



The 2017 Energy Strategy Summit report

by  energynomics.ro

IN
**STARTING
BLOCKS**

Energy Strategy Summit (2017: Bucharest, Romania)

The Energy Strategy Summit report:

1. Global Trends with Local Impact;
2. STRATEGIES FOR SECURITY - legal framework and national priorities;
3. STRATEGIES FOR SUSTAINABILITY - market design for reaching climate targets;
4. STRATEGIES FOR GROWTH - technology and expertise.



Since 2013, **Wing Media Energy Consulting** is the only full-service media agency that offers specialized consultancy services to energy companies operating both in and out of Romania's borders. Having been involved for a long-term and in various capacities within the energy sector in Romania, **WMEC**'s founders decided to come and meet the needs of the energy sector's private and public players, as well as NGOs, offering tailor-made elite business media products and services, with a unique added value due to our industry focus and expertise.

Wing Media Energy Consulting is the publisher of **energynomics.ro**.



energynomics.ro communication line is the most complex editorial project exclusively dedicated to the energy industry in Romania. It comprises the website, the printed Magazine, and the events with a unique concept.

energynomics.ro is the sole on-line platform dedicated to the energy sector in Romania that serves both as a news channel and a business to business gateway. Updated hourly by our editors, energynomics.ro brings a new color to the industry by keeping you connected to news and changes in the economic, political and legislative environment. By accessing the business profile link, you will find the perfect business partner, suitable for your company's needs.

energynomics.ro Magazine is the publication for the Romanian energy industry. Our mission is to offer information, perspective, profiles and networking meetings to managers, specialists and engineers in the Romanian energy industry, as they strive to make profit in a monthly-changing business environment. **energynomics.ro Magazine** is printed in 1,000 copies every three months and individually delivered to the managers and specialists in the Romanian energy industry.

With our own-concept events - **Energy Breakfast Club; Spring Cocktail; Energy Strategy Summit; Energy Leader; energynomics Awards** - we act to consolidate the local energy community by easing communication between all relevant players, be them companies, public institutions, professional associations or experts.

THE 2017 ENERGY STRATEGY SUMMIT REPORT

1. Global Trends with Local Impact;;
2. STRATEGIES FOR SECURITY
 - legal framework and national priorities;
3. STRATEGIES FOR SUSTAINABILITY
 - market design for reaching climate targets;
4. STRATEGIES FOR GROWTH - technology and expertise

Bucharest, June 15th 2017

Organized by energynomics.ro and supported by

Partners



With the support of



Event recommended by



ACKNOWLEDGEMENTS

This Report was prepared and edited by the energynomics.ro editorial team, under the guidance of editor in chief Gabriel Avăcăriței. Transcripts of the speeches delivered during the 2017 Energy Strategy Summit were used as basis and as well as the debates occasioned by this event.

Wing Media Energy Consulting is grateful to the Romanian Ministry of Energy, the Romanian Ministry of Environment, the National Regulatory Authority for Energy, and the National Agency for Mineral Resources for their strong support and for having actively participated in the 2016 Energy Strategy Summit.

RBSTA - Romanian Black Sea Titleholders Association, ROPEPCA - Romanian Petroleum Exploration and Production Companies Association, ACUE - Federation of Associations of Energy Utility Companies, and RWEA - Romanian Wind Energy Association were among the business associations which provided support in organizing the Summit.

Last but not least, special thanks go to all participating Ministries, State Secretaries, speakers, moderators, official delegates and participants to the 2017 Energy Strategy Summit for their valuable contributions and without whom this Report would simply not have happened.



An increasingly important element is TIME. What does this mean? It means we have to move fast. We do not move fast, others will, and then we lose.

MARIUS PERȘINARU, General Manager
of Schneider Electric Romania

CONTENT



Executive summary



1 Excellent opportunities...



2 ... are threatened by significant bottlenecks...



3 ... but major projects are still ongoing

READY. STEADY. STOP.

The 2017 edition of Energy Strategy Summit gathered for the third time nearly 30 first-hand speakers, representing all sectors of the Romanian energy industry and all regulators with attributions in the industry. The debates took place on the Day 1 after most of the ministers in Sorin Grindeanu's cabinet resigned, which marked the most troubled political moment of the year. Ideas and strategies presented proved that the business environment and the energy experts are a surprisingly homogeneous center of stability and, thus, a major opportunity for further development of the Romanian energy industry, economy and society.

1. Excellent opportunities...

With almost no exception, speakers have highlighted the considerable resources the industry has at hand. Not only natural resources, large and diverse, from hydrocarbons (offshore, at the Black Sea, or onshore, with marginal and deep fields), to coal (as an important pillar of the electro-energetic system), to nuclear and renewable energy. All these natural resources already give Romania a competitive advantage in terms of energy security, firstly at home, because it provides the necessary energy for the dynamics of its economy and the comfort of its population, and then on a regional level, because it allows and encourages development policies to be shaped with the goal to support neighboring countries through energy exports (mainly for the Republic of Moldova and Ukraine) and balancing solutions.

With the same category of opportunities was also mentioned Romania's long and solid tradition in the energy industry, thanks to which it has human resources, professional training centers and academic expertise at the highest level. Just as an example, one which is a lesser known element, we mention here the remark from Claudia Brânduș, President of RWEA: "[In the wind sector,] new jobs were created, we have members in the association who are already exporting operating and maintenance services".

External financial resources (European Commission, international financial institutions) and the money some of the large state-own companies have (Hidroelectrica, Transelectrica, Transgaz or Electrica, among others) are all opportunities that can be put to work to capitalize on the size of the local market and on the geographic positioning. The expertise of the great regional players present for many years in the Romanian industry has been emphasized on several occasions as an opportunity already used, in part, but with high potential, nevertheless.

Energy governance has been invoked ambivalently. On the one hand, the implementation of energy policies and European regulations in the local market, as well as a good understanding of priorities and trends at European level, allow Romania to identify new opportunities and roles that it can play (e.g., storage, interconnections, energy hub for the region). On the other hand, the main risks and bottlenecks come also from the energy governance.

2. ... are threatened by significant bottlenecks...

Most speakers noted the setback recorded in recent months, notably through public statements, but also through actions taken by the Government and the Parliament. Many such statements and actions go against the principles of a free and open market that Romania has been holding for years and for whose implementation it has worked over the last decades.

The blockages identified by the speakers were related to energy governance, both at a macro level - the lack of a national energy strategy to be translated consistently and swiftly into primary legislation, and at the micro level - the rejection of a healthy policy for management in respect to the state-owned companies and to the various bodies for regulation and control.

Primary legislation (the laws on energy and the fiscal framework), which is the responsibility of the Parliament and the Government, is advancing painfully slowly, although issues have been properly identified and sound solutions have been indicated. Recently, more transparently or discreetly, protectionist tendencies also emerged, that seek for short-term advantages (mainly illusory increased budget revenues), while threatening the stability and prosperity of the industry over the medium and long term. There is a sense of exasperation among the representatives of energy companies, expressed in sentences such as "a bad, imperfect law, is much better than no law at all".

The blockages and sometimes the setbacks in translating the primary legislation into secondary legislation are mainly due to the fact that the first is careless to new business models and technological advances, thus the basic framework for the energy industry tends to prevent bigger steps from the regulators for modernization and better flexibility into the energy sector.

Those responsible for this are placed not only at the level of central government or Parliament, and many speakers referred to the weakness of the agencies and the authorities in the energy sector, mainly NARE and NAMR. In this respect, however, problems seem to come from the lack of a healthy management policy at the central level, as regulatory bodies complain about insufficient staff and poor technical endowment, simultaneously with the unpredictable dynamics of changes in primary legislation.

At the level of state-owned companies, good governance would encourage them to develop healthy strategies, which is impossible for now: "We have come to the situation where we have Directorates and Executive Management teams appointed on successive mandates of one month and a Council of Surveillance appointed for four or two months! No one will assume responsibility for implementing development strategies as long as they are concerned about their own mandate." (Oana Truță, vice president of Franklin Templeton Investment).

3. ... but major projects are still ongoing

Without legislative stability and predictability, without a national energy strategy, commercial banks have a hard time in finding interesting energy projects, and there are also companies' representatives who say: "There are no opportunities in the market."

Some projects will, however, develop as soon as Romania decides on the future fiscal framework. In particular, there are expectations from the oil companies, which can provide by themselves considerable funding for projects at the Black Sea and onshore, too.

Other projects will be supported through a new framework of renewable support schemes. "The Commission new proposals on the Renewable Energy Directive will help the EU member states decide on what schemes to achieve a much more market-oriented, cost effective and Europeanized approach to renewables. Firstly by goofing away from national targets towards a progressive cross-border opening for support schemes, but also by simplifying the administrative procedures that the start-up face in this regard and by putting an end to retroactive changes to existing support schemes which undermine the trust of investors", said Benedikt Klauser (DG Energy, European Commission). Frank Hajdinjak (CEO of E.ON Romania) also referred to some changes in secondary legislation that would encourage investments in distributed micro-generation from renewable resources (wind and solar), coupled with storage.

Another sector where new projects have great chances of development is energy efficiency, as investment begins to recover immediately after completion. It is one of the central ideas launched by Mihnea Constantinescu, Ambassador at large, Special Representative for Energy Security, in Romanian Minister of Foreign Affairs, along with a tender admonishment towards the companies: "Let's try to think bigger and enlarge our perspective, not only think about what would be the business that the state could offer here, inside Romania."

However, there are three certain major projects for this year: works on BRUA pipeline (Transgaz), works for closing the 400 kV electricity transmission ring (Transelectrica) and the program for the implementation of smart metering in the power transport and distribution networks (Electrica, Enel, CEZ, E-ON). All of these projects are multi-annual programs already included in the business strategies of the major players in the local energy sector, with identified funding and schedules communicated in advance.

We are talking about hundreds of millions of euros, each year, money which can also stimulate other important investments, in order not only to contribute to the upgrading and increasing efficiency of a particular network or company, but also to securing a positive feeling into the entire Romanian energy industry.

OPPORTUNITIES

GOVERNANCE *Whatever is happening in politics, we still have few stable pillars which are the regulatory framework, the regulatory agencies who are independent and reliable partners for the business sector, for whoever is intending to invest in this sector. Another important and stable pillar for the energy sector in Romania is you, this vibrant energy business which I would like to see it more assertive, especially when it comes to making pressure on the decision makers in the sector.*

MIHNEA CONSTANTINESCU,
Ambassador at large, Special
Representative for Energy Security,
Minister of Foreign Affairs

RESOURCES *Romania has a great potential to contribute in general to energy security in the region and to become this energy hub of the region. First undeniable advantage is its beneficial geographical position, and having access to the Black Sea, which is one of the centers of gravity of the oil industry. Also, Romania is already very well positioned and is scoring very fine in terms of energy security. This is a good base to further increase its energy security position in the region, not only regarding the domestic objectives of securing access to energy, but also for expanding the existing asset base and for contributing to energy security at a regional scale.*

ALEXEY GOLOVIN, KMG I vicepresident

EU POLICIES *The Commission new proposals on the Renewable Energy Directive will help the EU member states decide on what schemes to achieve a much more market-oriented, cost effective and Europeanized approach to renewables. Firstly by goofing away from national targets towards a progressive cross-border opening for support schemes, but also by simplifying the administrative procedures that the start-up face in this regard and by putting an end to retroactive changes to existing support schemes which undermine the trust of investors.*

BENEDIKT KLAUSER DG Energy, European Commission

REGULATION *We still have areas in Romania where we don't have gas, and where we don't have electricity. For a village with 100 customers, investment for building a new network will never-ever be efficient and reasonable from a financial point of view. But we can think nowadays about a lot more smarter solutions in order to provide heating and electricity, efficiently, good for the environment and not necessarily more expensive. But we need for this to be accepted in the regulated tariff.*

FRANK HAJDINJAK, E.ON România CEO

RESOURCES *The storage warehouses are a very important component because they allow the transfer of natural gas from a period when there is no demand towards a period with a high demand. Optimizing this process by using the storage facilities is one of the key elements in ensuring the security of the gas supply.*

VASILE CIOLPAN, Director of the Energy
Trading Department, Romgaz



TRADITION Conpet is a solid company, we have a professional management, we have economical-financial performance and huge potential to improve our stocks.

MIRCEA AUREL NIȚĂ, Director of Corporate Governance, Human Resources and Communication, Conpet



RESOURCES Romania offers opportunities for investors from the point of view of its available natural resources, of human resources and of the geostrategic position, but all these opportunities must be supported by the legal framework.

VARINIA RADU, CMS partner



GOVERNANCE There is a certain awareness at the level of the decision makers regarding Romania's potential in the energy field. This awareness must be underpinned by a coherent, stable, integrated and fluid regulatory and legislative framework. Governance in energy means not only legislative stability and of the regulations, but also the functionality of the public authorities, that must communicate with each other and without an excessive bureaucracy. It means decision-making transparency and a decision-making process supported in advance by a public consultation with all concerned parties and investors in particular.

VARINIA RADU, CMS partner



INTERCONNECTION *We want the pipeline oil transport - what we do at Conpet - to be better integrated into the energy transport discussions by including the development projects that we support on the list of projects of common interest of the European Union. Romania is a South-Eastern energy frontier of the Union, and if the country's strategy aims at interconnection, respectively at securing supply and diversifying resources, we are here and we want to become regional actors, through partnerships and collaboration.*

MIRCEA AUREL NIȚĂ, Director of Corporate Governance, Human Resources and Communication, Conpet



GOVERNANCE *As important as a change of legislation, is very clear, lasting, trans-cardinal, trans-governmental strategy is equally important. The strategy must set out what needs to be done and the directions that Romania proposes, through various programs. Different governments choose between these directions, but keep the same line.*

CARMEN NEAGU, general manager of EnergoBit



RESOURCES *In the distribution sector, Romania has the chance to work with some concession operators with a great professional reputation and great experience in the field.*

EMIL CALOTĂ, Vicepresident of ANRE



GOVERNANCE *From our perspective, the minority institutional investors predominantly in companies from the energy sector, have experienced in the past few years a spectacular increase in their profits. One of the foundations of this growth in recent years has been the implementation of the corporate governance principles.*

OANA TRUȚĂ, Vicepresident Franklin Templeton Investment



RESOURCES *Earlier this year, China's "One Belt, One Road" initiative was announced. It is a huge, huge initiative which will probably encourage investments of around 125 billion dollars in the next 5 years. Around 11 billion of this investment will be invested in Romania in the next 5 years. From our perspective, as a big player in the O&G industry, we have a good potential to absorb these investments and to strengthen Romania's position as an energy hub.*

ALEXEY GOLOVIN, KMG I vicepresident



RESOURCES *We, at CE Oltenia, are people willing to innovate, willing to develop and do our best to further make out of this complex that element that saves the national energy system, as it did in winter. Do not forget that balancing is made by coal, much better than all the other producers do.*

SORIN BOZA, President of the CE Oltenia Directorate



EU POLICIES *One of the most important measures has been the liberalization of the gas market since April 1st, which, indirectly, has theoretically raised the barriers which previously affected the export of natural gas, in that producers were obliged to allocate some of the production to the household consumers.*

VARINIA RADU, CMS partner



EU POLICIES *I think we have performed well generally speaking, with what we have done for the development of the electricity market. That's why I tend to think it's good to follow the same steps for the gas market.*

BOGDAN CHIRIȚOIU, President of the Competition Council



TECHNOLOGY *The drivers of the energy sector are coming from the technology field, and very often they come from outside of Europe. We have to deal with the consequences, to prepare ourselves for them, and it makes our life and our work even more difficult, but it also offers us a lot of new opportunities*

FRANK UMBACH, the Research Director of EUCERS, King's College London & Associate Senior Fellow at the Centre for European Security Strategies





RESOURCES Globally, the role of the renewables is already very important, and Romania, with hydroelectricity, is obviously already in the top renewable energy producing countries. Renewable energy must be seen as a sustainable solution, that responds to the evolution of the market, the resources in Romania and the concerns about climate change.

CLAUDIA BRÂNDUȘ, President of RWEA



INTERCONNECTARE Transelectrica is a bridge between the Central Eastern European region and the South Eastern European region, two different regions as structure and level of development. If we are better in the South Eastern European region geopolitically speaking, from the perspective of the development of the electricity market, we are much closer to the Central Eastern European region, anyway, much more advanced than other countries in Southeastern Europe.

CORINA POPESCU, member of the Transelectrica Directorate



REGULATORY We need to adapt the market rules, to give more flexibility to the production of energy from renewable resources. We must begin to think very seriously about aggregation, because as long as you have small production units, you have to give them the opportunity to unite their efforts, to become bigger.

CLAUDIA BRÂNDUȘ, President of RWEA



EU POLICIES We want to make Romania an important player in the region and we also have a starting point. We managed to install 5 GW of wind and solar energy, new jobs were created, we have members in the association that are already exporting operating and maintenance services, we created a new landscape in Dobrogea. That is why I insist that we must all carefully approach this moment when the integrated European energy and climate action plan will be established. We need to simplify the procedures, we must let renewable energy go natural.

CLAUDIA BRÂNDUȘ, President of RWEA



GOVERNANCE From the perspective of corporate governance introduced by Ordinance 109, it is clear that it is not a perfect system, but it has produced a great difference in the Romanian economy and especially among state-owned companies, which have registered much higher profits in the last years, through the beneficial effects of implementing the ordinance.

DANIELA LULACHE, Nuclearelectrica General Manager



EU POLICIES We should not just think inside our own borders, we should think regionally. Why? Because in the field of energy, we are in a process of transformation that aims to bring national concepts to regional level, and to take them even further, into the single European internal market concept.

CORINA POPESCU, member of the Transelectrica Directorate



OIL Oil will not disappear, it has a long and bright future. Demand will continue to grow, although at a slower pace due to the renewable resources. Let's not forget this industry, because Romania has a bright future if it invests in the upstream oil and gas sector. All that the government has to do is stop blocking the industry and create a predictable and stable regime for the oil and gas sector.

MARK WAGLEY, President of ROPEPCA

BOTTLENECKS

GOVERNANCE *There is no concerted effort between the different entities and the authorities of the Romanian state to establish a tax regime. It is surprising that none of these entities - ANRM, the Ministry of Finance, the Budget-Finance Commission, respectively the Industry and Services Commission from the Chamber of Deputies – they do not discuss with each other in order to align and calculate what the real government take is the total value of the amounts which a petroleum company contributes with to the state budget in any form.*

ARTUR STRATAN, member of the ROPEPCA Coordination Committee

REGULATORY *There are three minimum conditions for the performing agreements: the price, the quantity and the delivery term. If through the legal or trading framework one of the three pillars is affected, the market can no longer operate on the basis of demand and supply. If you influence the price, there are consequences, if you impose quantities and obligations, you influence another basic element, if you impose periods of time for trading, you are influencing the third pillar. In conclusion, the legislation and all the applicable methodologies should not affect these three terms! Unfortunately things are not like that!*

VASILE CIOLPAN, Director of the Energy Trading Department, Romgaz

REGULATORY *We need to think about whether some aspects of the existing legal framework regarding bilateral agreements and regarding energy exports from producers should be reconsidered. We are in another historical stage than 15-20 years ago. I believe that Romania has healed from the “smart boys” disease, and major investment projects, whether new, modernizing or complying with environmental capabilities, must have favorable financing conditions in order to make them bankable.*

EMIL CALOTĂ, Vicepresident of ANRE





LEGISLATION *We cannot assume a regional role, unless we are interconnected. We cannot assure a regional role if we do not know how to play in other markets. And we cannot know how to play in other markets, if we do not have the ability to go outside, respectively, the possibility for producers to export.*

DANIELA LULACHE, Nuclearelectrica General Manager



GOVERNANCE *First of all, we need a good energy strategy and policy, and then we need a proper translation of that into the secondary legislation, meaning the regulation, where ANRE is mainly asked to take action.*

FRANK HAJDINJAK,
E.ON România CEO



GOVERNANCE *The lack of clarity and predictability of the regulatory environment in the oil and natural gas sector persists, with major negative consequences, both in terms of investment, production and national energy security.*

ARTUR STRATAN, member
of the ROPEPCA Coordination
Committee



GOVERNANCE *In essence, the discussion is about having a national development strategy to help us, the large equipment manufacturers, and solutions to build our own strategy. I see three major development directions and all three are related to the issue of competitiveness, which Romania is seriously affected by. First, the infrastructure investments attract investors and develop the economy. Without them, I cannot see what we could offer, as cheap, qualified and unskilled labor is reducing more and more. Energy efficiency is also related to competitiveness, and the third is information technology, which can contribute with added efficiency and therefore competitiveness.*

MARIUS PERȘINARU, General
Manager of Schneider Electric
Romania



GOVERNANCE *It is very good to think strategically, to define policies that are aligned with those at European level, but we must start and implement, to have development projects and to make things happen. This is what we lack in and it is what Romania needs to develop in the future. When you get involved in regional projects to increase energy security, you have to make things happen.*

CORINA POPESCU, member of the
Transelectrica Directorate



REGULATION *We saw some positive development on the primary legislation on the renewable sector. Since last year, also, installations below 100 kW are supposed to be supported; the TSOs, the grid operators have to take over the electricity sector. This is a good step, from my point of view. Unfortunately, the secondary legislation is missing there. Therefore, Mr. President of ANRE, we need you, because we have to work on the secondary legislation for the small renewable installations!*

FRANK HAJDINJAK, E.ON România CEO



LEGISLATION *There are no market opportunities. Everybody has been waiting for years for ANRM to launch the 11th round of auction for exploration blocks and then another round for marginal deposits. It has not happened yet, and the main argument was that the completion of the tax regime for the oil and gas industry is awaited. ROPEPCA has proposed since 3-4 years ago, that the auction round should be launched even on the basis of the old tax regime, as time passes and the state loses investments, jobs and eventually an early oil and gas production.*

ARTUR STRATAN, member of the ROPEPCA Coordination Committee



GOVERNANCE *It is essential to have the national energy strategy. We do not necessarily comment upon the various concrete issues, but it is very important to have a guideline for the whole market regarding the growth areas, declining areas and the role of Romania in this context.*

IOANA GHEORGHIADE,
Executive Director of the
Corporate Underwriting Division,
BCR



GOVERNANCE *Before we talk about regional cooperation in terms of security of supply or even gas hubs, it is important to get our own house in order. Many countries in the region, including Romania, still have a considerable gap to bridge in terms of correctly implementing and living the European Market rules.*

BENEDIKT KLAUSER, DG
Energy, European Commission



REGULATORY RISK *Banks can assume market risks with the investors (the price of electricity or of the green certificates). We are willing to assume the operational risk (whether or not we have technical problems etc.), but the regulatory risk is a risk that a financier in Romania or the European market is very hardly willing to assume.*

IOANA GHEORGHIADE, Executive
Director of the Corporate
Underwriting Division, BCR



GOVERNANCE *Unfortunately, lately we have seen an assault against the implementation of corporate governance. We do not understand why companies that produce electricity in Romania should be exempt from implementing corporate governance. From my point of view, we have resources, we can buy technologies, but we are deficient in business models and corporate governance.*

OANA TRUȚĂ, Vicepresident
Franklin Templeton Investment



GOVERNANCE *We still have to find a balance between our original ambitions and the new developments in the energy sector, with the energy policies that the Commission is proposing and the Parliament will debate soon, and that is the Clean Energy Package. I have a feeling that, in Romania, we did not provide proper framework for the consultations with the business sector on Romania's position and Romania's support for these Clean Energy Package ambitions.*

MIHNEA CONSTANTINESCU, Ambassador at large, Special Representative for Energy Security, Minister of Foreign Affairs



REGULATORY RISK *At present, financing for the energy sector is not a priority, as we do not identify truly bankable projects that could be financed without excessive risk taking.*

MIRELA IOVU, Vicepresident of CEC Bank



GOVERNANCE *We cannot talk about development strategies as long as we do not have a professional management in state-owned companies. If we think that a management that is named over a month will ever implement development and investment strategies, it means we do not really understand how a company works. We have come to this situation, to have directorates and executive management appointed on successive mandates of one month and a Supervisory Board appointed for 4 months or 2 months! No one will assume responsibility for implementing development strategies as long as they are concerned about when their mandate expires.*

OANA TRUȚĂ, vicepreședinte Franklin Templeton Investment



LEGISLATION *The possibility of concluding long-term agreements can provide predictability and stability for the entire market and a healthier environment for the market players.*

DANIELA LULACHE, Nuclearelectrica General Manager



GUVERNANȚĂ *Energy governance should be an active, ongoing concern, regardless of the political changes, so as to ensure investor confidence. Over the past 2-3 years, the investment risk has increased in Romania, due to the legislative and regulatory inconsistencies.*

VARINIA RADU, CMS partner

PROJECTS

INTERCONNECTION The development of the energy transport networks will increase Romania's capacity to be secured from an energetic point of view regarding the degree of interconnectivity, the flexibility and the smart development of the networks. If Romania assumes at least 10% energy interconnectivity through the energy strategy, assuming interconnection with the main European gas corridors, at least on the transport side, things are clear from the point of view of the priorities.

EMIL CALOTĂ, Vicepresident of ANRE

INTERCONNECTION We have important recent achievements in the sense of liberalization of national gas and electricity markets, unprecedented investments in the interconnections. The developments that we have made in the investments in the infrastructure in the last years show a clear political will to speed up the process of integrating the Romanian gas market and electricity market into the regional markets, to have a free flow of energy exports from Romania.

MIHNEA CONSTANTINESCU, Ambassador at large, Special Representative for Energy Security, Minister of Foreign Affairs

INTERCONNECTARE Romania has adopted a special law for the construction of the natural gas interconnector between Bulgaria, Romania, Hungary and Austria. The connection between Giurgiu and Ruse and the connection with Moldova was completed. Bulgaria, Greece, Hungary, Poland and Romania signed a joint declaration at government level regarding the application of the Third Energy Package, cooperation for establishing the interconnection points and an alignment of the network codes so that Romania could finally be a regional player.

VARINIA RADU, CMS partner

INTERCONNECTION Transelectrica's development projects are aimed at closing the 400 kV ring, which seeks to strengthen and increase the security of the national network, while setting the premises for an increase in Romania's interconnectivity with other states. It is about the Southeast European corridor, with the realization of 400 kV lines in the South-East of Romania, and the other large Mid-Continental East Corridor project in the South-West of Romania, as well as the project of interconnection with Serbia (Resita-Pancevo). For both strategic and energy security reasons, it is important to find solutions to interconnect with both the Republic of Moldova, as well as with Ukraine.

CORINA POPESCU, member of the Transelectrica Directorate

REGLEMENTARE We have a law that has proven viable and, based on it, oil concessions were granted, but this law does not address all the issues, it is not specific to the offshore field, so we are focusing on making improvements. This is undergoing in consultation with the companies. Developing offshore resources is a priority for us, at NAMR, as well as attracting investment and collaborating with major companies that have what is needed, technology and know-how, to develop these resources.

FLORINA SORA, Superior Advisor, National Agency for Mineral Resources



ENERGY EFFICIENCY *There is room for investment, for financing, in the area of residential energy efficiency. We at CEC Bank have, not long ago, carried out a financing program drawn from an European financial institution, an energy efficiency program that went very well. Next, there are such financing opportunities in the market, there are also financial instruments, there are also European funds that could help solve this problem of high energy consumption in the residential area.*

MIRELA IOVU, Vicepresident of CEC Bank



REGULATION *The market functioned well after January 1st, 2015, when the segment of non-domestic consumers, ie 75% of Romania's consumption, was liberalized. This shows that we have the secondary tools and regulations that can manage the full liberalization of the gas market.*

NICULAE HAVRILET, president of ANRE



RESOURCES *We now have discussions about how we can restructure Complexul Energetic Hunedoara in order to shape it as a system balancing service provider. The subject is in discussion with the European Commission and I am convinced that we will find a solution that takes into account the fact that it is important for Romania to conserve its energy mix and to have all the energy sources represented.*

BOGDAN CHIRIȚOIU,
President of the
Competition Council



GLOBAL TRENDS WITH LOCAL IMPACT

Benedikt Klauser, DG Energy, European Commission

Mihnea Constantinescu, Ambassador at large, Special Representative for Energy Security, Minister of Foreign Affairs

Frank Umbach, the Research Director of EUCERS

Radu Dudău, Co-founder & Director Energy Policy Group (*moderator*)

SESSION 1 – STRATEGIES FOR SECURITY – legal framework and national priorities

Corina Popescu, President of Transelectrica Directorate

Alexey Golovin, KMGI vicepresident

Mircea Aurel Niță, Director, Corporate Governance, HR and Communication Direction Conpet

Mark Wagley, ROPEPCA president

Artur Stratan, member of ROPEPCA board

Vasile Ciolpan, Director of Energy Trading Department, Romgaz

Florina Sora, Superior Advisor, National Agency for Mineral Resources

Varinia Radu, CMS partner

Mirela Iovu, CEC Bank vicepresident

Eugenia Gușilov, director ROEC (*moderator*)

SESSION 2 – STRATEGIES FOR SUSTAINABILITY – market design for reaching climate targets

Frank Hajdinjak, E.ON România CEO

Claudia Brânduș, RWEA president

Sorin Boza, President of CE Oltenia Directorate

SESSION 3 – STRATEGIES- FOR GROWTH – technology and expertise

Niculae Havrileț, ANRE president

Bogdan Chirițoiu, President of the Competition Councilă

Emil Calotă, ANRE vicepresident

Daniela Lulache, Nuclearelectrica CEO

Carmen Neagu, EnergoBit CEO

Oana Truță, vicepreședinte Franklin Templeton Investment

Marius Perșinaru, Schneider Electric Romania CEO

Ioana Gheorghiadă, Executive Manager of the Corporate Underwriting Division, BCR

Otilia Nuțu, Policy Analyst Expert Forum (*moderator*)