

Expression of Interest

Canadian Energy Mission to Milan, Italy

November 30th- December 3rd, 2021

Enlit Europe Conference & Trade Show

Activity:

The Smart Grid Innovation Network Canada Inc. (SGIN) is seeking interest from Canadian companies and organizations to participate in a business mission to one of Europe's leading events for energy innovation and business. The mission will be centered around **ENLIT Europe Conference & Trade Show** which will be held in **Milan, Italy from November 30th- December 3rd, 2021**.

This is a unique opportunity for a select group of companies to showcase their capabilities and solutions to an international audience made up of key decision-makers and professionals within Canadian National Pavilion. In conjunction with the Enlit Europe Conference and Trade Show, participants will also be able to take part in one site visit with the potential of an additional site visit to either Norway or Switzerland. The additional site visit is dependent on availability, travel restrictions and interest from the SGIN group attendees.

What is ENLIT?

Enlit is the new unifying brand for Clarion Energy's series of Utility Week & POWERGEN brands. Under one umbrella, the international event brings together all sub-sectors of the global energy transition hosting representatives from utilities, network operators, vendors, consultants, start-ups, and system integrators covering the entire smart energy value chain.

Sectors and Clients Targeted:

Companies providing technologies and solutions for the energy systems of the future, driven by decarbonisation and energy efficiency: smart energy; smart transport; smart city; smart communities; AI; IoT; Internet of Energy; Big Data; teleservice; monitoring; automation; production and transportation of power; energy performance solutions; energy storage; batteries; decentralized generation assets, renewable energy.

Goals:

The mission aims to showcase the expertise and capabilities of Canadian companies and organizations to increase and accelerate the development of international business opportunities. The mission offers a unique opportunity to meet top-level European energy professionals, form new relationships to conduct business, and to drive new projects forward.

The 2021, the Enlit Europe Conference & Trade Show Program includes the following mission features:

- In-market country and trade mission briefings.
- Full-day energy conferences in Milan, Italy
- The opportunity for Canadian companies to showcase their technology to an international audience made up of key decision-makers and professionals.
- 130 sqm flagship stand that will host up to 25 companies and partners.
- Access to exhibition floor and space for meetings.
- In-market Trade Commissioners in Europe that will provide you with direct assistance, promote company material and connect your company to qualified industry players.
- Organization of pre-event webinars, sales-pitch and B2B session with major European buyers.
- One-day site visit to a power lab in Milan.
- Social media campaign prior to and during the event.
- Business networking events.
- Access to other Canadian exhibitors.

Mission Schedule:

Date	Activity	Location
Sunday, Nov. 28th, 2021	DEPART FOR MILAN, ITALY Arrival of companies, start of mission and mission briefing session. (optional)	Canada - Italy
Monday, Nov. 29th	WELCOME AM: inspection of booth at Fiera Milano Rho fairgrounds to verify booth (optional). Arrival of remaining delegation. PM: Bonus seminar (outside of trade show) with sales pitch by Canadian companies to Italian market and trade commissioners outside of Italy.	Milan, Italy
Tuesday, Nov. 30th – Thursday Dec. 2nd, 2021	ENLIT EUROPE CONFERENCE & TRADE SHOW Trade show and on-going B2Bs.	Milan, Italy
Friday, Dec. 3rd 2021	MILAN SITE VISIT AM: Site visit at power lab in Milan. PM: End of mission and departure of delegation	Milan, Italy
Saturday Dec. 4th, 2021	DEPART FOR HOME	Italy - Canada

Please note: Schedules listed above are tentative and subjective to change based on COVID-19 protocol. Individual schedules may vary based on individual travel and event participation. SGIN is seeking collaboration centre site visits in an additional site to either Norway or Switzerland, however this will depend on availability, travel restrictions and interest from group attendees.

Fees:

	Package Options	Member Price*	Non-Member Price	Available
1	Enlit Booth Package	\$2000	\$2500	4
2	International Exhibition Floor & Summit Conference pass	\$800	\$1000	11
3	Enlit Booth Package + Summit Conference Pass	\$2800	\$3500	4

*Member fees for Energy Transition Champions & Energy Transition Leaders include 20% discount. HST/VAT not included.

1. Enlit Booth Package

- Please note there are only 4 booths reserved for SGIN.
- Includes custom **125sqm booth** located at Canada Pavilion (half a day per 3 days) at trade show from Nov. 30th – Dec. 2nd.
- Access to the **international exhibition floor** and **space for meetings**.
- On-going **B2Bs** over the 3 days of the show organized in conjunction with a private consultant (for Italian market) and Trade Commissioners in other markets in Europe.
- **Site visit** at power lab in Milan.
- Pre trade show sales-pitch with major European buyers.
- SGIN Reception
- In market Travel

2. International Exhibition Floor & Summit Conference Pass:

- Access to the **international exhibition floor** and **space for meetings**.
- Access to the **Summit Conference** – a festival of energy knowledge and new thinking across three stages in contrasting formats.
- On-going **B2Bs** over the 3 days of the show organized in conjunction with a private consultant (for Italian market) and Trade Commissioners in other markets in Europe.
- **Site visit** at power lab in Milan.
- Pre trade show sales-pitch with major European buyers.

3. Enlit Booth Package & Summit Conference Pass:

- Package includes combination of 1. **Enlit Booth Package** & 2. **International Exhibition Floor & Summit Conference Pass**

Why should your organization attend Enlit Europe with SGIN?

- In-market SGIN networking reception during the Enlit Europe Trade Show & Conference.
- SGIN will coordinate group travel between SGIN events.
- Monthly Information Webinars with Q&A's leading up to the event.
- Additional Site Visit to either Norway or Switzerland (Tentative).
- Pre trade show sales-pitch organized with major European Buyers.
- Opportunity to join up to 15 companies from Atlantic Canada.
- Discounted Booth and Summit fees.

COST DO NOT COVER:

- Travel expenses and meals.
- Hotel costs - the Embassy in Rome has pre-booked rooms at the Hotel Galles downtown Milan.
- Conference fees (for costs related to the ENLIT Europe Conference, please refer to website: <https://www.enlit-europe.com/visiting/registration-options>). The Embassy will provide passes for Exhibitors and/or Exhibition floor pass.
- Company/Personal insurance and extra-insurance at the booth (the TCS will benefit of a standard insurance package service provided by the organizer as part of the space booked at the trade show- please see attached).
- Transfer costs to and from airports.
- Transfer cost to and from fairgrounds (ENLIT Europe Conference & Trade Show will take place at Fiera Milano Rho fairgrounds: <https://www.enlit-europe.com/visiting/venue>). The venue is located 45 minutes from downtown Milan using the subway system.

Hotel Information:

The following pre-selected hotel offers a special rate for your convenience. The information can be found below. Please book as soon as possible to ensure availability.

- Hotel Galles: Piazza Lima, 2 - 20124 Milan (MI) | Tel: +39 02 204841 | www.galles.it
- Check-in date: 28 November 2021 | Check-out date: 3 December 2021 (5 nights)

Room type	Negotiated Rate
Single CLASSIC	€99,00 (\$146.39 CDN)
Double Single Use CLASSIC	€129,00 (\$193.86CDN)
Double CLASSIC	€134,00 (\$201.37 CDN)
Double Single Use SUPERIOR	€136,00 (\$204.37 CDN)
Double SUPERIOR	€141,00 (\$211.90 CDN)

- Rates per room, per night inclusive of VAT (10%).
- Rates do not include €5 (\$7.52 CDN) tourist tax per person/night
- Breakfast: American buffet style breakfast included.
- Free internet and Wi-Fi in all the rooms and common areas.
- Free access to the Hotel Fitness Centre with indoor swimming pool, gym, relax area and, sauna.

NOTE: Each guest is required to make own reservation and confirm the booking with credit card

- Reservation by email at info@galles.it
- Hotel contact: Susanna Franz | Tel: +39 02 20484879 | Email: sales@galles.it
- Group Code: CANADA

- Refer to booking guidelines by Galles Hotel

HOTEL CANCELLATION POLICY:

Cancellation without penalty before 6 p.m. day of expected arrival. In case of late cancellation or in case of "no show", guest will be charged for the first night.

AIR TRAVEL RESERVATIONS:

For air travel and air fares, the Embassy has made an agreement with the Rome office of Air Canada. For enquiries, send email to: Roberta Cavallini, Sales Manager Italy, roberta.cavallini@aircanada.ca

Order of Magnitude:

Applicants will be screened for eligibility and suitability and will be notified of their acceptance in a timely manner. There is a maximum participation of 15 companies and organizations from across Atlantic Canada. Preference will be given to both new and experienced exporters looking to expand their energy-related business with European partners.

We only have 4 booths available (first come first serve)

Registration:

To submit your Expression of Interest please complete the [form HERE](#). **Deadline to submit your Expression of Interest is Sept. 13th, 2021.**

Payment is to be made by e-transfer or cheque, payable to the Smart Grid Innovation Network Canada Inc. immediately upon confirmation of acceptance. **Fees are non-refundable after Sept. 13th 2021.** **Please see payment instructions attached.**

COVID-19 SAFETY MEASURES: INFORMATION FOR IN PERSON PARTICIPATION

SGIN will be following the Government of Canada COVID-19 Protocol and it is expected that all delegates will agree to adhere to travel requirements.

The Embassy of Canada to Italy and its government partners are committed to providing you an event in a safe and secure manner by complying with Canadian and Italian public health measures and protocols. SGIN will partner with GAC to communicate all COVID-19 relevant information with delegates before, during, and after the event.

To facilitate health and safety measures, the number of people on the premises may be limited at any given time. A maximum number of participating companies or organizations may be established by the Embassy of Canada to Italy. The selection criteria will be based on the actual relevance of the technology to the energy transition.

As a general rule, the registration fee is not refundable in the event of a participant's withdrawal. However, **in case of event cancellation by the organizers, registration fees will be fully reimbursed.**

However, the **Embassy of Canada to Italy and SGIN is not responsible for other incurred costs due to the cancellation of the mission or the inability of a participant to travel. These costs include air transport (international and domestic), accommodation, meals, and personal expenses.** The purchase of travel insurance is strongly recommended.

Please find below the current regulations to enter Italy. **Please note that these regulations are subject to the pandemic trends and therefore are constantly updated by The Government of Canada, and Italian Ministry of Health.**

Accessing Italy with Green Certificate (Green Pass) from Canada

For all the people who, in the fourteen days prior to entering Italy, have stayed in or passed through Canada, the legislation provides that, upon entering Italy, the following is mandatory:

- Show one of the following documents, in paper or digital form, issued by the competent health authority in Canada:
 1. **Vaccination Certificate** confirming that the prescribed anti-SARS-CoV-2 vaccination cycle has been completed since at least 14 days
 - or**
 2. **Certificate of recovery**, valid for 180 days from the date of the first positive swab test
 - or**
 3. that you have taken a negative **molecular or antigen swab test** in the **72 hours** prior to entering Italy. **Children under 6 years of age are exempt from the pre-departure swab test.**
- You will be required to fill in the [Digital Passenger Locator Form](#) before entering Italy. The form replaces the self-declaration made to the transport operator.

The certification of successful completion of the vaccination cycle must relate to one of the four vaccines approved by the European Medicines Agency:

1. **Comirnaty from Pfizer-BioNtech**
2. **Moderna**
3. **Vaxzevria (Astra Zeneca)**
4. **Jansen (Johnson & Johnson)**

Certificates must be submitted in one of the following languages: Italian, English, French.

For updated and complete information, [please visit the official Italian Ministry of Health website.](#)

Add link to Government of Canada