

SOLAR FINANCE & INVESTMENT CANADA

18 SEPTEMBER, TORONTO



Contact
lwalton@solarmedia.co.uk
for sponsorship opportunities

7:45 - 08:15 Registration and coffee

8:15 - 08:45 BREAKFAST SEMINAR

UNIQUE SURETY
AND INSURANCE
SERVICES, LLC

8:50 - 09:00 WELCOME FROM CHAIR

9:00 - 10:15 WHAT DRIVES THE SOLAR INDUSTRY THROUGHOUT CANADA?

- Hear from investors in Alberta, Ontario, Saskatchewan, and BC on the different advantages, challenges, and opportunities throughout Canada.
- As an investor, how do you ensure project bankability?
- How does cost of capital, energy, construction, and equipment influence development?
- How do you think solar can compete against wind, hydro, and other renewables in Canada? What needs to change?
- How does political uncertainty affect the different provincial markets? How much rides on elections?

10:15 - 11:15 COMPETING MARKETS: INVESTING IN ONTARIO VS. ALBERTA

- Has the FIT programme hurt public opinion towards renewables?
- Alberta: Canada's next solar frontier?
- Is the right legislation in place for solar to boom in Alberta?
- How much rides on the upcoming provincial elections?
- Taking advantage of subsidized opportunities
- What can FIT 5 offer the market? What's next for unsubsidized Ontario?
- Permits and permission are very high - what policy needs to change?
- Indigenous solar programs in Alberta

11:15 - 11:45 Networking refreshment break

11:45 - 12:30 COMPETING IN THE CANADIAN PPA MARKET

- Who's signing PPAs?
- Commercial awareness - navigating the PPA market
- What is your PPA corporate strategy? How to approach big corporations to invest in renewable energy
- Drafting and executing long-term PPA contracts
- Optimising energy prices: are you hedging your PPA?
- How do I get the most out of my service-level agreements?

12:30 - 13:00 THE SECONDARY MARKET OF CRITICAL ASSETS

- As portfolios change hands, what is the best way to ensure performance?
- What to look for when investing in critical assets
- The fixer-upper: the opportunity for reinvestment and innovation
- Resiliency: how to measure for quality

13:00 - 14:00 Networking lunch break

14:00 - 15:00 SOLAR RATINGS FIRESIDE CHAT

- How will rating criteria change for solar projects?
- Can subsidy free projects rely completely on merchant markets?
- Energy disruption: an opportunity

MARKETING & PARTNERSHIPS:

Jason Andrews, jandrews@solarmedia.co.uk

SPONSORSHIP OPPORTUNITIES:

Leon Walton, lwalton@solarmedia.co.uk

SPEAKING OPPORTUNITIES

marketing@solarmedia.co.uk

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15:00 - 15:30 ALTERNATIVE INVESTMENTS: A MARKET UPDATE

- Are you up to date on the latest sources of solar investment?
- Green bonds: an opportunity to finance low-carbon transition
- Investment platforms: how millennials invest in solar
- What are investors looking for? Hear from prolific investors on what drives their investment decisions

15:30 - 16:00 Networking refreshment break

16:00 - 17:00 NET METERING AND VIRTUAL NET METERING

- "Behind the meter" energy storage
- Facilitating products for net metering market
- Third party ownership of net metering projects
- Spinning back the meter: cancelling out your energy consumption with solar
- Off-setting production with virtual net metering: solar co-location
 - o Cheaper real estate
 - o Lower costs

17:00 - 17:30 EXPORTING SOLAR: UNLOCK YOUR GLOBAL COMPETITIVE ADVANTAGE

- Breaking into new, foreign markets
- What costs can you expect when exporting? Where will you save money?
- How can Canadian companies benefit from CPTPP?
- Partnerships, consultants, legislations: what you need to consider when exporting

17:30 - 20:30 PEARTREE SECURITIES EVENING NETWORKING SPONSORED DRINKS



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