



# FINANCING OPPORTUNITIES FOR INNOVATIVE PROJECTS IN THE ENERGY INDUSTRY

Bilbao/ 05.06.2007





## 1. WORKSHOP/CONFERENCE/ROUNDTABLE FACT SHEET

<b>Event type</b>	Conference		
<b>Event title</b>	Financing opportunities for innovative projects in the energy industry		
<b>Date</b>	05.06.2007	<b>Time</b>	9:00 am
<b>Event organisers</b>	EVE - Ente Vasco de la Energía		
<b>Address</b>	Edificio Plaza Bizkaia Alameda de Urquijo, 36 48011 Bilbao (SPAIN)		
<b>City</b>	Bilbao	<b>Country</b>	Spain
<b>No. hours</b>	4:30	<b>No. Attendees</b>	80

## 2. MAIN OBJECTIVES OF THE EVENT

The main objective of the symposium was to address issues related to innovation in energy matters, such as the problem of financing innovation, and tools for entrepreneurs and alternative financing for innovative projects.

## 3. OVERVIEW

The founding members of the EIFN network, as well as working to foster the growth of the network by publicising it among entrepreneurs and financial agents in their area of influence, also publish guides, organise symposia and round table discussions and in general, support members of the network in achieving the EIFN's aims.

These aims are related to solving companies' financing problems. Innovative projects in the energy industry are often developed by small and medium-sized organisations that find it difficult to obtain financing. The result is that on many occasions they do not achieve the same results they would have had they had sufficient resources. In addition, a shortage of technology experts in the financial institutions to assess the projects means that they have to call on external advice, creating an additional difficulty.

The symposium was addressed by a group of recognised experts on the subject, including Juan Carlos Martínez of La Caixa, Jon Huete of Pigmaly, Astrid Severin of the European Commission, Carlos Peña of Labein-Tecnalia, Laura Núñez of the Instituto Empresa Business School, Jorge Aranzabe of Capital Riesgo del País Vasco, Manu Arrieta of SPRI, Eduardo Navarro of Iberdrola, Antonio JR Gonçalves of Ingeteam and Jon Albisu of Albiassa Solar; participants thus had a chance to learn first hand of the EIFN's advances and other similar initiatives and to exchange their points of view on financing innovation in the energy industry.





#### 4. EVENT PROGRAMME

**8:30 am**    **Registration and documentation**

**09:00 am**    **Introduction**

Mr. Txaber Lezamiz, Energy and Mines Director, Basque Government

**09:15 am**    **The problem of funding innovation**

- *"EIFN Project. A bridge between innovation and financing".*

Mr. José Ramón López, Studies and International Department, EVE - Ente Vasco de la Energía

- *"The problem of funding innovation: the view of a financial institution"*

Mr. Juan Carlos Martínez Amago, director of Structured Financing, Energy Industry, Chairman of the Asociación Empresarial Eólica, La Caixa

- *"The problem of funding innovation"*

Mr. Jon Huete, General Manager, Pígmaly

**10:15 am**    **Tools for entrepreneurs**

- *"The future Europe Innova initiative under the Competitiveness and Innovation Programme"*

Astrid Severin, DG Enterprise & Industry, Unit 1 Innovation Policy Development, EC

- *"Sinergy+: the European platform for participation of SMEs from the DER industry in FP7"*

Mr. Carlos Peña, Energy Unit, Labein-Tecnalia

- *"Private financing and project evaluation in the renewable energy sources industry"*

Ms. Laura Núñez, director of the Office of Research, Instituto Empresa Business School

**11:15 am**    **am Coffee break**

**11:45 am**    **Alternative financing for innovative projects**

- *"Risk Capital as a source of funding"*

Mr. Aitor Cobanera, General Manager, Gestión Capital Riesgo del País Vasco

- *"Programmes of support for creation, development and growth of innovative companies"*

Mr. Manu Arrieta, Deputy General Manager for Business Promotion, SPRI

**12:45 pm**    **Case studies**

- *"Singular strategic project of micro networks"*

Mr. Pedro Martínez Cid, Innovation Management, Iberdrola

- *"e-SENIOR" project*

Mr. Antonio J. R. Gonçalves, Ingeteam Group

**1:30 pm**    **Closing session of the Symposium**





## 5. ATTENDEE PROFILE

The symposium was attended by 80 people, including entrepreneurs, representatives from the business world and financial institutions.

Under the data protection act it is not possible to provide a list of participants. However, should the Commission wish further information, it can contact EVE.

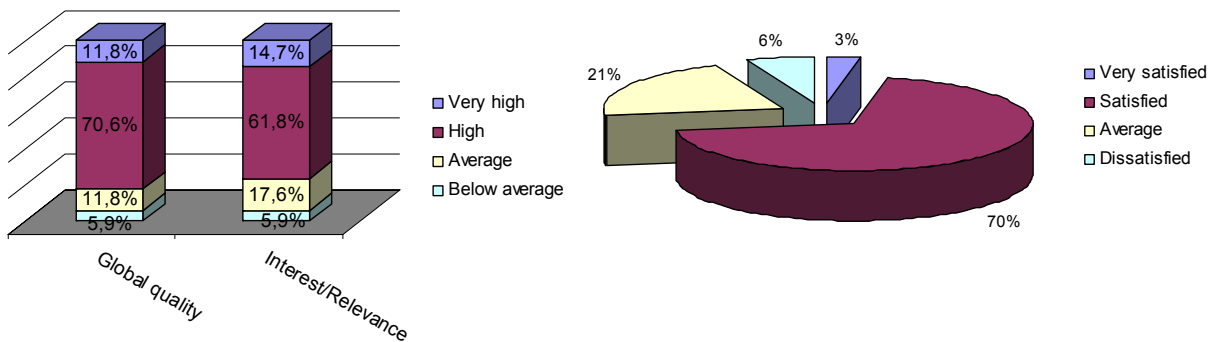
Together with the assessment questionnaire, participants at the symposium were given a sheet to fill in with their personal details if they wanted to receive the monthly newsletter of the EIFN -Energy Sector Innovation Financial Network project and thus form part of the EIFN project network. 25 participants handed in their details in order to receive the newsletter.

## 6. EVALUATION OF THE EVENT

Shown below, point by point, are the results of the surveys taken at the symposium. The corresponding questionnaire is enclosed as an appendix to this document.

### • General assessment of the symposium:

Although around 6% of those surveyed felt the symposium to be Below Average, generally speaking most of those surveyed rated the quality and interest of the symposium and the degree to which it met their expectations as high. 20% of those surveyed rated the degree to which the symposium had satisfied their expectations as "Neither Good nor Bad". 74% scored this point "Good or Very Good" while just 6% felt their expectations had not been lived up to. With regard to the quality and interest of the symposium, a small number (5.9%) rated it as Below Average, while the remainder considered it Sufficient or High.

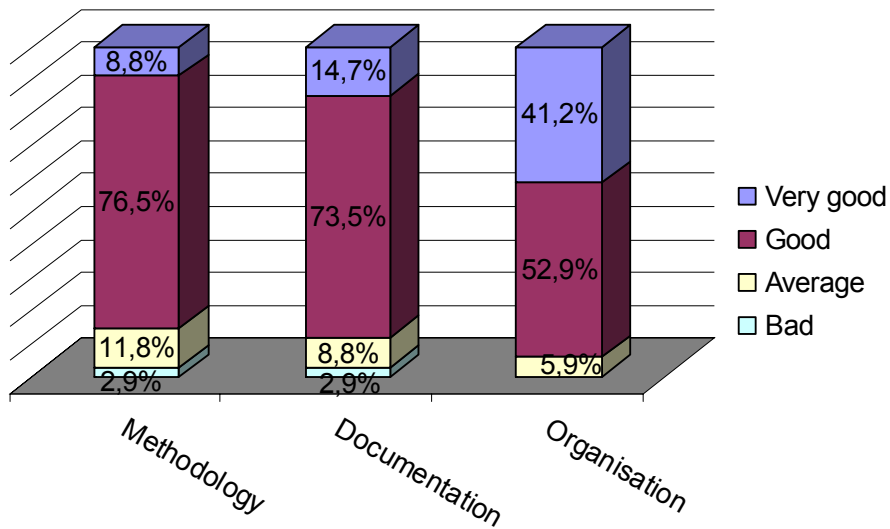


We can draw a range of conclusions from the survey, particularly that some of those surveyed felt that the symposium had failed to tackle sufficiently the issue of funding for micro companies or small companies, and that there were a great variety of speakers at the symposium with a very large knowledge of the subject.

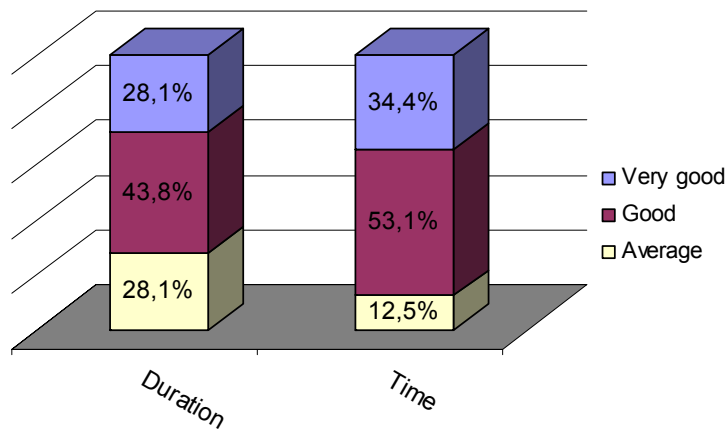
### • Specific assessment of the symposium:

In general, participants at the symposium were satisfied with the organisation, methodology and documentation. Only one of the 34 people surveyed rated these two last points as "Bad" and around 10% considered that they were "Neither Good nor Bad". The remainder rated them positively.





Those surveyed felt that the duration and times of the symposium were good: notably, none rated this aspect negatively, and only 9 out of the 34 people surveyed thought that the Duration and 4 the Times were "Neither Good nor Bad", while the remainder felt it to have been good or very good.





# ***APPENDIX 1:***

# ***EVALUATION SURVEY***





## DISSEMINATION SYMPOSIUM

### FINANCING OPPORTUNITIES FOR INNOVATIVE PROJECTS IN THE ENERGY INDUSTRY

Bilbao, 5 June 2007

The purpose of this questionnaire is to assess the symposium you have attended, to judge your satisfaction and thus improve any future symposia organised. Thank you for your cooperation.

**Overall quality of the symposium:**

- Very High     High     Average     Below Average     Insufficient

**Did the symposium live up to your expectations?**

- Greatly     Quite a lot     Average     Bad     Very Bad

**Interest / Relevance of the issues dealt discussed:**

- Very High     High     Average     Below Average     Insufficient

*How would you rate the duration of the symposium?*

**Duration:**

- Very good.     Good     Neither Good nor Bad     Bad     Very Bad

**Timetable:**

- Very Good.     Good     Neither Good nor Bad     Bad     Very Bad

**Remarks:**





**Methodology:**

Very Good.       Good       Neither Good nor Bad       Bad       Very Bad

**Documents provided:**

Very Good.       Good       Neither Good nor Bad       Bad       Very Bad

**Symposium Organisation: (Registration, communications, room, etc.)**

Very Good.       Good       Neither Good nor Bad       Bad       Very Bad

**Please state what you liked most about the symposium:**

**Please state what you liked least and what aspects you think could be improved**

**Will you participate at future symposia in this project? If not, please say why.**







## ***APPENDIX 2:***

# ***REGISTRATION SHEET TO RECEIVE THE EIFN NEWSLETTER***





## DISSEMINATION SYMPOSIUM

### FINANCING OPPORTUNITIES FOR INNOVATIVE PROJECTS IN THE ENERGY INDUSTRY

Bilbao, 5 June 2007

I would like to receive the monthly newsletter of the EIFN – Energy Industry Innovation Financial Network project.

My details are as follows:

Name ..... Last Name(s)  
.....

Organisation  
.....

Address .....  
.....

E-mail .....

