

Day 1: 27 February 2018

8.30 Coffee and Registration

9.00 CHAIR'S OPENING REMARKS

SOLAR MEDIA | Andy Colthorpe, Editor- Energy Storage

9.10 NAVIGATING CM DERATING, DNOS OWNERSHIP, LICENCES AND NATIONAL GRID PRODUCTS

Moderator: POYRY ENERGY MANAGEMENT | James Cox, Director

BIRD & BIRD | Joshua Partridge, Co-Head of Storage Group

REGEN | Merlin Hyman, CEO

STA | Chris Hewitt, CEO

UK POWER RESERVE | Edmund Frondigoun, Capacity Market expert

9.50 THE ROLE OF DNOS IN FLEXIBILITY AND ENERGY STORAGE

WESTERN POWER | Roger Hey, Future Network Manager

FLUENCE | Dr Marek Kubik, Market Director

OPEN UTILITY | Joe Segal, Head of Partnerships

NORTHERN POWER GRID | Patrick Erwin, Policy and Markets Director

SP ENERGY NETWORKS | Alan Collinson, Lead Engineer

11.10 Networking refreshment break

11.30 COMPARING MARKET SEGMENTS AND STRATEGIES: BTM, COLOCATION OR NEW SOLAR+STORAGE

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A panel of developers and asset owners will assess the pros and cons of:

- o Colocation with solar
- o Colocation with wind
- o Colocation with gas assets
- o BTM
- o New build solar + storage unsubsidised
- o Standalone

- What is the thought process behind the market strategy they have chosen to adopt?
- How deep and how sustainable is each market segment?
- Technology consideration in light of the derating of batteries: Longer duration li-ion or flow batteries?
- What is the role of arbitrage on the whole market development and design?
- How can you compete with gas-peakers in the capacity market?
- Will you always need to use an aggregator?
- When will it be enough to fund a project solely on arbitrage?
- DNOS owning storage: how much of a threat does that represent for your company

Moderator: BIRD & BIRD | Matt Bonass, Partner

CAMBORNE | Dan Taylor, Managing Director

ANESCO | Steve Shine, Chairman

UK POWER RESERVE | Alexander Vit, Senior Manager, Growth and Development

BECOME ENERGY | Matt Allen, CEO

GRIDSERVE | Mark Henderson, CIO

12.20 DOES THE INVESTMENT AND FINANCE COMMUNITY AGREE?

The panel of financiers will discuss whether they agree with the forecast and reasoning of the developers and the following scenarios:

- What revenue stacks they are prepared to back?
- Do you consider degradation as CAPEX- how do you spread out the cost of the battery over the lifetime?
- How much is derating hurting current project and how much will it be hurting future ones?
- How flexible is the capital available?
- How do you build a revenue stack: does it all start with CM?
- What are the new risks investors perceive?
- Asset finance, project finance and 100% equity?

Moderator: DALE POWER SOLUTIONS | Jason Hunter, National Sales Manager

AVIVA INVESTORS | Isaac Vaz, Associate Director

SUSI PARTNERS | Asif Rafique, Managing Director

MACQUARIE CAPITAL | Ulrika Wising, Head of Energy Storage and Energy Efficiency

GRESHAM HOUSE | Ben Guest, Director

CAPITAS FINANCE | Mark Turrell, Director

INVESTEC | Olivier Fricot, Co-Head of Power

13.00 Networking lunch break

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Bird & Bird

DALE | NEC
POWER SOLUTIONS



FLUENCE
A BIRD & BIRD COMPANY

FREQCON
SUSTAINABLE SOLUTIONS



Narada

Nidec
-All for dreams



STREAM 1: MARKET FOCUS

Chair: CAMBORNE CAPITAL | Dan Taylor, Managing Director

14.00 SIZING THE UK MARKET OPPORTUNITY

SOLARMEDIA | Lauren Cook, Senior Analyst

14.10 4 ENERGY SOURCE HYBRID: FRONT OF THE METER CASE STUDY

- Knowledge transfer from the critical infrastructure world
 - How to integrate a range of energy sources
 - Importance of energy management for hybrid systems
 - How these benefits transfer to Behind the Meter systems
- VERTIV | Emiliano Cevenini, VP Sales AC Power
NORIKER POWER | Dr Marc Thomas, Managing Director

14.40 POWER PRICING & TRADING & PPAS

- What is the role of arbitrage in the future revenue stack?
 - What are the current forecast of power prices and how does that affect the role of energy storage in future years
 - What is the demand of flexibility from utilities' trading arms?
 - Who is signing energy storage PPAs and what are the terms around those?
 - ENRON lesson learnt and what to look out for
- Moderator: POYRY ENERGY MANAGMENT | James Cox, Director
FERC | Nancy Bowler, Branch Chief
TRIODOS BANK | Philip Bazin, Head of Environmental Finance
LIMEJUMP | Rob Sherwood, Head of Trading
GAZPROM | Ed Porter, Power Originator

15.40 Networking refreshment break

16.10 HOW CAN YOU MAKE C&I BTM WORK?

- How do you achieve scale?
 - Is there a way to increase standardisation?
 - How to cater to the SME space and dealing with lower credit score contracts?
 - What are the different revenue stacks developers are going for?
- OMNIO | Chris Curry, Managing Director
DALE POWER SOLUTIONS | Jason Hunter, National Sales Manager
MACQUARIE | Puneet Sharma, Corporate and Asset Finance
INGENIOUS | Roberto Castiglioni, Senior Investment Manager
INNOGY | Sam Harden, Business Development Energy Storage

16.30 RELIABILITY, SECURITY, FLEXIBILITY AND SAVINGS:

HOW DO END USERS PERCEIVE ENERGY STORAGE?

- Industrials strategies to manage peak network costs
 - What is the appetite to participate in DSR: which market segment are they already active in and what are the new ones they are looking to enter?
 - What is the contract length they are comfortable with for energy storage deals and what is it dependent on?
 - How important is power quality? • How much flexibility can you really offer-dealing with inflexible loads and understanding the potential?
 - How to best manager your relationship with aggregators
- MAJOR INTENSIVE USERS GROUP | Jeremy Nicholson, Managing Director
RESTORE | Robert Labinski, Senior Business Development Manager
NHS | Vikas Ahuja, Energy Manager

STREAM 2: CASE STUDIES#

Chair: SOLARMEDIA | Andy Colthorpe, Editor- Energy Storage

14.00 MANAGING UTILITY SCALE EPC CONTRACTS: LESSONS LEARNT FROM WEST BURTON 49MW NG EFR AND BLACKBURN MEADOWS 10MW NG EFR CASE STUDIES

NIDEC | Mr. Matteo Rizzi, Nidec Industrial Solutions Director Global Sales PV, BESS and EV

14.30 FINANCING FOR FTM & BTM STORAGE PROJECTS:

- Technical characteristics considered for financing
- Business models and supporting financing structures
- Examples from US, UK and Germany

SIEMENS FINANCIAL SERVICES | Bridgit HartlandJohnson, Business Expert – Energy FLUENCE | John Zahurancik, COO

15.20 INTERNATIONAL CASE STUDIES

Narada's experience across Australia, China, Thailand, Singapore and UAE
NARADA | Allen Xiang, Head of ESS

15.40 Networking refreshment break

16.20 CASE STUDY ON ENERGY STORAGE IN COMMERCE AN INDUSTRY IN SOUTH AFRICA

- Market context
 - Technical solution for an industrial site with Storage and PV and Diesel in Johannesburg
 - Business case
 - Experiences after one year of operation
- ABB | Britta Buchholz, Vice President Global Business Development Manager

16.50 INTERNATIONAL CASE STUDY: USA

- Futureproofing ESS through flexible SW and design
 - Based on experiences in CAISO and PJM markets in USA
 - What is the relevance to the UK market
- WARTSILA | Semih Oztreves, Business Development Manager, Energy Storage and Integration

17.10 INTERNATIONAL CASE STUDY: JAPAN

- NGK EUROPE GMBH | Gauthier Dupont, Director of Power Business Batteries
- The uncertainty of changing applications in the future market place for energy storage services
 - Whether batteries are a utility asset or merchant service provider
 - How does longer duration energy storage bring commercial benefit
 - Do the regulators understand the value of both short duration and longer duration storage
 - Will the implications of the Winter Package for electricity help or damage the industry?
- Moderator: SWANBARTON | Anthony Price, Director
NGK EUROPE GMBH | Gauthier Dupont, Director of Power Business Batteries
EASE | Brittny Elzare, Policy Officer
FLUENCE | Dr Marek Kubik, Market Director
WARTSILA | Semih Oztreves, Business Development Manager, Energy Storage and Integration

17.40 NETWORKING DRINKS RECEPTION

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Day 2: 28 February 2018

8.30 Coffee and Registration

9.00 CHAIR'S OPENING REMARKS

ALEXA CAPITAL | Bruce Huber, Managing Director

9.10 KEYNOTE: EVOLVING UTILITIES BUSINESS MODEL IN THE FLEXIBILITY SPACE

- Owning, developing, procuring, finance or off-taking energy storage
- What is likely to have the most impact on the current energy system?
 - o Block chain
 - o Internet of things
 - o Cutting edge technologies
 - o Business model

WGL | Richard Walsh, Program Lead- Solar & Energy Storage (USA)

FLUENCE | John Zahurancik, COO

EDF | Richard Burton, Head of Innovation Projects

ECOTRICITY | Mark Meyrick, head of Smart Grids

ESB | John Pollard, Project Director - Energy Storage

FLEXITRICITY | Cameron Welsh, Business Development Manager

10.20 TECHNOLOGY COMPARISON SESSION

This session will be delivering a series of short technology pitches and followed by a joint Q&A

VERTIV | Chris Campbell, VP Business Development

VIKING COLD SOLUTIONS | James Bell, CEO

BUSHVELD ENERGY | Mikhail Nikomarov, Head and Co-founder of Bushveld Energy

ENERGY NEST | Ludvig Bellehumeur, Director Project Development

LOGAN ENERGY | Bill Ireland, CEO

11.10 Networking refreshment break

11.30 AGGREGATORS AND REVENUE STREAMS

- DSR and scale: what is achievable and how will the market look in 5 years?
- How are you updating your offering/strategy based on NG new products?
- Some aggregators are looking to own energy storage others are looking to sell services - what are the different strategies?
- Real-time data showdown
- How do you operate energy storage and O&M issue in mind?

RESTORE | Helen Park, Vice President

ENERGY POOL | Robert Hughes, UK Director

LIMEJUMP | Joe McDonald, VP of Sales

GAZPROM | Ed Porter, Power Originator

12.20 CO-LOCATION FROM THE ASSET OWNER PERSPECTIVE

How does retrofitting energy storage affect the existing SPV?

- o Is a new SPV needed?
- o Can you incorporate the old SPV?
- o Are there any repercussions/effects on the generation revenue? Can you add energy storage without losing the RO?
- o What is the current Ofgem thinking on this issue?

GRIDSERVE | Mark Henderson, CIO

ECOTRICITY | Peter Dennis, Renewable Energy Expert

BSR | David Peill, Commercial Director

BIRD & BIRD | Levent Gurdenli, Senior Associate

13.00 Networking lunch break

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STREAM 1: UK CASE STUDIES	STREAM 2: MARKET FOCUS
Chair: SOLARMEDIA Andy Colthorpe, Editor- Energy Storage	Chair: ALEXA CAPITAL Bruce Huber, Managing Director
<p>14.00 UK CASE STUDY ANESCO Lily Coles, Network Project Director</p> <p>14.30 NEC ENERGY SOLUTIONS Steve Fludder, CEO</p> <p>15.00 Networking refreshment break</p> <p>15.30 UK CASE STUDIES</p> <ul style="list-style-type: none"> • Data on 5 energy storage trials • Electric Nation Project <p>WESTERN POWER DISTRIBUTION Faithful Chanda, Systems Engineer ALFEN Alex Earl, Country Manager</p> <p>16.00 UNLOCKING VALUE FROM FLEXIBILITY IN THE COMMERCIAL & INDUSTRIAL MARKET</p> <ul style="list-style-type: none"> • What is flexibility? • What are the classic and emerging flexibility markets? • What kind of asset can be flexed? • How can battery assets be monetised? <p>EDF Richard Burton, Head of Innovation Projects</p>	<p>14.00 INTERACTIVE ROUNDTABLE SESSION: Delegates will be able to join one of the two roundtable discussions happening concurrently.</p> <p>14.00-15.00 USA WGL Richard Walsh, Program Lead- Solar & Energy Storage</p> <p>14.00-15.00 Africa BUSHVELD ENERGY Mikhail Nikomarov, Head and Co-founder of Bushveld Energy ABB Britta Buchholz, Vice President Global Business Development Manager</p> <p>15.00 Networking refreshment break</p> <p>15.30 V2G CASE STUDY NISSAN Karl Anders, National EV Manager</p> <p>16.00 EVS, BATTERY STORAGE AND THE GRID: SOUTH MIMMS CASE STUDY</p> <ul style="list-style-type: none"> • The business case for batteries and EVs • Optimising battery performance • Delivering a consumer-centric experience <p>OPEN ENERGI David Hill, Commercial Director</p>

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