

SOLAR & STORAGE FINANCE & INVESTMENT TEXAS

#SSFTEXAS

9 – 10 April 2019

AUSTIN, TEXAS

POST-EVENT REPORT 2018

Delegate profiles | Testimonials | Feedback

Part of the

GLOBAL SOLAR & STORAGE SERIES

LONDON | NEW YORK | AUSTIN | SINGAPORE | MARRAKESH | TORONTO

financetexas.solarenergyevents.com

Foreword

Solar & Storage Finance Texas was developed based on overwhelming feedback from our clients that the ERCOT market for projects was hotting up - and it delivered!

A high-level audience of utilities, developers, installers, funds, banks, equity investors and suppliers met in April 2018 to chart a path for stronger relationships moving forward.

Attendees flew from around the USA to meet in Houston and discussions focused on:

- **The main macros and headwinds in the US market:** happening close to the Section 201 decision, as well as the decision to apply tariffs to steel imported into the country, attendees were keen to discuss the impact on project economics. Moreover, the keynote panel discussed the impact of the current administration on the solar and storage industry but concluded that the C&I market, as well as keen interest in investment opportunities in clean energy would drive the market forward.
- **The evolution of debt for storage and storage technologies:** there was a scintillating discussion around how debt providers are evolving their offerings given the maturation of energy storage. Audience members had questions around the length of warranties for lithium-ion batteries, how long the batteries could really be expected to last in operation and how lithium stacks up against other technologies. 33% of respondents to our on-site poll are tracking flow batteries and the same number are tracking thermal. 22% were interested in compressed air.
- **Secondary markets and M&A:** as one of the hottest debates on-site, we looked into current activities in secondary markets across the country. With speakers from several prominent funds, we heard from them about what they were looking for in terms of their acquisition strategy. We also asked whether attendees thought current projects were over- or under-valued.

Many more topics were discussed across the 2-day event but I was especially pleased to work with WRISE to look at how we encourage more women into our industry. Our keynote panel on this was exceptionally candid and we thank them, along with all of our speakers, sponsors and supporters for the hard work they put into making this event such a success.



Jo Wilkinson
Head of Event Content
Solar Media Limited

DD: +44 (0) 20 7871 0122 | E: jwilkinson@solarmedia.co.uk

“It’s great to know which developers are taking the lead in the Solar + Energy Storage space to compliment utility scale solar. The well planned event gathered all the right people to meet in one room

Max Lee Johnson - Business Development Director



“Thank you for hosting the Solar & Storage Finance conference in Houston this week. It has been truly beneficial listening to different points of view on the state of the market, and lessons learned in the residential, C&I and utility scale solar market in Texas and the US. In particular, gaining insights from diverse participants along the value chain, such as project developers, fund managers, lenders, municipal utilities and think tanks, provides a valuable input for our business development goals, decision making, and overall strategy. I look forward to attending the event in New York and sponsoring Miami’19

Fernando Torres-Moncayo - Development Manager



“The Solar & Storage Finance & Investment Texas ’18 Conference was a fantastic conference which I am grateful to have attended. We connected with investors we had not yet met and were surprised to have the depth of industry leaders and participants we have wanted to meet. Overall, it was a must attend conference and we look forward to attending the next conference

Joaquin Altenberg - CEO



Delegate Profiles

Company Activity



Job description



2018 attendees:

8MINUTENERGY RENEWABLES	FREEDOM SOLAR	ONYX RENEWABLES
ACCORE	GAF MATERIALS	ORMAT
ADTRA	GAMECHANGE SOLAR	PASON POWER - PASON SYSTEMS CORP
ALPHA ENERGY	GDS ASSOCIATES	POWER 2 STORAGE LLC
ALTERNATIVE RESOURCE GROUP	GREENCELLS USA INC.	PRISMA ENERGY CAPITAL
APEX CLEAN ENERGY	GREENGO ENERGY	QUINBROOK INFRASTRUCTURE PARTNERS, LLC
ARCTAS CAPITAL GROUP, LP	GREENTECH CAPITAL ADVISORS	RECOM
ARUP	GUADALUPE VALLEY ELECTRIC COOPERATIVE	ROCKY MOUNTAIN INSTITUTE
BARNES & THORNBURG LLP	HARLAN E. MURPHY, PLLC	SEGIA GULF GROUP
BELLTOWN POWER TEXAS	IC2 INSTITUTE - THE UNIVERSITY OF TEXAS, AUSTIN	SEIF CONSULTING
BLACKROCK	IGS ENERGY	SERAPHIM SOLAR USA
BROOKFIELD INFRASTRUCTURE GROUP	IHS MARKIT	SOFOS HARBERT RENEWABLE ENERGY
CADEN ENERGY	INVESTEC USA	STARWOOD ENERGY GROUP
CAPROCK RENEWABLES	KEY EQUIPMENT FINANCE	STATESTREET
CLEAN LINE ENERGY PARTNERS	LO3 ENERGY	STOEL RIVES LLP
CLIMATE IMPACT CAPITAL	LOWER COLORADO RIVER AUTHORITY	SUNLIGHT GENERAL CAPITAL
COHNREZNICK	MACQUARIE BANK LIMITED	SUNNOVA ENERGY CORPORATION
CPS ENERGY	MERGERMARKET	TEXAS PACE AUTHORITY
CYPRESS CREEK RENEWABLES	MGI ENERGY	TORTOISE
ECO ENERGY WORLD	MOTHERSHIP ENERGY GROUP	UNIQUE SURETY AND INSURANCE SERVICES LLP
EDP RENEWABLE NA	MUFG	VERT SOLAR FINANCE LLC
ELIGO ENERGY, LLC	NEW ENERGY CAPITAL	VIKING COLD SOLUTIONS
ENCHANTED ROCK	NORTON ROSE FULBRIGHT	WGL ENERGY
ENERGY INFRASTRUCTURE PARTNERS	NRG ENERGY	YOTTA SOLAR
FIRST SOLAR	OCI SOLAR POWER	
FOSS & COMPANY	ONE ENERGY ENTERPRISES LLC	

“ We made many great connections and I think people were genuinely interested in what we are developing. I know that you guys had a focus on quality over quantity, and the quality definitely showed.

Omeed Badkoobeh, CEO





Visitor feedback

86%



Rated the quality of speakers as Very Good or Good

71%



Said networking opportunities were Exceptional, Very Good or Good

86%



Rated the event as Exceptional, Very Good or Good

88%



Said they would attend again

88%



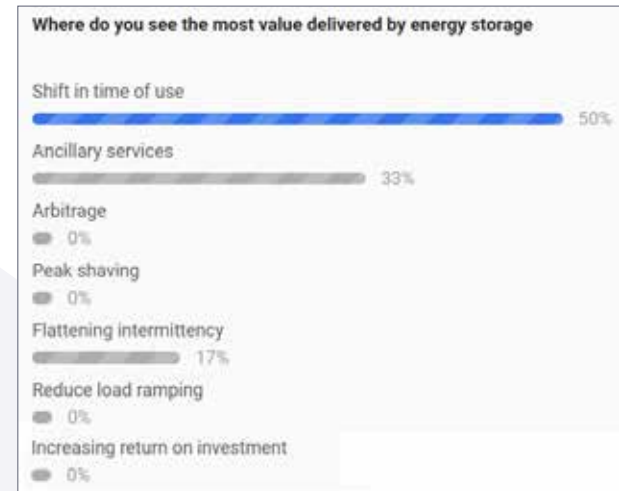
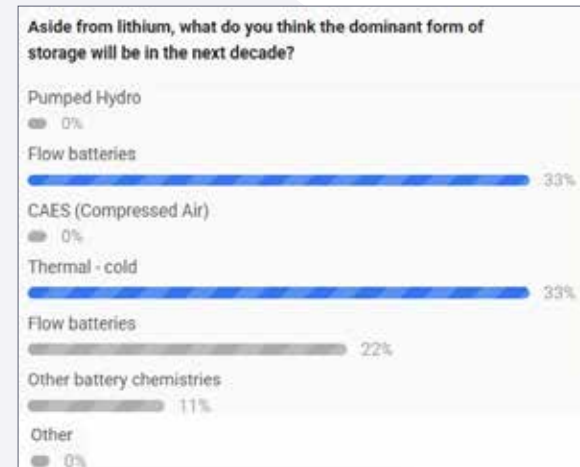
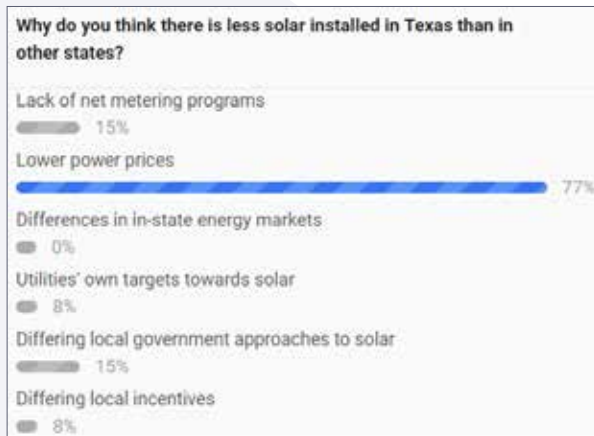
Said they would recommend the conference to colleagues

“ The conference content was informative and timely, especially as pertains to opportunities and challenges in the ERCOT (Texas) market. Additionally, the format was very conducive to networking, and the exchange of ideas with fellow conference attendees and speakers. I would highly recommend it!

Elizabeth Kaiga, Director - Renewable Energy Industry



Audience polls at the event:



“Solar & Storage Finance Texas brought together senior executives and CEOs into a focused 2 day event on the most pressing issues in the industry, and created opportunities for high value networking to find common solutions.

Alexander Rozenfeld Founder
Climate Impact Capital

“The panels at Solar & Storage Finance Texas provided a broad perspective on the ERCOT solar and storage market. Great opportunity to engage with Panelists through the Q&A App and to network with relevant industry professionals

Fred Zelaya, Project Finance



SOLAR & STORAGE★
FINANCE & INVESTMENT
★**TEXAS**

Contact:

“ This was a well-attended and well-organized solar and storage conference. It provided me with a fresh update on market developments from industry leaders and many new connections and potential opportunities

Jerry Polacek - Managing Director and Group Lead



“ The conference brought together a number of knowledgeable and active participants in solar, storage and finance. It provided excellent insight in to the prospects of the solar storage market in Texas

Brian Raine - Principal



Sue Bradshaw - Events Director

+44 (0) 207 871 0122

sbradshaw@solarmedia.co.uk

Daniel White - Sponsorship & exhibition enquiries

T: +44 (0)207 871 0160

dwhite@solarmedia.co.uk

Jo Wilkinson - Speaker enquiries

+44 (0) 207 871 0122

jwilkinson@solarmedia.co.uk

Jason Andrews - Digital Marketing Manager

+44 (0) 207 871 0122

jandrews@solarmedia.co.uk