



Energy Storage Summit

MENA & ASIA

March 2018

DUBAI, UAE

AGENDA AT A GLANCE

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Early confirmed speakers and partners include:



DAY 1

OPENING CEREMONY

Chair's Opening Remarks

UAE - A HUB FOR ENERGY INNOVATION

This session will address the future of the energy mix in the UAE and what role can energy storage play in it. DEWA and ADWEA will update you on:

- Latest on renewable targets, implementation strategy and timelines
- The addressable market for storage by 2020
- What are the grid needs and how can energy storage play a part within it?
- R&D initiatives on energy storage and demand side management
- Timelines and structure for any future ancillary services tenders
- What are the expectations for pricing for ancillary services procurement across technologies?

Networking refreshment break

WHY SHOULD YOU CARE ABOUT ENERGY STORAGE TODAY?

This session looks at the drivers and trends for energy storage worldwide and why everyone should take note on how quickly countries are growing pipelines:

- Deployment figures and future projections
- What are successful business' models?
- Market segment uptake and success?
- Where is energy storage useful and where is it needed?
- How do they attract finance?
- Technology price curves and projections
- How do markets arise and how do they grow?

TECHNOLOGY UNCOVERED

This session will look at technological developments and the impact they will have on the future of the industry.

- Who's investing in R&D and what lessons are being drawn from consumer electronics?
- How are batteries performing in lab conditions and what could the future look like?
- Hydrogen – is this the real future?
- Supply chains and commodity costs
- Beyond batteries, what are the technological options for projects?
- How do they compare and what should developers back?
- What technology is on offer?
- How would the different technologies perform in the environment?
- What are major investors backing?
- Which technologies are the right long-term picks?
- What is the environmental impact?

Networking lunch break

MARKETING & PARTNERSHIPS:
Lindsey Guest, lguest@solarmedia.co.uk

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WHAT ARE THE BUSINESS MODELS SUITABLE FOR THE REGION?

This session will look at the specifics of the different business models that are applicable in the region.

More specifically:

- What is the appetite of C&I customer and how to sell to them?
- What kind of PPAs are they open to and what is the pricing structure that has proven to be most successful?
- What kind of contract length is needed to raise financing?
- How to deal with credit worthiness of off takers?
- Insight into lead-gen and business development

MARKET ROUND UP

This session will provide an essential snap-shot into what's happening in different regions in the market and will allow the audience to decide which roundtable they would like to attend.

Panellists will cover the following aspects about each region:

- Regulation
- Energy Mix
- Market potential for flexibility resources
- Renewables targets
- Grid status
- Role that energy storage can play

BREAKOUT ROUND TABLES

After the market round up the conference will move onto a breakout session.

The below country-focused round tables will give attendees the opportunity to have an interactive discussion about opportunities and obstacles to deployment within the different regions:

- NORTH AFRICA
- MIDDLE EAST
- SOUTH ASIA
- ISLANDS SOLUTIONS

Networking reception

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JORDAN - FRONT OF THE METER ENERGY STORAGE OPPORTUNITY: UTILITY PERSPECTIVE

- Energy mix update, future power needs and the role of renewables and storage
- Updates on the state of the grid
- What are the plans for the specific energy storage tender
- What will be the split between technical adaptability and pricing
- Who is best placed to win this business?
- What are the timescales for tenders?

JORDAN - DEVELOPER PERSPECTIVE

In this session you what developers and IPPs active in the region as well as the ones that are planning to be partaking in future tenders have to say about:

- Projections on pricing
- Preference and consideration on different technology
- Warranties requirements and contract terms
- Planning, design, interface and O&M
- Financing options and revenue stacking

ADENIUM CAPITAL | Siddiq Fariq, Vice President

Networking refreshment break

INDIA – HOW WILL THE ENERGY STORAGE MARKET EVOLVE?

This session will look at the procurement climate for energy storage in India and the future influx of manufacturing and battery assembly capacity

- How much confidence is there after the temporary cancellation of large-scale solar-plus-storage projects in Andhra Pradesh and Karnataka?
- How open are Indian Discoms to utilizing or experimenting with energy storage?
- What impact will a 28% GST tax on secondary batteries have on the industry
- When will storage deployment move from just at ATMs and telecoms towers to including large-scale systems?
- How reliant is Indian storage's future on the uptake of EVs?
- Will battery assembly capacity continue to grow in the next three years?
- How close is India to having multiple domestic 'Gigafactories'?
- Where can government improve policy to enable storage uptake?
- What are the opportunities with so many big name Indian companies considering energy storage?
- Which Indian states are more conducive to adding storage capacity?
- Is there still room for storage in the Andaman and Nicobar Islands?

RENEW POWER | Shashank Adhlaka, Head of International Business

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Networking lunch break

FINANCE & INVESTMENT FOR ENERGY STORAGE

This session will look at the avenues for attracting capital to projects and how does that get married up with different type of contracts

- Are private PPAs more financeable?
- Is all an equity play?
- What is the contract length and revenue stack needed to secure debt? If so, what is the cost of that debt?
- What will be the role of DFI in financing storage?
- Who will provide early stage funding and construction capital?
- Will government back utilities participate in the ownership of projects or will project be all third-party IPP owned?

CASE STUDIES SESSSIONS

Hear details from projects:

- Mini and Micro grids
- Private PPAs C&I projects
- Front-of- the- meter projects

Conference Adjourns

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