.30 – 21.00, Paris & Frankfurt

Thursday, May 27th, 9.00 – 12.00, San Francisco

JUNE 2010

🌐 Listed Securities, Futures, IPOs, the Future of Global Finance?

1- Inventory of global finance

What liquidities are currently available? What is the current volume of activity in London and New York? How are investors still affected by share price crashes? What has happened to the sums that were invested? Are national governments able to pay for their deficits (can they place newly created debt)? How solid is the market for public and private obligations?

2- What is the future for stock exchanges and for listed shares?

CAC 40, Dow Jones, Dax...The leading shares on world markets have lost 75% of their value. Have we reached rock bottom? Will global stock markets now begin to climb sustainably? Is the current crisis engendering a redistribution of the ownership of the major international companies? To list or not to list? the deciding factors.

3- Futures, speculation and derivatives markets

Are derivative markets the cause of the current catastrophe? Can we strictly regulate these markets or put strict terms on trading? What is the current state of the principal futures markets worldwide?

4- What are the prospects for IPOs?

Can cleantech start-ups enter the virtuous circle of introduction on growth markets as an ideal way out for investors? Roundup of IPOs in the American, European and Asian markets.

🌐 Conference broadcast live in Frankfurt, Paris and San Francisco

Wednesday, June 2nd, 18.30 – 21.00, Frankfurt & Paris

Wednesday June 2nd, 9.00 – 12.00, San Francisco

Recycling: Waste/Non-waste

1- What is waste?

- Legislation
- Definition and limits of the waste concept
- How to go from waste to non-waste status

2- Sorting and storing to valorize waste

- How to make staff aware of the issue
- How to encourage returns to the supplier
- How to ensure traceability at the client end
- What are the financial and technical gains from this valorization? When to re-use and when to recycle

Wednesday, June 16th, 9.00 – 12.00, Paris

Thursday, June 17th, 14.00 – 17.00, Frankfurt

Investment in Clean Technology: Which Sectors Are Most Likely to Gain VC Funding?

Which sectors are VCs looking to invest in and why?

Which sectors have had the largest returns for private investment?

- Historically large investments in solar the last 3 years.
- Have VCs found their investments successful? Are they willing to continue to invest in solar before seeing substantial returns or the effects of their investment?

Has recent government support of cleantech in the form of DOE grants shifted the relationship between the VC world and the cleantech startup sector?

- Does the cleantech startup sector make sense for private VC investment now that the DOE is taking an active role?
- Does the amount of capital necessary for cleantech startups to become profitable limit the sectors of investment VCs are likely to participate in?
- Have matching funds positively affected cleantech investment?

Wednesday, June 16th, 9.00 – 12.00, San Francisco

Implementation of Sustainability in Different Business Units

Follow-up conference to “Sustainable Development, An Update” on March 2nd

Requirements for the integration of sustainability management in different departments

- How can best practices for leadership as well as incentive schemes or management schemes be used to integrate sustainability issues into every department of the company?
- Which arguments convince procurement/marketing/financial as well as other department managers that they play a vital role in implementing a sustainability strategy and reaching a company’s sustainability goals?
- What difficulties are inherent in the collaboration between sustainability managers and each department?
- How can synergies between departments be leveraged?
- What message do sustainability managers have for the individual corporate departments and their employees?

Parallel workshops

Procurement and supply chain management - How to integrate sustainability in procurement and the whole supply chain?

Marketing and Communication – What is the impact of sustainable development on marketing and communication?

Human resources – What role do sustainability issues play in Human Resource Management?

Sales and distribution – How can customers be committed to a company’s products and services in the long-term? What is the role of the sales manager in a company’s sustainable development strategy?

Tuesday June 22nd, 10.00 – 17.00, Frankfurt

Will Renewable Energies Be the Death of Nuclear?

1- The immediate issues concerning nuclear power

Five questions with a direct impact on the future of nuclear power in Europe

Waste management: treatment, research, storage

- Reminder: the nature of the different types of waste rejected by a nuclear power station. What does the latest research say about the possibility of shortening waste’s life-term?
- What changes will fourth and fifth generation power stations bring?
- Update on storage in Europe (sites, security guarantees, assurance that security will be maintained over time)

The question of using nuclear power in Germany

- What are the key factors of the nuclear debate in Germany?
- Who are the major players, what are the different options available? If Germany's refusal of nuclear energy is confirmed, what are the alternatives?

The end-of-life of power stations

- How to manage the end-of-life of a power station
- How to dismantle an installation and what to do with the site
- Who is in charge of the dismantling, and via which regulatory body (national, European, international treaties...)?

Availability of resources (evaluation of reserves) and perspectives for waste dispersal and breakdown of the chain

2- Does the mini-reactor concept make industrial sense?

Are mini-reactors a solution for specific electricity needs, for areas or establishments? Details on the Toshiba "micro-power station" project (with participation of the project head in Tokyo).

Faced with the constraints and the finite nature of reserves, do renewable energies represent advantages in terms of:

- The ever-increasing demands for better performance (for the next 10 years)?
- Low manufacturing, installation and raw-material costs?
- An infinite availability of resources?
- Total proximity with areas of consumption (micro-stations)?
- Cheaper and more convenient recycling and end-of-life treatment of equipment?

Conference broadcast live in Frankfurt, Paris and San Francisco

Wednesday, June 23rd, 18.30 – 21.00, Frankfurt & Paris

Wednesday, June 23rd, 9.00 – 12.00, San Francisco

Sustainability in Food and Retail

1- Product selection with regard to carbon footprint, packaging and recyclability criteria

- § The enforcement of sustainability standards, for example via private labels
- § The conversion of biodegradable packaging, shopping bags made of bio-plastic etc.
- § Consumer responsibility regarding recycling of products, packaging and shopping bags; statutory provisions

2- Logistics

- § Short delivery distances via cooperation with regional suppliers and manufacturers
- § Storage
- § Other possibilities for optimizing the supply chain with regard to logistics

3- Ecology vs. economy

- § Are discount pricing strategies compatible with product sustainability?
- § Are the retail giants, champions of the price war, at all able to follow an ambitious sustainability strategy?

Wednesday, June 30th, 14.00 – 17.00, Frankfurt & Paris

Wednesday, June 30th, 9.00 – 12.00, San Francisco

GERMANY	FRANCE	USA
<p>January</p> <p>CL 14th Drink 18.00 - 20.00 Outlook: Cleantech Entrepreneurs & Cleantech Investment in Germany 2010</p> <p>SD 20th 14.00 – 17.00 Evaluation of CSR by Ratings Agencies & Sustainability Indexes</p> <p>z RE & CL 27th 14.00-17.00 Offshore Wind and Hydraulic Turbines</p>	<p>January</p> <p>SD 13th 9.00 – 12.00 Is Paper Becoming an Eco-industry?</p> <p>SD 20th 9.00 – 12.00 Moving Towards Fluvial Transport</p> <p>z RE & CL 27th 14.00-17.00 Offshore Wind and Hydraulic Turbines</p>	<p>January</p>
<p>February</p> <p>CL 2nd 14.00 – 17.00 New High-Performance Raw Materials</p> <p>RE & CL Feb 3rd 18:30 – 21:30 The Electric Car and Charge-Spot Networks</p> <p>SD 17th 14.00 – 17.00 How Can Companies Manage Carbon Obligations?</p> <p>RE & CL 24th 14.00 – 17.00 Solar Business: Investment, Valorization, IPOs, M&As...</p>	<p>February</p> <p>RE & CL Feb 3rd 18:30 – 21:30 The Electric Car and Charge-Spot Networks</p> <p>SD 11th 9.00 – 12.00 The ROI of Sustainable Development</p> <p>CL 17th 9.00 – 12.00 Green Packaging</p>	<p>February</p> <p>RE & CL 3rd 9:00 – 12:00 The Electric Car and Charge-Spot Networks</p> <p>SD 10th 9.00 – 12.00 How Can a Company Manage its Carbon Obligations?</p> <p>SD 17th 9:00 – 12:00 Green Packaging</p> <p>RE & CL 24th 9.00 – 12.00 Solar Business: Investment, Valorization, IPOs, M&As...</p>
<p>March</p> <p>SD 2nd 14.00 – 17.00 Sustainable Development, an Update</p> <p>RE&CL 4th 14.00 – 17.00 Carbon Capture & Storage</p> <p>SD 10th 14.00 – 17.00 How Can Companies Manage Carbon Obligations?</p> <p>RE & CL 17th 14.00 – 17.00 Storage of Renewable Energies</p> <p>CL & RE 17th 18:30 – 21:00 Smart Grid</p> <p>SD 24th 14.00 – 17.00 Green Building</p> <p>End March: Masdar and Eco-Cities</p>	<p>March</p> <p>RE & CL 11th 9.00 – 12.00 Carbon Capture & Storage</p> <p>CL & RE 17th 18:30 – 21:00 Smart Grid</p> <p>SD 24th 9:00 – 12.00 How Can Companies Manage Carbon Obligations?</p> <p>SD 30th 9.00 – 12.00 The CIO and Sustainable Development (Green IT and Green Server Centers)</p> <p>End-March: Masdar and Eco-Cities</p>	<p>March</p> <p>CL & SD 3rd 9:00 – 12:00 The Coming Carbon Market Boom</p> <p>RE & CL 10th 9.00-12.00 Storage of Renewable Energies</p> <p>RE & CL & 17th 9.00 – 12.00 Smart Grid</p> <p>RE & CL 24th 9.00 – 12.00 Carbon Capture & Storage</p> <p>End-March: Masdar and Eco-Cities</p>

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GERMANY	FRANCE	USA
<p>April</p> <p>RE 14th 18.30 – 21.00 Second and Third Generation Bio-Fuels</p> <p>SD 21st 18.00 – 20.00 (Drinks) The ROI of Sustainable Development</p> <p>RE & CL 28th 14.00 – 17:00 How Do Energy Providers Optimize their Renewable Energy Pools?</p>	<p>April</p> <p>RE & CL 1st 9.00 – 12.00 Solar Business: Investment, Valorization, IPOs, M&As...</p> <p>RE & CL 7th 9.00 – 12.00 How Do Energy Providers Optimize their Renewable Energy Pools?</p> <p>RE 14th 18.30 – 21.00 Second and Third Generation Bio-Fuels</p>	<p>April</p> <p>RE 14th 9:00 – 12.00 Second and Third Generation Bio-Fuels</p> <p>SD 21st 9:00 – 12:00 The ROI of Sustainable Development</p> <p>RE & CL 28th 9:00 – 12:00 How Do Energy Providers Optimize their Renewable Energy Pools?</p>
<p>May</p> <p>CL 6th 14.00 – 17.00 Plant Chemistry and Valorization of Organic By-Products and Waste</p> <p>RE & SD 11th 14.00 – 17.00 How to Purchase Energy</p> <p>SD 19th 14.00 – 17.00 Sustainability & CSR in Post-Merger Integration</p> <p>CL 27th 18.30 – 21.00 Cleantech Now: Entrepreneurs, Technology, Value, Exit</p>	<p>May</p> <p>CL 5th 9.00 – 12.00 Plant Chemistry and Valorization of Organic By-Products and Waste</p> <p>RE & SD 12th 9.00 – 12.00 How to Purchase Energy</p> <p>SD 19th to be determined</p> <p>CL 27th 18.30 – 21.00 Cleantech Now: Entrepreneurs, Technology, Value, Exit</p>	<p>May</p> <p>CL 5th 9.00 -12.00 Plant Chemistry and Valorization of Organic By-Products and Waste</p> <p>RE & SD 12th 9:00 – 12:00 How to Purchase Energy</p> <p>SD 19th 9.00- 12.00 Reshaping California's Economy: The Merger of Cleantech and IT</p> <p>CL 27th 9:00 - 12:00 Cleantech Now: Entrepreneurs, Technology, Value, Exit</p>
<p>June</p> <p>CL 2nd 18.30 – 21.00 Listed Securities, Futures, IPOs...The Future of Global Finance</p> <p>SD 17th 14.00 – 17.00 Recycling: Waste/Non-Waste</p> <p>SD 22nd FullDay 10.00 – 17.00 On Sustainable Development</p> <p>RE & CL 23rd 18.30 – 21.00 Will Renewable Energies Be the Death of Nuclear?</p> <p>SD 30th 14.00 – 17.00 Sustainability in Retail</p>	<p>June</p> <p>CL 2nd 18.30 – 21.00 Listed Securities, Futures, IPOs...The Future of Global Finance</p> <p>SD 16th 9.00 – 12.00 Recycling: Waste/Non-Waste</p> <p>SD 22th Sustainable development practices, a comparison between France and Germany</p> <p>RE & CL 23rd 18.30 – 21.00 Will Renewable Energies Be the Death of Nuclear?</p> <p>SD 30th 14.00 – 17.00 Sustainability in Food & Retail</p>	<p>June</p> <p>CL 2nd 9:00 – 12:00 Listed Securities, Futures, IPOs...The Future of Global Finance</p> <p>SD 16th 9.00 – 12.00 Investment in Clean Technology; What sector is most likely to gain VC capital?</p> <p>RE & CL 23rd 9.00 – 12.00 Will Renewable Energies Be the Death of Nuclear?</p> <p>SD 30th 9.00 – 12.00 Sustainability in Food & Retail</p>

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