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18th October 2023
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EVENT OVERVIEW

Inspiratia's Energy Storage event is back in action and coming to London on 18th October!
Like many nascent technologies, energy storage is set to shine on the energy transition's mainstage, helping push the energy transition further. The UK market is the most established within the energy storage asset class in Europe and transitioning to longer duration.

There's plenty in the pipeline with project size and transaction volumes beginning to increase. However, the last six months, pricing margins have tanked with questions emerging of the asset class's future potential.

Join us as we dive into key topics ranging from regulation, emerging financial structures, co-location of projects, tackling the grid bottlenecks, battery asset trading, upcoming energy storage technologies, and much more!

For speaking opportunities please email:
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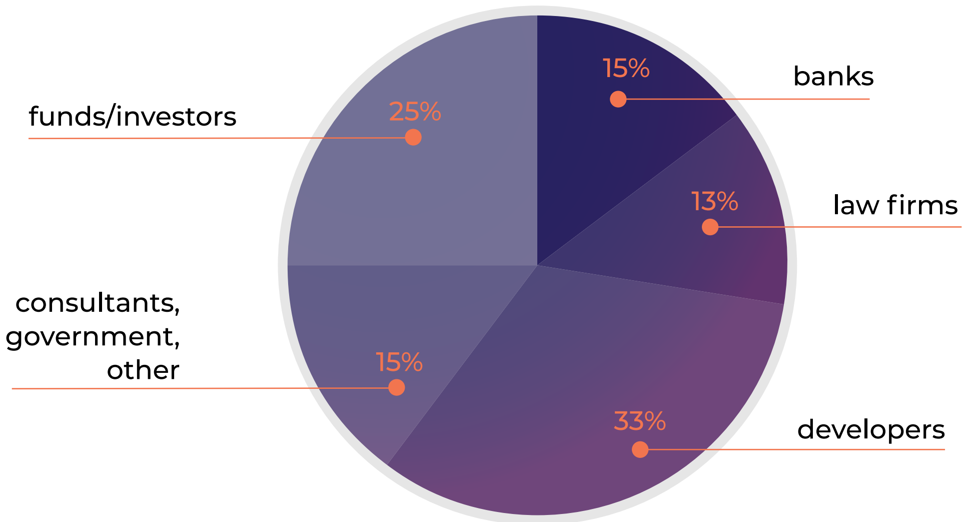
For sponsorship or commercial enquiries please email:
c.osborne@inspiratia.com

WHO CAN YOU MEET?

We're bringing over 200+ leading European and UK energy storage playmakers including: institutional investors, developers, utilities, , project sponsors, lenders, government representatives, lawyers, off takers and many more.

DELEGATE BREAKDOWN



AGENDA 18th October

9:00 AM	**WELCOME REMARKS**
9:10 AM	**Money, Money, Money: Financing Energy Storage** • As asset class matures, how can financiers become more comfortable, particularly as ticket volume increases? Are players able to get higher levels of financing with revenue uncertainty? Are new financing structures being introduced or is it more about becoming comfortable with the asset class? • Has competition increased with cost of debt being higher and capex cooling? • How are merchant risk deals being structured? How can industry players become more comfortable with merchant risk? • For banks, how much are revenues contracted? How will they evaluate the difference types of business models that will be more investor friendly (e.g. operational costs vs fixed revenues vs. different risks)? ***Gayatri Desai,*** *Managing Director & Head of Energy Transition & Sustainable Finance,* ***CIBC Capital Markets*** ***Peter Clifton,*** *Director, Banking & Investments,* ***UK Infrastructure Bank*** ***Moderator: Nath Curtis,*** *Partner,* ***Gowling WLG***
10:00 AM	**Expanding the toolbox: Making your energy storage business case** • What is the current market view on the pros and cons of a short term -vs- a long term offtake strategy? • How will investment criteria change as the market continues to evolve? • How do market players effectively benchmark performance in a constantly evolving market? • How does the investment outlook in the UK compare to the EU market? ***Helena Anderson,*** *Co-Founder & CEO,* ***Ikigai Capital*** ***David Menendez,*** *Managing Director, UK & BESS CoE,* ***Fotowatio Renewable Ventures (FRV)*** ***Louise Shaw,*** *Partner, Energy & Infrastructure Corporate Finance,* ***EY*** ***Moderator: Michael Kruger,*** *Partner,* ***TLT LLP***
10:50 AM	**MORNING NETWORKING BREAK**
11:50 AM	**Battery Asset Trading** • How is the role of optimiser and the route to market essential? What is involved in the day-to-day? • What does the route to market for batteries look like and what are do successful strategies look like? How will they evolve in the coming years? • What products are available for asset owners and how bankable are these assets? • Are standalone batteries profitable? What's next for the battery market? ***Fabrizo Fenu,*** *Head of Business Development,* ***UK, EDF*** ***Charlotte Johnson,*** *Chief of Staff & Global Head of Marekts,* ***KrankenFlex*** ***Semih Oztreves,*** *Director, Network Infrastructure,* ***Zenobe*** ***Moderator: Steven Verbeek,*** *Senior Consultant,* ***Kyos Energy Consulting B.V.***
12:30 PM	**The Grid: Facilitating the route to market** • Overcoming long wait times – how will each EU country adapt its grid regime? How can interlinking issues be addressed? • How can developers overcome entry barriers? Are batteries seen as a burden to the grid? • Will ESOs adapt their strategies to speed up the deployment of batteries? • How can National Grid become more agile? ***Ben Pratt,*** *Founder,* ***Clearstone Energy*** ***Mark Henderson,*** *Chief Investment Officer,* ***GridServe*** ***Sean Martin,*** *Commercial Director,* ***Modo Energy***

1:15 PM	**NETWORKING LUNCH**
2:45 PM	**In it together: Co-location and hybridisation** • What are the benefits of co-location? • As amounts of capital deployed grow within the sector, will merchant risk rise with it? • Will co-located projects work as individual entities only sharing facilities? • Weighing up co-location vs retrofitting – will it be the new default for developers for existing projects? • How are developers deciding how to make it work? What the type of sizing to consider for wind and solar? Will it compete with hydrogen co-location down the line? ***Ivo van Dam,*** *Chief Technology Officer,* ***PowerField*** ***Rosalind Smith-Maxwell,*** *Senior Vice President,* ***Quinnbrook***
3:30PM	**AFTERNOON NETWORKING BREAK**
4:00 PM	**Pushing forward: Developers within energy storage** • Will developers continue their pipelines regardless of the first-mover advantage? • Leading developers in the sector having begun buying into pipelines of projects that are not yet developed, will we begin to see a shift from m&a to more project financed deals? Will this result in banks needing to take on more merchant risk within the asset class? • How can developers demonstrate more certain revenues to make financiers more comfortable? • From operational teething issues, to top tips, and learning lessons, what does the day to day look like? ***Max Slade,*** *General Counsel,* ***Harmony Energy*** ***Gareth Dauley,*** *CEO,* ***Koe Group*** ***Marek Kubil,*** *Managing Director – Western Europe Sales,* ***Fluence Energy*** ***Hannah Staab,*** *Head of Strategy,* ***Natural Power*** ***Hermann Rothfuchs,*** *Partner,* ***Bird & Bird***
5:00 PM	**CLOSING REMARKS**
5:15 PM	**COCKTAIL RECEPTION**

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