

THE EUROPEAN ALLIANCE TO SAVE ENERGY

**2ND ANNUAL
DINNER DEBATE
ON ENERGY EFFICIENCY**

BRUSSELS, 18 SEPTEMBER 2012



**EUROPEAN ALLIANCE TO
SAVE ENERGY**

Creating an Energy-Efficient Europe



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WELCOME

Dear colleagues,

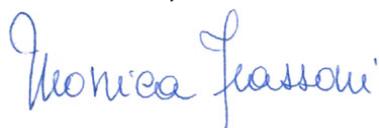
Since 2010 the European Alliance to Save Energy has been working to ensure that the positive voices of the energy efficiency industry are heard loud and clear in the EU's energy policy debate. Our members, some of Europe's leading energy efficiency solution providers and international organisations, believe strongly that greater energy efficiency is one of the most cost-effective solutions to ensure sustainable growth, create jobs, deliver the EU's decarbonisation objective while, at the same time, ensuring security of energy supply and competitiveness. We are working together to put energy efficiency firmly on the map of Europe.

This year we have seen progress. In June 2012, the European Parliament and EU Energy Ministers reached a deal on a new European Energy Efficiency Directive, legislation that puts in place the initial foundations for a more coherent EU-wide regulatory framework for energy efficiency. It is a step forward, but now it is definitely not the time to rest on our laurels, we still have a long way to go to create a European energy efficiency market where businesses can invest, innovate, grow and create local and lasting jobs.

During the dinner, we will turn our focus on how the EU can help Europe's energy efficiency industry deliver on its full potential. Our starting point is the European Commission's forthcoming Communication on a new European Industrial Policy. We believe that energy efficiency must be the bedrock of the EU's Industrial Policy and we are delighted to welcome you to our debate with senior European politicians and policy makers to discuss how we can join forces to achieve this.

I look forward greatly to meeting you and hearing your views.

Yours sincerely,

A handwritten signature in blue ink that reads "Monica Jassou". The signature is written in a cursive, flowing style.

President of the European Alliance to Save Energy



ABOUT THE EUROPEAN ALLIANCE TO SAVE ENERGY

The European Alliance to Save Energy (EU-ASE) was established at the United Nations Climate Change Conference (COP16) in December 2010 in response to the urgent need for stronger action on energy efficiency in Europe.

EU-ASE brings together innovative companies, influential organisations and inspiring individuals from the world of business, politics, academia and campaigning. Each member is committed to energy efficiency as a primary way to achieve the European Union's environmental, economic and energy security goals. We bring practical solutions to the table, we scrutinize policy and provide constructive advice on how to make it stronger and we partner with national campaigns and associations to make our cause heard.

Our mission is to make it impossible for European policy makers to imagine a future where energy efficiency is not a fundamental part of securing a safe, reliable and low carbon energy system.

Our message is simple: create an energy efficient Europe now!

EU-ASE MEMBERS

The members of EU-ASE are some of Europe's most innovative businesses and entrepreneurs. Many of these organizations have radically changed their own business models and are taking the lead in deploying technologies and solutions throughout Europe and at a global level. EU-ASE members employ over 115.000 people across Europe and have operations in the 27 member states of the European Union.

Our members



Our Honorary Members

Bendt Bendtsen,
Member of the European Parliament for Denmark

Bas Eickhout,
Member of the European Parliament for the Netherlands

Fiona Hall,
Member of the European Parliament for the UK

Pieter Liese,
Member of the European Parliament for Germany

Judith Merkies,
Member of the European Parliament for the Netherlands

Anni Podimata,
Member of the European Parliament for Greece

LOCATION

Hotel Amigo, Ambassador Room, Rue de l'Amigo 3, 1000 Brussels

Time: 7.30 - 10.30pm

www.hotelamigo.com

Telephone : 0032 2 547 47 47

CONTACTS

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PROGRAMME OF THE EVENING

7.30-8.30

Aperitif and networking

8.30-10.30

Dinner and debate

8.30

Welcome by Monica Frassoni,
President of the European Alliance to Save Energy

8.55

Presentation of Policy Recommendations by Tony Robson,
Chairman of the European Alliance to Save Energy

9.00

Key note speech by Antonio Tajani,
Vice-President of the European Commission
and Commissioner for Industry and Entrepreneurship

9.10

Debate with Participants

10.00

Conclusions

10.15-10.30

End of dinner

LIST OF PARTICIPANTS

Title	Surname	Name	Job Title	Company
Dr	Adams	Bart	Head of Industrial Energy Efficiency	DNV KEMA Energy & Sustainability
Mr	Andreis	Sergio	Director	Kyoto Club
Mr	Bandry	J�rome A.	EU Government Affairs Senior Manager	Caterpillar
Ms	Beltracchi	Michela	Director EMEA Regulatory Affairs	Opower
Mr	Breining	Claude	Head of European Affairs & Standardization Strategy	Schneider Electric
Mr	Corazza	Carlo	Spokesperson of Commissioner Tajani	European Commission, DG Enterprise
Mr	Coroler	Marc	Senior Vice-President Solutions & Strategic Customers	Schneider Electric
Mr	Deconinck	Patrick	Senior Vice-President West Europe	3M Europe
Mr	Delcros	Fabian	Director European Government Relations and Policy	General Electric
Mr	Drummond	Jose	President EMEA and Executive Vice-President	Whirlpool Corporation
Ms	Fong	Patty	Programme Director Energy Efficiency	European Climate Foundation
Ms	Frasconi	Monica	President	European Alliance to Save Energy
Mr	Graber	Richard	Vice-President of Government Relations EMEA	Honeywell International
Mr	Harris	Mark	Divisional Building Technology Director	Kingspan Group
Mr	Hodson	Paul	Head of Energy Efficiency Unit	European Commission, DG Energy
Ms	Hughes	Si�n	Head of EU Public Affairs and Corporate Communications	Knauf Insulation
Mr	Karayi	Sumir	CEO	1E
Ms	Kjestrup	Julie	Head of Public and Public & Industry Affairs, Danfoss Heating Solutions	Danfoss
Mr	Leonardelli	Andrea	Assistant to Sartori MEP	European Parliament
Ms	Maestroni	Myriam	CEO	Economie d'nergie
Mr	McGuire	Sean	Permanent Representative	Confederation of British Industry
Mr	Meier	Johannes	CEO	European Climate Foundation
Mr	Noll	Christian	Managing Director	DENEFF
Ms	Perrazzelli	Alessandra	Head International Affairs	Intesa Sanpaolo
Mr	Petito	Luigi	Secretariat	European Alliance to Save Energy
Mr	Polk	George	Director	Tulum Trust
Mr	Robson	Tony	Group CEO	Knauf Insulation
Mr	Roosendaal	Michel	Vice President Services, Contracting & Aftermarket	Ingersoll Rand
Hon	Sartori	Amalia	Chair Industry, Research and Energy Committee	European Parliament
Mr	Schaer	Martin	Vice-President Siemens Buildings Automation	Siemens
Mr	Tajani	Antonio	Commissioner for Industry and Entrepreneurship	European Commission, DG Enterprise
Ms	Tarle	Masha	Secretariat	European Alliance to Save Energy
Mr	Van Bergen	Richard	Vice-President and General Manager Energy Solutions Europe and Africa	Johnsons Controls
Mr	Verachtert	Geert	General Manager Professional Lighting Benelux	Philips
Ms	Verhaar	Harry	Senior Director Energy & Climate Change, Head of Strategic Sustainability Initiatives	Philips
Mr	Villa	Michael	Secretariat	European Alliance to Save Energy
Ms	Willaert	Liesbeth	Head of Energy Corporate Banking Belgium	BNP Paribas

PARTICIPANT PROFILES

EUROPEAN COMMISSION, DG ENTERPRISE



Antonio Tajani
Commissioner for Industry and Entrepreneurship

Antonio Tajani is the European Commission's Vice-President and Commissioner in charge of Industry and Entrepreneurship from February 2010. From May 2008 to February 2010 he was European Commission's Vice-President and Commissioner in charge of Transport. Mr. Tajani is the Vice-Chair of the European People's Party. He was born in Rome on 4 August 1953 and holds a Degree in Law from 'La Sapienza' University.

EUROPEAN PARLIAMENT



Amalia Sartori
Member of European Parliament and Chair of the Industry, Research and Energy Committee

Amalia Sartori has adopted various key roles during her 12 years as Member of the European Parliament. In 2010 she was awarded MEP of the Year for her work in the environment sector. She was the first woman, and the youngest one, to be a member of the Veneto Regional Government as Minister for Roads and Transports, Vice-President of the Government and President.

EUROPEAN ALLIANCE TO SAVE ENERGY



Ms. Monica Frassoni
President

Monica Frassoni is an Italian politician and was a Member of the European Parliament (EP) from 1999 to 2009 and Co-President of the Green Group in the EP from 2002 and 2009. Monica took up the role of President of the European Alliance to Save Energy, in late 2010. She is currently serving also as Co-President of the European Green Party.

1E

1E has pioneered a number of PC power management solutions including server reduction and energy management technologies. In 2010, 1E was listed among the Sunday Times International Track 100 league table of top private companies. 1E remains privately held and is headquartered in London and New York, with 14 million licenses deployed world-wide. To date, 1E's energy efficiency solutions have helped organizations save in excess of \$530m in energy costs alone, cutting CO₂ emissions by 4.3 million tons. 1E is a member of the European Alliance to Save Energy.



Mr Sumir Karayi
Chief Executive Officer and Founder

Sumir Karayi founded 1E in 1997 with the goal to drive down the cost of IT for large organizations by identifying and eliminating waste. Sumir gained a BEng in Electronic Engineering and MSc in IT from Warwick University.

DANFOSS

Danfoss is a global leader within energy-efficient solutions that help save energy and meet the challenge of climate change. Key competencies are the cooling of food, air conditioning, control of electrical motors and heating in buildings – as well as solutions for renewable energy such as solar power. Danfoss also comprises Sauer-Danfoss which is among the world's leading manufacturers of mobile hydraulics. Danfoss has built up competencies within energy-efficient solutions for 79 years now. Today, Danfoss employs 23,500 employees globally and has more than 100 sales companies around the world.

Danfoss is a member of the European Alliance to Save Energy.



Mr Mikkel Holm-Pedersen

Executive assistant to CEO Niels B. Christiansen

Mikkel Holm-Pedersen has worked in the intersection of business and politics his entire career, first as a consultant and after joining Danfoss in 2010 as Executive Assistant responsible for CEO policy communication. Recently, he has taken over responsibility for Danfoss' Corporate Public Affairs function. Mikkel holds an Msc in Political Science.



Ms Julie Kjestrup

Head of Public & Industry Affairs

Julie Kjestrup has worked with advocacy in Brussels for the past 6 years. The last two years as Head of Public & Industry Affairs at Danfoss Heating Solutions, where she is in charge of devising and implementing the advocacy strategy of the Division at European and Member State level. Before this, she worked at a European trade association in biotech and in Big Pharma. She has an academic background in European politics and languages.

KNAUF INSULATION

With over 30 years of experience in the insulation industry, Knauf Insulation is one of the most respected names in insulation worldwide. A major division of the family-owned Knauf Group, Knauf Insulation is one of the largest and fastest growing insulation manufacturers in the world offering a broad range of insulating materials as well as growing number of systems and solutions to meet the increasing demand for energy efficiency, acoustic and fire safety performance in new and existing homes, non-residential buildings and industrial applications.

Knauf Insulation is a member of the European Alliance to Save Energy.



Mr Tony Robson

Group Chief Executive Officer

Tony Robson has worked with the Knauf Group for more than 20 years. After a degree in Economics at University College London, he started his professional life in the building materials industry. Tony held various positions in the industry both in the UK and overseas before he started his career with Knauf in 1998 as Managing Director of the Knauf Drywall business in the UK. After having taken over increased levels of responsibility at the international level within Knauf, he became in 2003 Group CEO of Knauf Insulation and a member of the Management Board of the Knauf Group. He is Chairman of the European Alliance to Save Energy.



Ms Siân Hughes

Head of EU Public Affairs and Corporate Communications

Siân Hughes is Head of EU Public Affairs and Corporate Communications for Knauf Insulation. She is an experienced public affairs professional, having worked for public affairs agencies, small and large, for the past 12 years advising a wide range of organizations on advocacy and policy communications. Siân has extensive experience on energy efficiency, sustainability and regeneration policies.

PHILIPS

Royal Philips Electronics of the Netherlands is a diversified health and well-being company, focused on improving people's lives through timely innovations. As a world leader in healthcare, lifestyle and lighting, Philips integrates technologies and design into people-centric solutions, based on fundamental customer insights and the brand promise of "sense and simplicity". Headquartered in the Netherlands, Philips employs 119,000 employees in more than 60 countries worldwide.

Philips is a member of the European Alliance to Save Energy.



Mr Harry Verhaar

Senior Director Energy & Climate Change and Head of Strategic Sustainability Initiatives at Philips Lighting

Harry Verhaar has over 20 years of experience in the lighting industry. He has been the architect of the lighting strategy on energy and climate change, which has resulted in the phasing out of old lighting technologies. He is an active member of a number of partnership networks, among which The Climate Group; WBCSD; World Green Building Council and Prince of Wales Corporate Leadership Group on Climate Change among others.



Mr Geert Verachtert

General Manager Professional Lighting Solutions Benelux

Geert Verachtert started his career at Philips in 2002 as the Director of Purchasing in the Digital Projection Lighting division for the sites in Turnhout and Shanghai. He later held positions of New Business Development Manager for LED lighting in Europe and Director of Marketing for Philips Lighting's OEM activities in Europe. He holds a degree in Commercial engineering from the Catholic University in Louvain (Belgium).

SCHNEIDER ELECTRIC

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in Utilities & Infrastructures, Industries & Machine manufacturers, Non-residential buildings, Data centers & Networks, and in Residential. Focused on making energy safe, reliable, efficient, productive and green, the Group's 130.000 + employees achieved sales of 22.4 billion € in 2011, through an active commitment to help individuals and organizations make the most of their energy.

Schneider Electric is a member of the European Alliance to Save Energy.



Mr Marc Coroler

Senior Vice-President , Solutions and Strategic Customers

Marc Coroler joined Schneider Electric in 1988. He began his career as a sales engineer in France and held various leadership positions throughout his career in International Sales and Marketing, both in Europe and new economies. He recently headed Schneider Electric's activities in the Central Europe region, covering 15 countries, before taking up this role as Strategic Customers and Solutions in early 2012. Marc graduated from ESSEC Business School, Paris (France).



Mr Claude Breining

Head of European Affairs and Standardization Strategy

Vice-Chairman, European Alliance to Save Energy
Prior being appointed Head of European Affairs and Standardization Strategy in 2010, Claude Breining held various positions in Schneider Electric: Business Development for Europe, Africa- Standardization Strategy (2004-2009), Corporate Commercial Development (2000 – 2004), Subsidiaries Managing Director (Canada, Korea, Singapore, Indonesia) (1990-2000). Claude is involved in various standardization organisations and a number of business organisations. He holds a MBA from EDHEC Business School (France).

SIEMENS BUILDING TECHNOLOGIES

The Building Technologies Division of Siemens is a world leader in the field of building technology. The Division incorporates Siemens' entire expertise relating to energy efficiency, comfort, safety and security in buildings and for public infrastructure facilities.

Siemens is a member of the European Alliance to Save Energy.



Mr Martin Schaer

Senior Vice President and Advisor to the Board

Martin Schaer is a senior executive and visionary with over 30 years of experience in building systems, facility operations, and energy conservation and management. Currently serving as Vice President and Advisor to the Management Board of Siemens Building Technologies, Martin is guiding strategic global initiatives on building efficiency and sustainability. Prior to his current position he held a variety of management positions and executive functions of increasing responsibility within Siemens, Elektrowatt and Landis & Gyr. Martin earned his Bachelor of Science degree in Building Technologies from the Lucerne University of Applied Sciences and Arts.

EUROPEAN CLIMATE FOUNDATION

The European Climate Foundation (ECF) was established in early 2008 as a major philanthropic initiative to promote climate and energy policies that greatly reduce Europe's greenhouse gas emissions and to help Europe play an even stronger international leadership role to mitigate climate change. The ECF does so by developing and implementing well-crafted climate and energy policies that greatly reduce Europe's global greenhouse gas emissions. ECF builds alliances among a wide range of partners in government, business and the NGO sector.

The European Climate Foundation is a member of the European Alliance to Save Energy.



Mr Johannes Meier

Chief Executive Officer

Prior to joining the ECF, Johannes was a partner at McKinsey & Co., CEO of GE CompuNet Computer AG, managing Board member of the Bertelsmann Foundation, and founder of a startup developing learning platforms. Johannes holds a M.S. in Computer Science and a Ph.D. in Communication and Information Sciences.



Ms Patty Fong

Programme Director Energy Efficiency

Prior to joining the ECF, Patty helped launch and manage the Energy Foundation's China Sustainable Energy Program and the Beijing office. She has also worked for the World Bank in Buenos Aires on the Argentina Energy Efficiency Project and the rural electrification programme. Patty holds a Master in Public Affairs with a specialisation in energy and climate policy from the Woodrow Wilson School for Public and International Affairs at Princeton University and Bachelor degrees in both Environmental Studies and Economics from the University of California at Santa Cruz.

KYOTO CLUB

Kyoto Club is an Italian non-profit organization founded in February 1999. Its members are business companies, associations and local municipalities and governments engaged in reaching the greenhouse gases reduction targets set by the Kyoto Protocol. To reach its goals the Kyoto Club promotes awareness-raising initiatives, information and training to foster energy efficiency, renewable energy sources and sustainable mobility.

Kyoto Club is a member of the European Alliance to Save Energy.



Mr Sergio Andreis
Director

Prior to directing the Kyoto Club, Sergio Andreis has served as Member of Lombardy's Regional parliament (1985-1987), of Italy's House of Parliament (1987-1992) and Advisor to Italy's Minister for EU Affairs (2000-2001). He has also served on the London School of Economics' Advisory Board of the Global Civil Society Yearbook (2000-2005).

3M

With over 80,000 employees, 3M produces more than 55,000 products from adhesives to abrasives, medical and dental products, electronic materials and optical films. 3M has operations in more than 60 countries with R&D laboratories in 35 countries – 3M invested more than 6% of its sales in R&D in 2011. In Europe, 3M has nearly 20,000 employees who provide sustainable technology solutions to various industries such as energy, transportation, water, ICT, healthcare and security.



Mr Patrick Deconinck
Senior Vice President, West Europe

Patrick Deconinck is Senior Vice President of 3M for Western Europe since September 2011. He has 35 years of business experience at 3M with the last 25 years in different general manager positions as well as the last 10 years based in the US with global responsibilities. Patrick Deconinck holds a degree in Applied Sciences from the University of Leuven in Belgium, and has both the Belgian and American citizenship.

BNP PARIBAS FORTIS

BNP Paribas is a French global banking group. In April 2009, BNP Paribas purchased a 75 percent stake in Fortis Bank, the Belgian banking business, making BNP the Eurozone's largest bank by deposits held. In 2011, BNP Paribas was the world's biggest bank, as measured by total assets of US\$2.670 trillion. BNP Paribas's four domestic markets are France, Italy, Belgium, and Luxembourg. It also has significant retail operations in the United States, Poland, Turkey, Ukraine, and North Africa among others.



Ms Liesbeth Willaert
Head of Energy - Corporate Banking Belgium

Liesbeth Willaert is currently responsible for the Energy clients at BNP Paribas Fortis, based in Brussels, Belgium. Before this post she was active in Corporate Finance at BNP Paribas Fortis. Liesbeth started her career at PricewaterhouseCoopers in Netherlands as external auditor. She holds a MSc Management and BSc Economics at the London School of Economics, UK and has obtained the Certified Chartered Accountancy Qualification (ACCA) while working as external auditor in the UK.

CATERPILLAR

For more than 85 years, Caterpillar has been making sustainable progress possible and driving positive change on every continent. With 2011 sales and revenues of \$60.138 billion, Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company also is a leading services provider through Caterpillar Financial Services, Caterpillar Remanufacturing Services, Caterpillar Logistics Services and Progress Rail Services.



Mr Jerome A. Bandry
Senior Manager

Jerome Bandry joined the company in 1990 as a public relation supervisor in Caterpillar France. He became a division manager in 1997 with responsibility for training and recruitment. Prior to moving to Belgium, he served as communication manager for Caterpillar's Product Support Division in Peoria, Illinois for 4 years. Bandry graduated from the Grenoble University with a Master in business communications and media and a Bachelor in economics. He chairs the Transport and Energy of the American Chamber of Commerce to the European Union.

CONFEDERATION OF BRITISH INDUSTRY

The CBI is the UK's premier business lobbying organisation, providing a voice for employers at a national and international level. The CBI represents the interests of more than 240,000 companies of every size, including many in the FTSE 100 and FTSE 350, mid-caps, SMEs, micro businesses, start-ups, and trade associations. The CBI has offices in London, Brussels, Washington DC, Beijing and New Delhi.



Mr Sean McGuire
Director of the CBI Brussels Office

Sean McGuire is responsible for all CBI's EU affairs and lobbying activities vis-à-vis the European institutions on key issues such as environmental policy, employment and social affairs, e-commerce, telecommunications, financial services, consumer policy, trade & investment and transport policy. He is also responsible for an in-house consultancy for 30 UK trade associations, the British Business Bureau (BBB), and the running of the CBI's Business House.

DEUTSCHE UNTERNEHMENSINITIATIVE ENERGIEEFFIZIENZ E.V. (DENEFF)

DENEFF is Germany's independent cross-industry network of frontrunner companies and national partner organization of EU-ASE. Founded in November 2010 DENEFF unites more than 60 companies in the field of energy efficiency to collectively represent their political interests for an effective and ambitious energy efficiency regulation. With an initial focus on buildings and industrial processes DENEFF is aiming for the highest possible reduction of energy consumption by the means of energy efficiency. DENEFF is striving for keeping the condition of neutrality of technology in regulatory and funding policies and creating regulatory preconditions facilitating energy efficiency services that enable investors to decide on the individually best choice, application and financing of energy efficiency measures.



Christian Noll
Managing Director

Since 2010 Christian Noll is Managing Director and Co-Founder (together with Martin Bornholdt) of DENEFF. Prior to join DENEFF he was policy officer on energy efficiency for Friends of the Earth Germany (BUND). He holds a degree in Strategic Communications from Berlin University of Arts and in 2004 founded "BruttoSozialPreis", Germany's biggest event for social marketing newcomers (awarded as "Selected Place" at "Germany, Land of Ideas" in 2008).

DNV KEMA

With more than 2,300 professionals in over 30 countries worldwide, DNV KEMA Energy & Sustainability supports the global transition to a future with safe, reliable, efficient and clean energy. Building on a history of nearly 150 years, the company specializes in advanced and innovative solutions in the areas of business and technical consultancy, testing, inspection and certification, risk management and verification.



Dr Bart Adams
Head of Industrial Energy Efficiency

Bart Adams heads DNV KEMA's global initiative on energy efficiency in industry. Before joining DNV KEMA he worked for more than ten years as head of technology of a leading system supplier and operator on the Waste-to-Energy market. Energy efficiency has been and continues to be a central theme throughout his work, covering both theoretical aspects as well as the practical implementation of solutions. He holds a Phd in Mechanical Engineering.

ECONOMIE D'ENERGIE

Economie d'Énergie assists all players in the energy sector to develop strategies for energy savings to meet the new expectations of customers, partners and employees. It combines creativity and expertise to develop an original work based on the principle of co-creation. It identifies and facilitates synergies between virtuous customers, partners and employees of the company.



Ms Myriam Maestroni
Chief Executive Officer

Graduated from Sup de Co Bordeaux Myriam Maestroni then specialized in finance with a Post Graduate (University of Barcelona) and an MBA from ESADE (Spain). She spent all her career in the energy sector including the oil industry (Agip, Dyneff), and then joined Primagaz/SHV Group as CEO to start up the Spanish subsidiary. She worked on different international missions for SHV Holdings in Utrecht (NL). By 2003, she became Sales & Marketing Manager of Primagaz in France and CEO in 2005.

EUROPEAN COMMISSION



Mr Paul Hodson
Head of the Energy Efficiency Unit

Paul Hodson is Head of the DG Energy's Energy Efficiency Unit having previously worked for the Commission on renewable energy; urban transport; and as a speechwriter. Before joining the Commission, he was Head of transport policy at Manchester City Council and transport policy manager at Reading Borough Council. He began his career in the Inner Cities Unit of the UK's National Council for Voluntary Organisations. He has a degree in history from Cambridge University and a Master in urban planning from Oxford Polytechnic.



Mr Carlo Corazza
Spokesperson of Commissioner Tajani

GENERAL ELECTRIC COMPANY

GE is an advanced technology, services and finance company taking on the world's toughest challenges. Dedicated to innovation in energy, health, transportation and infrastructure, GE operates in more than 100 countries and employs about 300,000 people worldwide.



Mr Fabian Declros

Director of European Government Relations and Policy

Fabian Delcros represents GE's interests before EU institutions and other stakeholders at the EU level. Fabian joined GE from the European Commission, where he led the EC's trade section delegation in Brazil. Prior to that, Fabian worked at the EC Mission to the WTO. From 1999 to 2006, he taught international trade law at the Institut d'Etudes Politiques (Sciences Po) in Paris. Fabian obtained his law degree from the University of Paris II, and an LLM degree from the Georgetown University Law Center.

HONEYWELL

Honeywell International is a Fortune 100 diversified technology and manufacturing leader, serving customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; automotive products; turbochargers; and specialty materials. Based in Morris Township, N.J., Honeywell's shares are traded on the New York, London, and Chicago Stock Exchanges.



Mr Richard W. Graber

Vice President Government Relations for Europe, Middle East and Africa

Richard W. Graber has been Honeywell's Vice-President Government Relations for Europe, Middle East and Africa since August 2010. Richard brings valuable experience to Honeywell, serving as the U.S. Ambassador to the Czech Republic from 2006 until 2009. Prior to his departure for Prague, Rick was a shareholder with Reinhart Boerner Van Deuren, one of Wisconsin's largest law firms. From 2004 until 2006, Richard served as President and Chief Executive Officer of the firm. He is a graduate of Duke University and Boston University Law School.

INGERSOLL RAND

Ingersoll Rand is a \$14 billion global diversified industrial company and a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Brands including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency.



Mr Michel van Roozendaal

Vice-President Services, Contracting and Aftermarket

With a career background in controls, exposure to product development, manufacturing and sales, Michel has been responsible for delivering integrated solutions, typically with a field installation and service organization. Prior to joining Ingersoll Rand, van Roozendaal worked at UTC Fire Safety Benelux where he was the managing director. Before this, he had a successful career with Honeywell as a general manager of the cooling and refrigeration business unit and subsequently at Johnson Controls, where he was promoted to vice president in Northern Europe.

INTESA SANPAOLO

Intesa Sanpaolo is a banking group resulting from the merger between Banca Intesa and Sanpaolo IMI based in Turin, Italy. It has clear leadership in the Italian market and a minor but growing international presence focused on Central-Eastern Europe, the Middle East and North Africa (77% of the bank's revenue (96.3% from Europe) and 86% of all loans to customers come from business in Italy).



Ms Alessandra Perrazzelli Head of International Affairs

Based in Brussels for the last 16 years, Ms Perrazzelli is the CEO of Intesa Sanpaolo Eurodesk, a company of the Group, dedicated to assisting corporate clients to access EU funding in the fields of research, SMEs, education and infrastructures. Within the Intesa Sanpaolo Group she is also responsible for the coordination of all antitrust matters at national and international level. Previously, Ms Perrazzelli was a partner in the Brussels-based firm O'Connor and Company, where she was responsible for the telecom, postal and public utilities practices. She is admitted to the Bar in Italy and New York, where Ms Perrazzelli began practising law, mainly in the fields of merger and acquisitions and banking.

JOHNSON CONTROLS

Johnson Controls is a global diversified technology and industrial leader in quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and interior systems for automobiles. The company serves customers in more than 150 countries. In 2011, Corporate Responsibility Magazine recognized Johnson Controls as the first company in its annual "100 Best Corporate Citizens" list.



Mr Richard van Bergen Vice President & General Manager, Energy Solutions – Europe & Africa

Richard van Bergen leads the Energy Solutions division in Europe & Africa, which develops and delivers programs; technologies and performance based retrofit projects for buildings. Richard began his career with Johnson Controls in 1998 and has held various general management roles since then. Prior to joining Johnson Controls he has worked in the Food & Beverage industry. Richard holds master degrees in Mechanical Engineering (Twente University, NL), Industrial Engineering (Eindhoven University, NL) and Supply Chain Management (Nijenrode University, NL).

KINGSPAN GROUP

Kingspan Group is a building materials company based in Ireland. The company has diversified into energy-conservation and operates the largest insulated panel factory in the world in Holywell, Wales. Its operating units are insulated panels and façades, structural, engineered timber systems, insulation, access floors, environmental and solar & renewables.



Mr Mark Harris Divisional Building Technology Director

Mark Harris has worked for Kingspan Group for over 16 years. His current role includes responsibility for sustainability in the Insulated Panel Division and for managing the journey to net-zero energy across the Group. Mark is an active member of a number of trade associations at both national and international level. He is Chairman of EPIC (Engineered Panels In Construction) and is a Management Board Member of PU Europe.

OPOWER

Opower, a leader in energy data analysis and insight, delivers energy savings to residential households using smart metering data and behavioral science. Opower works with over 75 utilities globally, including 8 of the 10 largest in the US, and with First Utility in the UK. In 2012, Opower will deliver its behavioral efficiency programme to over 15 million customers through mail, email, websites, smart phone applications, and text messages. Its programme consistently motivates customers to save an average of 1.5 – 3.5% on their energy bills, and has delivered over 1.4 TWh in verified energy savings over four years.



Ms Michela Beltracchi
Director, EMEA Regulatory Affairs

Michela recently joined Opower. Previously she has delved in European energy and climate change legislation for over ten years, and has a mix of public and private sector experience (Ofgem, the International Emissions Trading Association and Confindustria). Michela has an MSc in Applied Environmental Economics from Imperial College and SOAS, and an MA in European Studies from the College of Europe.

TULUM TRUST

Tulum Trust is a private equity firm that advises large family offices and, among other things, invests in waste heat recovery projects.



Mr George Polk
Managing Director

Prior to Tulum, George Polk worked for George Soros, where he ran a \$1 billion allocation of Soros' personal capital aimed at investments related to climate change. George has a wide-ranging philanthropic interest in climate change: he was founder and Chairman of the European Climate Foundation, a special advisor to Mckinsey on climate change, a special advisor to the Climateworks Foundation, and is Chairman of the Carbon War Room.

WHIRLPOOL CORPORATION

Founded in 1911, Whirlpool Corporation is the world's leading manufacturer and marketer of major home appliances, with annual sales of approximately \$19 billion in 2011, 68,000 employees, and 66 manufacturing and technology research centres around the world. The company markets Whirlpool, Maytag, KitchenAid, Jenn-Air, Amana, Brastemp, Consul, Bauknecht and other major brand names to consumers in nearly every country around the world.



Mr Jose Drummond
President of Whirplool EMEA and Executive vice-president

Jose Drummond joined Whirlpool in 1999 as Director, Procurement, Whirlpool Latin America, and held a number of managerial positions, including Vice-President, Sales, Whirlpool Latin America, and Vice-President, Supply Chain, Whirlpool Europe. Prior to joining Whirlpool, Drummond worked for Alcoa Aluminio and Accenture. A native of Rio de Janeiro, Brazil, Drummond holds a bachelor's degree in industrial and metallurgy from FEI, Industrial Engineering College (São Bernardo do Campo-SP, Brazil).

EU-ASE SECRETARIAT



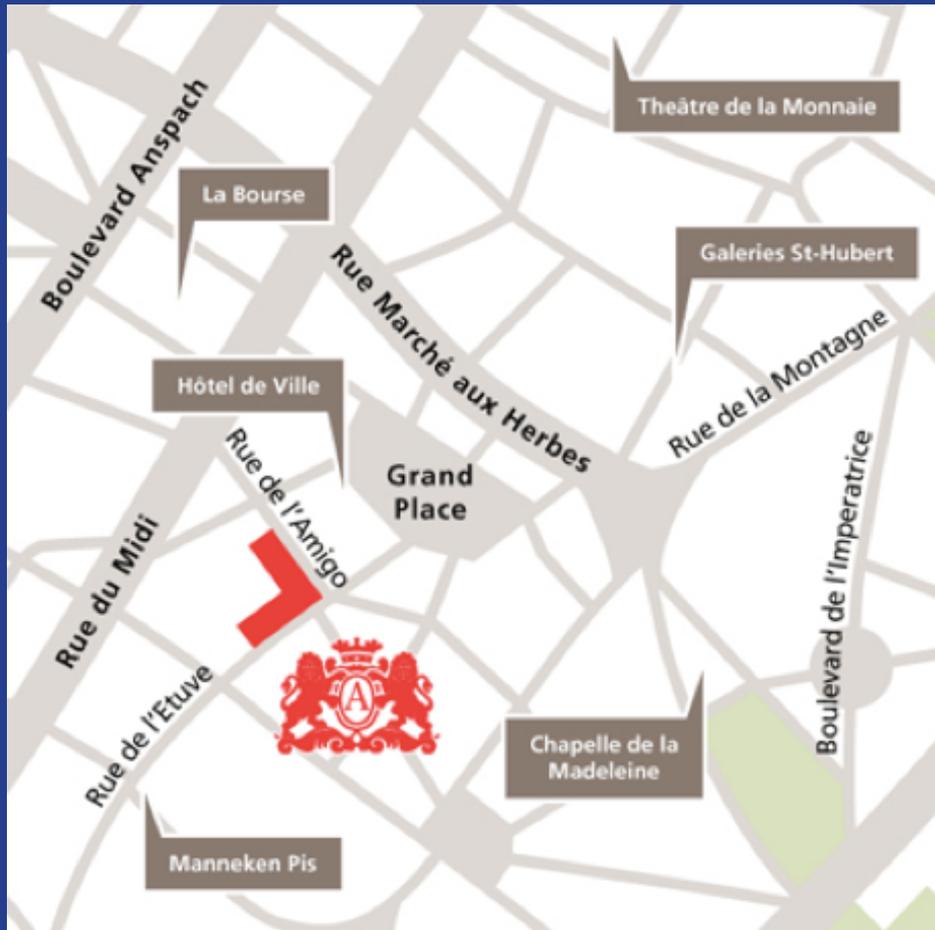
Luigi Petito



Masha Tarle



Michael Villa



HOW TO REACH THE DINNER VENUE

HOTEL AMIGO

There are a number of ways to reach Hotel Amigo either from Brussels airport or from one of Brussels' train stations.

From Brussels airport:

By Train:

there are 4 direct trains every hour to the Gare Central (central station) from the airport. The journey takes 15 minutes.

By Taxi:

the journey takes 30 minutes and the expected price is around 40€.

If you arrive at Midi Station you can either take a train directly to the Central Station (5 minutes) or a taxi, available at approximately 10€.

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