



SOLAR FINANCE & INVESTMENT EUROPE

3-4 FEBRUARY 2021 | VICTORIA PARK PLAZA, LONDON
#SFIEUROPE

NEW CONTENT FOR 2021

Exclusive merchant power forum: will help ready you with in-depth content showing you how to attract capital, how to monetize a project and how to de-risk a project.

The covid19 aftermath: expert content showing you how to harness the European Green Deal and Build Back Better movement, who's still ready for business and alternatives to project finance in a constrained environment.

The solar atlas: see where to develop in 2021 and find out new business opportunities in hot markets such as Ireland, Portugal and the UK. Hear about how new business models could burst market bubbles and whether power prices will bounce back.

Optimize your projects: see how you can deal with underperforming assets, which projects might be ripe for new tech such as bifacial panels and how to really utilise data to supercharge your projects.

The wider opportunity with solar, storage and hydrogen: as the world moves towards electrification and a new green hydrogen economy, we look at investment opportunities in a scaled-up solar sector.



SOLAR MEDIA
EVENTS | PUBLISHING | RESEARCH

A NEW HYBRID EVENT MODEL KEEPING YOU SAFE, INFORMED AND NETWORKING

We've 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:

- ✓ Hear vital first-hand information from investors, lenders and developers about how they view the European solar, storage, wind and hydrogen markets
- ✓ Use our dedicated platform to arrange one-to-one meetings, take part in speed networking sessions and dedicated round tables focused on the content which matters most
- ✓ Visit best-in-class sponsor and exhibitor booths and find out about the latest technology and services enabling the industry
- ✓ Live stream or on-demand – our platform makes content available at a time which suits you
- ✓ 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

<https://financeeurope.solarenergyevents.com/>

CONFERENCE DAY ONE: 3RD FEBRUARY 2021

08:30 REGISTRATION AND REFRESHMENTS

09:00 OPENING REMARKS FROM THE CHAIR AND STATE OF THE MARKET SURVEY AND RESULTS

KEYNOTE OPENING SESSION

09:10 **PANEL DISCUSSION: INSTITUTIONAL INVESTOR APPETITE IN THE MARKET**

- How has covid19 changed the market for long term investors?
- How helpful are newly announced government stimulus and commitments?
- What kind of projects look attractive in 2021? (solar, solar+storage, wind, hydrogen?)
- Have expectations of returns changed?
- What's vying for attention renewables isn't getting?

10:00 **THE BIG DEBATE: RENEWABLES ARE A SAFE HAVEN FOR CAPITAL IN A VOLATILE WORLD AND NO LONGER "ALTERNATIVE"**


This fascinating debate will explore the attractiveness of renewables for investors, asking if we have reached the tipping point of investment into renewables which will take us beyond GW of installed power to TW, powering ambitious political targets which have emerged throughout 2020.




We will ask:

- Whether renewables are now a haven in a volatile world?
- How recent commitments from oil and gas companies might play out? Asset owner or energy offtaker and why does it matter?
- Was covid19 a catalyst for long term power price depression?

11:00 Networking break



MERCHANT POWER FORUM	THE NEW C&I LANDSCAPE
<p>11:30 DEVELOPER PANEL: RAISING CAPITAL FOR MERCHANT PROJECTS</p> <ul style="list-style-type: none"> ▪ Merchant models aren't new so what can we learn from the past? ▪ How should developers change their approach to fundraising for a merchant project Vs a project with a long-term PPA or incentivized remuneration? ▪ Have bankability criteria changed? ▪ Have key merchant markets in Europe changed as a result of covid19? ▪ From a cost of capital perspective, do you need an institutional investor? What's their appetite for merchant projects? ▪ Financial tools to hedge risk <p>12:10 DATA AND ANALYTICS TO ENABLE EFFECTIVE PRICE DISCOVERY</p>	<p>11:30 WHAT DOES THE POST COVID C&I LANDSCAPE LOOK LIKE?</p> <ul style="list-style-type: none"> ▪ How have specific market segments changed in 2020? <ul style="list-style-type: none"> ○ REITS and large commercial investors ○ Local authority appetite for renewables ○ Data centres ▪ Aggregation of C&I portfolios – a rising trend in the USA, will we see something similar in Europe? ▪ In judging counterparty risk, have the requirements gone up for off-takers in 2021? ▪ How have PPAs with C&I customers changed, are project owners getting squeezed on price? ▪ How to deal with multinationals
<p>12:40 Networking lunch break </p>	
MERCHANT POWER FORUM	COUNTRY FOCUS ROUND TABLES
<p>2:10 ASSET MANAGEMENT IN A MERCHANT ERA</p> <p>2:40 ENERGY TRADING</p>	<p>2:10 INTERACTIVE ROUND TABLES: GLOBAL SOLAR MARKETS</p> <ul style="list-style-type: none"> ▪ UK ▪ Ireland ▪ Portugal ▪ Spain ▪ Greece ▪ France ▪ Germany ▪ Italy

	<ul style="list-style-type: none"> ▪ Africa ▪ Nordics ▪ Turkey ▪ United States of America
<p>3:30 Networking break </p>	
<p>4:00 THE VIRUS, THE AVAILABILITY OF EARLY STAGE FINANCE AND ALTERNATIVES TO BRIDGE THE GAP</p> <ul style="list-style-type: none"> ▪ Who's taking on the risk of early stage project development now? ▪ How has covid19 affected lender and investor appetite? ▪ How have tenures and terms changed? ▪ Alternatives to debt? 	<p>4:00 FLOATING SOLAR: THE ANSWER TO LAND ACCESS WOES? <i>This session will feature a selection of lenders and investors who will outline their approach to floating solar, risks and opportunities they foresee and offer some insight into whether this sector of the industry could help in areas where land access is constrained or legal challenges exist.</i></p>
<p>5:00 SPEED NETWORKING <i>Designed to promote new business contacts to come together, this fun and snappy session will group you with up to 4 other event participants for 4 minutes before moving onto the next group. It's a fast way to accelerate networking, reduce the awkward small talk and leave you with new contacts to do business with. We provide you with some ice-breaker questions, you just have to turn up with a stack of business cards.</i> </p>	
<p>5:40 NETWORKING DRINKS RECEPTION </p>	

CONFERENCE DAY TWO 4TH FEBRUARY 2020

FINANCING STORAGE	HOW TO IMPROVE PROJEVCT YIELD
<p>08:30 RE-REGISTRATION AND REFRESHMENTS</p> <p>09:00 OPENING REMARKS FROM THE CHAIR</p> <p>09:15 APPETITE FOR STORAGE IN 2021? <i>This session will focus on different sources of capital and assess their appetite for storage. We will look at:</i></p> <ul style="list-style-type: none"> ▪ Debt, equity and long term investment ▪ Cost of capital ▪ Appetite for FTM, BTM and focus specifically on storage collocated with solar ▪ Appetite for novel technologies ▪ What can hold a deal back? 	<p>08:30 RE-REGISTRATION AND REFRESHMENTS</p> <p>09:00 OPENING REMARKS FROM THE CHAIR</p> <p>09:15 HOW TECH IS ENABLING BETTER YIELD</p> <ul style="list-style-type: none"> ▪ Bifacial gains – what % increase to expect from bifacial panels ▪ Leveraging the power of trackers with bifacial panels ▪ What are your inverters telling you? How to really utilise your inverters effectively ▪ Is IoT and AI largely untapped in the industry – how to harness these technologies to improve the value of a project
<p>11:00 SPEED NETWORKING, REFRESHMENTS AND EXHIBITION VISIT <i>Designed to promote new business contacts to come together, this fun and snappy session will group you with up to 4 other event participants for 4 minutes before moving onto the next group. It's a fast way to accelerate networking, reduce the awkward small talk and leave you with new contacts to do business with. We provide you with some ice-breaker questions, you just have to turn up with a stack of business cards.</i></p>	
<p>GREEN HYDROGEN</p>	<p>ENERGY PRICING AND PPAS</p>



11:45 INVESTMENT OPPORTUNITIES IN SOLAR TO POWER GREEN HYDROGEN

During the summer of 2020, governments around the world set ambitious targets and policies for green hydrogen but what does this mean in practice? To meet these targets would require a huge effort from the development and investment community to really scale up. This panel will look at:

- Investor and lender appetite for green hydrogen
- The route to profitability
- How solar developers are already approaching the market
- Which markets show the most promise

11:45 TRENDS IN ENERGY PRICING

This session will look at some of the pricing trends seen in 2019. We will look at closed PPAs across various European markets to assess what happened in 2019 in terms of power pricing.

12:15 SIGNING A PPA IN 2021 – WHAT’S DIFFERENT THIS YEAR?

12:30 NETWORKING LUNCH BREAK

GREEN BONDS

1:30 WHY ARE SOME COMPANIES TAPPING INTO THE GREEN BOND MARKET AGAIN?

- What’s driving issuance of green bonds in the power sector?
- How does an issuance come together?
- What can be bonded, what cannot and how can you tell if it’s the right decision for your business?
- How much does an issuance cost and how do you market to investors?

CROWD FUNDING

SECONDARY MARKETS

1:30 PRESENTATION & AUDIENCE POLL: REVIEW OF 2020 TRANSACTIONS – TRENDS AND INSIGHT

2:10 PANEL DISCUSSION: WHAT ARE FUNDS LOOKING FOR NEXT?

- Key markets of interest
- Approach to underperforming assets
- Do funds have appetite for unsubsidised projects or are they focused on subsidies?

2:30 WHY CROWDFUNDING IS AN EFFECTIVE ROUTE TO ATTRACTING EARLY STAGE FINANCE

- Are valuations holding up and what can an asset owner do to support them?

3:00 NETWORKING REFRESHMENT BREAK



3:30 CLOSING KEYNOTE: WHAT'S THE FUTURE OF THE INDUSTRY?

- What kind of players will dominate and how will the industry shake out between oil and gas, power players and smaller asset owners?
- Who funds the networks and why will it matter in the future?
- Are there other players with deep pockets which could enter the sector
- Have we reached a tipping point in government policy
- What to expect out of cop26?
- What might the long term shifts of Covid19 be?
- What gives us reasons to be hopeful?