
WORKSHOP

***How Utilities can Incorporate Photovoltaics
in their Business Deals***



Vienna, Austria

December 12, 2017



This workshop offers a forum for exchange of experience on how photovoltaics and related energy services can be incorporated in order to offer new business opportunities for utilities. Examples from different countries and regions will be presented and discussed. Experts from various European utilities will come together to exchange ideas and discuss new ways to develop renewable energy services based on PV technology.



You are invited:

**December 12, 2017, 10:00 am to 4:30 pm, Vienna, Austria
at the premises of Wien Energie, Spittelauer Lände 45**

- Welcome: Lorena Skiljan, Head of Department of Market Management, Wien Energie
- Opening: Gaetan Masson, IEA PVPS Task 1 Operating Agent – *PV Business Models in the Global Context*
- Introductory keynotes about existing PV business models will be given by:
 - Christian Reichel, Wienenergie, Austria
 - Johan Lindahl, Spokesperson, Svensk Solenergi
 - Pius Hüsler, Swissolar, Switzerland
 - François Sotiau, Engie, Belgium
 - Kai Siemer, Vattenfall, Germany
- Promising business models as well as framework conditions for their success will be discussed interactively in the course of this day.

We are looking forward to a lively and fruitful discussion with you in Vienna!



Hubert Fechner, IEA PVPS Vice Chair

Please **register NLT December 7, 2017** by **e-mail reply** to Mary Brunisholz, IEA PVPS Executive Secretary: mary.brunisholz@netenergy.ch