



E-TALIA

The future of wind and solar

4 - 5 June 2019

Four Seasons Hotel - Milan

ACCELERATING ITALY'S WIND & SOLAR MARKETS #32by2030

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In association with:



Italy: 50GW of Wind & Solar to be Built by 2030!

1. A CLEAR VISION FOR A RENEWABLES DRIVEN FUTURE

Both EU targets and Italy's 2030 Plan set clear and ambitious targets. 30+ GWs of Solar, almost 9 GW of wind over the next 11 years. That's more than 3.5GW per year!

2. A NEW SOLAR WAVE

The market parity tsunami is sweeping across Europe and Italy is next. The road is being paved with the **first PPA already signed** and many more in the pipeline!

3. RENEWABLE ENERGY AUCTIONS ON THE HORIZON

The new renewable energy decree is expected to be in place **within the first half of 2019**. Auctions will follow soon after and provide another attractive route into project development.

4. THE FIRST OFF-SHORE WIND PROJECT

The pioneering 30MW project located in the port of Taranto confirms the massive potential for developing off-shore wind in Italy

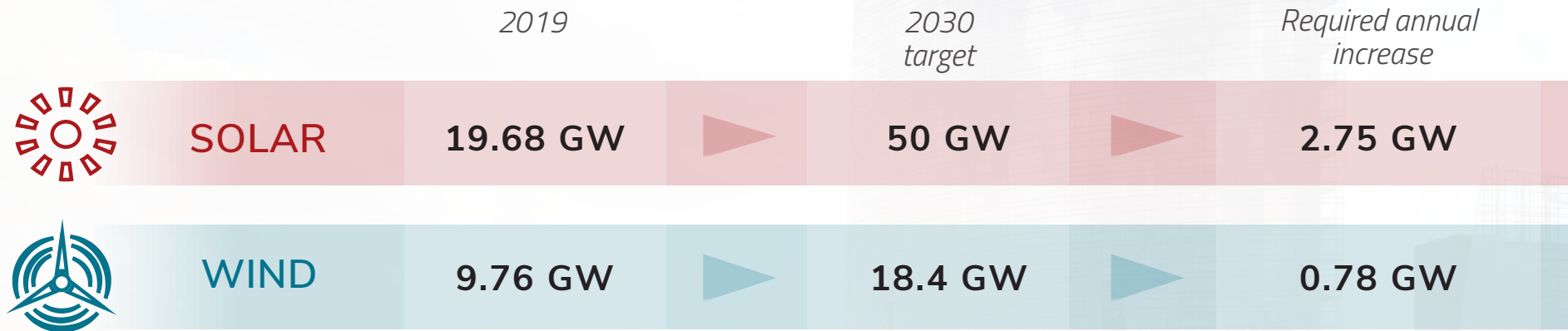
5. A DYNAMIC M&A MARKET

With the **top 5 players in the market owning only 3.8% of Italy's total installed capacity**, the race for consolidation is on and asset optimization has never been more of a priority.

Uniting traders, utilities, corporates, investors and banks with Italy's renewable energy value chain. E-Talia Summit is here to unlock the country's wind and solar potential and help reach **32% clean energy by 2030**

Already participating at E-Talia Summit





E-Talia Summit 2019 promises to create the leading international platform where only the most senior global industry representatives will meet to shape the future of Italy's Renewable Energy Sector and achieve 2030 targets.

4 KEY THEMES FOR 2019

1. A NEW SOLAR WAVE

Grid Parity & PPAs: engage with investors, developers and off-takers as they come together to look at case studies and solve the PPA puzzle

3. 2019 AUCTIONS

Join leading developers and utilities as they discuss how they prepare for 2019 auctions and the associated risks/opportunities

2. WIND PROJECT DEVELOPMENT

Gain insight and meet the protagonists behind pioneering wind project including Italy's first off-shore farm

4. ASSET MANAGEMENT AND O&M

Connect with Italy's key asset owners & M&A community to discuss challenges in optimisation and revamping of wind & solar assets

Join the Leaders in Italy's Clean Energy Markets

At **E-Talia Summit 2019**, companies with an interest in Italy's clean energy journey will join over 200 C-level attendees to contribute as thought leaders, showcase their technologies and share insights with pre-qualified developers, EPCs, investors and installers.

Get involved to...

Demonstrate Thought Leadership &
Technology Innovation

Create highly impactful and lasting
Brand Presence

Conduct over 75 meetings with both **existing and potential customers**

Raise your company profile at E-Talia Summit and show your leadership. To find out about our Networking Arena, please contact

Maria Onofrio

Business Development Manager

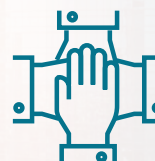
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200 C-Level attendees



Position your company
as a key player in
renewable energy

Get Inspired by E-Talia Powerful Agenda of 60+ Thought Leaders

DAY 1 - Tuesday 4th June

DAY 2 - Wednesday 5th June

1-2-1 Networking opportunities & coffee

Italy on the Starting
Blocks: Towards 2030

Risks & Opportunities in
the Secondary Market

Optimising
Asset Management

Networking lunch

Italy's New
Solar

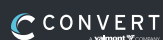
Italy's New
Wind

O&M Solar

O&M Wind

Exclusive Drinks
Reception

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/// I want to thank Nadim and the Green
Power team **for their fantastic work...**

Al Gore
Former US Vice President



E-TALIA SUMMIT
IN NUMBERS



60+
SPEAKERS



200+
ATTENDEES



20+
HOURS OF
CONTENT

60+ Thought Leaders: Project Developers, Financiers & Experts



Marco Wedemeier
Senior Director
Nord LB




Guido Paci
Head of Project Finance
Monte dei Paschi di Siena




Gianluca Boccanera
Managing Director Italy
NextEnergy Capital




Ed Pitt Ford
Senior Investment Manager
Octopus Investments




Giuseppe Tammaro
Chief Executive Officer
Global Solar Fund




Claudia Checchi
Partner
REF-E





Virginia Canazza
Chief Executive Officer
REF-E





Paolo Sammartino
Chief Operating Officer
Renexia SpA




Konstantino Tsolakoglou
Head Of Engineering
RTR CAPITAL

Miguel Morales
Global Head of Power
Project Financer Santander




Unsal AI Head of Power Business
Development Shell Energy
Europe Limited




Luca Concone
Chief Executive Officer
Solar Investment Group





Michele Appendino
Chairman
Solar Ventures





Giovanni D'Andria
Vice President
Black Rock





Lamberto Camacho
VP Development
Sonnedix



Gionata Picchio
Vicedirettore
Staffetta Quotidiana




Gianluca Biscotti
Executive Chairman
Studio BFP

Roberto Magnanelli Head of
Renewables Energies
Development Engie

Gianfranco Memoli
Country Manager - Italy
X-Elío




Alessandro Migliorini
Country Manager Italy
European Energy A/S





Egidio Labanca
Chief Executive Officer
Arpinge SpA



60+ Thought Leaders: Project Developers, Financiers & Experts




Fabio Buonsanti
Chief Operating Officer
Aega ASA


Alessandro Marangoni
CEO
Althesys




Francesco Marghella
Senior Analyst
Althesys

Simone Togni
Presidente
ANEV




Stefano Salerno
Head of Asset Management
Armstrong Energy




Simone Rodolfi
Head of Origination & Business Development
AXPO





Mattia Giussani
Power Origination
DXT Commodities





Stefano Cavriani
Founding and Managing Partner
Ego Trade





Tommaso Barbetti
Founding Partner
Elemens





Marco Bertazzi
Head of Operations
Southern Europe **Encavis**


Ulrika Wising
Head of Solar & Battery Storage
Macquarie





Federico Campione
Operations & Commercial Manager
Eni

Michele Governatori
Presidente
European Energy Retailers




Carmelo Scalone Head of Business Development and M&A
Falck Renewables




Roberto Micoli
Group Head of Finance
Falck Renewables




Federico Giannandrea
Partner, Head of Southern Europe
Foresight Group




Diomidis Dorkofikis
Director
Foresight Group




Romina Maurizi
Direttore
QE - **Quotidiano Energia**




Paolo Grossi
Amministratore Delegato
Innogy




Massimo Ricci
Direttore Divisione Energia
ARERA





Conor McGuigan Director of Business Development for Europe
Lightsource BP




60+ Thought Leaders: Project Developers, Financiers & Experts

 **Amisha Patel** Head of Power,
Nuclear & Renewables and
Public Affairs **EIC**



 **Enrico Oddone** Business
Development - Head of
Planning & Evaluation **ERG**



 **Luca Bragoli**
Head of International and
Institutional Affairs **ERG**





 **Gianni Chianetta**
Co-Chairman
Global Solar Council



 **Susanne von Aichberger**
Senior Analyst Solar Power
IHS Markit



 **Adele Ara**
Director of Asset Management
Lightsource BP



 **Cristiano Spillati**
Managing Director
LIMES



 **Mauro Moroni**
Chief Executive Officer
Moroni & Partners



 **David Delaire**
Managing Director
MPC Capital



 **Leonardo Berlen**
Web Managing Editor
QualEnergia





 **Mariyana Yaneva**
Product Manager
Renewables Now



 **Laura Serri** Head of Research
Group **RSE - Ricerca
Sistema Energetico**



 **Davide Bartesaghi**
Direttore Responsabile
Solare B2B





 **Paolo Sereni**
Vice President
SUSI Partners AG



 **Enrico Ambrosini**
Head of European Power
Origination **TrailStone**



 **Massimo Pecorari**
Group Head - Project
Finance **Unicredit**



 **Lorenzo Longo** Managing Director,
Business & Project Development,
Renewable Energy **Wpd Italia**



 **Fausto Pappalardo**
Vice President Italy Technology
NextEnergy Capital



 **Giacomo Occhilupo**
Amministratore Delegato
Gruppo MondoPower



If you are interested in speaking at E-Talia Summit
please contact
Nadim Chaudhry Event Director
nadim.chaudhry@greenpowerglobal.com +44 (0) 203 7099 0600

E-Talia Summit Agenda

Day One – Tuesday 4th June

08.30 - Networking: Coffee & Registration

09.00 - Chair's Address

ITALY ON THE STARTING BLOCKS: TOWARDS 2030

09.10 - EU Renewable Targets Round Table: Strategic and Regulatory Challenges

- What steps have been taken so far to put Italy on track to reach European targets of 32%
- How can Italy be successful in attracting large amounts of international investment?
- What will be the role of renewable energy auctions in driving development?
- How will Wind and Solar combine to achieve the required growth in renewables?
- Are wind and solar markets expected to drive themselves independently from state intervention in the long term?
- How will the national energy network need to adapt to welcome the new renewable capacity?
- Analysing the distribution and transmission requirements
- How can the development of large scale projects and distributed energy systems be coordinated?
- How will dispatch systems need to be adapted and regulated?

Moderator: **Leonardo Berlen** Web Managing Editor **QualEnergia**
Massimo Ricci Direttore Divisione Energia **ARERA**
Gianni Chianetta Co-Chairman **Global Solar Council**
Egidio Labanca CEO **Arpinge Energy Efficiency & Renewables**
Luca Bragoli Head of International & Institutional Affairs **ERG** ----

10.10 - Discussing the Current Challenges in Financing Italy's New Wave of Renewables

- What is the appetite of Italian and international financiers and investors to finance solar and wind projects in Italy?
- Which are the key requirements of a PPA for the projects to be bankable?
- Which are the key risk factors that require mitigation to make grid parity projects bankable?
- What comparisons can be drawn with recent experiences in the Nordics and Spain?
- What are the biggest challenges and opportunities in financing large scale auction driven projects?
- Which financing structures and partnership will be most successful in financing auction winners?

Moderator: **Tommaso Barbetti** Founding Partner **Elemens**
Miguel Morales Global Head of Power Project Finance **Santander**
Guido Paci Head of Project Finance **Monte dei Paschi di Siena**
Roberto Micoli Group Head of Finance **Falck Renewables**
Marco Wedemeier Senior Director **Nord LB**
Massimo Pecorari Group Head - Project Finance **Unicredit** -----

11.00 - "Speed Networking"

Your chance to rapidly make new connections in a quick-fire networking session. Exchange business cards, chat for 2 minutes, move and go again.
Now you have the rest of the conference to follow up with your new contacts!

11.50 - Analysing Italy's Energy Landscape: Market and Price Prediction

- Analysing the structure and diversity of Italy's current energy matrix
- How will global energy trends influence the Italian market?
- With energy pricing being key to the economics of project development, what are the current long term price predictions?
- What are the current European trend within project development and what are the predictions for Italy?
- Analysing the tech trends leading the transition to renewables

Francesco Marghella Senior Analyst **Althesys**
Amisha Patel Head of Power - Nuclear & Renewables and Public Affairs **EIC (Energy Industries Council)** -----

E-Talia Summit Agenda

Day One – Tuesday 4th June

12.30 - Regulating and Deregulating: How to Streamline Renewables Project Development

- Whilst new national decrees look to streamline and incentivise market development, regional permitting processes are stifling renewables. How can the industry move beyond this dichotomy?
- With more than 4GWs of project required annually to reach 2030 targets, what strategies can be implemented to streamline the regional authorization process?
- Analysing case studies of authorization processes and key learning points

Moderator: Romina Maurizi *Direttore* **Quotidiano Energia**
Simone Togni *Presidente* **ANEV**
Mauro Moroni *CEO* **Moroni & Partners**
Giuseppe Tammaro *CEO* **Global Solar Fund**
Cristiano Spillati *Managing Director* **Limes Renewable Energy** --

13.10 - Networking: Extended Lunch

ITALY'S NEW SOLAR

14.30 - A Cross Industry Discussion: Italy's Solar Utility Scale Market 10 years into the future

- Who will be the main players driving growth in grid parity and utility scale solar?
- What is the minimum energy price required to develop the industry sustainably?
- Is there a shortage of locations to sustain development?
- What needs to change from a regulation standpoint over the next 10 years for Grid Parity to flourish?
- What infrastructure developments need to occur to allow the connection of 40GW of solar?

Moderator: Davide Bartesaghi *Direttore Responsabile* **Solare B2B**
Luca Concone *Chief Executive Officer* **Solar Investment Group**
Carmelo Scalone *Head of Business Development and M&A* **Falck Renewables**
Michele Appendino *Chairman* **Solar Ventures**
Conor McGuigan *Director of Business Development for Europe* **Lightsource BP**
Giovanni D'Andria *Vice President* **Black Rock**

15.10 - Project Development Case Studies: New Solar Success Stories

- Case study analysis
- What were the key factor that determined the success of these project?
- How were the projects financed?
- Was the project backed by a PPA?
- What's the current state of PV technology and what are the best options optimise the performance of recent projects?
- What are the crucial lessons learnt going forward with new projects?

Moderator: Stefano Salerno *Head of Asset Management* **Armstrong Energy**
Ed Pitt Ford *Senior Investment Manager* **Octopus Investments**
Simone Rodolfi *Head of Origination & Business Development* **AXPO**
Alessandro Migliorini *Country Manager Italy* **European Energy**
Federico Campione *Operations & Commercial Manager* **Eni**

WIND: 2019 AUCTIONS

14.30 - Italian Wind Sector: The Big Picture

- How does Wind fit into Italy's national energy strategy?
- What is the current potential for the development of further wind capacity on the peninsula?
- Which regions hold the largest potential and how have they been exploited so far?
- Considering the bottlenecks and long regional authorization periods, will developers be able to deliver the capacity set out by the national auctions
- Will this be largely down to utility scale projects or can small projects also play a role?
- How much of the added capacity will be greenfield vs repowering?

Moderator: Mariyana Yaneva *Product Manager* **Renewables Now**
Paolo Grossi *Amministratore Delegato* **Innogy**
Laura Serrim *Head of Research Group* **RSE - Ricerca Sistema Energetico**
Lorenzo Longo *Managing Director, Business & Project Development Renewable Energy* **Wpd Italia**
Roberto Magnanelli *Head of Renewable Energies Development* **ENGIE**

15.10 - Opportunities for Wind Project Development: 2019 Auctions and Market

- What could be key challenges in developing projects under auction system?
- Exploring best practice learned from developing projects in Italy so far?
- Overall will the auction system be successful in attracting investment and what opportunities will it create?
- Are there opportunities for developing projects under market parity?
- If solar market parity is being achieved, what are the main challenges that are holding back the wind market?
- Could market parity provide a better return long term compared to projects under state auctions?

Virginia Canazza *Chief Executive Officer* **REF-E**
Enrico Oddone *Business Development - Head of Planning & Evaluation* **ERG**

E-Talia Summit Agenda

Day One – Tuesday 4th June

15.50 - Networking: Afternoon Refreshments & Coffee

SOLAR GRID PARITY

16.20 - Solving The PPA Puzzle: A Trader's Perspective

- What are the priorities of a trader when entering into negotiations of PPA contract?
- Where can traders be more flexible?
- Which hedging strategies can they use to make PPAs bankable?
- Which elements need to be in place to conduct a successful PPA negotiation
- Can traders account for large amounts of growth in Italian solar?

Moderator: Gionata Picchio *Vicedirettore* **Staffetta Quotidiana**
Unsal Al *Head of Power Business Development* **Shell Energy Europe Limited**
Enrico Ambrosini *Head of European Power Origination* **Trailstone**
Mattia Giussani *Power Origination* **DXT Commodities**
Stefano Cavriani *Founding and Managing Partner* **Ego Trade**

17.00 - Comparative Approaches to PPAs: Learning from the Neighbours

- Analysing case studies of successful PPA in the Nordics & Spain?
- What are the circumstantial differences with Italy's current landscape?
- Which factors show the most disparity compared to Italy: energy prices, regulation, investment appetite, regional administrations or other?
- What lessons can be learned?

Michele Governatori *Presidente* **European Energy Retailers**
Gianfranco Memoli *Country Manager - Italy* **X-Elio**
Ulrika Wising *Head of Solar and Battery Storage* **Macquarie**
Federico Giannandrea *Partner, Head of Southern Europe* **Foresight Group**
Lamberto Camacho *Vice President of Development* **Sonnedit**

WIND: 2019 AUCTIONS

16.20 - Preparing for Auctions: A Discussion around Best Practice

- Given the auction mechanism outlined in the decree, can developers draw on best practice deployed in auctions within other regions?
- Are there elements of the regulation that are specific to Italy and will require special preparation?
- Analysing key challenges in adhering to auction timelines
- Discovering best practice in preparing auction proposals

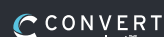
17.00 - Exploring the Potential of Italian Offshore Wind

- What are the predictions for the offshore market in Italy?
- Exploring a case study of the first Italian offshore project
- What are currently the largest challenges facing this market
- Exploring best practice in project development and construction
- Which are key lessons to be learned from offshore development worldwide?

Paolo Sammartino *Chief Operating Officer* **Renexia SpA**
Laura Serrim *Head of Research Group* **RSE - Ricerca Sistema Energetico**



18.10 - Networking: Extended Drinks Reception - Sponsored by



E-Talia Summit Agenda

Day Two – Wednesday 5th June

08.30 - Networking: Coffee and Day Two Welcome

09.00 - Chair's Address

RISKS & OPPORTUNITIES IN ITALY'S M&A MARKETS

09.10 - Creating Economies of Scale: Identifying Opportunities in the Secondary Market

- With the top five players owning only 3,8% of Italy's total installed capacity, what kind of consolidation can we expect in years to come?
- What are the key challenges in consolidating varied assets?
- Which type of assets offer the most value within aggregation strategies?
- When is an asset beyond recovery in terms of its performance?

Moderator: Susanne von Aichberger Senior Analyst Solar Power
IHS Markit
Diomidis Dorkofikis Director **Foresight Group**
Gianluca Boccanera Managing Director Italy **NextEnergy capital**
Alessandro Marangoni CEO **Althesys**

10.00 - Reducing Secondary Market Acquisition Risks

- Which are the elements of due diligence that carry the highest risk within the Italian market?
- Should investors look to Integrate O&M guidance during the acquisition due diligence period?
- Which technical analysis should be carried out during due diligence and what is the potential for cost saving?

Gianluca Biscotti Executive Chairman **Studio BFP**
Fausto Pappalardo Vice President Italy Technology **NextEnergy Capital**



OPTIMISING ASSET MANAGEMENT

10.40 - What are the Current Challenges and Appetite to Integrating Storage Solutions?

- Is the investment required still too high to justify the addition of storage to operational projects?
- Which storage solution is the currently the most viable?
- What kind of regulation could be introduced to accelerate storage integration into projects?
- Analysing best practice and case studies of pioneering projects

Virginia Canazza Chief Executive Officer **REF-E**
Paolo Sereni Vice President **Susi Partners**



11.20 - Networking: Afternoon Refreshments & Coffee

E-Talia Summit Agenda

Day Two – Wednesday 5th June

11.50 - Best Practice in Managing Large Portfolios of Assets

- What are the key challenges in managing large fleets of small assets?
- What are the impacts on operational structure of having assets in diverse territories?
- Embracing Tech Centralization and Best Practice in Asset Management
- Exploring key factors in maintaining healthy owner contractor relationships
- Analysing the necessity for efficient processes when stepping into a post-warranty ISP-led world

Marco Bertazzi Head of Operations Southern Europe **Encavis**
Fabio Buonsanti Chief Operating Officer **Aega ASA**
Adele Ara Director of Asset Management **Lightsource BP**
Mauro Folcarelli Chief Operating Officer **Global Solar Fund** ----

12.30 - Navigating the Tech Landscape: Discovering the Best Tools to Optimise & Streamline

- How have systems and software developed to support efficient asset management and cross portfolio optimization?
- Is there a need for solutions to become more flexible and tailored to the needs of asset managers?
- Which newest solutions are worth the investments and provide tangible results?
- Exploring the latest advances in big data processing and advances analytics

Paolo Sereni Vice President **Susi Partners** -----



11.20 - Networking: Extended Lunch

O&M SOLAR

15.00 - Implementing new Cross-Portfolio Systems to Optimize and Streamline O&M Activities

Federico Campione Operations & Commercial Manager **Eni**

O&M WIND

15.00 - Case Study in Optimizing and Adding the value to Wind Assets?

David Delaire Managing Director **MPC Capital**

E-Talia Summit Agenda

Day Two – Wednesday 5th June

O&M SOLAR

15.10 - Exploring Efficient & Innovative Strategies for Solar O&M

- Exploring the largest challenges in revamping and repowering Italian solar assets
- Analysis and metrics to identify the best timing to implement revamping and repowering operations
- What's the current state of PV technology: bifacials, mono, module prices
- Fixed mounting vs trackers
- Analysing the developments in inverter technology that can provide greatest stability and efficiency
- Which new technologies can we expect to see on the market in the next decade?

Mauro Moroni CEO **Moroni & Partners**

Giacomo Occhilupo Amministratore Delegato **Gruppo MondoPower**

16.20 - How can Asset Optimization be Integrated from the Development & Construction Stage?

- Are plant designs taking enough care in integrating O&M considerations?
- How to correctly integrate local environment operational factors in to plant conception and development
- What are the key challenges in developing and building a plant that will operate according to the stated output?
- Best practices in defining KPIs for assets

Konstantino Tsolakoglou Head Of Engineering **RTR Capital**

David Delaire Managing Director **MPC Capital**

O&M WIND

15.10 - Exploring Efficient & Innovative Strategies for Revamping & Repowering

- What are the biggest challenges to repowering Italian Wind Fleets?
- What are the economics for repowering projects in Italy
- How does current regulation impact the efficiency of repowering strategies?
- Analysing when is the ideal time to revamp and repower
- Which turbine Technologies are most adapt and most easily deployed to Italy's on-shore landscapes?

16.20 - How can Asset Optimization be Integrated from the Development Stage?

- Are plant designs taking enough care in integrating O&M considerations?
- How to correctly integrate local environment operational factors in to plant conception and development
- What are the key challenges in developing and building a plant that will operate according to the stated output?
- Best practices in defining KPIs for assets

Andrea Gaspari Head of Wind & Solar Operations **ERG SpA**

17.00 - Chair's Address & Conference Close

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WHY ATTEND?

- **Network and create business** with decision makers across Italy's renewable energy value chain.
- **Get access to E-Talia's networking event app** and set up meetings before, during and after the event!
- Learn about the **current challenges and opportunities** facing the Italian renewables sector on the route to 2030 targets.
- Keep up to speed with **Italy's dynamic secondary market** and the latest strategies and technologies to optimize assets

// ...The conference not only pulls together a very impressive group of panellists, but allows the opportunity to **interact directly with the decision makers active in each market**

Business Development Manager
Trina solar

Meet the E-Talia Summit team

For all **Sponsorship and Exhibition** enquiries
please contact:

Maria Onofrio

Business Development Manager
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Interested in **attending as a delegate?**
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For any enquires about the programme, or **speaker opportunities**
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For any enquires about the venue or **where to stay in Milan**
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green power
events | community | insight

Green Power Global was founded in London in 2003 to accelerate the fight against climate change by creating events that connect senior level decision makers in the renewable energy space.

We have successfully run over 250+ events in 38 different countries and created dynamic energy network with new technologies and key stakeholder at every node.

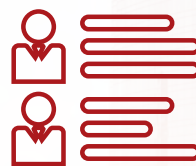
We create a conference tailor-made to the market and bring together the industry like no one else.

We are proud to be making our contribution to tomorrow's decarbonised power markets

Our Proven Track Record Includes:

- **MIREC**, Mexico's Leading Renewable Energy Congress: 2000 Attendees in 2018
- **AIREC**, Argentina's Leading Renewable Energy Congress: 1200 Attendees in 2018
- **World Bio Markets**, The Leading Bio Forum, 500 Attendees in 2017

OUR UNIQUE GLOBAL REACH



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300,000
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2,600
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MEMBERS

// The conferences are an excellent place to meet colleagues and clients, hear about new market trends and upcoming challenges and opportunities"

Executive Board Member
First Climate