

## REPORT ON THE ELABORATION OF EIFN DISSEMINATION EVENT

### DISSEMINATION EVENT

Event type: Workshop

Event title: Finanzierung von innovativen Energieprojekten  
(Financing of innovative projects in the energy sector)

Date: 12.11.2007

Time: 9:30- 15.00

Event organizers: ZAB GmbH , Brandenburg Economic Development Board

Address: IHK Potsdam, Breite Str. 2 a-c  
City: Potsdam  
Country: Germany

### PARTICIPANTS

Number of attendees: 36 (see also list of participants)

Among which entrepreneurs: 16

Among which R&D actors: 3

Among which financial actors: 4

Which were the other types of organizations? Energy suppliers, (Public) Services, operating companies

How many attendees already knew about EIFN activities (roughly)? 8

## FEEDBACK

General appreciation or feedback of the event:

The workshop was well attended by a broad range of interested parties. The presentations were generally appreciated. However more practical pertinence would have been favourable. Unfortunately one of the speakers had to resign at short notice because of illness.

Did the audience interact with speakers? YES

What were the most frequently asked questions?

Questions concerning practical aspects of project management and realization related to the presented examples.

During your event, did you promote the EIFN Newsletters? YES

Did you identify any attendees who already visited the web site? NO

What were the remarks or suggestions from the attendees concerning methodologies and tools for financial service procedures?

A great effort seems to be necessary for players from both the financial world on one side and the engineering and R&D world on the other to find a common language. Whereas energy projects get more and more in the focus of the financial players the necessity and the role of finance to make projects happen is often not fully understood and underestimated amongst engineers and researchers. Thus all activities that further mutual understanding in this respect are appreciated.

What were other remarks or suggestions from the attendees?

Some of the attendees would have wanted more interaction with the speakers and more participation via e.g. working groups. When discussing the different steps and approaches in relation to a specific project more practical pertinence will be reached. This will in addition lead to more exchange amongst participants and the creation of cross sectoral synergetic effects.

## CONCLUSIONS OF THE EVENT

At the workshop a good overview over the range of financing instruments was given. Public funding and the mobilization of private money were equally presented by speakers from the different backgrounds.

A general need for the development of finance instruments of innovative energy projects was stated. There has to be a distinction between projects in the phase of realization and start up projects with a high R&D percentage. For the latter there is hardly any private capital to mobilize so there remains a public responsibility to organize subsidy in areas which will be key technologies of tomorrow (fuel cell technology for instance).

In comparison to the US there seem to be little understanding of the needs and goals of financial players amongst researchers and engineers. An ongoing dialog between these parties will facilitate understanding and collaboration.