

Partnership Prospectus

2nd Edition

LARGE SCALE SOLAR SE

Establish your place within the Southern
European Energy Transition

2-3 July 2024
Athens, Greece



100+
Delegates



50+
Industry
Speakers



8 hours of
Unmatched
Networking
Opportunities



2 Days
Of High-Quality
Content



Win Opportunities
in New Southern
Europe Markets

Our 2024 Sponsors & Partners

Silver Sponsors



Exhibitors



Editorial Partners



Partners



Welcome to Large Scale Solar Southern Europe 2024

We are delighted to return to Greece in July for our 2nd Large Scale Solar Summit!

With a detailed programme designed around senior players from the most active Developers, EPCs, Banks and Funds in the region, Large Scale Solar Southern Europe will bring together countries including Greece, Turkey, Croatia, and Italy all under one roof.

The summit will address the most pressing challenges, opportunities, and trends in the solar power production industry, as well as exploring its complimentary technologies: Energy Storage and Green Hydrogen.

This is an opportunity to be at the forefront of an ever-expanding market for the solar industry, and to be a key player in conversations, developments, and progress towards government targets.

The Large Scale Solar Series has been bringing together key stakeholders who have been shaping the sustainable energy future for over a decade.

Included in the series is Large Scale Solar Europe which has been running for 12 years, Large Scale Solar Central Eastern Europe and Large Scale Solar USA, both of which are now in their 3rd editions. Each event includes high-quality presentations and panels discussing the challenges and opportunities for solar.



Charlotte Reynard

Senior Conference Producer, Solar Media
creynard@solarmedia.co.uk



Our mission

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



Our approach

Large Scale Solar Southern 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 better understand the technology disrupting the market, build strong partnerships with new and existing customers and to seek help with making the right investment decisions. As utility-scale solar evolves at pace and we see more projects in the pipeline, only the most innovative players will succeed; now is the time to invest in marketing and business development that puts your unique proposition and brand at the forefront of decision makers minds.



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.

Who Will You Meet?

“Very informative event, with excellent speakers and topic and important players as attendees”
Luxen Solar

End Users
65%

- Developers
- Utilities and Oil and Gas Companies
- Investors and Lenders
- Energy Buyers
- Asset Owners
- Development banks and multilaterals
- Transmission and Distribution Companies
- Regulators

Solution Providers
35%

- Solar Manufacturers
- Energy Storage Manufacturers
- O&M Companies
- EPCs
- Law Firms
- Consultancies
- Software Companies
- Testing & Certification
- Analysts

Attendees by Country in 2023

1. Germany
2. Poland
3. Lithuania
4. Belgium
5. Austria
6. Hungary
7. Romania
8. Serbia
9. Greece
10. Italy
11. Spain
12. Portugal

2023 Event in Numbers



150+
Registered



19
Countries
Represented



8 hours of
Networking
Sessions



50+
Speakers



13
Sponsors and
Exhibitors

Key 2024 Themes

“ Leading event for Southern Europe”
Entricity

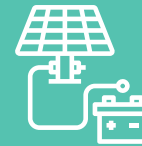
**Updates in
Government
Policy, Legislation,
and Regulations**



**Addressing Grid
Connections,
Congestion, and
Deployment**



**Co-location of
Storage and
Solar**



**Solar Hybridisation
with Wind and
Green Hydrogen**



**Supply Chain
Expansion**



**Planning and
Permitting
Processes**



**Technological
Innovations**



“ Exceptional”
Aquila

Delegate Profiles

C-level, Founder,
Board Member

16%

Financial, Business
Development, Consultants
and Partners

40%

Directors and Vice
Presidents

28%

Technical
Roles

17%

Job Titles

Account Executive	Head of Energy	Member of the Board
Account Manager	Head of Energy - Italy	Partner
Area Manager	Head of Energy EMEA	Partner, International Finance
Associate Director	Head of Energy Storage	Policy Advisor
Associate Director - Senior Banker	Head of Engineering	Policy Manager
Associate Director, Business Development, Europe	Head of EU Power	Power Originator
BESS Vice President EMEAT	Head of Events	Product Manager
Business Development Director	Head of Global Business Development	Product Manager Greece
Business Development Manager - BESS	Head of Marketing EU	Project Development Europe
Chief Commercial Officer	Head of Operations	Project Manager
Chief Operating Officer, Bod Member	Head of Revenue	Regional Director
Chief Procurement Officer	Head of Sales EMEA	Regional Director EMEA
Chief Sustainability Officer	Head of Solar Business Line	Regional Lead PPA Transactions - Southern Europe
Commercial & Procurement Head	Head of South East Europe	Sales Development Representative
Commercial Associate SEE	Head of Strategy, Analytics & Process Europe, Africa & International	Sales Director
Commercial Director	Head of Strategy, Analytics and Process	Sales Director South Eastern Europe
Commercial Manager	Head of Structured Finance EMEA, France	Sales Manager
Commercial Sales Specialist & Inside Sales	Institutional Affairs Officer	Sales Manager Italy Utilities
Country Manager	International Sales Director	Senior Analyst
Country Manager Greece	International Sales Manager	Senior Associate
Developer	Investment Director	Senior Development Manager
Development Director - Greece	Investment Manager	Senior Director of Technology and Quality, Solar and Storage
Director	Junior Legal Counsel Europe	Senior Director, Technology and Quality
Director - M&A and Structured Finance	Junior Sales Manager Southeastern Europe	Senior Investment Manager Leiter Energie
Director - Project Finance	Junior Technical Engineer Europe	Senior Product Manager
Director of Business Development	Key Account Manager	Senior Vice President - Europe
Director of Construction Department	Lead Economist	South EU Market Director
Distribution Sales Manager	M&A Analyst	Special Advisor to the Secretary General for Energy and Mineral Resources
EMEA Key Account Manager Tracker	Manager - SDR Team	Sr. Marketing Specialist
Executive Board Member	Managing Director	Strategic account manager
Export Manager	Managing Director - Greece	SynaptiQ Sales Manager
Founder & Managing Director	Managing Director - Italy	Technical Support for the implementation of the National Hydrogen Strategy of Greece - H2Greece
Founder and CEO	Managing Director - Renewable Energy Investments	Unit Manager
General Manager	Managing Director & Investment Director	Vice President - Engineering & Construction
General Manager Key Accounts	Managing Director for Greece	Vice President Business Development, Gas & Power Division
GM Network Development	Managing Partner	VP Business Development Europe
Head Asset Manager	Manufacturing Decarbonization Director	VP of Sales
Head of BD Greece, Energy Group	Market Director Southern EU	VP Sales & Marketing
Head of Business Development	Marketing & Communication Manager	
Head of Commercial - Greece	Marketing Specialist	
Head of Commercial Office	Marketing Specialist Event Planning	
Head of Development		
Head of Development and Construction Greece		

2023 Participating Companies

“Informative and opportunity for networking”
PV Consulting



Our 2024 Speakers

Want to speak? Contact us!

creynard@solarmedia.co.uk



Vassilis Triantafyllos Special Advisor to the Secretary General for Energy and Mineral Resources Hellenic Ministry of Environment and Energy	Dr. Sotiris Kapellos Chairman / Chief Operating Officer Hellenic Association of Photovoltaic Companies / HELLENiQ Renewables	Joost Bergsma Managing Partner / CEO Glennmont Partners	Diomidis Dorkofikis Partner Foresight Group	Rodolfo Bigolin Group CEO & Founder Innovo Renewables	Vasilis Tsaitas Group CFO HELLENiQ Energy	Alejandra Perez-Pla Regional Manager - Mediterranean Global Capital Finance	Nikola Gazdov Chairman APSTE (Association for Production, Storage and Trading of Electricity)
Frank Valavanis Chief Executive Director, Greece Qair Energy	Despina Tomadaki Senior Loan Officer European Investment Bank	Harris Damaskos Associate Director EBRD	Stefanos Lialios Country Manager Greece Cero Generation	Ionna Trofimova Elliot Director Borderless Renewables, The Policy Club, ECOE	Ana Georgieva Manager, Senior Expert MBS Consulting	Vassilis Zorbas Managing Director Entricity	Ferruccio Chiesi Investment Director Bluefield
Konstantinos Natsis Director of Construction Department PPC Renewables	Ypatios Moysiadis Managing Partner Wattcorp	Luca Matrone Global Head of Energy Intesa Sanpaolo	Isabel Rodriguez de Rivera Managing Director - Renewable Energy Investments Glennmont Partners	Alberto Paturzo Partner, Head of Southern Europe Bluefield Group	Gabriel Delmer Investment Director ETIC	Patrick Donati Co-founder and Managing Director Terrawatt	Vladimir Tabutov Founder and CEO HEC Solar LTD., Bulgaria

Day One | Agenda

08:00 -09:00	Registration and Refreshments
09:00-09:05	Presentation Welcome Address from Solar Media Ltd. Jo Wilkinson, Director of Event Content, Solar Media Limited
09:05-09:10	Presentation Welcome from the Chair
09:10-09:55	Keynote Panel Why Southern Europe is the Key to Achieving Europe's 2030 Targets As one of the fastest-growing solar markets in Europe, with Greece alone expected to add 10.9GW between 2024 and 2027, Southern Europe is poised to become a regional, if not potentially global leader in PV deployment. To make this happen, however, we must consider what changes are expected in the market as we approach the 2023 target deadline, and how are policy, regulations and legislation evolving to accommodate. Luca Matrone, Global Head of Energy, Intesa Sanpaolo Rodolfo Bigolin, Group CEO & Founder, Innovo Renewables Vladimir Tabutov, Founder and CEO, HEC Solar LTD., Bulgaria
09:55-10:40	Panel Discussion The Future of the Greek Market Greece has solidified its presence as a major player in the European solar scene following the 20% market growth between 2022 and 2023 to a cumulative installed PV capacity of 5.5GW - but what's next? • What further government support is available to boost growth and achieve targets? • How have simplified authorisation processes affected the deployment and grid connection queue? • What can we expect from the upcoming renewable auctions, where does PV fit in? • Exploring the expectations of Greece's 2024 Energy Auctions; a new development under the European Union's cross-border energy trade for the EEA. Moderator Vassilis Triantafyllos, Special Advisor to the Secretary General for Energy and Mineral Resources, Hellenic Ministry of Environment and Energy Harris Damaskos, Associate Director, EBRD
10:40-11:00	Presentation Session Reserved for JA Solar
11:00-11:30	Networking Morning Refreshment Break
11:30-12:10	Panel Discussion Encouraging the Growth of Rooftop Solar for C&I in Southern Europe • State of play for rooftop solar in Southern Europe now and growth trends • Examples of successful rooftop solar implementations in Southern Europe • Market design limitations impacting energy sharing and self-consumption • Investing in grid infrastructure to accommodate increased solar capacity • Ensuring national frameworks support energy sharing and collective self-consumption Moderator Alessandro Cohen, Managing Partner, Armon Capital Piero Viganò, Partner, ADVANT Nctm Gabriel Delmer, Investment Director, ETIC

Day One | Agenda

12:10-12:50

Panel Discussion Understanding the Agri-PV Opportunities in Southern Europe

A recurring problem with solar power production is sourcing suitable land to install projects. Agrivoltaics offers the opportunity to work with farmers to install PV modules on their land, especially pastoral land where animals graze. If done correctly this provides a win-win scenario where both parties can make additional revenue from this land. Which monitoring and maintenance tools could you implement to ensure this?

Moderator Alessandro Cohen, Managing Partner, Armon Capital

Patrick Donati, Co-founder and Managing Director, Terrawatt

Isabel Rodriguez de Rivera, Managing Director - Renewable Energy Investments, Glennmont Partners

Costas Caralis, Country Manager - Greece, Hive Energy

12:50-14:20

Networking and Lunch Break

14:20-15:05

Panel Discussion Should You Add Storage to Your Projects?

Explore the integration of solar power with lithium-ion battery storage systems and its implications for grid stability and energy reliability:

- What are the benefits of supplying more consistent energy to the grid?
- What revenue models are there for co-located solar and storage?
- What steps need to be taken to roll out co-located solar and storage across Southern Europe?
- How will storage, combined with solar, help with risk management and investment security?

Nikola Gazdov, Chairman, APSTE (Association for Production, Storage and Trading of Electricity)

Tadgh Cullen, Head of Energy Storage, Cero Generation

Isabel Rodriguez de Rivera, Managing Director - Renewable Energy Investments, Glennmont Partners

15:05-15:50

Panel Discussion Streamlining Planning and Permitting with Local Community Support

- How early engagement with local authorities, and understanding regional regulations can help streamline these processes and avoid delays
- Preparing an effective plan for collaboration and communication with all stakeholders, including local communities, government agencies, and industry partners
- Early and continuous engagement with local communities to build trust and address any concerns or objections they may have about solar projects

Moderator Ypatios Moysiadis, Managing Partner, Wattcrop

Stefanos Lialios, Country Manager Greece, Cero Generation

Efstathios Sideris, Country Manager - Greece, Econergy Renewable Energy Ltd

Ferruccio Chiesi, Investment Director, Bluefield

15:50-16:40

Panel Discussion Streamlining Planning and Permitting with Local Community Support

The Supply Chain Outlook for Southern Europe

- What are the main issues in establishing a long-term supply chain in Southern Europe?
- What do procurement professionals need to consider in terms of ESG?
- What complexities do you need to consider for the Southern European region specifically?
- How to evaluate potential complexities when operating in new markets

Moderator Özer Ergül, Group Head of Procurement, Aquila Capital

Ana Georgieva, Manager, Senior Expert, MBS Consulting

Konstantinos Natsis, Director of Construction Department, PPC Renewables

16:40-18:10

Networking Drinks

Day Two | Agenda

08:00-09:00	Registration and Refreshments
09:00-09:10	Presentation Welcome from the Chair Dr. Sotiris Kapellos, Chairman / Chief Operating Officer, Hellenic Association of Photovoltaic Companies / HELLENiQ Renewables
09:10-10:00	Panel Discussion How to Boost Returns From Your Assets • Effective, and pre-emptive, O&M strategies are vital in maintaining high revenue from your assets • How can you boost profitability through technology such as AI and automation? • With limited land resources, what other solar PV options are available, such as floating solar – and what are the revenue streams for these alternatives? • Learn which strategies you can use to increase capacity, and thus returns
10:00-10:20	Presentation Market Update Bulletin: Turkey With recent additions of 1.1 GW of new generation, the Turkish market is set for continued growth and this presentation will delve into the market mechanics in Turkey. Tolga Özdemir, Chairman, Gensed
10:20-11:00	Panel Discussion Financing Large-Scale Solar Projects in Southern Europe: The Macroeconomic Landscape • How are macroeconomic factors affecting the investment opportunities in Southern Europe? • Understand the financial landscape for new solar PV projects in Southern Europe, including investment trends, risk management, and funding opportunities. • With Greece and the rest of the Southern European region now attracting more development interest and investment, how can you stand out in a competitive market? • How can you make your projects more attractive to funds and investors? • How to mitigate risk for financiers unfamiliar or uncertain about the market. Moderator Alejandra Perez-Pla, Regional Manager - Mediterranean, Global Capital Finance Alberto Paturzo, Partner, Head of Southern Europe, Bluefield Group Despina Tomadaki, Senior Loan Officer, European Investment Bank Vasilis Tsaitas, Group CFO, HELLENiQ Energy Joost Bergsma, Managing Partner / CEO, Glennmont Partners
11:00-11:30	Networking Morning Refreshment Break
11:30-12:15	Panel Discussion Solar Hybridisation with Green Hydrogen • What are the expected CAPEX and OPEX of green hydrogen projects? • How has the offtake market changed in Southern Europe? • What is the appetite for debt and equity for green hydrogen projects? • Hear from those active in Green Hydrogen development in the region to learn how you can involve yourself in the rollout of this new technology Vassilis Zorbas, Managing Director, Entricity
12:15-12:35	Presentation Forecasting Demand in Southern Europe As we move away from fossil fuels towards the “electrification of everything” how can we accurately forecast demand in the region? This session will unpack: • Where is inward investing changing domestic industry and their power needs? • How can investors plan ahead to meet these needs? • How is the power mix expected to evolve? Alex Pérez, Senior Energy Analyst, European Power Team, Wood Mackenzie Power & Renewables

Day Two | Agenda

12:35-13:35	Networking and Lunch Break
13:35-14:15	Panel Discussion The Best PPA Structures in the Southern European Region The chosen offtake structure can impact the profitability of PV projects and the feasibility of obtaining project finance. This panel discusses the merits and drawbacks of different offtake structures like feed-in-tariff, PPAs, CPPAs, and merchant offtake in the context of: • The level and length of offtake agreements • The risk appetite for the merchant revenue • What are offtakers from varying sectors looking for? Moderator Jonathan Touriño Jacobo, Section Editor, PV Tech Diomidis Dorkofikis, Partner, Foresight Group
14:15-15:20	Roundtable Discussion Country Spotlight Roundtables – Opportunities, Trends, and Challenges This session will allow the audience to split into smaller groups to discuss key countries of interest. Each table will host up to 8 participants to discuss the latest trends, policies and investment opportunities in key markets: • Portugal: Scaling Solar for 2030 and Beyond Explore Portugal's ambitious plan to reach 20.4 GW of solar PV capacity by 2030, focusing on decentralized production and green hydrogen integration to achieve carbon neutrality. • Spain: Leading Solar Innovations and Investments Discuss Spain's target of over 76 GW of solar PV by 2030 and the strategic partnerships driving large-scale solar projects, enhancing the country's renewable energy landscape (PV Tech). • Italy: Accelerating Solar Growth Amid Regulatory Reforms Examine Italy's advancements in solar energy, highlighting ongoing projects and regulatory changes aimed at increasing solar capacity and attracting investments. • Greece: Overcoming Barriers to Solar Expansion Review Greece's efforts to expand solar capacity, focusing on regulatory improvements and strategies to overcome bureaucratic and grid connection challenges. • Croatia: Unlocking Solar Potential Analyze Croatia's legislative initiatives to facilitate solar energy projects and the country's potential for significant growth in the solar sector. • North Macedonia: Renewable Energy Transition Evaluate North Macedonia's solar energy projects and government support aimed at reducing fossil fuel dependency and increasing renewable energy share. • Turkey: Harnessing Solar Potential Discuss Turkey's rapid expansion of solar energy capacity, driven by incentives and support mechanisms that promote both large-scale and decentralized solar projects. • Bulgaria: Stimulating Investment into Bulgarian Solar Analyze Bulgaria's efforts to boost solar energy, focusing on regulatory improvements and strategies to stimulate rooftop and utility-scale solar projects. Moderator Tolga Özdemir, Chairman, Gensed Moderator Ypatios Moysiadis, Managing Partner, Wattcrop Moderator Radu Eremciuc, CEO, Green Balkans Energy Romania Moderator Diomidis Dorkofikis, Partner, Foresight Group
15:20-16:00	Panel Discussion Grid Connections: Reducing Delays and Encouraging Modernisation • Grids need their capacity to be increased and modernized to handle the upcoming increase of renewable energy capacity being connected. What is being reformed and modernized to better suit the energy mix? • How much renewable energy is set to be connected to the grid in the coming years, and how can it all be done? • What can we learn from cross-border collaborations such as the EuroAsia Interconnector? • What is the latest update from the grid companies regarding investment and cross-border connectivity, and for autonomous islands that also require upgraded connections? • What can developers and asset owners do to boost grid reform and changes? Moderator Dr. Sotiris Kapellos, Chairman / Chief Operating Officer, Hellenic Association of Photovoltaic Companies / HELLENiQ Renewables Ionna Trofimova Elliot, Director, Borderless Renewables, The Policy Club, ECOE Frank Valavanis, Chief Executive Director, Greece, Qair Energy
16:00-16:05	Closing Remarks and End of Conference

Sponsorship Benefits

“ I believe I will sign new deals shortly because of LSSSE and will need to attend the event not only to speak, but also for Renewals negotiation”
RatedPower

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.

Schedule an exploratory call with the team 



Lead Generation

Make sure you make best use of your time, develop new business opportunities with guaranteed 1-2-1 meetings in Greece



Shorten Sales Cycles

Accelerate decisions by accessing qualified decision makers responsible for Large Scale Solar deployment across Southern Europe



Thought Leadership

Present a case study, ensuring the market is fully conscious of the unique benefits of your solutions and advantages of partnering or investing in you



Innovation & Leadership

Join a panel and strengthen your commitment to driving solar deployment and position yourself as a key enabler



Relationship Building

Network and have fun with attendees, cementing your position as a leading partner of choice when deploying utility-scale projects



Brand Recognition

Amplify your brand around the event and ensure you are front of mind with qualified decision makers and industry stakeholders

Learn more about sponsoring this event 

What Sponsorship Looks Like

Presentations & Panels



Exhibition Stands



Branding



Networking



Meetings



Gallery



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Sponsorship Options

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Gold
£27,500
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£22,000
Bronze
£16,500
Supporting
£12,000
Exhibitor
£9,000

Conference Influence								
Conference naming rights “hosted by XXXX” linked to all branding and event logo	•							
Opportunity to chair the event or moderate keynote panel sessions	•							
Keynote solo presentation	•	•						
Keynote panel position	•	•						
Solo presentation			• Day 1	• Day 1	Day 2			
Panel position			•	Or •	Or •	•	•	
Sponsored Content - 1 piece supplied by client and distributed at event by SM team	•	•	•	•				
Pre-event webinar hosted with the event producer	•	•						
Event Branding								
Exhibition stand with backdrop and basic furniture (*upgraded furniture package)	•*	•*	•*	•	•	•		•
Enhanced branding - Tier 1	•	•	•	•				
Enhanced branding - Tier 2					•	•		
Logo to appear on all event signage	•	•	•	•	•	•	•	•
Profile and logo in event app or printed guide if applicable	•	•	•	•	•	•	•	•
Meeting & Networking Service								
Delegate passes	10	10	8	6	4	3	2	2
Access to the event networking tool allowing you to set up meetings and capture leads (1 week before to 4 weeks afterwards)	•	•	•	•	•	•	•	•
Private meeting room - Boardroom style	•	•	•	•				
Guaranteed introductions	15	15	12	10	8	6		4
Post Show								
Full event delegate list to be shared including: full name, company name, job title and email address.	•	•	•	•				
Pre-Event								
Company logo and profile to feature on our website	•	•	•	•	•	•	•	•
Reciprocal Website link to your home page from event website	•	•	•	•	•	•	•	•
Company logo to be included in HTML email campaigns	•	•	•	•	•	•	•	•
Promotion on relevant social media channels	•	•	•	•	•	•	•	•

Additional Branding

Tier 1.

- Official After-party (Platinum & Above only)
- Drinks Reception (x2)
- Lunch Sponsor Day 1 or Day 2 (x2)
- Breakfast Sponsor (x2)
- Lanyards
- Wi-Fi Sponsorship
- App Sponsor
- Event Guide Sponsor
- Bag Sponsor
- Wellness Sponsor
- Cloakroom Sponsor
- Coffee cups
- Social Media Sponsor

Tier 2.

- Seat Drop (x4)
- Note Pad & Pens
- Coffee Break Sponsor Day 1 or Day 2 (x4)
- Corporate Gift (bottle, usb etc.)
- Water Station Sponsor
- Private Meeting Room
- Charging stations (x4)

Available on request

- Drinks reception / Party off-site
- Off-Site tours
- Golf Tournament
- Boat Trip
- 45min Workshop
- Barista or Juice Machine
- Smoothie Station
- Sponsored Roundtables

Ticket Registration

Advanced Pricing <i>Expires 15h March 2024</i>	Super Early Bird <i>Expires 10th May 2024</i>	Early Bird <i>Expires 12th June 2024</i>	Full Price
£949	£1,199	£1,599	£1,899

Book Online »

Delegate Ticket Protection

Add Delegate Ticket Protection for just £99 when you register and we will refund the cost of the ticket in full* should the named ticket holder ('Holder') be unable to attend due to:

- Sickness, accident or injury of the Holder
- Death of Holder, or death of Holder's immediate family within 30 days of the event
- Preventative travel delays outside of Holder's control
- Extreme or adverse weather (snow, fog, storm) that prevents Holder's attendance to event venue
- Unavoidable jury service
- Strikes, riots, terrorism or other extraordinary national/international circumstance
- Changes of the date, location or main thematic qualities of the event

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