

# LARGE SCALE SOLAR EU

## VIRTUAL SUMMIT

HOST SPONSOR



2020 KEYNOTE SPEAKER



**H.E. João Galamba**  
State Secretary for Energy,  
**Portugal**

## MORE THAN JUST A SERIES OF WEBINARS

Solar Media has invested in the best-in-class platform used by the Olympics, **EventsAir**. This allows us to run hybrid conferences that keep our audience safe, informed and networking. Whether you book one of the limited face-to-face tickets, or book a virtual ticket, our platform puts you at the centre of discussions:

- ✓ **Networking is back!** Whether it's a fast and fun speed networking session, private and professional 1-2-1 meetings or our insightful topic-based round tables, we're giving you as much time as possible to connect, confer and
- ✓ **Sessions for mind and body:** don't relish another day in front of the screen? No, we don't either so we have carefully curated content that will get you thinking and learning, but will also get the blood flowing.
- ✓ **Best-in-class content:** Powered by Solar Media, the brand behind PV-Tech, Energy Storage News, Solar Power Portal and Current± News, our in-house editorial, production and research teams bring you content that just isn't available anywhere else.
- ✓ **Available at a time that suits you:** Live stream or on-demand – our platform makes content available at a time which suits you
- ✓ **Global hive mind:** Take part in polls and surveys, and get your questions answered by the expert "hive-mind", leaving you with an essential temperature-check on the direction of travel in 2021

## Day One 24th November 2020

08:00 – 08:15 **HOW TO GET THE BEST OUT OF THE PLATFORM**

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

08:15 – 08:35 **SPEED NETWORKING OPENS**

*Get ready, get set for the first round of speed networking. A fun and fast chance to see who's in the audience, catch up with partners old and new, and to get your day off to the best start, making new connections.*

08:35 – 09:45 **PANEL DISCUSSION: SPAIN – SPEEDING UP THE TRANSITION TO 100% RENEWABLES**

*Spain's PV industry was reported on in PV-Tech Power recently. The solar industry has welcomed government approval of a package of legislative measures aimed at speeding up the country's transition to 100% renewables. The Spanish cabinet gave the green light to a Royal Decree, signing into law a raft of measures designed to remove barriers to the large-scale deployment of renewables. The move sets renewable energy deployment at the heart of Spain's post-COVID 19 recovery as well as positioning the country to decarbonise its energy system entirely by 2050 through "massive" deployment of clean energy. This session will look at how a recent Royal Decree has removed barriers for renewable energy and the role that the government expects the industry to play in a post-COVID19 economy.*

**Moderator: José Donoso**, Director General, **UNEF**

**Aranca Martínez**, Head of site & Permitting, **X-ELIO**

**Ana Barillas**, Principal, **Aurora Energy Research**

**José Antonio Urquizu**, Partner, **Everwood Capital**

**Fernando de Juan Astray**, Head of Origination & Long Term Products, **Axpo Iberia**

10:00 - 11:10 **PRESENTATIONS FOLLOWED BY Q&A: PORTUGAL, 2020 IN REVIEW AND A LOOK AHEAD TO OPPORTUNITY IN 2021**

*PV-Tech Power reported on Portugal's second solar auction closed with record-breaking low prices of €11.14/MWh (US\$13.12), or US\$0.0131/kWh, the country's government announced. Of the 700MW available for auction, 670MW was awarded. This session will allow the audience to explore the auction results and hear about other initiatives that the Portuguese government is putting in place to encourage continued growth of the Portuguese solar industry. We will discuss the wider plan for a clean energy mix, touching on wind, solar, storage and green hydrogen.*

**Moderator: Pedro Amaral Jorge**, President, **APREN**

**H.E. João Galamba**, State Secretary for Energy, **Portugal**

**Ignacio Cobo**, Senior Consultant, **AFRY Management Consulting**

**João Maria de Macedo Santos**, Country Head Portugal, **Akuo**

**Manuel Neves**, Managing Associate, **CMS Rui Pena & Arnaut**

11:10 – 11:30 **PRESENTATION**

**Adele Zhao**, Head of Marketing and Product, **TRINA SOLAR EUROPE**

11:30 -12:15 **LEADERS IN EUROPEAN SOLAR - WHAT DOES THE SOLAR INDUSTRY NEED NOW?**

*This panel will see some of Europe's biggest solar players to outline a path for the future of the solar industry. We will debate how the industry is maturing, what it will need to get to the next stage of its evolution and why 2021 will be a pivotal year in the industry's growth. Other topics will include M&A, changing developer business models and evolving revenue streams as solar moves into more homes and businesses.*

- Towards larger projects and more sophisticated design – what did 2020 show us about European PV?
- 2020 auctions and policy – what does the private sector need from European governments now?

**Moderator: Jean-Pascal Pham-Ba, CEO, SCALE**

**Kareen Boutonnat, CEO, Europe and International, Lightsource bp**

**Aldo Beolchini, CFO, NextEnergy Capital**

**Carlos Relancio, Renewable Energy Director, GALP**

**João Cunha, Chief Operating Officer, Smartenergy**

**Gonzalo de la Viña, Head of European Module Business, Trina Solar**

12:15 – 13:00 **NETWORKING BREAK**

13:00-13:45 **PANEL DISCUSSION: ITALY**

*Italy plans to install around 50 GW of PV by 2030 with a currently installed base of 21.3 GW. In the first half of 2020, 362 MW was installed. Reaching this goal would require 3 GW of solar PV per year. This session will provide an essential update of how this could be achieved, and how we can overcome barriers in the market:*

- How Italian policy works and the mechanisms government are using to promote the solar industry
- 2020 auction results – solar secured 95MW, what could be done to improve this next time?
- Power prices – through the lockdown and beyond: why Italian power prices are set to increase
- How to solve the problem of land access?
- Investment opportunities and key regions in Italy
- Wider opportunities: hydrogen, wind, storage

**Moderator: Virginia Canazza, CEO & Partner, REF-E**

**Paolo Rocco Viscontini, Chairman, ITALIA SOLARE**

**Michele Appendino, Chairman & CEO, Solar Ventures**

**Luca Matrone, Managing Director, Head of Energy Industry, Global Corporate Department, IMI Corporate & Investment Banking Division, Intesa Sanpaolo**

**Cristiano Spillati, Managing Director, Limes Renewable Energy**

14:45 – 15:00 **POWERED BY PV-TECH: 2020 IN REVIEW**

*Solar Media's editor in chief, Liam Stoker brings you the hottest news from 2020. This 15-minute round up will look at the trends that drove the industry across Europe and is essential listening for anyone active in European solar.*

- Adoption of bigger, more powerful panels and what that'll mean for project development
- COVID's impact on the sector
- Return of European manufacturing (Meyer Burger-led)
- Polysilicon pricing volatility and its impact on module pricing
- Spain activity – Prolific development, Iberdrola's 500MW giant
- Portugal's auction prices

**Liam Stoker, Editor in Chief, PV-Tech**

15:00 – 15:20 **NETWORKING BREAK**

15:20 – 16:00 **PANEL DISCUSSION: HOW WILL TRADITIONAL ENERGY COMPANIES ENGAGE WITH RENEWABLES?**

15:20 – 16:00 **PANEL DISCUSSION: DELIVERING PROJECTS IN A POST SUBSIDY ENVIRONMENT**

*This panel discussion will bring key figureheads together from major utilities and oil and gas companies to discuss how they will work with the solar industry as it grows into a more significant source of generation. We will look at some of the existing modes of involvement and ownership in the industry, test out future appetite and illustrate how the future might unfold.*

- What will the utility of the future look like?
- With many recent acquisitions in the space of digital newcomers, will larger players tend towards ownership of generating assets or talent and innovation?
- Have most utilities missed the boat on owning solar assets?
- What future revenue streams exist beyond selling electrons?
- How can solar facilitate future business models?

**Stefan Joerg Goebel**, Head of Wind & Solar Continental Europe, **Statkraft Markets**

**Pablo Otín**, CEO, **Powertis**

*This session will explore the reality of unsubsidised solar projects. We will look at how key stages of development have changed and how projects are being designed to future-proof revenue.*

- The reality of unsubsidised solar development
- Choosing partners to derisk your project
- How companies do business in an uncertain market
- Levelling the playing field and reducing speculation
- Has covid19 added new steps or risk to the process?
- Future-proofing revenue streams – deep dive into PPAs and merchant solar
- Future-proofing design – technologies that deliver an uplift in revenue

**Kim Keats-Martínez**, Director, **EKON Strategy Consulting**

**Lamberto Camacho**, Member of the Board, **Ibox Energy**

**Miguel Ángel Amores**, Manager of Renewable Energy, **Triodos Bank**

**Mario Riello**, VP EMEA Sales, **Nextracker**

**Vitor Rodrigues**, Technical Director Europe, **LONGi Solar**

16:00 – 17:00 **MEET THE SPEAKERS: 3 SEPARATE ROUND TABLES ON: PORTUGAL, SPAIN OR ITALY**

*Networking is back at Large Scale Solar Europe so make sure you clear your diary for our Southern European Round Table Discussions. This session will give attendees the chance to separate into smaller groups and look at specific markets of interest. These discussion pods will have 8-10 attendees per table and a host who will guide discussions and is an interactive, informative and informal way to get to know a market and its main players better.*

*Attendees can put their own topics on the agenda and will include items such as:*

- Discussion about the 2020 tenders in Portugal
- What to expect from the Spanish government in 2020 or 2021
- Land access and how to overcome challenges in accessing land
- Main players in the market so far
- Where is capital coming from?
- Energy pricing
- Pipeline and secondary markets opportunities

## Day Two 25th November 2020

08:00 – 08:45 **SPEED NETWORKING**

Our exciting and fun speed networking sessions allow you to join mini discussion groups with 3 other attendees for 4-minutes a time. Fast and fun, these sessions are a great way of seeing who's in the audience and finding new partners, new contacts and new opportunities.

09:00 – 09:45 **PANEL DISCUSSION: WHERE IS INNOVATION HAVING A TRUE IMPACT ON PROJECT YIELD?**

*This panel will look at the reality of some of the new technologies hitting the solar market and assess challenges of applying novel technologies to projects, their bankability and the real impact they can have on project yield. We will consider this through the frame of post subsidy projects and see what the industry is truly excited about.*

**Moderator: Fernando Garcia**, Global Head of Technical, **WiseEnergy - Smart Renewables Services**

**João Amaral**, Chief Technology Officer, **Voltaia**

**Carlos Magistris**, Senior Technical Manager Europe, **Jinko Solar**

**Robin Hirschl**, Technical Director, **Obton**

**Hector Sanchez**, VP of Sales EMEA, **Soltec**

10:00 – 10:20 **MODULE BANKABILITY**

**Dr. Finlay Colville**, Head of Research, **PV-Tech & Solar Media Ltd.**

09:00 – 10:00 **PANEL DISCUSSION: THE CHALLENGE TO SOLAR POWER AND THE POTENTIAL OF THE MOLECULE**

- Solar+ hydrogen: the addressable market in Europe
- Why now – cost reductions in PV and electrolyzers driving the market
- The solar+ hydrogen play in Europe
- The economics and design for solar+ hydrogen projects

**Moderator: Dorian de Kermadec**, Principal Consultant for Energy Markets and Decarbonisation, **AFRY Management Consulting**

**Peter van Ees**, Banker: Hydrogen and Renewable Energy EMEA, **ABN Amro Bank**

**Christian Pho Duc**, Managing Director, Smartenergy Projects, **SMARTENERGY**

**Marc Rechter**, Founder, **Resilient Group**

10:15 – 10:45 **FIRESIDE CHAT: LESSONS FOR A MATURING INDUSTRY – HOW DOES SOLAR SCALE UP AND GROW UP?**

- What is the product of the future? Electrons? Molecules? Services?
- Who is currently willing to take the risk on selling solar power?
- What kind of partnerships will be required for the future?
- How can companies deal with price cannibalisation – what other revenue streams could work?
- Future proofing a company

**Thierry Lepercq**, Founder, **SOLADVENT**

**Bruce Huber**, Chief Executive Officer, **ALEXA CAPITAL**

10:35 – 10:55 **CASE STUDY 330MW SOLAR PROJECT IN AUSTRALIA**

**Harry Manisty**, Investment Director, **Octopus Investments**

11:10 – 11:30 **NOW YOU HAVE A GRID CONNECTION ARE YOU READY TO OPTIMISE IT?**

**Thilo Kinkel**, Director of Sales for Central Europe, **SUNTECH**

11:00 – 12:00 **PANEL DISCUSSION: HOW ARE ASSET OWNERS USING DATA TO INCREASE YIELD?**

This panel discussion will look at enhancements in data acquisition, processing and management to assess how companies are utilising ever more complex data sets and we ask how asset owners and asset managers are turning collected data into actionable knowledge and how they are showing a return on that.

**Steinar Jacobsen**, Sr. Sales Manager Nordic, **Prediktor AS**

11:30 – 12:00 **NETWORKING BREAK**

12:00 - 13:00 **CASE STUDIES: SOLAR+STORAGE A DEVELOPERS' GUIDE**

*Is storage the missing piece for subsidy-free solar? We look at the economics of co-location in this panel based on different revenue streams, European power markets (and their prices) and other technologies which could be deployed to improve yield.*

- Factors that make storage the right decision for a solar project
- Milestones – how to make the right decisions along the way to avoid wasted costs
- How to determine how you will use the battery
- Modelling the economics
- Sizing the storage element to maximise the impact of your CAPEX

**Moderator: Michael Schrempp**, Global Head of Green Tech Solutions, **MunichRe**

**David Claudino**, Head, Energy Business, **Efacec**

**Hugh Brennan**, Managing Director, **Hive Energy**

13:00 – 14:00 **NETWORKING BREAK**

14:00 – 15:00 **PANEL DISCUSSION: FINANCING THE TRANSITION TO A SOLAR POWERED EUROPE**

*This session will look at evolving approaches from the capital providers, analysing how deals are changing and showcasing investor appetite for new deals. After a brief panel discussion, the audience will be able to join lenders and investors at round tables to continue the discussion and affirm relationships.*

- Is traditional project finance still the best route to capital?
- What could the utility or oil and gas plays mean for the energy transition?
- Appetite for merchant risk
- Appetite for collocated storage
- Corporate energy buyers as asset owners

**Moderator: Stirling Habbitts**, Director, **Green Giraffe**

**Anthony Doherty**, Chief Capital Officer, **NTR**

**Andrew Wojtek**, Head of Investment Management | Energy & Infrastructure EMEA, **Aquila Capital**

**Roger Font Garcia**, Global Head of Project Finance, Asset and Specialized Lending, **Banco Sabadell**

**Jan Libicek**, Investment Director, **Bluefield Partners**

15:00 – 16:00 **NETWORK WITH INVESTORS AND DEVELOPERS SPEED NETWORKING SESSIONS**

*These intimate and relaxed round tables give attendees a chance to sit down with potential partners and understand what their appetites are for different projects and locations.*

16:00 – 17:00 **LARGE SCALE SOLAR SUMMIT DRINKS AND NETWORKING**

## Day Three 26th November 2020

09:00 – 10:00 **PANEL DISCUSSION: THE FLOATING SOLAR OPPORTUNITY**

- How to identify the right site

- Lenders and investors active in the market
- Lessons from Asia
- Co-location of solar and offshore wind
- Locations ripe for development in Europe
- Investment opportunities
- Project case studies

**João Felgueiras**, General Manager of SolarisFloat & Director of Operations at jp.ik, **SolarisFloat / JP.IK**

**Filipe Guerra**, Project Manager, **EDP**

**Senior Representative, Efacec**

**Phil Napier-Moore**, Programme Leader, Renewable Generation, Asia Pacific, **Mott MacDonald**

**Céline Paton**, Senior Financial Analyst, **Solar Energy Research Institute of Singapore (SERIS)**

#### 10:10 – 11:00 **UK MARKET UPDATE – PRESENTATION & PANEL**

*During September 2020, over 1GW of new large scale solar sites were added to the large-scale ground-mount pipeline and in aggregate, the UK pipeline now sits at 11.6GW across 469 sites and could reach 13 GW before the end of the year. Most of the sites are just under the 50MW range and there is one site of 350MW from giant EDF. This panel will look at these new developments as well as the existing installed base, and pipeline in the UK. We will discuss:*

- The role the UK government expects solar to play in the UK
- The potential for a new round of CfDs - timelines and implications
- Companies active in the market
- The economics of UK solar

**Chris Hewett**, CEO, **STA**

**Matthew Edgar**, Managing Director, **Macquarie / Green Investment Group**

**Tim Warham**, Senior Policy Adviser, **BEIS**

**Jonathan Selwyn**, Managing Director, **Bluefield Development**

#### 11:00 **NETWORKING BREAK**

#### 11:30 – 12:30 **PRESENTATIONS FOLLOWED BY DISCUSSION: IRISH SOLAR MARKET UPDATE**

*In September, PV-Tech Power reported that Solar projects scooped nearly 800MW of contracts from Ireland's first Renewable Energy Support Scheme (RESS), smashing all expectations, landing just over a third (34%) of the overall auction volume. A total of 63 projects with a total generating capacity of 796MW were successful, winning at an average strike price of €72.92/MWh (US\$86.52/MWh). This session will showcase the results of the auction, outline the market opportunity and offer insight into how 2021 may shape up for Irish Solar.*

- Presentation: introduction to the market and 2020 policy changes from ISEA
- Presentation: pipeline update
- Discussion with speakers

**Moderator: David Maguire**, Founder & Director, **BNRG Renewables** & Chairman, **ISEA**

**Lauren Cook**, Analyst, **Solar Media**

#### 11:30 – 12:30 **SWEDEN & DENMARK: PRESENTATIONS**

**Harald Överholm**, CEO, **Alight Energy**

**Michael Moore**, Development & PPA Manager UK & Ireland, **Elgin Energy**  
**Lee Moscovitch**, Partner, **Greencoat Capital**

12:30 – 13:30 **MEET THE SPEAKERS SPEED NETWORKING**

*Networking is back at Large Scale Solar Europe so make sure you clear your diary for our last speed networking session. This session will give attendees the chance to separate into smaller groups and look at specific markets of interest.*

*Attendees can put their own topics on the agenda and will include items such as:*

- Market challenges such as land acquisition or grid connection
- Main players in the market so far
- Where is capital coming from?
- Energy pricing
- Pipeline and secondary markets opportunities

13:45 – 14:45 **PANEL DISCUSSION: CORPORATE ENERGY BUYERS: BEYOND BIG BOX AND SOCIAL MEDIA, WHAT'S THE ADDRESSABLE MARKET FOR C&I?**

*This session will bring together large energy buyers, developers/installers or EPCs with partners who can consult on PPA structures and finance. We will look at the options for renewable energy and dig into the reality of serving the C&I market.*

*The workshop will start with a panel of energy buyers who will outline their approach to the market.*

- What's the path to 100%?
- PPA Vs. On site
- Solar costs and savings
- Optimising a project and demonstrating returns beyond the balance sheet

**Ruud Ummels**, Managing Director & Aviation Consultant, **TO70 AVIATION**

**Alain Desvigne**, CEO, **Amarenco Group**

**Mark Augustenborg Ødum**, Executive Vice President, Partnerships, **Better Energy**