

PARTNERSHIP PROSPECTUS

#SFIEurope



7th ANNUAL

SOLAR FINANCE & INVESTMENT EUROPE

HOST SPONSOR



SMARTENERGY

5 - 6 February 2020 | London UK, Park Plaza Victoria

THE ONLY MEETING PLACE FOR EUROPEAN INVESTORS AND FINANCIERS TO FIND PROJECTS

SPONSORS

Platinum sponsors



Gold Sponsors



Silver Sponsors



Supporting Sponsors



Exhibitor

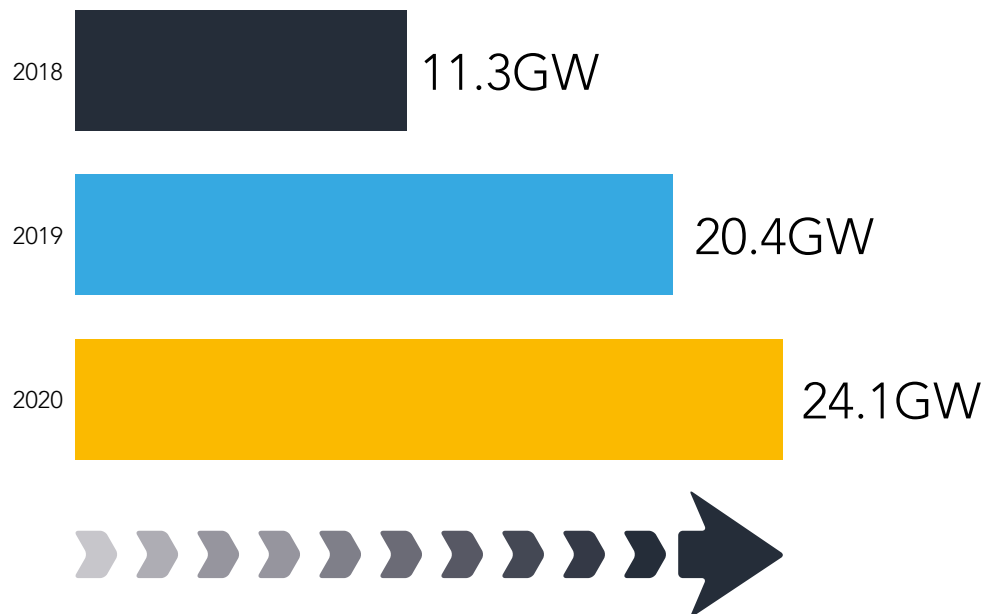


For further information contact Paul Collinson  pcollinson@solarmedia.co.uk

#SFIEurope

Driven by the European Union's binding national 2020 targets, the continent represents a significant growth market for solar projects and boasts 7 of the top 20 markets globally.

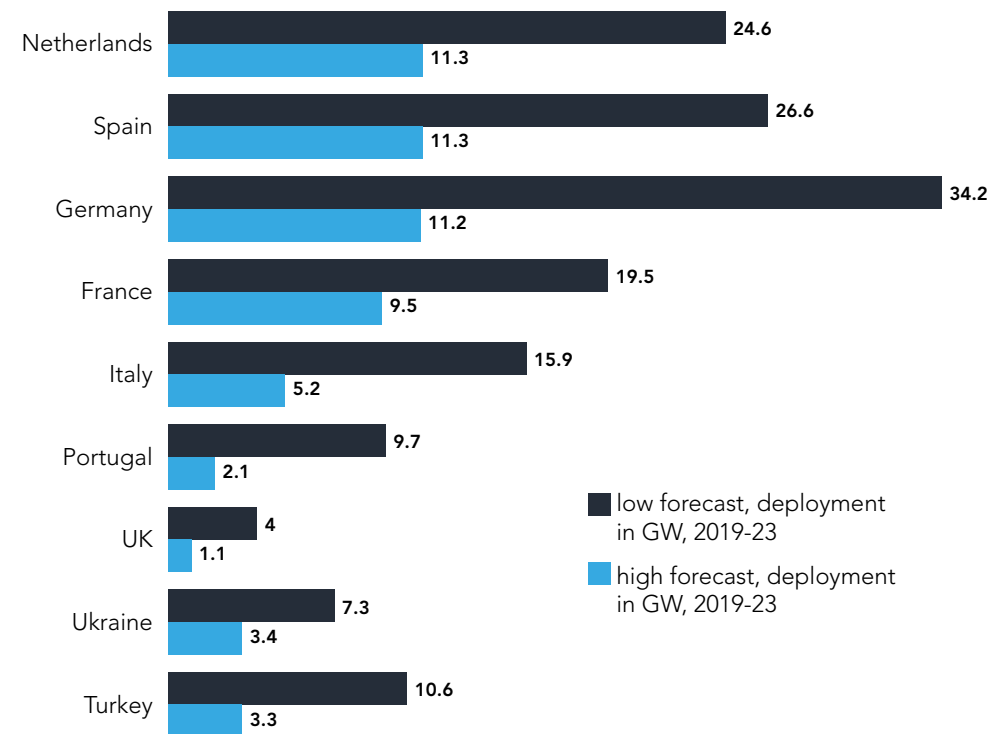
EUROPEAN SOLAR DEPLOYMENT



Source: Solar Power Europe's report, Global Market Outlook 2019-2023, (page 5, Medium Scenario).

SEVEN OF THE TOP 20 GLOBAL SOLAR MARKETS

Seven European countries feature in their analysis of the top 20 global PV markets for 2019-2023: Netherlands, Spain, Germany, France, Italy, Portugal, United Kingdom as well as a further 2 countries bordering Europe, Turkey & Ukraine



Source: Solar Power Europe's report, Global Market Outlook 2019-2023, (page 21).

THE EVENT WHERE BOARD LEVEL ATTENDEES MEET TO DO BUSINESS

WHO WILL YOU MEET?

BUYSIDE
65%

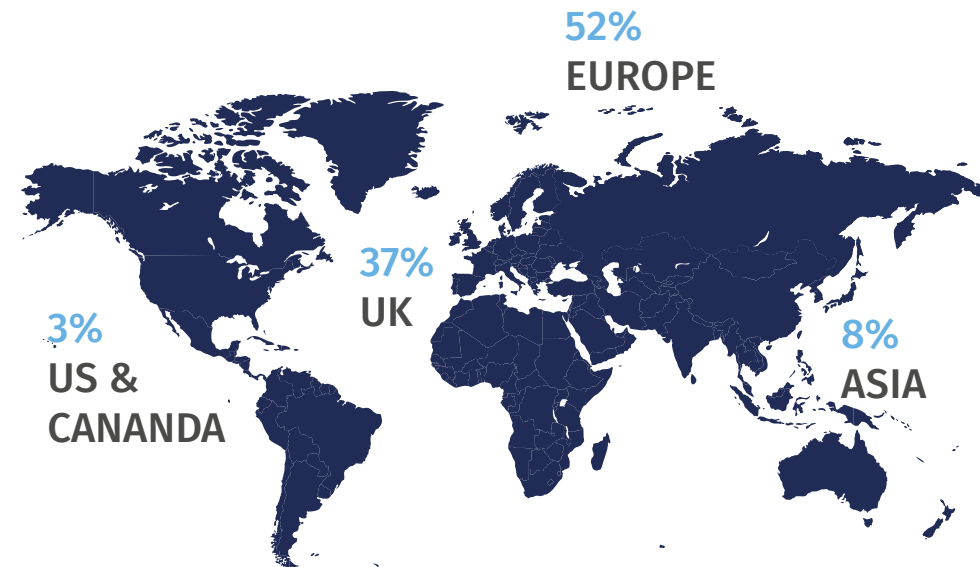
Asset Owners
Developers
C&I Energy Buyers
IPPs
Utilities

SELLSIDE
30%

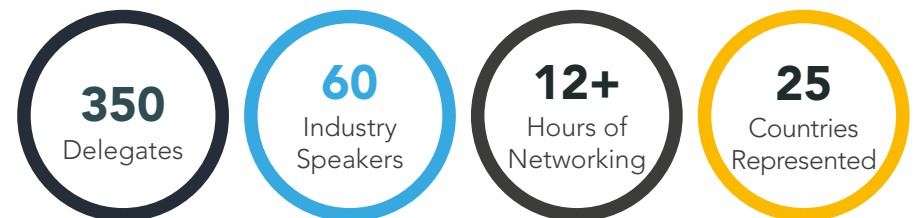
Analysts
Debt Providers
EPCs
Insurance & Re-Insurance
Law Firms
Manufacturers
O&M
Technical Consultancies
Testing & Certification

POLICY MAKERS
5%

ATTENDEES BY REGION



EVENT IN NUMBERS



DELEGATE PROFILES

62%

C-Level/Senior
Management



22%

Sales/Marketing/Business
Development Roles



JOB TITLES

Board Member
CEO
CEO and Founder
CFO
Chairman & CEO
CIO
COO
Country Manager
CTO
General Manager
Global Head of Solar and Energy Storage
Head - Innovation & Corporate Strategy

Head of Business Development
Head of Business Entity Solar Projects
Head of C&I business
Head Of Cleantech Team
Head of Debt Financing
Head of Energy
Head of Energy and Infrastructure
Head of EU Finance - C&I division
Head of Europe, UPP
Head of Fixed Income
Head of International Projects
Head of Investments

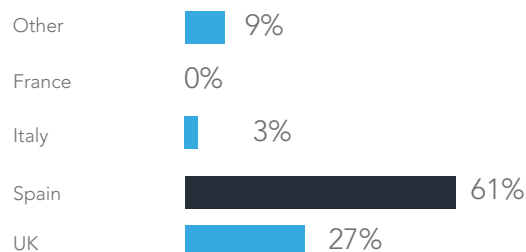
Head Of Latam
Head of M&A, Structured Finance and Equity
Strategy - Europe
Head of Market Research
Head of Origination - Europe Energy
Head of Project Investments and Sales Europe
Head of Renewable Energy
Head of Solar and Battery Storage
Head of Sustainable Energy
Head of UK Origination
Head Project Development Europe
Investment Director

Investment Manager
Managing Director
Managing Partner
MD and CFO
Origination Manager
Overseas Project Finance & Investment Director
Project Development Director
Project Manager Finance
Sector Lead Project Finance
Senior Investment Manager
Senior Legal Advisor
Structured Finance Director

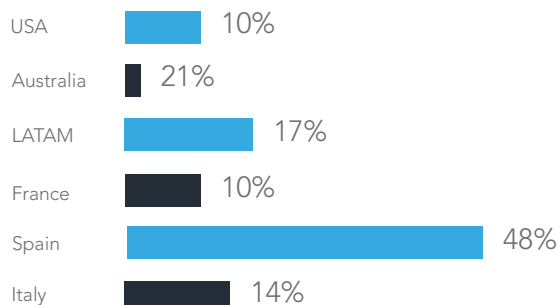
AUDIENCE POLL FROM 2019 - FUTURE OUTLOOK

Live audience interaction at the conference offers a unique insight into the expectation for the next 5 years.

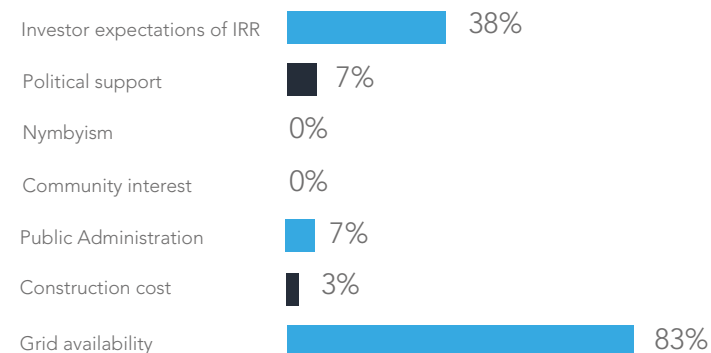
Which market is deepest for solar PPAs across Europe?



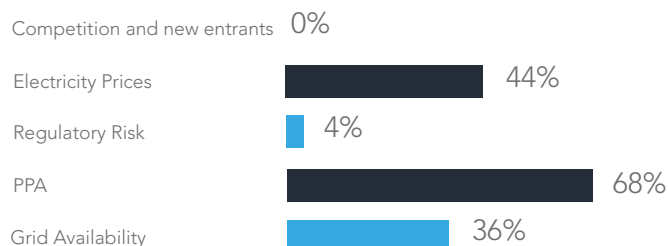
Over the next five years, what is the best post-subsidy market for developers and investors?



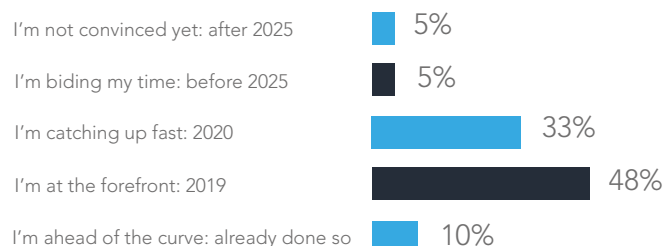
What are the main challenges for post-subsidy developers to deal with?



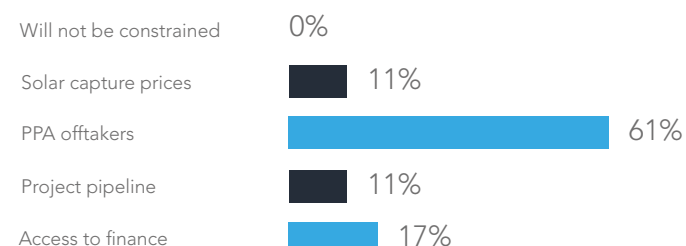
What are the main challenges for a successful investment case?



When do you expect to build, invest, or finance your first subsidy free-project?



A large scale roll out of subsidy-free solar over the next 5 years will be constrained by:



PREVIOUS ATTENDEES

ABASTECIMIENTOS ENERGÉTICOS
 ABERDEEN STANDARD INVESTMENTS
 ABO WIND
 ALEXA CAPITAL
 ALSI CONSULTING
 ALSOENERGY
 ALTERNATIVE ENERGY SOLUTIONS
 ALTERNUS ENERGY
 ALTESO
 AMARENCO
 AMYMA CAPITAL
 ARMON CAPITAL ADVISORY EU
 ASTRA CAPITAL GROUP
 ASTRONERGY
 AUSTRALIAN TRADE AND INVESTMENT
 COMMISSION AVIVA INVESTORS
 BAM ENERGY
 BAYWA. RE
 BETTER ENERGY
 BIRD & BIRD
 BLACKROCK
 BLUE ELEPHANT ENERGY
 BLUEFIELD
 BLUEPATH FINANCE
 BLUETOP SOLAR PARKING
 BSR GROUP
 BURGESS SALMON LLP
 BUSINESS ENERGIES
 CAPITAL DYNAMICS
 CARNTYNE
 CENTER GROUP
 CENTRICA
 CLERE
 DANSKE COMMODITIES
 DENMARK'S EXPORT CREDIT AGENCY
 DEUTSCHE SOLAR SPANIEN 74 SL

DLL
 DNV GL
 DRAX
 DWPF
 EDN INVESTMENT MANAGEMENT
 EFACEC ENERGIA, MÁQUINAS E EQUIPAMENTOS
 ELECTRICOS EKF DENMARK'S EXPORT CREDIT
 AGENCY
 ELMYA
 EMSOLT INVESTMENT
 ENGIE FABRICOM
 ENSERV HOLDING
 EPSILON GENERATION
 EVERWOOD CAPITAL
 EY
 FICHTNER CONSULTING
 FINPOINT
 FOOT ANSTEY
 FORESIGHT
 GRANSOLAR DESARROLLO Y CONSTRUCCIÓN SLU
 GREEN POWER MONITOR
 GREENCOAT CAPITAL
 GREENTECH SERVICES
 GRIDSERVE
 GRÜNE ENERGIEN SOLAR
 GRUPO GRANSOLAR
 GRUPO TEIXEIRA DUARTE
 HASSAN TRADERS
 HELIOLYTICS INC.
 HELIOS STRATEGIA
 HIVE ENERGY LTD
 HOLALUZ
 HONEYWELL UOP
 HSH NORDBANK
 HUAWEI
 IBC SOLAR ENERGY

INACCESS
 INGENIOUS
 JA SOLAR
 JINKOSOLAR
 KAISERWETTER
 KINESIS ENERJI HIZMETLERI
 KOEHLER RENEWABLE ENERGY
 LEENDERTSE INVESTMENTS
 LEENDERTSE INVESTMENTS BV
 LIGHTSOURCE BP
 M&G
 MACQUARIE BANK - LONDON BRANCH
 MEAG MUNICH ERGO
 KAPITALANLAGEGESELLSCHAFT
 MEGAWATT-X
 METKA-EGN
 MINISTRY OF PETROLEUM (EGYPT)
 MODUS ENERGY SOLUTIONS
 NATURAL POWER
 NEXT ENERGY CAPITAL
 NK ENERGY CONSULTING
 NORD LB
 NORDIC SOLAR ENERGY
 NTR
 OCA GLOBAL - CONSULTING & TECHNICAL
 ADVISORY OCTOPUS INVESTMENTS
 PADCON
 PFALZSOLAR
 POYRY MANAGEMENT CONSULTING
 PP ASSET MANAGEMENT
 PROTHEA
 PV EVOLUTION LABS
 QUINTAS ENERGY
 RABOBANK
 RAYCATCH LTD
 RECOM

RENOVABLE ENERGIA CONTRACTING SL RINA
 CONSULTING
 RISEN ENERGY
 ROYAL BANK OF SCOTLAND INTERNATIONAL
 SANFORD C BERNSTEIN
 SHELL
 SKYTRON ENERGY
 SMARTESTENERGY
 SMBC
 SOCIETE GENERALE
 SOLAR MEDIA
 SOLAR VENTURES
 SOLARACCESS INVESTMENTS SOLARCENTURY
 SOLARIF INSURANCE
 SOLIDO ENERGY
 STA
 STATKRAFT MARKETS
 SUNCO CAPITAL
 SUZHOU TALESUN SOLAR TECHNOLOGIES TCI
 TDO/GRUPO TEIXEIRA DUARTE
 TEKFEEN CONSTRUCTION & INSTALLATION THE
 SOLARPOWER CORP
 TOTAL SOLAR
 TRINA SOLAR
 TRIODOS BANK N.V.
 TÜV NORD
 TÜV RHEINLAND
 UKA UMWELTGERECHTE KRAFTANLAGEN UNIPER
 GLOBAL COMMODITIES SE VECTOR CUATRO
 VIKRAM SOLAR
 VOLTA ENERGY GROUP
 VOLTALIA
 WEIDMÜLLER INTERFACE
 WISE ENERGY
 WOOD GROUP PLC

AGENDA HIGHLIGHTS



SELLING SOLAR ENERGY IN AN UNSUBSIDISED MARKET

- See how companies are hedging merchant risk. Are some financial instruments overpriced?
- Find out how to get the best value from your PPA – how are they evolving and how can you keep up?
- As companies move towards wholesale trading, find out how power will be traded in a post-subsidy world



WINNING BUSINESS IN 2020 – INVESTORS AND DEVELOPERS

- Meet new investors ready to back solar projects and solar+storage projects
- Hear from institutional investors about their take on investment opportunities in the industry in an environment where climate change is headline news
- Catch up with old partners with new funds to invest
- Hear from developers who have completed projects ready to sell



NEW BUILD MARKETS: WHERE WILL THE INDUSTRY MOVE IN 2020?

- In-depth discussions will look at the pros and cons of Spain, Portugal and Italy
- Hear about market growth in Greece, Ukraine, Poland, Turkey and find out which market will come out on top
- See how northern Europe is gathering pace and assess opportunities in the UK, France, Germany and Nordics
- Meet project owners from further afield as we provide in-depth insight into India, Australia and the USA



TECHNOLOGY TRENDS

- See what real difference bifacial panels can make to a project's bottom line
- Find out which module manufacturers are bankable with exclusive insight from Solar Media Research
- Hear real life case studies about new software and AI solutions and see how they're improving yield
- Get the lowdown on co-located solar+storage: what's the investment opportunity in Europe and how are barriers being dealt with?



POST COMPLETION

- See how European secondary markets are changing and find new opportunities
- Hear about how companies are tweaking operations, asset management and maintenance to uphold project value
- Discuss new techniques for effective long-term asset optimisation

VIEW AGENDA



EARLY CONFIRMED SPEAKERS



Abid Kazim
CEO
WISEENERGY GROUP



Alejandro Ciruelos
Managing Director, Project &
Acquisition Finance
SANTANDER



Anthony Doherty
Group Finance Director
NTR



Antony Raymond
Director of Legal Services
THE PENSIONS REGULATOR



Ben Guest
Fund Manager, British Strategic
Investment Fund Head
GRESHAM HOUSE NEW ENERGY



Bruce Douglas
Deputy CEO
SOLAR POWER EUROPE



Bruce Huber
ALEXA CAPITAL



Carlos Rey Micolau
Director
FORESIGHT



Chris Hewett
CEO
**THE SOLAR TRADE
ASSOCIATION**



David Kemp
Director Project & Infrastructure -
Fixed Income
M&G INVESTMENT



David Swindin
Managing Director, Head of EMEA
CUBICO



Declan O'Halloran
Managing Director
QUINTAS ENERGY



Duncan Bott
Partner
LCF ALLIANCE



Elizabeth Debevoise Baxter
Principal Banker, Renewable Energy
Finance
**EUROPEAN BANK FOR RECON-
STRUCTION AND DEVELOPMENT**



Felicity Jones
Partner
EVEROZE



Finlay Colville
Head of Solar Intelligence
SOLAR MEDIA



Hannah Staab
Senior Due Diligence Advisor
NATURAL POWER



Giles Clark
CEO
ALSI CONSULTING LIMITED



Giovanni Terranova
Managing Partner
BLUEFIELD



James Sibony
CEO
ESPARITY SOLAR

EARLY CONFIRMED SPEAKERS



Jeremy Leggett
Founder and Director
SOLARCENTURY



Joern Hackbarth
EVP, Global Head of Engineering
and Construction
SONNEDIX



Joost Bergsma
CEO
GLENNMONT PARTNERS



José Antonio Urquizu Echeverría
Founding Partner
EVERWOOD CAPITAL



Keiichi Suzuki
CEO
**DIAMOND GENERATING
EUROPE**



Lee Moscovitch
Partner
GREENCOAT CAPITAL



Lisa McDermott
Executive Director
ABN AMRO BANK N.V.



Michael Ebner
Managing Director, Infrastructure
KGAL



Peer Piske
Business Development Director
SOLARCENTURY



Raffaele Fait
Executive Director, Global Key
Accounts Department
HUAWEI TECHNOLOGIES



Roberto Murgioni
Technical Service Manager
JINKO



Roger Font Garcia
Director
BANCO SABADELL



Sam Goss
Investment Director
OCTOPUS INVESTMENTS



Stephan Padlewski
Regional Marketing Manager,
EMEA
**DUPONT PHOTOVOLTAIC
SOLUTIONS**



Stephane Dubos
Executive Director in the Power &
Renewables Infrastructure Industry
Group
NATIXIS



Stephen Williams
CFO
SONNEDIX



Vassilis Zorbas
Managing Director
ENTRICITY IKE



Zosia Riesner
Head of Corporate PPA
LIGHTSOURCE BP

SPONSORSHIP BENEFITS

We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new services, no one is better placed to help than our team.



BUSINESS DEVELOPMENT & LEAD GENERATION

Develop new business opportunities with key stakeholders across the solar finance sector



BUILD PIPELINE & SHORTEN SALES CYCLES

Accelerate and shorten sales cycles by accessing senior decision makers and stakeholders responsible for their technology road map



THOUGHT LEADERSHIP

Ensure the market is fully conscious of the unique benefits of your solutions and advantages of partnering / investing with you



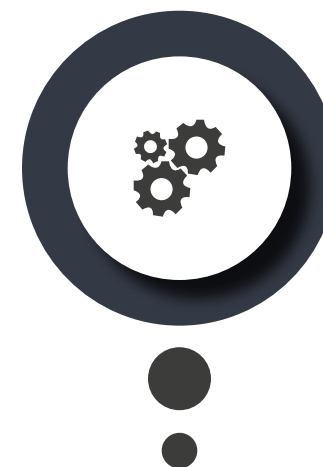
RELATIONSHIP BUILDING

Ring fence existing prospects and clients. Cement your position as a leading partner of choice with companies implementing solar projects



BRAND RECOGNITION

Enhance your brand position within the solar finance sector and ensure you are front of mind with qualified decision makers and industry stakeholders



INNOVATION & LEADERSHIP

Demonstrate and strengthen your commitment to driving solar investments and position yourself as a key enabler and partner of choice in an accelerating European solar market

WHAT OUR ATTENDEES SAY

“ Solar Finance is the place to be for anyone interested in solar projects and financing in Europe, not only for the networking opportunities, but also for the valuable information shared at the presentations.

Daniel Pérez, PPA Lead & Chief Legal Officer, Holaluz

“ Solar Finance: the best conference in the European solar landscape.

Alberto Paturzo, Investment Director, Bluefield

“ Key decision makers from each organization attend the meeting, very effective.

David Armanini, Managing Director, Prothea

“ A topical, well attended and delivered conference which has established itself as a key event in the European solar/ renewable energy finance calendar.

Philip Bazin, Environment Team Manager, Triodos Bank NV



“ This conference was mainly more useful than others to me because of the diversity of attendees and speakers among investors, project developers and financial institutions.

Silvio Ventura, Executive Director, OCA Global - Consulting & Technical Advisory

“ Very well organized event that will give your business a boost.

Joost Leendertse, Founder, Leendertse Investments

PACKAGE OPTIONS

	HOST	DIAMOND	PLATINUM	GOLD	SILVER	BRONZE	SUPPORTING	EXHIBITOR
SPONSORSHIP LEVEL								
CHAIR DAY 1 & DAY 2	•							
KEYNOTE PRESENTATION	•	•						
20 MIN SOLO PRESENTATION	•	•	•	•				
PANEL SPEAKING SLOT	•	•	•		•	•	•	
PRE OR POST EVENT EDITORIAL Q&A	•	•	•	•				
ENTRANCE & ONSITE BRANDING								
EXHIBITION STAND / BRANDED BACK DROP	•	•	•	•	•	•		•
ADDITIONAL BRANDING - TIER 1	•	•	•	•				
ADDITIONAL BRANDING - TIER 2					•	•		
PRIVATE MEETING ROOM	•	•	•					
LOGO TO APPEAR ON ALL EVENT SIGNAGE	•	•	•	•	•	•	•	
PROFILE & LOGO ON EVENT APP	•	•	•	•	•	•	•	•
DELEGATE PASSES	10	8	6	5	3	2	2	2
MEETING & NETWORKING								
TARGET ACCOUNT LIST RESEARCH	•	•	•	•				
ACCESS TO APP NETWORKING TOOL	•	•	•	•	•	•	•	•
GUARENTEED MEETING	10	10	8	6	4	3	2	2
PRE-EVENT								
LOGO & PROFILE ON WEBSITE	•	•	•	•	•	•	•	•
RECIPROCAL WEBSITE LINK TO HOME PAGE	•	•	•	•	•	•	•	•
COMPANY LOGO & LINK ON EMAIL MARKETING	•	•	•	•	•	•	•	•
PROMOTION ACROSS SOCIAL MEDIA	•	•	•	•	•	•	•	•
POST SHOW								
ACCESS FULL DELEGATE LIST - FULL NAME/ COMPANY/JOB TITLE	•	•	•	•	•			



ADDITIONAL BRANDING

TIER 1: GOLD LEVEL AND ABOVE.

- Networking Dinner
- Registration & Lanyards
- Drinks Reception
- Lunch
- WiFi
- Network Zone and Meeting App

TIER 2: SILVER LEVEL AND BELOW.

- Coffee Break
- Seat drop
- Delegate bags
- Sponsored gift
- Pre / Post event webinar
- Event guide
- Private meeting rooms



SOLAR & STORAGE FINANCE EVENT SERIES



SOLAR FINANCE & INVESTMENT EUROPE

5-6 February 2020
London, UK



SOLAR & STORAGE FINANCE ASIA

7-8 July 2020
Singapore



SOLAR & STORAGE FINANCE USA

17-19 November 2020
New York, USA

GET INVOLVED 



5 - 6 February 2020 | London UK, Park Plaza Victoria

Meet the Team & Get Involved



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Event Director

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Head of Event Content

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ssf@solarmedia.co.uk

EVENT ORGANISER



IN ASSOCIATION WITH



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MEDIA PARTNER



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