

b2b Events for South-East Europe

28 – 30 March 2012, Sofia, Bulgaria



PV & THERMAL
EXHIBITION

**RENEWABLE ENERGY &
ENERGY EFFICIENCY**
CONGRESS & EXHIBITION

**WASTE MANAGEMENT,
RECYCLING & ENVIRONMENT**
CONFERENCE & EXHIBITION



Organizer:



www.viaexpo.com

Focus Country
of 'Save the Planet'



With the
Patronage of:



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Energy Forum

Originally held in 2005, the annual 3-day Energy Forum is now firmly established as one of the premier trade initiatives for SE European sustainable energy sector. The event incorporates a b2b exhibition showcasing cutting-edge energy products and services of leading manufacturers and suppliers.

The themes of the parallel Congress cover the diversity of energy efficient and renewable energy solutions which are available nowadays as we move towards a clean low-carbon economy.

Exhibition Scope

Renewable Energy Products and Services in the area of PV and Solar Thermal Energy, Wind Energy, Geothermal Energy, Bioenergy

Energy Management services as Consulting, Auditing, Building Energy Management, Systems and Facilities Management, ESCO Services

Energy Saving Devices and Products

Eco-friendly Vehicles

Save the Planet

Held for the first time in 2010, the event ranges over different environmental sectors, promoting technologies, products and services for effective waste management.

The Exhibition puts on display and the parallel Conference features the current development of the waste management, recycling and waste-to-energy sectors.

Exhibition Scope

- Waste and Recycling Equipment
- Waste Treatment
- Waste Collection, Transport and Street Cleaning Equipment
- Reclamation Technologies for Contaminated Sites
- Solid Waste Treatment, Incineration Systems, Sorting of Waste, Biological Treatment Equipment, Solid Waste and Oil Recycling Technology and Equipment, Waste Electrical and Electronic Equipment Treatment
- Recycling Systems
- Landfill Management and Operations
- Air Quality
- Environmental Risks and Damage

Visitor Profile

Building Professionals: Architects, Engineers, Contractors, Plant Owners and Operators

Energy Users in Commercial, Industrial and Public Sectors: Offices, Retail units, Hotels, Sports and Leisure Centres, Community Centres, Healthcare/Hospitals, Food and Agriculture, Forestry and Timber, Electronics, Local Authorities, Small and Medium Enterprises

Energy Suppliers and Providers: Independent Power Producers, Renewable Energy Developers, Utilities, Agents and Distributors, Equipment Manufacturers, RE Equipment Importers.

Financial and Insurance Institutions

Legal Services Providers



Visitor Profile

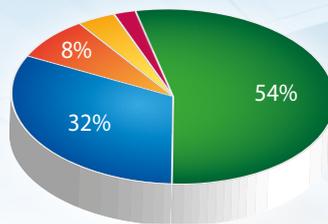
- Architects
- Biotechnology / Life Sciences Specialists
- Chemical Manufacturers & Processors
- Construction Companies
- Distributors
- Electrical / Electronics Manufacturers
- Environmental Management Specialists
- Executives representing Industrial and Manufacturing Companies
- Food & Beverage Processing Professionals
- Insurance Firms / Investment Banks
- Landfill Operators
- Metal Mills, Smelters and Miners
- Municipal Representatives
- Pharmaceutical Manufacturers
- Pulp & Paper Manufacturers
- Rubber & Plastics Products Manufacturers
- Trade Association / Government Agency / NGO
- Consultants
- Utility Operators
- Waste Management Professionals

The 2011 Events in Figures

327 companies from 32 countries
84% increase of the exhibition area compared to 2010
5900 visitors
50% increase in the visitor attendance compared to 2010
75 speakers from 23 countries
510 delegates

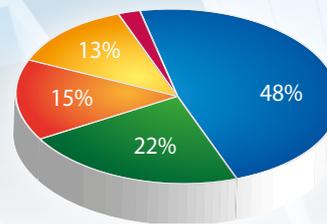
Exhibitors by Origin

- Bulgaria – 54%
- Western and Central Europe – 32%
- South-East Europe – 8%
- Asia – 4%
- North America – 2%



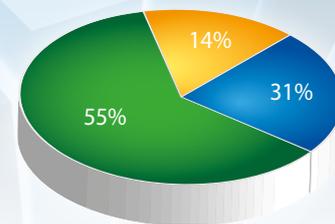
Visitors by Position

- Manager – 48%
- Expert, Consultant – 22%
- Marketing and Sales – 15%
- Specialist – 13%
- Other – 2%



Visitors by Origin

- Abroad – 14%
- The Interior of Bulgaria – 31%
- Sofia – 55%



Exhibitors Profit from

- Company profile, logo and website on the exhibition web page as an year-round marketing support
- Company listing in the Show Preview distributed to all pre-registered visitors and in the show catalog distributed to all visitors for free
- Receiving free printed and e-invitations to send out to their client database
- Making Presentation in a hall within the exhibition area
- 'Pre-booked meetings' service, providing access to the list of event participants

If you are interested in booking a stand, please contact us at:

T: +359 32 945 459

F: +359 32 945 459

E: office@viaexpo.com



Preliminary Programme

28 March

FINANCING OF RENEWABLE ENERGY AND ENERGY EFFICIENCY PROJECTS

- **Rainer Hinrichs-Rahlwes** – European Renewable Energies Federation, Belgium
- **Rob P. Kool** – NL Agency, the Netherlands

PANEL 1. Arranging Construction & Development Project Financing (Debt and Equity)

- **Martin M. Mayr** – Unicredit Global Leasing, Austria
- **Boaz Peled*** – Energy Rose, Romania
- **Timothy C. Kim** – EximBank, USA
- **Ivan Gerginov** – RenVision, Bulgaria
- **Filipe Viana** – EFACEC, Portugal
- Association of Producers of Ecological Energy, Bulgaria
- Bulgarian Photovoltaic Association
- **Dean Marcelja** – Sustainable Energy Concepts GmbH, Austria

PANEL 2. Arranging Debt and Equity for Operational Projects and Assets such as Existing Buildings

- **Ingrid Holmes** – Low Carbon Finance, UK
- **Gudrun Gumb** – Vice President, Business Policy Europe, KfW Bank, Germany
- **Lada Strelnikova** – Deutsche Bank AG – Asset Management Environmental & Social Capital, Germany
- **Martin Gikov*** – Structured and RealEstate Finance UniCredit Bulbank AD, Bulgaria
- **Kiril Yanchev*** – Raiffeisen Bank, Bulgaria
- **Hinrich Fischer*** – Erste Bank, Austria

WASTE MANAGEMENT

- **Rachael Williams** – International Solid Waste Association (ISWA), Austria
- **Rosalinde Van der Vlies*** – EC, DG Environment
- **Marlene Sieck*** – Federal Environment Agency, Germany
- **Dimitar Brankov** – Bulgarian Industrial Association
- **Peter Hodecek** – AVE Energie AG Umwelt, Austria
- **Andy Whiteman** – Wasteaware, UK

LANDFILLING

- **Christia Meidiana*** – Graz University of Technology, Austria
- **Stefan Bayer** – Führungsakademie der Bundeswehr Fachbereich Sozialwissenschaften, Germany

- **Rene Rosendal** – RenoSam, Denmark
- **David Laner** – Institute for Water Quality, Resources and Waste Management, Austria
- **Derek Greedy*** – Landfill Working Group, International Solid Waste Association, UK
- **Round Table with Municipality Representatives**

WASTE PREVENTION

- **Olivier De Clercq** – Association of Cities and Regions for Recycling and Sustainable Resource Management (ACR+), Belgium
- Rennes Métropole
- North London Authority
- Walloon Region Catalonia
- Malta Italian City

29 March

ENERGY EFFICIENCY

- **Gergana Miladinova** – EC – DG Energy
- **Jan Geiss** – European Forum for Renewable Energy Sources (EUFORES), Belgium
- **Daniel Becker** – Ecofys GmbH, Germany
- **Lucinda Maclagan** – Energy and Climate Change, NL Agency
- **Stefan Scheuer** – Coalition for Energy Savings, Belgium
- **Rob P. Kool** – NL Agency, the Netherlands
- **Nils Borg** – European Council for an Energy Efficient Economy
- **Birger Lauersen** – Euroheat & Power, Belgium
- **David Sweet** – World Alliance for Decentralized Energy (WADE), USA
- **Kolyo Kolev** – Energy Efficiency Agency, Bulgaria
- Bulgarian Construction Chamber
- **Austrian Workshop** – Experience in EE Implementation in Industry
- **Guenter Pauritsch**, Austrian Energy Agency
- **Christian Oberleitner**, Kommunalkredit Public Consulting, Austria

ENERGY RECOVERY

- **Marta Gurin** – Confederation of EU Waste-to-Energy Plants (CEWEP)
- **Chindarat Taylor** – Resource Efficiency Pathway, UK
- **Nigel Mattravers** – Grant Thornton, UK
- **Guillaume Perron-Piché*** – European Suppliers of Waste to Energy Technology (ESWET)

- **Franz Neubacher*** – UV&P, Austria
- **Mariusz Grabda*** – Institute of Multidisciplinary Research for Advanced Materials, Japan
- **Bulgarian Ministry of Agriculture and Food***
- **Tadeusz Pająk*** – AGH University of Science and Technology, Poland
- Austrian Environmental Showcase
- **Swiss Waste Management Experience***

30 March

BIOMASS RESOURCES; BIOENERGY

- **Andrea Haas** – German Society for Sustainable Bioenergy and Biogas Utilisation / Gerbio/, Germany
- **Branko Glavonjic** – Belgrade University, Serbia
- **Thomas Zeng**, German Biomass Research Centre, Leipzig, Germany
- **Christian Weiser**, Thuringian State Institute for Agriculture, Germany
- **Calliope Panoutsou**, Imperial College London, United Kingdom
- **Elena H. Angelova** – German Biomass Research Centre Ltd
- **Daniela Thraen** – Deutsche Energie-Agentur, Berlin, Germany
- **Patrick de Jamblinne***, CEO Tuzetka, Belgium
- **Rita Ehrig***, Bioenergy2020+, Austria
- **Gustaf Landahl*** – City of Stockholm, Environmental Health Administration, Sweden
- **Matthias Plöchl*** – Leibniz Institute for Agricultural Engineering, Germany

RECYCLING

- **Jean-Pierre Hannequart** – ACR+, Belgium
- Bulgarian Recycling Association
- **Mario Grosso** – European Network of Environmental Professionals (ENEP), Italy
- **Stanka Nedeva** – Pulp & Paper Institute, Bulgaria
- **Walter Kletzmayer**, Austria
- **Sylwia Oleszek*** – Tohoku University; Sendai, Japan
- **Italian Environmental Session***

* Invited



Marketing + Promotion Opportunities

Making use of our marketing services and variety of sponsorship options is a valuable way of drawing additional attention to your company, your exhibition stand and the innovative products and services you will be showcasing.

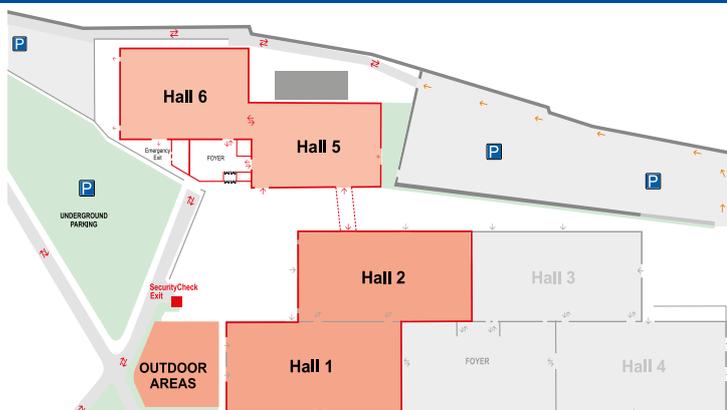
Via Expo offers promotion opportunities which can get you one step ahead of your competitors:

- diverse possibilities of becoming a sponsor of the most influential green events for South-East Europe. You can also get a tailor-made package suited to meet both your budget and marketing objectives.
- a range of other opportunities: host an interactive presentation to address your target audience

and potential business prospects, advertise on the event website & in the exhibition catalogue, etc.

For more detailed information about Promotion Options, please contact Nelly Vlaykova:
Tel.: +359 32 945 459 or e-mail: nelly_v@viaexpo.com.

2012 Layout



Testimonials

'The 2011 event was very successful and fruitful. For me personally it was very interesting to meet other participants and to get acquainted with their experience in the field of EE and RES. I constantly keep up with the latest developments in these sectors on a world scale and I can assure you that the event in Sofia was on a very high level.' **Martin Raichev**, Bulgarian Ministry of Economy, Energy and Tourism

'Bulgaria is a really interesting market, which is in the beginning of renewable energies.' **Fink Georg**, Gehrlicher Solar AG, Germany

'It was more like b2b forum about renewable energy and waste management and recycling, where as exhibitors could be seen Siemens, Hyundai, Sky Solar, Titech, Tecnova, Erema as well as some national commercial chambers. Organization of the fair was perfect! Via Expo and 'Save the Planet' deserved highest grade with a call for all exhibitors to take part in this fair.' **Sinisa Kuzmanovic**, Tecno Plastika d.o.o., Serbia

Priority Booking Form

Please, complete and send the form to Via Expo:
+359 32/960 012,
+359 32/945 459
office@viaexpo.com

Company	
Contact Person	
Position	
Address	
City / Country	
Tel./Fax	
E-mail	
http:	
Company Activity	
Industry Branch	

Type of Participation:

- Sponsor
- Exhibitor
- Attendee
- Partner
- Media Partner
- Visitor

Partners:



Media Partners:

