

SOLAR & STORAGE

LIVE 16-18 OCTOBER 2018
The NEC, Birmingham, UK



Empowering the UK Energy Transition

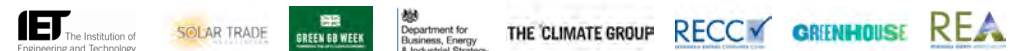


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Welcome

The UK energy market is undergoing one of the most profound changes in a generation, driven by a need to decarbonise and rampant growth of decentralised power.

At the same time, solar PV and energy storage technologies are undergoing their own evolution. With solar subsidies ending and government currently consulting on a future route to market, the next year looks set to be one of unprecedented change.

But when has change ever inhibited solar in the UK? The industry is famed for its resilience and, by the looks of the market today, nothing has changed.

New business models are emerging with increasing speed, regularity and, most importantly, maturity. Collective purchasing schemes are seeing households by the thousands club together to reap the benefits of domestic PV, while the commercial power purchase agreement market appears more buoyant than ever. Solar, and storage, of all scales are continuing on a flight path, albeit slightly turbulent, towards grid parity.

Solar and storage are maturing rapidly, but there is a clear need for guidance and insight as to where the path leads. Solar & Storage Live, still the UK's largest solar and storage exhibition, will provide that path.

Liam Stoker
UK Editor
Solar Media



4,500+

Event
Attendees

2

Forward thinking
conferences

50+

Speakers

30+

Strategic
partners

3

Days of free
content

The UK's Must Attend Solar & Storage Exhibition



Find out how to **evolve your business in 2019** by arming yourself with the latest strategies to go back out to market



Meet new partners and customers: with 4,500 attendees expected, this is a one-stop-shop to make new connections



See new innovations in our exhibition and test out **the best cutting edge technologies** that will save you money and maximise project yields



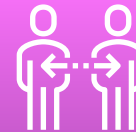
Relax, share a drink and **network with clients** during the stand parties on the 16th October



Celebrate the industry's ongoing success at the Solar Power Portal Awards and see who's **still doing great business**



Get your key challenges addressed by over **50 international expert speakers**, network with them by buying a VIP ticket and quiz them during Q&A sessions in the programmes



Win business: Solar & Storage Live is packed with buyers – **32% of the audience represented installers, developers/EPCs and large energy buyers** (local authorities and landowners)



Get in front of commercial energy buyers and local authorities keen to use solar and storage to **reduce carbon and energy bills**



Be inspired by our two fantastic conference programmes and leave with all the information and connections you need to win new business in 2019

Introducing: CURRENT±

Energy networks the world over are changing. Cleaner, decentralised power is becoming the norm as legacy systems are deemed both too dirty and too inflexible for the modern era.

It's this transition which is being described as the most profound change to the energy sector in a generation. But to accommodate this evolution, the networks and systems that transmit and distribute our power must change too.

Current±, the newest publication from Solar Media, is the leading source of news, insight and opinion as the energy transition accelerates.

Coverage from our in-house editorial team and network of expert contributors tackles emerging and present themes such as decentralised generation and supply, networks, evolving regulation, the emergence of 'EnTech' and emobility, keeping energy stakeholders abreast as disruptors change the sector for the better.

See these themes throughout the Current± Theatre at Solar & Storage Live 2018

For more information on Current±: <https://www.current-news.co.uk>



Agenda at a glance:

	16 October	17 October	18 October	
CONTENT	<p>CURRENT± Theatre</p> <p>THE EVOLUTION OF THE POWER MARKET</p> <p>SOLAR & STORAGE THEATRE</p> <p>INSTALLER CENTRAL Content Partner Jinko Solar</p>	<p>CURRENT± Theatre</p> <p>SOLAR, STORAGE & EVS</p> <p>SOLAR & STORAGE THEATRE</p> <p>ENERGY STORAGE Content Partner Jinko Solar</p>	<p>CURRENT± Theatre</p> <p>LARGE ENERGY USERS</p> <p>SOLAR & STORAGE THEATRE</p> <p>DECENTRALISED ENERGY Content Partner Jinko Solar</p>	<p>SOLAR & STORAGE LIVE EXHIBITION</p>
NETWORKING AND SOCIAL	<p>STAND PARTIES CURRENT THEATRE DRINKS RECEPTION</p>	<p>At the</p> <p>SOLAR POWER PORTAL Energy Storage NEWS</p> <p>AWARDS 2018</p>		

Key Themes

- ▶ WHAT IMPACT WILL 2019 POLICY HAVE UPON YOUR BUSINESS?
- ▶ UNDER NEW MANAGEMENT: WHAT DOES THE NEW MCS BOARD MEAN FOR THE UK'S INSTALLERS?
- ▶ SEE HOW TO SELL SOLUTIONS TO CORPORATE AND LOCAL AUTHORITIES AS THEY LOOK TOWARDS SOLAR AND STORAGE TO LOWER ENERGY COSTS
- ▶ FIND OUT HOW SMART BUSINESSES ARE INCORPORATING STORAGE AND EV CHARGING POINTS INTO THEIR OFFERINGS
- ▶ USE THE EVENT TO WIN BUSINESS IN RE-EMERGING EUROPEAN SOLAR MARKETS
- ▶ FIND OUT HOW TO MONETISE STORAGE AND WHICH REVENUE STREAMS ARE RIGHT FOR YOUR BUSINESS
- ▶ FUTURE PROOF YOUR BUSINESS BY SEEING HOW THE ENERGY MARKET IS CHANGING AND WHAT IMPACT BREXIT WILL HAVE
- ▶ BUILD A STRONGER BUSINESS BY IMPROVING WORKFORCE DIVERSITY
- ▶ MAKE MONEY WITH PPAS AND SEE HOW THE MARKET IS EVOLVING



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Keynote Speakers



The Rt. Hon John Gummer, Lord Deben
Chairman of the Committee on Climate Change, Member of Parliament

KEYNOTE PANEL:
THE UK, CLIMATE CHANGE, CLEAN ENERGY, BREXIT AND THE FUTURE



George Clarke
Architect

KEYNOTE:
DECENTRALISED ENERGY & THE BUILT ENVIRONMENT



Frank Niendorf
General Manager Europe, JinkoSolar Europe

KEYNOTE PANEL:
OPPORTUNITIES AS EUROPEAN SOLAR MARKETS TRANSITION TO SUBSIDY FREE



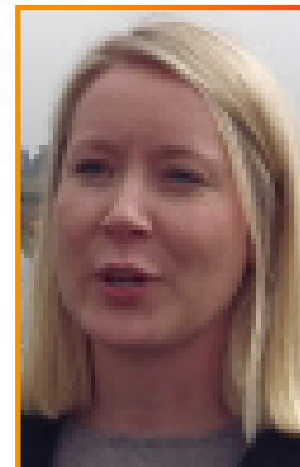
Dr Randall Bowen
Sales & Commercial Director **Good Energy**

KEYNOTE PANEL:
HOW IS DECENTRALISED ENERGY DISRUPTING UTILITIES AND CREATING NEW OPPORTUNITIES?



Doerte Schneemann
Head of Flexibility Markets **BEIS**

KEYNOTE PANEL:
THE DNO TO DSO TRANSITION



Lily Coles
Commercial Operations Director **Anesco**

KEYNOTE PANEL:
NAVIGATING RESURGENT EUROPEAN SOLAR MARKETS – TOWARDS POST SUBSIDY

Highlighted Speakers



Daniel Grosvenor
Partner
Deloitte

SESSION: DEVELOPING A LOW CARBON POWER MARKET THAT'S FIT FOR THE FUTURE

Erik Fairbairn
CEO
Pod Point

SESSION: CATALYZING THE ROLLOUT OF EV INFRASTRUCTURE ACROSS CITIES

Eoin Hartigan
Head of Origination, Energy & Cleantech
Bank of Ireland

SESSION: CAPTURING OPPORTUNITIES IN THE IRISH MARKET

Lily Coles
Commercial Operations Director
Anesco

SESSION: NAVIGATING RESURGENT EUROPEAN SOLAR MARKETS – TOWARDS POST SUBSIDY

Ulrika Wising
Head of Battery Storage and Energy Efficiency
Macquarie

SESSION: DER: HELPING THE DECENTRALISATION TRANSITION

Mark Meyrick
Head of Smart Grids
Ecotricity

SESSION: HOW WILL NEW TYPES OF DEMAND CHANGE THE ENERGY MARKET?

Sotiris Georgiopoulos
Head of Smart Grid Development
UK Power Networks

SESSION: THE ROLE THAT DECENTRALISED ENERGY CAN PLAY IN SUPPORTING GRID OPERATIONS

Chris Regan
Director of Energy Solutions
EDF Energy

SESSION: HOW IS DECENTRALISED ENERGY DISRUPTING UTILITIES AND CREATING NEW OPPORTUNITIES?

Adele Ara
Director of Asset Management
Lightsource BP

SESSION: HOW SOLAR ASSET OWNERS ARE WORKING TOGETHER BETTER WITH DNOS



Alejandro Ciruelos
Energy and Infrastructure - Managing Director
Santander Global Corporate Banking

SESSION: INVESTING IN LARGE INFRASTRUCTURE PROJECTS

Felicity Jones
Partner
Everoze

SESSION: CAPTURING OPPORTUNITIES IN THE IRISH MARKET

Knud Erik Andersen
CEO
European Energy

SESSION: NAVIGATING RESURGENT EUROPEAN SOLAR MARKETS – TOWARDS POST SUBSIDY

Leonie Green
Director
The Solar Trade Association

SESSION: LEADING LIGHTS REPORT – HOW ARE LOCAL AUTHORITIES MAKING SOLAR WORK FOR THEM?

Doerte Schneemann
Head of Flexibility Markets
BEIS

SESSION: THE DNO TO DSO TRANSITION

Ed Gill
UK & European Head of Press and Public Affairs
Energy Networks Association

SESSION: HOW SOLAR ASSET OWNERS ARE WORKING TOGETHER BETTER WITH DNOS

James Richardson
Chief Economist
National Infrastructure Commission

SESSION: BREXIT AND THE FUTURE OF LOW CARBON INFRASTRUCTURE

Hayden Wood
CEO
Bulb

SESSION: HOW IS DECENTRALISED ENERGY DISRUPTING UTILITIES AND CREATING NEW OPPORTUNITIES?

Hear from an international panel of solar PV, storage and EV experts



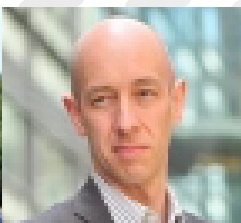
Eliot Whittington
Deputy Director
The Prince of Wales's
Corporate Leaders
Group



Myles McCarthy
Managing Director
Carbon Trust



Vicky Dawe
Deputy Director,
Renewable Energy
Support
BEIS



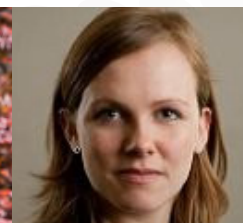
Daniel Grosvenor
Partner
Deloitte



Doerte Schneemann
Head of Flexibility
Markets
BEIS



Mark Meyrick
Head of Smart Grids
Ecotricity



Adele Ara
Director of Asset
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Lightsource BP



Stefan Barrow,
Director of
Infrastructure
Structured Finance
MUFG Bank



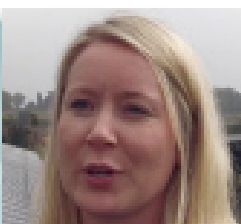
Ed Gill
Head of Press & public
Affairs
Energy Networks
Association



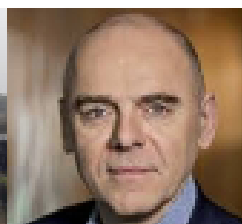
Toddington Harper
CEO
GRIDSERVE



Stew Horne
Head of Energy
Regulation
Citizens Advice



Lily Coles
Commercial
Operations Director
Anesco



Knud Erik Anderson
CEO
European Energy



Chris Hewett
Chief Executive
Solar Trade
Association



Eoin Cassidy
Partner
Mason Hayes &
Curran



Louise Goldsmith
Leader
West Sussex County
Council



Scott Burrows
Director
Eden Sustainable



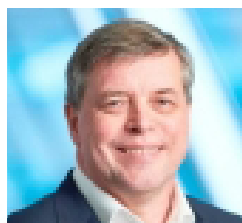
Sotiris Georgiopoulos
Head of Smart Grid
Development
UKPN



Hayden Wood
CEO
Bulb



Eoin Hartigan
Head of Origination,
Energy & Cleantech
Bank of Ireland



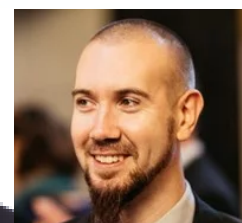
Robert Hull
Independent
Consultant
Riverswan Ltd.



Stuart Cleak
Partner
Foot Anstey



Ed Simpson
Partner
Downing LLP

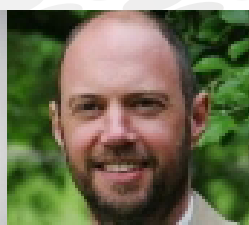


Ray Arrell
Senior Project Manager
Regen

Hear from an international panel of solar PV, storage and EV experts



Alejandro Ciruelos
Energy and
Infrastructure -
Managing Director
Santander Global
Corporate Banking



Alastair Mumford
Corporate
Energy Manager
Devon County Council



Olivier Fricot
European Head of
Power & Renewables
Lending
Investec



Vincent de Rul
Director of Energy
Solutions
EDF Energy



James Richardson
Chief Economist
National
Infrastructure
Commission



Quentin Scrimshire
Commercial Leader for
Battery Energy Storage
Kiwi Power



Richard Wilson
Outage Planning
Manager (London &
SE)
UK Power Networks



George Frost
Country Manager
iChoosr



Declan O'Halloran
Managing Director
Quintas Energy



Richard Braakenburg
Senior Vice President
Green Investment
Group (GIG)



Rubina Singh
Senior Consultant,
Strategy
Gemserv



Dave Worthington
Managing Director
Verco



Tim Day
Head of Community
Energy
Solarplicity



Andrew Briggs
Strategic Manager
Energy Investment,
Planning &
Regeneration
City of Stoke-on-Trent



Stephan Marty
General Manager
Energy Storage &
International DSR
Kiwi Power



Dr Ashley Hayden
Development Plans
Milton Keynes County
Council



Harry Vickers
Vice President
Green Investment
Group (GIG)



Nina Skorupska
CEO
REA



Daniel Brown
Policy Manager
REA



Mathew Tilbrook
Director or Project
Finance
METKA EGN



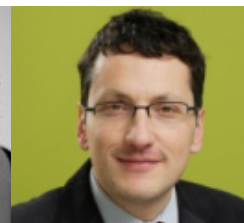
Nick Williams
Head of Origination
Erova Energy



Stuart Elms
CEO
Viridian Solar

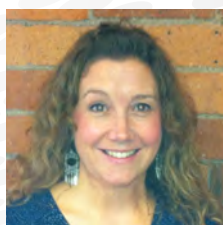


Adrian Cecconi
Senior Consultant
Oakapple Energy



Merlin Hyman
Chief Executive
Regen

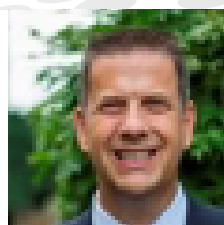
Hear from an international panel of solar PV, storage and EV experts



Anna Bright
Chief Executive
Sustainability West
Midlands



Rajni Nair
Senior Policy
Researcher
Citizens Advice



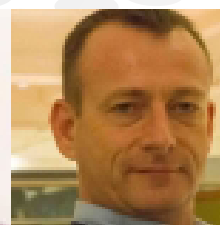
Chris Evans
Deputy Managing
Director
Rolton Group



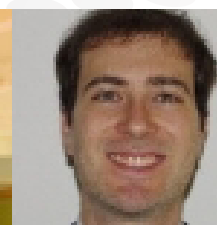
Gareth Williams
Managing Director
Caplor Trust



Chris Jardine
Technical Director
Joju Solar



Chris Roberts
Director, MCS and
Managing Director
Rock Clean Energy



Marco Landi
Innovation Lead
Innovate UK



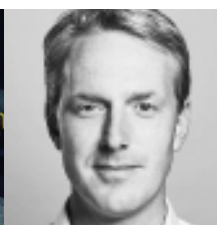
Philippa Eddie
Commercial
Finance Specialist
Infrastructure
Projects Authority

GREATER
LONDON
AUTHORITY

George Simms
Principle Policy &
Programme Officer
Greater London
Authority



Barrie Davies
Country Manager
UK
JinkoSolar



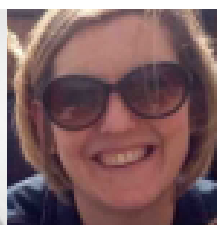
Tom Pakenham
Director of Electric
Vehicles
OVO Energy



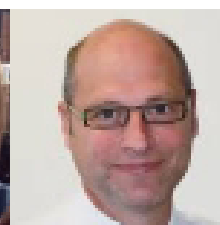
Michael Hendricks
CEO
Amsterdam Clean
Energy Fund



Gauthier Dupont
Director
NGK



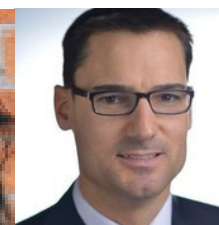
Emily Braham
Head of
Sustainable Energy
Nottingham City
Council



David Adams
Technical Director
Melius Homes



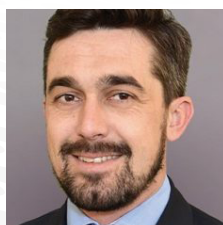
Caroline Bragg
Senior Policy
Manager
ADE



Stirling Habbitts
Project Finance of
Renewable Energy
and Sustainable
Infrastructure
Triodos Bank



Steve Cains
CEO
Public Power
Solutions



Roberto Castiglioni
Senior Investment
Director
Ingenious Group



Ulrika Wising
Head of Battery
Storage and
Energy Efficiency
Macquarie



Leonie Green
Director
Solar Trade
Association



Alex O'Kinneide
CEO
Gore Street Capital



Mark Hollands
Head of Energy
Strategy,
BSR Group



Phil Lawton
Power Systems
Specialist
Energy Systems
Catapult



Rachel Hayes
Manager
Regen



Keenan Grattrick
Managing Director
FlexiSolar



Madeleine Greenhalgh
Policy Lead
Regen

THE EVOLUTION OF THE POWER MARKET

Winning business in a decentralised era

16 OCTOBER

09:15 CHAIR'S OPENING REMARKS

Moderator: **Nina Skorupska, CEO, REA**

09:20 KEYNOTE PANEL: THE UK, CLIMATE CHANGE, CLEAN ENERGY, BREXIT AND THE FUTURE

- How is future infrastructure development driving demand for power?
- What does the UK need to do to establish leadership in low-carbon technologies: R&D, Manufacturing and skilled employment?
- Scenarios post March 2019 – what impacts do we think Brexit will have on the UK's economy, power mix and energy prices?
- What would it take for the UK to hit its carbon reduction targets in terms of investment?
- Collaboration between industry and public sector

Moderator: **Nina Skorupska, CEO, REA**

The Rt Hon. the Lord Deben, Chair, the Committee on Climate Change

James Richardson, Chief Economist, National Infrastructure Commission

10:00 UPDATE FROM BEIS

- The evolving policy landscape for renewables, including the Contracts for Difference and Feed in Tariff schemes
- Future opportunities and challenges for the solar sector

Vicky Dawe, Deputy Director - Renewable Electricity Support, BEIS

10:20 REGULATION & POLICY POST 2019: Q&A SESSION

Chris Hewett, CEO, Solar Trade Association

Vicky Dawe, Deputy Director - Renewable Electricity Support, BEIS

Madeleine Greenhalgh, Policy Lead, REGEN & the Electricity Storage Network

10:50 DEVELOPING A LOW CARBON POWER MARKET THAT'S FIT FOR THE FUTURE

- Energy management and trading
 - Artificial Intelligence
 - Automation
- Electric and Autonomous Vehicles
- Energy Storage
- Smart Energy, Homes, Networks and Cities
- Blockchain
- Internet of things

- The changing generation mix in the UK – what does it take to plan a low carbon power mix for the future?
 - Renewables
 - Fossil
 - Nuclear
 - Efficiency and Flexibility
- The implications of this new era on the bottom line, economy and carbon
 - Eroding margins for traditional suppliers
 - Increased competition
 - A move to zero marginal cost of power?
 - Self-supply and energy trading
- Future infrastructure needs

Daniel Grosvenor, Partner, Deloitte

Phil Lawton, Power Systems Specialist, Energy Systems Catapult

Sponsored by: **Deloitte**

11:30 Networking refreshment break

12:00 THE ROLL OUT OF BATTERY STORAGE AND V2G

- How stationary and vehicle storage will come together on the grid
- Insight into V2G infrastructure - what does it look like and how does it work?
- Services: FFR, STOR and Triads
- Vehicle to Grid Britain study which analyses how to incentivise consumers to adopt V2
- The business case for V2G uptake
- Applications in rural settings

Marco Landi, Innovation Lead, Innovate UK

Tom Pakenham, Director of Electric Vehicles, OVO Energy

12:30 CASE STUDY: 2MW BEHIND THE METER (BTM) BATTERY STORAGE SOLUTION

Quentin Scrimshire, Commercial Leader for Battery Energy Storage, Kiwi Power

13:00 Networking lunch break

14:00 HOW IS DECENTRALISED ENERGY DISRUPTING UTILITIES AND CREATING NEW OPPORTUNITIES?

- As we move beyond the big 6, how are utility business models evolving to accommodate the changing nature of the market?
- How are utilities changing their product offerings?
- What opportunities are presented by low carbon generation, storage and EVs?
- Is customer acquisition and retention an issue for smaller utilities?
- How can utilities change customer behaviour and encourage prosumerism?

Chris Regen, Head of Business Development, EDF Energy
Dr Randall Bowen, Sales & Commercial Director, Good Energy
Hayden Wood, CEO, Bulb

Sponsored by: **EDF**

14:40 THE DNO TO DSO TRANSITION

- How is this transition going to be executed and impact the market?
- Will system operations become more flexible and able to drive performance and efficiency from the network?
- Will DSOs be able to meet demand expectations?
- What are the new opportunities within the developing energy system?

Doerte Schneemann, Head of markets for flexibility, BEIS

15:00 HOW WILL NEW TYPES OF DEMAND CHANGE THE ENERGY MARKET?

- Planning for the future wave of electric vehicles and new models of consumption
- How will the new models of consumption impact the grid?
- Are we ready to provide for future demand?

Moderator: **Mark Meyrick, Head of Smart Grids, Ecotricity**

Toddington Harper, CEO, GRIDSERVE

Keenan Gratrick, Managing Director, Flexisolar

15:30 RIIIO 2

- What does industry think RIIIO2 will achieve? Will it incentivise innovation or nibble at margins?
- Assessing the published framework – what next?
- What needs to be in stakeholder business plans?

Stew Horne, Head of Energy Regulation, Citizens Advice

16:00 End of conference, refreshments and exhibition visit

18:00 Stand parties and VIP Drinks reception

CURRENT[±] Theatre

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SOLAR, STORAGE & EVS Driving low carbon energy in Europe

17 OCTOBER

09:00 CHAIR'S OPENING REMARKS

09:10 KEYNOTE PANEL: OPPORTUNITIES AS EUROPEAN SOLAR MARKETS TRANSITION TO SUBSIDY FREE

- From FIT/RECs to Tender to Grid Parity – which markets are closest to parity?
- In which countries are the main corporate renewables markets growing?
- Is the C&I market able to sustain margins for the solar industry?
- What's required in a project's economics to get it to "post subsidy"?
- Up or down: what's happening to European power prices?
- How strong are European grids and how have they dealt with the introduction of intermittent power, EVs, storage and digital technology?

Lily Coles, Commercial Operations Director, **Anesco**
Knud Erik Andersen, CEO, **European Energy**
Frank Niendorf, General Manager Europe, **JinkoSolar Europe**

Sponsored by: **JinkoSolar**

10:00 DOING BUSINESS WITH LARGE ENERGY BUYERS

- What do large energy buyers need from their energy supply? Green, cheap and reliable?
- How can large energy buyers monetise generation? (flexibility, virtual power plants, efficiency)
- How are businesses' and municipalities' needs changing?
- Predicting uptake of new technologies for generation, storage and energy management

Vincent de Rul, Director of Energy Solutions, **EDF Energy**
Eliot Whittington, Deputy Director, **The Prince of Wales's Corporate Leaders Group**
Myles McCarthy, Managing Director, **Carbon Trust**
Harry Vickers, Vice President, **Green Investment Group (GIG)**

Sponsored by: **EDF**

10:40 Networking Refreshment break

11:00 CAPTURING OPPORTUNITIES IN THE IRISH MARKET

- What does the Renewable Electricity Support Scheme (RESS) mean for existing projects?
- How will the RESS apply to different technologies?
- Exploration of the state approval process – what would the likely timelines be for approval?
- How are the auctions likely to work and how can companies ensure success?
- What are the opportunities for solar developers to co-locate storage?

Moderator: Lauren Cook, Analyst, **Solar Media**
Eoin Hartigan, Head of Origination, Energy & Cleantech, **Bank of Ireland**
Felicity Jones, Partner, **Everoze**
Nick Williams, Head of Origination, **Erova Energy**
Eoin Cassidy, Partner, **Mason Hayes & Curran**

Sponsored by: **eroenergy**

11:30 CATALYZING THE ROLLOUT OF EV INFRASTRUCTURE ACROSS CITIES

- An update from the charging networks, how are they working to meet demand?
- Financing EV Infrastructure
- Reviewing investment from Government Initiatives, is it viable?

Moderator: Stefan Barrow, Director of Infrastructure Structured Finance, **MUFG Bank**
Stirling Habbitts, Project Finance of Renewable Energy and Sustainable Infrastructure, **Triodos Bank**
Erik Fairbairn, CEO, **Pod Point**
Philippa Eddie, Commercial finance Specialist, **Infrastructure Projects Authority**
Matthew Boulton, COO, **Pivot Power**

12:00 HOW SOLAR ASSET OWNERS ARE WORKING TOGETHER BETTER WITH DNOs

- In terms of managing constraints and reducing summer outages, how are companies currently collaborating?
- How are DNOs applying STA Best Industry Practice Manual on Managing Network Constraints
- Case studies where collaboration had reduced outages and increased solar generation revenue

Moderator: Chris Hewett, Chief Executive, **STA**
Ed Gill, UK & European Head of Press and Public Affairs, **Energy Networks Association**
Adele Ara, Director of Asset Management, **Lightsource BP**
Richard Wilson, Outage Planning Manager (London & South East), **Network Operations and Control, UK Power Networks**
Declan O'Halloran, Managing Director, **Quintas Energy**

Organised by: **SOLAR TRADE ASSOCIATION**

13:00 Networking lunch break

14:00 CHAIR'S OPENING REMARKS

Merlin Hyman, Chief Executive, **Regen**

14:05 PPAS IN EUROPE: HOW IS THE PPA MARKET DEVELOPING?

- How many PPAs are there to go around?
- Dealing with off-takers of different sizes and credit histories
- Commercial and industrial deals: nailing the pitch and getting a PPA to close

Scott Burrows, Director, **Eden Sustainable**
Adrian Cecconi, Senior Consultant, **Oakapple Energy**

14:40 FLOATING SOLAR – OPPORTUNITIES IN A NEW MARKET

- Review of projects in Europe
- Developer perspective on why floating solar makes sense
- Funding a floating solar project
- Perspective of the off-taker

Enrico Carniato, Group Deputy General Manager, Global Investment and Business Development, **Upsolar Global**
Barrie Davies, UK Country Manager, **JinkoSolar Europe**

15:15 KEYNOTE PANEL: INVESTING IN LARGE INFRASTRUCTURE PROJECTS

- How are new generation projects being built and their challenges in the evolution of covering demand?
- What to take into consideration to deliver infrastructure and facilities to meet future needs, for instance, in new developing areas: new houses, shopping centres, transport infrastructure
- Who will the key investors be?
- How to take advantage of low carbon generation and storage

Moderator: Stuart Cleak, Partner, **Foot Anstey**
Ed Simpson, Partner, **Downing LLP**
Alejandro Ciruelos, Energy and Infrastructure - Managing Director, **Santander Global Corporate Banking**
Alastair Mumford, Corporate Energy Manager, **Devon County Council**
Olivier Fricot, European Head of Power & Renewables Lending, **Investec**
Richard Braakenburg, Senior Vice President, **Green Investment Group**
Matthew Tilbrook, Director of Project Finance, **METKA EGN**

Sponsored by: **FootAnstey**

16:15 Networking refreshment break

16:45 THE ROLE THAT DECENTRALISED ENERGY CAN PLAY IN SUPPORTING GRID OPERATIONS

- Decentralised energy on centralised networks: how are the grid and DNOs/DSOs evolving?
- Who's funding the networks now and how should this change in the future?
- How can upgrades be funded at the lowest cost to the consumer?
- How are new technologies starting to penetrate networks and what is their impact?
- How will EVs affect grid consumption?
- Will they be a driving force for a smarter network?

Robert Hull, Independent Consultant, **Riverswan Ltd**
Sotiris Georgiopoulos, Head of Smart Grid Development, **UK Power Networks**
Nina Skorupska, CEO, **REA**
Mark Hollands, Head of Energy Strategy, **BSR Group**

5:30 CLOSE OF CONFERENCE

LARGE ENERGY USERS

Turning energy from a cost into an advantage

18 OCTOBER

10:30 CASE STUDY: THE ENERGIESPRONG CONCEPT

- Understanding the technical challenges behind energiesprong
- How will retrofitting the system benefit you?
- The energy leap to making Net Zero Energy a reality
- Understanding the procurement of the system and how to apply it
- How & why is this the future for residential homeowners?

Moderator: Liam Stoker, UK Editor, **Solar Media**
Stuart Elms, CEO, **Viridian Solar**
Emily Braham, Head of sustainable Energy, **Nottingham City Council**
David Adams, Technical Director, **Melius Homes**

11:00 THE CUSTOMER COMES FIRST

- How to fulfil the customer's changing requirements
- Energy efficiency and cost containment
- Technologies: solar, smart meters to behind the meter storage to enhance flexibility
- How to encourage consumers to become prosumers and incentive them to be loyal?

Rajni Nair, Senior Policy Researcher
Citizens Advice

11:30 DER: HELPING THE DECENTRALISATION TRANSITION

- How small scale power sources will meet regular demand and provide bespoke solutions and flexibility?
- How can advanced renewable technologies help facilitate the transition to a smarter grid?
- Supporting a more flexible and efficient grid, and evaluating technologies based on their abilities to provide energy

Caroline Bragg, Senior Policy Manager, **ADE**
Ulrika Wising, Head of Battery Storage and Energy Efficiency, **Macquarie**
Chris Curry, Managing Director, **Omnio**

12:10 BARRIERS TO INSTITUTIONAL INVESTORS WHEN IT COMES TO ENERGY EFFICIENCY

- What is the Investor Confidence Project?
- How the ICP industrial protocols define technical good practice
- Skills and qualifications needed to use the system
- How ICP offers an easy route to best practice in developing investor-ready industrial energy efficiency projects
- How to benefit from funded technical assistance from the ICP programme

Dave Worthington, Managing Director, **Verco**

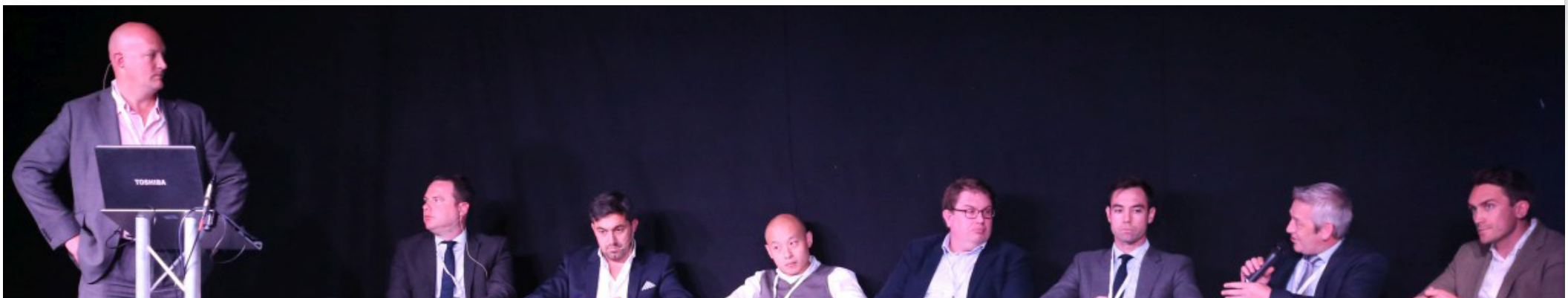
12:30 FLEXIBLE DEMAND TO ENHANCE A PPA

- As big businesses see the value in lowering carbon emissions, how will the move to a more flexible supply and demand scenario benefit large energy users?
- Flexibility case studies
- Can flexibility turn energy into an advantage rather than a cost?

Mark Hollands, Head of Energy Strategy, **BSR Group**

13:00 Networking lunch break

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INSTALLER CENTRAL

Opportunities in UK solar, storage & EVs

16 OCTOBER

11:00 LIFE AFTER THE FIT – POST-SUBSIDY POLICY OVERVIEW

- STA's campaign to retain the export tariff
- How can we maintain MCS or equivalent for future installs after FiT closure?
- Will new building standards increase solar & storage deployment?
- How much can local authorities stimulate demand?
- What would a change in business rates do for commercial solar & storage?
- Will CfD Pot 1 ever be opened and can policy stimulate PPAs for new solar development
- Launch of STA's Solar Innovators programme

Chris Hewett, Chief Executive, STA

11:30 PV, STORAGE AND EV CHARGING FOR HOUSEBUILDERS – BUSINESS OPPORTUNITIES FOR INSTALLERS

Chris Evans, Deputy Managing Director, Rolton Group

12:00 THE IMPORTANCE OF GOVERNANCE AND REGULATIONS IN ACCELERATING INNOVATION IN THE UK EV AND STORAGE MARKETS

- How is UK policy holding uptake back?
- Innovation in policy in other markets: what can the UK learn?
- Revenue stacking as an example
- Industry feedback on the UK's policy

Rubina Singh, Senior Consultant, Strategy, Gemserv Limited

Madeleine Greenhalgh, Policy and Advocacy Manager and ESN Policy Lead, Regen



12:40 WINNING INSTALLATION BUSINESS IN 2019 AND BEYOND

- Installer feedback on the government's consultation around small scale renewables
- 2018 market review – installations, wins and challenges
- What's driving the market now?
 - Technology
 - Solar
 - Storage
 - Solar + storage
 - EVs
 - Solar + storage + evs
 - Customers
 - Residential: large scale
 - Residential: individual
 - Housebuilders
 - Commercial and industrial
 - Equipment pricing
 - Access to finance

Gareth Williams, Managing Director, Caplor Energy

Chris Jardine, Technical Director, Joju Solar

14:00 MIS SELLING UPDATE

- What is the scale of mis-selling in 2018?
- Specific instances and case studies
- What can we do to prevent this in future?
- Feedback from the audience

Virginia Graham, CEO, RECC



14:30 HOW WILL MCS EVOLVE UNDER A NEW BOARD?

- How will the MCS Charitable Trust work?
- What sort of research will it fund and how to apply
- Meet the new board

Chris Roberts, Director, MCS and Managing Director, Rock Clean Energy

15:00 ELECTRIC VEHICLES: IET CODE OF PRACTICE FOR ELECTRIC VEHICLE CHARGING EQUIPMENT

Pete James, Representative, IET

15:20 CASE STUDY: COMMUNITY ENERGY SCHEME IN STOKE ON TRENT

Tim Day, Head of Community Energy, Solarplicity

Andrew Briggs, Strategic Manager Energy Investment, Planning & Regeneration, City of Stoke-on-Trent



ENERGY STORAGE & DECENTRALISED ENERGY IN THE BUILT ENVIRONMENT

17 OCTOBER

9:30 HOW IS FINANCE FOR STORAGE TO MEET DEMAND?

- Analysis of recent deals: who provided capital and what was in the deal?
- How are funders assessing different technologies and projects in the market?
- How to get a project to the banks
- Multiple revenue streams and multiple technologies are creating complexity in terms of the deal structures
- Technologies – what technologies are banks comfortable with at this stage?
- Systems around batteries – can they do what's promised and does the warranty support this?
- What are the components which are easier to calculate, and which do banks require more comfort over for now?
- Storage secondary markets- as the first projects (at various stages of development) start to trade hands, we look at what to be aware of as a buyer

Roberto Castiglioni, Senior Investment Director, **Ingenious Group**

Michel Hendriks, CEO, **Amsterdam Clean Energy Fund**

Alex O'Conneide, CEO, **Gore Street Capital**

Stephan Marty, General Manager Energy Storage & International DSR, **Kiwi Power**

10:30 PROJECTS IN THE WEST MIDLANDS: SUSTAINABILITY WEST MIDLANDS SHOWCASE

- Intro from Sustainability West Midlands
- West Midlands Showcase featuring 4 x 15 min presentations from a range of members
- Q&A

Anna Bright, Chief Executive, **Sustainability West Midlands**

12:00 HOW SOLAR, STORAGE AND EV CHARGING ARE COMING TOGETHER

- The business case for solar, storage and EV charging
- UK's policy background and industry updates
- Feedback from the Zero Emissions Summit
- Multi-technology projects of note in the UK market to date
- How could the market grow in the future?

Daniel Brown, Policy Manager, **Renewable Energy Association**

12:30 MOLTEN SODIUM CERAMIC BATTERIES, A PROVEN ALTERNATIVE TO LITHIUM-ION

- One technology, two chemistries
- How different is it from lithium-ion technology?
- Commercially available since 2002
- How are customers using batteries?
- Few examples among more than 200 operational systems

Gauthier Dupont, Director, **NGK**

Sponsored by:



14:00 UNDERSTANDING THE EMERGING LOCAL FLEXIBILITY MARKETS

- How are DNO-led local flexibility markets evolving?
- What are the benefits, and who could readily participate?
- Routes to market – flexibility trading platforms and aggregation
- Policy and legal considerations
- What is the role of households and communities?

Overview of some of the BEIS Flexibility Markets Feasibility Study Competition research Regen completed with Carbon Co-op and Community Energy Scotland

Ray Arrell, Senior Project Manager, **Regen**

15:45 KEYNOTE PRESENTATION & DISCUSSION: SUSTAINABLE HOMES FOR THE LONG TERM



- The current situation in the UK with housing stock and the need for new build
- Building new, sustainable houses that last – are we really designing houses that could last for 100s of years?
- The limits of expecting new build to fill the sustainability gap
- Existing housing stock - how do we approach this in an innovative and affordable way
- What could we do now to accelerate this transition?

George Clarke, Architect

16:05 THE HOUSEBUILDER'S PERSPECTIVE: THE DRIVERS FOR SOLAR

- Introduction to Persimmon – number of houses per annum
- Meeting planning requirements using solar PV
- Differing requirements in the UK
- The hierarchy of technologies

Jamie Burnsell, Group Technical Adviser, **Persimmon PLC**

Stuart Elms, CEO, **Viridian Solar**

Speakers will deliver presentations, followed by Q&A moderated by **George Clarke**

George Clarke is an architect, TV presenter and Creative Director of architectural practice George Clarke + Partners. He has set up an independent television production company, Amazing Productions, to focus on factual programming for all the main UK broadcasters. George also enjoys lecturing and is passionate about the way architecture can transform our everyday lives; his aim is to make architecture popular and accessible to everyone. George is an ambassador for Shelter, The Maggie Centre's, The Prince's Foundation for Building Community and City & Country Group. George is also patron of Knights Youth Centre, the Civic Trust Awards and passionate supporter of Sunderland Football Club - so much so that he is a Trustee of The Foundation of Light. Most recently George is a founding trustee of the Ministry Of Building Innovation & Education (MOBIE) a charity that is working to address the skills shortage in the house building industry.

DECENTRALISED ENERGY

Designed for utilities and large energy buyers

18 OCTOBER

10:30 STRONGER TOGETHER: WORKFORCE DIVERSITY AND RENEWABLES

- The uplift that a diverse workforce can provide – how can you measure this?
- Recruiting, hiring, developing, progressing a diverse workforce – setting yourself up for success
- Case studies and examples from panellists

Organised by: **regen**

12:10 LEADING LIGHTS REPORT – HOW ARE LOCAL AUTHORITIES MAKING SOLAR WORK FOR THEM?

Innovative case studies from around the country on different ways local authorities are promoting solar & storage in their area:

- Investing in subsidy-free solar farms
- Bulk buying schemes for domestic installation
- Using planning powers to set high building standards
- Promoting smart energy neighbourhoods

Leonie Green, Director, STA
Louise Goldsmith, Leader, West Sussex County Council
George Frost, Country Manager, iChoosr
Dr Ashley Hayden, Development Plans, Milton Keynes County Council
George Simms, Principle Policy & Programme Officer, Greater London Authority
Steve Cains, CEO, Public Power Solutions

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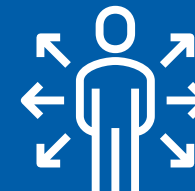


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Wednesday 17th October 2018 | Hilton Metropole, Birmingham, UK

Award Categories:

- ▶ 'Best in Show' Solar Design Award
- ▶ C&I Storage Project of the Year
- ▶ Commercial Rooftop Solar Installation of the Year
- ▶ Community Solar Installation of the Year
- ▶ Contractor of the Year
- ▶ Ground-mount Solar Installation of the Year
- ▶ International PV Installation of the Year
- ▶ International Storage Project of the Year
- ▶ O&M Provider of the Year
- ▶ Product Innovation
- ▶ Residential Rooftop Solar Installation of the Year
- ▶ Residential Storage Project of the Year
- ▶ Storage Business Model Innovation of the Year
- ▶ Transaction of the Year
- ▶ Utility-scale Storage Project of the Year

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Conference Day 1	£399	£499	£599
Conference Day 2	£399	£499	£599
Conference Day 3	£299	£399	£499
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