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# ENERGY STORAGE

## SUMMIT

### 2024

ENERGY TRANSITION  
SERIES

CO-LOCATION

NEW HORIZONS

GRIDS

REGULATION



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The Energy Transition Specialist

25th June 2024  
The View, London

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# OVERVIEW

Step into the future of energy storage at 2024's Energy Storage Summit! Join us for an electrifying journey into the heart of the energy transition as we delve deep into the crucial role of energy storage. The race towards climate neutrality by 2025, as outlined by the European Green Deal, demands the need for action. Energy storage is the cornerstone of Europe's energy transition.

Unlock the secrets to flexible, stable, and reliable energy systems as we tackle the challenges head-on. At inspiratia's Energy Storage Summit, we'll be highlighting three critical components holding back the deployment and further advancements within the asset class: financing, supply chains, and policies and regulation.

With more networking opportunities than ever before, connect with industry titans, groundbreaking dealmakers, and thought leaders driving energy storage forward. Discover the industry's views as we explore risk appetite, investment scope, pricing dynamics, market designs, regulatory frameworks, and investment opportunities for 2024 and beyond.

Don't miss your chance on playing an active role within energy storage. Marker your calendars and secure your spot now!

For speaking opportunities  
please email:

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## WHO CAN YOU MEET?

Connect with 250+ C-level and leading European and UK energy storage playmakers ranging from institution investors, financiers, developers, utilities, project sponsors, lenders, government representatives and many more.

## DELEGATE BREAKDOWN



**5 Hours+**  
Networking



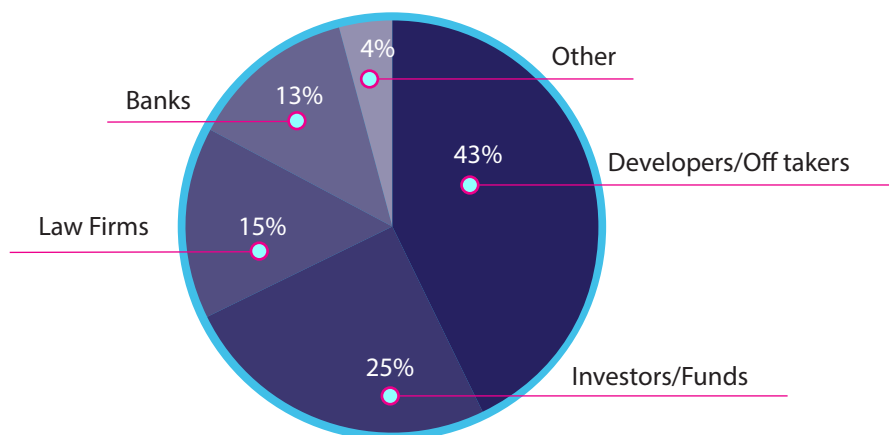
**15+**  
Countries



**30+**  
Speakers



**250+**  
Attendees



## 25<sup>th</sup> JUNE AGENDA

8:00	<b>INVESTORS BREAKFAST</b> By Invitation-only. For more information email: <a href="mailto:c.osborne@inspiratia.com">c.osborne@inspiratia.com</a>
8:30	<b>REGISTRATION OPENS</b>
9:00	<b>WELCOME REMARKS</b> <b>Nick Davies</b> , Managing Director, <b>Inspiratia</b>
9:10	<b>Financing makes energy storage go round</b> 2023 resulted in a less successful year that originally predicted. While liquidity is available from lenders with plenty of BESS investment opportunities, many challenges remain ranging from navigating inconsistent revenue curves. <ul style="list-style-type: none"><li>• How can developers demonstrate that their future business case and project revenues are bankable?</li><li>• How can financiers leverage BESS multiple revenue streams? Does the initial revenue stack mix need updating following the saturation of ancillary services?</li><li>• Are we seeing more debt financing within the sector and is it sufficient?</li><li>• How are equity lenders navigating the discrepancies between expected revenues versus actual revenues received in 2023?</li><li>• What do project financiers need to be comfortable with financing energy storage? How will their approach vary by country?</li><li>• Are there financial instruments that create more visibility and predictability of revenues?</li></ul> <b>Maria di Marzio</b> , Director, Senior Specialist Project Finance, <b>Bayern LB</b> <b>Robyn Lucas</b> , Director, Data Science & Research, <b>Modo Energy</b> <b>Semih Oztreves</b> , Global Director of Network Infrastructure, <b>Zenobe</b> <b>Sanchita Thaker</b> , Executive Director, Energy Transition, <b>CIBC</b> <b>Moderator: Michael Kruger</b> , Partner, <b>TLT</b>
10:00	<b>Duration revolution: Batteries</b> <ul style="list-style-type: none"><li>• Will two-hour duration remain the industry standard and for how long?</li><li>• Are market players willing to invest in longer duration storage or is there a mismatch between costs and benefit?</li><li>• How will longer duration batteries alter trading and cycling?</li><li>• Is using the cap and floor the right solution for long duration energy storage or would it require more support?</li></ul> <b>Pierre Lebon</b> , Director of Analytics, <b>CQuant</b> <b>Alex Campbell</b> , Director, Policy & Partnerships, <b>Long Duration Storage Council</b> <b>Antonios Kouzelis</b> , New Business Development Manager, <b>PowerField</b> <b>Moderator: Viola Caon</b> , Head of Content, <b>inspiratia</b>
10:40	<b>NETWORKING BREAK</b>
11:40	<b>The building blocks: Developers spotlight</b> Inconsistent revenue curves are resulting in developers facing difficulties in raising debt for their project combined with managing risks that comes with financing those projects. <ul style="list-style-type: none"><li>• Initial revenue curves that were developed used a top-down approach based on atypical projections and figures for the next few years. As a result, lenders anticipated higher revenue projections. 2023 was a mild year combined with high saturation which resulted in revenues not being near projections. How are developers navigating the current environment?</li><li>• With inaccurate projections, what do developers need to do to convince lenders that revenue projections are bankable and stabilised?</li><li>• Is adding more duration a solution to mitigate current declining profits? How can developers identify new revenue streams that avoid a dependence on National Grid and short-term intraday volatility?</li></ul> <b>Gareth Dauley</b> , CEO, <b>Koe Group</b> <b>Trevor Wills</b> , CEO, <b>Pulse Clean Energy</b> <b>Mike Ryan</b> , Commercial Director, <b>Constantine Energy</b> <b>Moderator: Mark Walton-Hayfield</b> , Director, Energy Storage UK & Ireland, <b>Envision Energy</b>

12:30	<b>LUNCH</b>
14:00	<p><b>To co-locate or not to co-locate?</b></p> <ul style="list-style-type: none"> <li>• How can co-location be defined or standardised? Does the definition need to differ depending on the jurisdiction?</li> <li>• When is it best to go standalone storage vs co-location? Are there instances where co-location should be avoided? What are the requirement differences?</li> <li>• DC vs. AC coupled-sites, how do their challenges differ?</li> </ul> <p>• How can players minimise the cannibalisation of revenues while mitigating risks?</p> <p><b>Sumit Joshi</b>, Director, Energy Flexibility, <b>Baringa</b>  <b>Will Evans</b>, Executive Director, Head of Debt Advisory, Structured Finance, <b>Santander</b>  <b>Genna Boyle</b>, Director UK &amp; Europe, <b>Gridcog</b>  <b>María Cuadrado Prado</b>, Power Markets &amp; Storage Analysis Manager EMEA, <b>Recurrent Energy</b>  <b>Moderator: Charles Osborne</b>, Director, <b>Inspiratia</b></p>
14:45	<p><b>No risk, no reward</b></p> <p>As a result of lingering Covid-19 impact, and ongoing Russo-Ukrainian War, gas rises spiked resulting in higher electricity prices and spreads for batteries – how did this impact players active within the BESS space expectations, resulting in a disconnect from reality?</p> <ul style="list-style-type: none"> <li>• Addressing the risk and return profile</li> <li>• Ancillary services revenues were traditionally a large component of the revenue stack, however, they have now reached saturation as expected in the long-term, will this result in a greater dependency on trading?</li> </ul> <p>• How can trading mitigate its dependency on power price volatility if demand from consumers drop?  • How can National Grid better leverage the balancing mechanism to better manage supply and demand?  What do the current trading system and processes need to update to create greater efficiency?</p> <p><b>Roberto Castiglioni</b>, CEO, <b>Ikigai Capital</b>  <b>Chris Matson</b>, Partner, <b>LCP Delta</b>  <b>Alastair Barnett</b>, Head of Short Term Trading, <b>EDF</b>  <b>Oscar de Somer</b>, Head of Trading Analytics, <b>Centrica</b>  <b>Moderator: Louise Shaw</b>, Partner, Energy &amp; Infrastructure Corporate Finance, <b>EY</b></p>
15:30	<b>BREAK</b>
16:00	<p><b>Italy: merchant vs regulated investments</b></p> <ul style="list-style-type: none"> <li>• How the Terna (TSO) auctions work?</li> <li>• What are the macro-assumptions for a merchant financial model?</li> <li>• What is the expected IRR for regulated contracts with the TSO?</li> <li>• The critical nodes in Italy are in the southern part of Italy, once the TSO will issue the regulation for the incentives, will merchant investments still make financial sense?</li> <li>• Will the interconnection works (from the south to the north of Italy) disincentivize investments in BESS?</li> </ul> <p><b>Paola Agrati</b>, CEO Italy, <b>Contour Global</b>  <b>Alex O'Conneide</b>, CEO &amp; Founder, <b>Gore Street Capital</b>  <b>Alessia Saibene</b>, Investment Director, <b>Sosteneo</b>  <b>Moderator: Domenico Vinci</b>, CEO, <b>Green Horse Financial Advisory</b></p>
16:45	<p><b>Framework deep dive: Regulations</b></p> <ul style="list-style-type: none"> <li>• Regulatory frameworks are fairly established in most jurisdictions, which markets have the most robust environments for BESS investment to take off?</li> <li>• Italy is targeting 9 GW of battery capacity by 2030, given the current environment, is this realistic? Spain and Greece are promising markets, but what do investors and developers alike need to in the market design to be able to move forward?</li> <li>• How are financiers and developers alike navigating planning permissions? How are processes further complicated with co-location?</li> </ul> <p><b>Hermann Rothfuchs</b>, Partner, <b>Bird &amp; Bird</b>  <b>Alexa Strobel</b>, Strategy Lead, <b>Field</b>  <b>Loic Cerulus</b>, Director, <b>DIF Capital Partners</b>  <b>Moderator: Elsa Fucile</b>, Head of Production, <b>inspiratia</b></p>
17:30	<p><b>CLOSING REMARKS</b></p> <p><b>Viola Caon</b>, Head of Content, <b>Inspiratia</b></p>
17:40	<b>EVENING NETWORKING COCKTAIL RECEPTION</b>

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