

# AGENDA



9th Annual

## SOLAR FINANCE & INVESTMENT EUROPE

1-2 February 2022 | London UK, Park Plaza Victoria

**THE MEETING PLACE FOR EUROPEAN SOLAR  
INVESTORS AND FINANCIERS TO FIND PROJECTS**

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Editorial Partners



“ Solar Finance: the best conference in the European solar landscape.  
**ALBERTO PATURZO, INVESTMENT DIRECTOR, BLUEFIELD**

“ Very well organized event that will give your business a boost.  
**JOOST LEENDERTSE, FOUNDER, LEENDERTSE INVESTMENTS**

# Welcome to Solar Finance Investment Europe 2022

We are thrilled to be working on the ninth edition of Solar & Storage Finance EU. The meeting place for money and projects.

2022 will be one of the most exciting years for the solar industry as both business models and technology have come of age. We look forward to hosting you and your team face-to-face in London in February!



**Jo Wilkinson | Head of Event Content, Solar Media**

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## Secure Capital

Global lenders and investors with a mandate for UK and European solar will gather in February with billions of pounds of capital to deploy, this event is the place to secure capital against projects and portfolios.



## Win Business

With GW markets multiplying across the continent, Solar Finance & Investment Europe is the leading place to ensure your products and services are front of mind with top developers, EPCs and capital providers.



## Network & Build Connections

After more than a year of digital events, Solar Finance and Investment Europe offers you the chance to meet in-person and network with the top players in the field. Always packed with decision-makers, this is a deal-making event like no other in the European solar calendar.



## Our mission

To inspire change and create the knowledge and networks that will accelerate a decentralised, intelligent and sustainable energy market



## Our approach

Solar Finance & Investment Europe is far more than just another Solar event – our unique proposition is that we are obsessed with delivering unique insights creating dialogue and partnerships. Your customers attend this summit to find capital for solar and storage projects, better understand the technology disrupting the market, build strong partnerships and to seek help with making the right investment decisions.

As the European solar industry evolves at pace and we see more projects in the pipeline, the market has never been more competitive; investors are actively seeking development platforms for acquisition or joint ventures, increased focus on ESG will see more capital being attracted to the market and the necessity to “build back better” will see governments relying on low carbon energy to stimulate economies and secure energy supply.



## Our commitment

To our commercial partners, 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 products, no one is better placed to help than our team. Thank you for taking the time to discuss our offering and we look forward to taking this exciting journey with you.

# DAY 1 | Tuesday 01 February 2022

08:30	REGISTRATION AND REFRESHMENTS	
09:00	WELCOME ADDRESS FROM SOLAR MEDIA	
09:10	<p><b>KEYNOTE PANEL DISCUSSION: COMMODITIES, CAPEX, CAPITAL &amp; CONFIDENCE: HOW HAVE 2021 HEADWINDS AFFECTED THE INDUSTRY?</b></p> <p>2021 saw global headwinds have a direct and expensive impact on the solar industry as supply chain constraints and materials prices rose dramatically. This has led to some project delays and investors re-working the economics in their projects. In this panel, we ask specifically what impact this has had on investor confidence.</p> <ul style="list-style-type: none"><li>• Hindsight is 2021 but what have we learnt?</li><li>• Volatility was everywhere in 2021 and we saw gas and oil prices rise alongside other key commodities and – crucially – equipment and services for projects, what is the long-term outlook and how have these changed project economics?</li><li>• Are we ready if interest rates increase?</li><li>• There is often talk about a “wave” of capital and we have seen the relationship shift between investor and developer – where is this wave headed and how can developers ensure ongoing access to capital?</li><li>• Has the cost of capital or investor expectations changed?</li></ul>	
10:10	<p><b>PANEL DISCUSSION: ENSURING BANKABLE EQUIPMENT SELECTION IN A MORE SOPHISTICATED AND COMPLEX MARKET</b></p> <p>As module suppliers expand their ranges and what's on offer becomes more complex (n-type, p-type, bifacial, mono, 182 mm wafers, 210 mm wafers...not to mention inverter selection!) We delve into what this means for developers and investors as they look towards projects that stand the test of time and recover higher CAPEX.</p>	
11:00	NETWORKING REFRESHMENT BREAK	
11:30	<p><b>KEYNOTE PANEL DISCUSSION: ARE WE ON THE CUSP OF A NEW ERA OF EUROPEAN SOLAR MANUFACTURING?</b></p> <p>2021 saw the discussion around European manufacturing become more popular but what would it take to move from words to actions? During this panel we will explore the conditions which need to be in place to see a European manufacturing renaissance, policy which might kick-start investment and we ask how quickly supply could match demand.</p>	
12:30	PRE-LUNCH KEYNOTE	
13:00	NETWORKING LUNCH BREAK	

# DAY 1 | Tuesday 01 February 2022


14:00	<b>EUROPEAN POWER PRICES</b> <p>We're in the middle of a gas crisis which is having a direct impact on the power market. Other factors such as extreme weather and high penetration of intermittent power in some markets are also having an impact on power prices. How might this play out in the long term and how should investors factor these into future project development? Are these a long-term trend and how much can they serve as an offset to higher CAPEX?</p>	14:00	<b>PROTECTING ASSETS ACROSS THEIR LIFECYCLE</b> <p>With solar assets expected to last for 30-40 years, investors need to really understand the ways to optimise projects from cradle to grave. With a large portion of EU projects being deadline-driven in the past, many assets are underperforming. What can be learnt from that, how are asset owners improving existing portfolios? When do you repower and how can you extend a project's life without redeveloping?</p>	14:00 – 16:00	<b>EUROPEAN SOLAR MARKETS – NETWORKING ROUND TABLES</b> <p>The solar industry in Europe is expected to be a beneficiary of the European Green Deal with 25.6GW of installations predicted in 2022 by the IEA. We have also seen the European Commission, update its Renewable Energy Directive to increase the overall binding target from 32% to a new level of 40% renewables of the power mix by 2030.</p> <p>More locally, we have seen shifts in national politics with an incoming administration in Germany, the UK's net zero plan taking on shape and more auctions the march in some markets towards batteries or green hydrogen.</p> <p>These breakouts will give the audience an early opportunity to meet new contacts, network and see what's happening at a local level.</p> <div> <div> <b>Group 1 14:00 – 15:00</b> <ul style="list-style-type: none"> <li>• UK</li> <li>• Republic of Ireland</li> <li>• Germany</li> <li>• The Netherlands</li> </ul> </div> <div> <b>Group 2 15:00 – 16:00</b> <ul style="list-style-type: none"> <li>• Spain</li> <li>• Portugal</li> <li>• France</li> <li>• Poland</li> </ul> </div> </div>
15:00	<b>STRUCTURING A BANKABLE MERCHANT SOLAR DEAL</b> <p>Join this session for a specific breakdown of potential merchant structures (corporate PPA, PPA with an intermediary, hedging contracts, fully merchant) and the pros, cons and revenue streams of each option. We will learn what a project sponsor needs to do to get these projects over the line and outline lenders' appetite for merchant projects – which of the banks are comfortable with these deals and how will lenders approach each structure?</p>	15:00	<b>HOW CAN ASSET MANAGEMENT AND FINANCE TEAMS CREATE A POSITIVE DIALOGUE?</b> <p>The 2020 edition of SFIE started a dialogue around repowering and revamping where we heard about the disconnect within some asset owners between new build and optimising existing assets. This session will bring the two sides together to develop an understanding of how they can work together to ensure projects are not left behind.</p>		
16:00	<b>NETWORKING REFRESHMENT BREAK</b> 				
16:30	<b>THE RISE OF THE MEGA PROJECT</b> <p>This session will explore the impact that mega projects are having on the market, whether they are having any impact in communities' appetite to live near solar projects and the appetite that lenders and investors have in this segment of the market.</p>	16:30	<b>GROWING GAINS: HOW ARE INVESTORS OPTIMISING ACROSS PORTFOLIOS?</b> <p>As the industry matures alongside growth in wind, storage, EVs and green hydrogen, we hear from asset owners dealing with complexity. What kind of opportunities are they seeking now? Which countries have they identified as interesting markets and how are they managing their assets to maximise performance and minimise downtime?</p>	16:30	<b>AUCTIONS UPDATE</b> <p>We have seen auctions in Portugal, Spain, the UK (late 2021), Poland and more but the economics don't always pencil out. We will hear from auction winners about their plans for some of these key markets but also discuss options for those companies who decide not to compete. How are developers approaching markets of interest if they don't participate in auctions?</p>
17:30	<b>NETWORKING DRINKS RECEPTION</b> 				
19:00	<b>NETWORKING DINNER</b>				

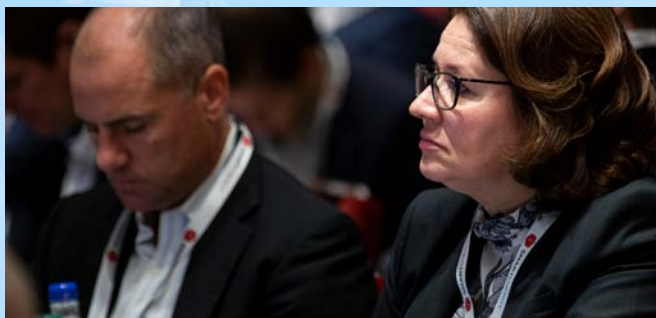


# DAY 2 | Wednesday 02 February 2022

08:30 RE-REGISTRATION AND REFRESHMENTS	
09:00 <b>DATA ENABLING CAPITAL-RAISING</b> When it comes to 2022 and beyond, what data do lenders and investors require? This session will look at a diverse range of data from power prices to project valuations as well as tracking and tracing your supply chain. This will give project sponsors the ammunition they need to meet investor and lender needs.	09:00 <b>JV, M&amp;A, IPO... HOW IS THE BUSINESS OF DEVELOPMENT CHANGING?</b> We have seen several developers sign JVs with investors, an increase in M&A activity, some IPOs, the rise of the SPAC in the US market and even some lenders evolve into development platforms. What is the future of the development business model and how do investors seeking a long-term partner pick the best development platform?
10:00 <b>BATTERIES INCLUDED – DELIVERING AN PV+ESS PROJECT</b> Long hailed as the missing piece of the puzzle, the European solar+storage market could see real growth in 2022 but investors need to weigh up their business cases and identify revenue streams make a project worthwhile, an operating plan which makes sense and take a view on markets which are ripe for new development. This session will make sense of that complexity, highlighting the real benefits you can expect with an added battery, the drawbacks and hurdles you might need to overcome and the decisions which will need to be taken along the way to ensure your project's success.	10:00 <b>AN INVESTOR'S GUIDE TO OPTIMISING THE DEVELOPMENT PROCESS</b> Some investors are getting involved in projects at a much earlier as a response to competitive pressure but do they really understand how to maximise the development process; what challenges might emerge? How is digitisation helping some companies to expedite the process? What can be done differently in this new wave of development to avoid the mistakes of the past?
11:00 NETWORKING REFRESHMENT BREAK 	
11:30 <b>ESG AND SUPPLY CHAIN – HOW ARE INVESTORS DEALING WITH TRACABILITY</b> Investors are much more interested in ESG than ever before which means a) renewables will see a rise in investments but b) investors will scrutinise supply chain more deeply than before. How do you build a sustainable and responsible supply chain of the future?	11:30 <b>LARGE SCALE ROOFTOP ON THE RISE</b> As a new wave of rooftop pipeline emerges, we will examine the opportunity for investors. First, we will outline the market in the UK, focusing on the C&I space. We will then look at larger scale residential market growth, the possible move towards aggregation of portfolios and then the wider needs that customers might have such as carports and storage.
12:30 NETWORKING LUNCH BREAK 	
2:00 <b>HOW DO NETWORKS PLAN TO ACCOMMODATE MORE SOLAR?</b> Grids in Europe will become ever more constrained as the number of new projects increases. How will TSOs and DSOs keep up and what are networks doing now to evolve and meet the needs of a power market driven by low carbon power.	2:00 <b>ACTIVE LAND MANAGEMENT</b> ESG is driving investors towards a deeper understanding of different impacts their portfolios have on the world around them. This session will focus on the impact we have on the land around us, discussing the added value that a focus on biodiversity and land protection can have for investors as well as the rising tide of renegotiations which are happening as leases expire and why this needs to be a priority for asset owners before agreements come to an end. This will lead to lessons learnt about how we might work differently with landowners and consider our impact as an industry.

# DAY 2 | Wednesday 02 February 2022

3:00	NETWORKING REFRESHMENT BREAK 	
3:30	<b>ARE WE PREPARED FOR A NATCAT WORLD?</b> 2021 saw a number of unexpected weather events which caused havoc and damage to cities, dwellings and businesses. This session will focus on the strategies that the solar industry needs to deploy now to ensure a bright future.	3:30 <b>HOW WILL THE COMMERCIAL AND INDUSTRIAL LANDSCAPE EVOLVE?</b> The last few years have seen real commitment from corporates to renewable energy and this panel will look towards the future asking speakers to unpack trends we have seen in the last year.
4:30	<b>GREEN HYDROGEN: WHAT DIFFERENCE WILL IT MAKE TO THE SOLAR MARKET?</b> Everyone's talking about it but where are we on the path to economically viable green hydrogen projects co-located with solar PV?	4:30 <b>AGRIPV</b> As margins for the farming community become tighter and agriculture seeks to decarbonise itself as an industry, we will delve into the opportunities that agriculture and solar present. This session will use case studies from successful deals to highlight the path forward for new partnerships.
5:30	CLOSE OF CONFERENCE	





# Meet the team & get involved



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# Our Renewable Finance Series



**SOLAR & STORAGE  
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**WIND POWER**  
Finance & Investment  
SUMMIT

7-8 December 2021 | Victoria Park Plaza, London



**SOLAR FINANCE  
& INVESTMENT  
EUROPE**

1-2 February 2022 | London, UK



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July 2022 | South Korea

[View our 2022 Events Calendar >>](#)

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