



EDUCATIONAL
SEMINAR

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Managing Energy Markets in a Complex World

in association with **STRATEGY TECHNICS**



SPEAKERS' BIODATA

Dr. Costas Balaras, Research Director, Group Energy Conservation (GREC), Institute for Environmental Research & Sustainable Development (IERSD), National Observatory of Athens (NOA)



Dr. Costas Balaras is Mechanical Engineer with a PhD (1988), MSc (1985) in thermal sciences from Georgia Institute of Technology, and BSc (1984) in energy from Michigan Technological University. Leader of Group Energy Conservation at IERSD-NOA since 1995. Research interests in the areas of energy conservation and high performance buildings, energy audits and refurbishment, solar thermal and cooling applications, analysis and numerical modeling of thermal energy systems, indoor environmental quality, HVAC systems. Instrumental in the development of the technical guidelines and the national regulation on the energy performance of buildings (KENAK) for EPBD transposition in Greece. Editorial Board member in Energy & Buildings and Sustainable Cities & Society. ASHRAE Vice President (2011-2013) & Director At Large (2007-2010), Technical Chamber of Greece (Chartered Mechanical Engineer), EUR ING, Fellow ASME, Fellow ASHRAE.

Ms. Gina Cohen, Lecturer and Consultant on Natural Gas Industry



Ms. Gina Cohen has been working as a consultant in the Eastern Med's natural gas economy from the outset of the natural gas exploration activities over 15 years ago. During this time she has worked with major oil and gas companies such as BG, Woodside, Edison and Total, and is involved in some of the largest gas projects in the area. Her expertise is in the legal, commercial and geopolitical aspects of natural gas. Gina also lectures on these subjects at the Technion's M. Sc. Program for Petroleum Engineers, and talks at international gas conferences around the world.

Ms. Sofia Kalogeraki, Energy Policy Officer, HELPE



Ms. Sofia Kalogeraki is currently an energy policy officer at the Hellenic Petroleum Group of Companies, following regulatory developments on EU and national climate, energy and transport policies. She sits at the Energy and Climate Group of the European Petroleum Refiners Association, FuelsEurope, as well as the IENE Petroleum Refining, Storage and Trading Scientific Committee. She has a ten-year experience in EU public affairs, advocacy and communication planning in both Brussels and Athens, helping energy companies to prepare and adapt to new regulatory requirements and produce favorable legislative results. She speaks English, French and some German.

Mr. Nikos Kokkalakis, Strategy Technics's Principal



Mr. Nikos K. Kokkalakis is the Principal of STRATEGY TECHNICS a strategy and organization consultancy based in Athens, Greece. He has extensive working experience as a financial, commercial and general manager in the private sector, including in the companies Friesland, Diageo, Shelman and Grundfos. He has developed and commercialized Pandemonium Management™, a novel approach to assessing and improving the effectiveness of any team. He holds a doctorate in managerial decision making and a couple of engineering degrees from the National Technical University of Athens, and an MBA from the University of Washington in Seattle, USA. He teaches Decision Support Systems in the Athens MBA program.

Dr. Panagiotis Papastamatiou, General Manager, ELETAEN



Dr. Panagiotis G. Papastamatiou is an electrical engineer (National Technical University of Athens) with a doctorate in energy policy and planning and postgraduate studies in management. He has research and work experience in renewable energy sources and energy conservation. He has participated in a large number of studies and projects. He speaks English. He is

a member of the Board of Directors of the Greek Scientific Union for Wind Energy and of the Scientific Committee of the Hellenic Union of electrical engineers.

Mr. Stelios Psomas, Advisor of Hellenic Association of Photovoltaic Companies (HELAPCO)



Mr. Stelios Psomas is an acknowledged senior expert on green energy and sustainable investments. He has an experience of over 25 years in opening new green markets, facilitating green project development and financing, protecting climate and the environment, and promoting energy efficiency and renewable energy.

He has experience in project authorization and development, as well as in technical, financial, environmental and social assessment of investments. As a senior advisor of the Green Banking Division of Piraeus Bank in Greece for thirteen years, he has assessed hundreds of green investments including over 600 MW of photovoltaic (PV) power plants.

He has played a pivotal role in drafting renewable energy legislation in Greece (serving as the Policy Advisor of the Hellenic Association of Photovoltaic Companies) and helped in bringing Greece to the second ranking worldwide (2013-2014) with regard to the share of PV in overall electricity demand.

Ms. Alexandra Psyrris, Head of Market Making Unit Public Power Corporation S.A.



Ms. Alexandra Psyrris is a senior energy economist, currently Head of Market Making Unit of PPC S.A., the Greek Electricity Utility and has been in the Energy Management Business since 2002. Until 2020 she was Head of Forward Trading Unit of PPC, responsible for financial and physical energy trading including also neighboring Markets, conducting thus electricity trading in the whole SEE region. Until autumn 2018, she was responsible for all Front Office operations, including the bidding of PPC's fleet of Units in the Greek Day Ahead Market, cross-border and CO₂ trading. In parallel, she is also the CEO of PPC BG, an electricity trading company, subsidiary of PPC in Sofia.

Dr. Vassilis Rallis, Independent Energy Advisor



Dr. Vassilis Rallis is an Energy and Business Development expert, focusing on Energy Efficiency, Renewables and Fintech. Previously he was an Economist at Greek Regulatory Authority of Energy (RAE) responsible for issues concerning financing and liquidity of the market, creation and implementation of the Energy Exchange & Clearing, Supervision. He has also managed various large scale projects with multiple stakeholders on the Electricity and Natural Gas Markets and participated in the Target Model Task Group. In the past he has worked in Greek and foreign multinational companies in Greece and Great Britain. He holds an MBA (Alliance Manchester Business School), an Economics Degree (Athens University of Economics and Business -former ASOEE) and the Global Energy Certificate (Harvard Business School).

Mr. Costis Stambolis, Chairman & Executive Director, IENE, Greece



Mr. Costis Stambolis who is the Executive Director of IENE, has a background in Physics and Architecture having studied at the University of London, the North East London Polytechnic (NELP) and the Architectural Association in London from where he holds a Graduate Diploma in Architecture and Energy Studies (AA Dip. Grad). He also holds a professional practice license from the Technical Chamber of Greece (TEE), and a Masters Degree from the Said Business School, University of Oxford, where he studied "Strategy and Innovation".

Costis has carried out numerous studies and projects on Renewable Energy Sources in developing countries. He has consulted widely on solar building applications for both private and institutional clients in various European countries. He has worked as a consultant and strategy advisor on natural gas, oil markets and energy security issues for large multinational companies, international organizations and governments.

Costis has lectured widely on energy issues and has organised several national, regional and international conferences, seminars and workshops. He has published several books, conference proceedings, research papers and studies on energy policy, solar energy, RES and energy markets. "The Greek Energy Directory" (1984, 2016, 2020), "The Greek Energy Market" (2001) and the "S.E. Europe Energy Outlook (2011,2017)", all edited by Costis, are considered basic references on energy policy for Greece and SE Europe.

Since 2001 he supervises and edits daily Greece's foremost energy site www.energia.gr. He is a founding member of the Institute of Energy for South East Europe (IENE), which he currently chairs. He is a member of the Energy Institute (UK), the International Passive House Association (IPHA), The Technical Chamber of Greece (TEE). He also serves as a full member of the Greek government's standing committee on Energy and Climate Change (NECP).

Ms. Eirini Terzidou, IENE's Research Fellow



Ms. Terzidou Eirini joined IENE in 2021. She is a graduate from the department of Chemical Engineering of Aristotle University of Thessaloniki and holds an MSc degree in Environmental Technology from University of Manchester Institute of Science and Technology (UMIST) and a Master of Business Administration (MBA) from the European University of Cyprus.

Eirini has strong background related to the environment and energy sector. In 2013, she was hired by the Centre for Renewable Energy Sources (CRES) to be involved in the licensing process of renewable energy sources (RES) projects (issuing production/installation/operation license) for the Department of Renewable energy sources in the Ministry of Environment, Energy and Climate Change. She was also responsible for providing information to investors on the institutional, legislative, fiscal and financing framework necessary for the licensing procedures for investments in RES.

In addition, she has worked in the area of management systems, especially in designing and implementing quality and environmental management systems (ISO 9001/ISO 14001) in different kind of companies.

Eirini has also conducted sector studies in the field of renewable energy sources, waste management and recycling.

Mr. Costas Theofylaktos, Mechanical Engineer, IENE Research Fellow and Chairman of IENE's Energy Efficiency Committee



Mr. Costas Theofylaktos is a USA trained Mechanical Engineer with an MSc from the University of Evansville, Indiana, and has 25 years experience in the energy sector. Constantinos's special interests includes cogeneration and RES and was for many years chairman of Greece's Cogeneration Association and also member of the executive council of COGEN Europe. He served as chairman and CEO of the Athens based Centre of Renewable

Energy Sources (CRES).